

2017 CONTINUING EDUCATION



Insurance 101

Ethics Seminars: MDS Headquarters and in Holyoke

BORID PACKAGE

Pain Management for the Dentist (Complimentary for MDS Members)
American Heart Association: BLS for Healthcare Providers,
and Infection Prevention and Control: 2017

25th Annual Dr. Steve Stone
Breakfast and Learn Seminar

Front Office Management Program

Human Resource Program

Accounts Receivable Program

Endodontics

Restorative Dentistry

Oral Cancer

AND MORE INSIDE . . .

NEW!

Wednesday Lunchtime Webinars
Complimentary for MDS Members and their Staff

Register Early at massdental.org

ADA CERP® | Continuing Education
Recognition Program

The Massachusetts Dental Society is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/goto/cerp.

Complimentary Webinars for Registration Opens One Month Prior to

Pain Management for the Dentist

Wednesday, April 12

Login: 11:45 am, Seminar: 12:00-2:00 pm

REGISTRATION OPENS WEDNESDAY, MARCH 15

412

MDS Dentist/Auxiliary Member

CE Hours: 2

LECTURE

AUDIENCE:

Dentist



David A. Keith, BDS, DMD, professor, oral and maxillofacial surgery, Harvard School of Dental Medicine/Massachusetts General Hospital



Richard Harold, DMD, JD, attorney admitted to the Bar in Massachusetts and associate clinical professor, Tufts University School of Dental Medicine



Ronald J. Kulich, PhD, professor, Tufts University School of Dental Medicine, lecturer, department of anesthesia, critical care and pain medicine, Harvard Medical School, Massachusetts General Hospital



Richard D'Innocenzo, DMD, MD, clinical professor, oral and maxillofacial surgery, Boston University Goldman School of Dental Medicine

The national prescription opioid crisis will be discussed as it effects Massachusetts and the practice of dentistry. Dentists encounter patients in acute or chronic pain on a daily basis and need to be able to evaluate these patients efficiently and recognize dental and non-dental causes of pain. Based on a sound diagnosis, effective and individual treatment plans are formulated. A variety of medications, including opioids, can be prescribed with the necessary warnings and precautions and recognition of the risks, benefits, and alternatives. Regulatory and practice management issues, including accessing and interpretation of the Massachusetts PAT data, recognizing and treating the at-risk patient, recordkeeping, referrals and consultations, etc will be addressed.

LEARNING OBJECTIVES

- Learn effective pain management
- Understand the prescription opioid crisis and its effect on dental practice
- Be able to discuss the risks, benefits, and alternatives of commonly used pain medications, including the risks of abuse and addiction associated with prescription opioid medications and appropriate quantities in various clinical situations
- Review the clinical, regulatory, and practice management issues involved in prescribing opioid medications, including the proper storage and disposal of prescription medications
- Be familiar with Massachusetts PAT data use and interpretation
- Know how to identify and manage the at-risk patient including information about opioid antagonists, overdose prevention treatments and instances in which a patient may be advised on both the use of and ways to access opioid antagonists and overdose prevention treatments

You Don't Have to Leave Your Office to Participate

***Non-MDS Members call 508.480.9797
press 5 to register.**

Lunchtime Webinars

MDS Members and Staff

Webinar, Visit massdental.org/webinar

The Modern Rules of HIPAA and Email

Wednesday, May 3

Login: 11:45 am, Seminar: 12:00-1:00 pm

REGISTRATION OPENS WEDNESDAY, APRIL 5

503 MDS Dentist/Auxiliary Member

CE Hours: 1 LECTURE

AUDIENCE: Dentist • Office Staff



Laura Miller, compliance manager, Aspida

This course will provide background on the rules and regulations of HIPAA in relation to electronic communications and how to satisfy the requirements.

- Know the HIPAA mandates for protecting patient data
- Train staff on what data needs to be securely transmitted
- Learn how to protect your practice from viruses and malware

The Aspida grant has been applied to this program.



So, They're Not Paying . . . When and How to Seek Collection Help

Wednesday, July 12

Login: 11:45 am, Seminar: 12:00-1:00 pm

REGISTRATION OPENS WEDNESDAY, JUNE 14

712 MDS Dentist/Auxiliary Member

CE Hours: 1 LECTURE

AUDIENCE: Dentist • Office Staff



Nathan Hagge, business development manager, IC System, Inc.

This webinar will teach the attendees how to prepare for collection calls: what to say, how to say it, and how to deal with nonpayers in order to deliver results. The instructor will also explain when to send a patient to a collection agency.

- Learn internal best practices before engaging a collection agency
- Identify when to outsource your receivables
- Recognize realistic expectations for collection agencies

The IC System, Inc., grant has been applied to this program.



IC System

Intelligent Collections

Preparing to Purchase a Dental Practice

Wednesday, September 6

Login: 11:45 am, Seminar: 12:00-1:00 pm

REGISTRATION OPENS WEDNESDAY, AUGUST 9

906 MDS Dentist/Auxiliary Member

CE Hours: 1 LECTURE

AUDIENCE: Dentist • Dental Student



Caitlin O'Rourke, business development officer, Bank of America Practice Solutions

This webinar addresses concerns of new doctors looking to purchase an existing practice and established doctors looking to expand to a second location or sell an existing practice. Topics will include contractual and regulatory issues, financial and tax aspects of buying and selling a practice, and ways of financing your transaction.

- Determine how to calculate the equity in your practice
- Know how to invest in your practice to increase value
- Learn how to organize financials for the sale
- Develop a plan for an exit strategy
- Be able to avoid the pitfalls of buying or selling a practice

The Bank of America Practice Solutions™ grant has been applied to this program.

Bank of America



SATISFY THE BORID AND STATUTORY BIENNIAL REQUIREMENTS ALL IN ONE DAY AND SAVE

303	\$120	MDS Dentist/Auxiliary Member (CPR/IC Package)
303A	\$225	Non-MDS Member (CPR/IC Package)
303B	\$120	MDS Dentist/Auxiliary Member (CPR/IC/Pain Management Package)
303C	\$245	Non-MDS Member (CPR/IC/Pain Management Package)

American Heart Association: BLS for Health Care Providers

Friday, March 3

Registration: 8:00 am, Seminar: 8:30-11:30 am

303D	\$95	MDS Dentist/Auxiliary Member
303E	\$195	Non-MDS Member
CE Hours: 3	WORKSHOP	
AUDIENCE:	Assistant • Dentist • Hygienist Office Staff	



Kelly Hartman, MEd, certified CPR/AED/first aid instructor, trained BLS instructor

- Become BLS (Basic Life Support) for Health Care Provider certified or re-certified
- Certification: American Heart Association two-year BLS Health Care Provider card
- Workbook will be available for purchase*

Infection Prevention and Control 2017: Ensuring Safe Care in Your Practice

Friday, March 3

Registration: 11:30 am, Seminar: 12:00-2:00 pm

303F	\$50	MDS Dentist/Auxiliary Member
303G	\$100	Non-MDS Member
CE Hours: 2	LECTURE	
AUDIENCE:	Assistant • Dentist • Hygienist	



Kathy J. Eklund, RDH, director, occupational health and safety, Forsyth Institute, and adjunct faculty member, Massachusetts College of Pharmacy and Health Sciences and Mount Ida College School of Dental Hygiene

- Differentiate guidelines, regulations, standards, and best practices
- Explain the roles and responsibilities of an infection prevention and safety coordinator
- Promote a culture of safety in a site-specific dental practice setting
- Describe how to integrate CDC guidelines, and OSHA regulations and standards into a practice

Pain Management for the Dentist

Friday, March 3

Registration: 2:00 pm, Seminar: 2:30-4:30 pm

303H	Complimentary for MDS Dentist/Auxiliary Member	
303I	\$100	Non-MDS Member
CE Hours: 2	LECTURE	
AUDIENCE:	Dentist	



David A. Keith, BDS, DMD, professor, oral and maxillofacial surgery, Harvard School of Dental Medicine/Massachusetts General Hospital

- Summarize the national and local opioid crisis
- Discuss the diagnosis of acute and chronic orofacial pain conditions and the effective pain management strategies for each diagnosis
- Evaluate the risks, benefits, and alternatives of a wide variety of pain medications, including the risks of abuse and addiction associated with opioid medications
- Define the role of the dentist in pain management
- Identify simple risk assessment strategies for use in the dental office
- Discuss ways to identify and promote interdisciplinary management of patients at risk for substance abuse disorders
- Explain ways to counsel patients about the side effects, addictive nature, and proper storage and disposal of prescription medications
- Identify appropriate prescription quantities for prescription medications that have an increased risk of abuse
- Discuss opioid antagonists, overdose prevention treatments, and instances in which a patient may be advised on both the use of and ways to access opioid antagonists and overdose prevention treatments
- Explain the use and interpretation of the Prescription Awareness Tool
- Provide a list of resources for the above objectives

HUMAN RESOURCE MANAGEMENT PROGRAM



Mondays, March 13, 20, 27, and April 3
Registration: 5:00 pm, Seminar: 5:30-8:30 pm

Choose the entire 4-Session Program or register for Package 1 & 2 or 3 & 4

313	\$399	MDS Dentist/Auxiliary Member	4-Session Package
313A	\$699	Non-MDS Member.	4-Session Package
313B	\$199	MDS Dentist/Auxiliary Member	Sessions 1 & 2 Package
313C	\$499	Non-MDS Member.	Sessions 1 & 2 Package
313D	\$199	MDS Dentist/Auxiliary Member	Sessions 3 & 4 Package
313E	\$499	Non-MDS Member.	Sessions 3 & 4 Package

CE Hours: 12 Lecture 4-session package

CE Hours: 6 Lecture 2-session package

AUDIENCE: Assistant • Dentist • Hygienist • Office Staff



Laurie LaBrie, president, Integrated Human Resources, Inc.



Kathy Pauze, founder, Pauze Systems Development, and office administrator, The Center for Pediatric Dental Care, Brookline

March 13 • SESSION 1

Employment Laws and Risk Management

- Review BORID regulations and uncover requirements to follow when hiring employees
- Identify potential business and employment risks within your practice
- Target areas where risk can be eliminated or minimized
- Establish best human resources practices throughout your business

March 20 • SESSION 2

Employee Policies and Documentation

- Review a variety of employee manual and office policies
- Establish performance and behavior metrics within your practice
- Develop a written information security policy
- Achieve a general understanding of recent Massachusetts privacy laws

March 27 • SESSION 3

Recruiting and Retention

- Design effective job descriptions
- Create compelling ads to recruit qualified team members
- Understand the hiring and interview system
- Be familiar with compensation and rewards

April 3 • SESSION 4

Performance Management and Termination

- Appraise performance
- Increase your coaching and discipline skills
- Implement team accountability
- Develop termination proficiency



FORE! Is Your Practice Up to Par?

Friday, March 17

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

Complimentary continental breakfast provided by Henry Schein Dental Consulting

317 \$70 MDS Dentist/Auxiliary Member

317A \$100 Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Assistant • Dentist • Hygienist
Office Staff**



Denise Hill, BSDH, Henry Schein
product specialist

- Learn how to implement measurable goals by attaining dental benchmarks
- Be able to improve communication and leadership
- Recognize how to increase productivity through effective scheduling and production
- Know how to improve case acceptance through great verbal and listening skills
- Use helpful hints to build the hygiene side of your practice
- Discover methods to maximize your technology
- Formulate motivational team meetings

The Henry Schein Dental grant has been applied to this program.



Ethics, Obligations, and Exposures for the Dental Professional

Thursday, March 23

Registration: 1:30 pm, Seminar 2:00-5:00 pm

323 \$70 MDS Dentist/Auxiliary Member

323A \$100 Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Assistant • Dentist
Hygienist • Office Staff**



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals



Raymond K. Martin, DDS, president, Massachusetts Dental Society, trustee, Academy of General Dentistry, and maintains a private practice in Mansfield

- Identify and discuss common ethical concerns of dentists
- Recognize the authorities governing ethical obligations in the dental practice
- Understand the relationship between ethical, regulatory, and legal requirements
- Review business ethics particular to the dental practice
- Discuss emerging issues and challenges presented by advances in technology

FREE Resource for MDS Members

The MDS CE Registry is included in your membership and allows you to:

- ✓ Stay in compliance with Board of Registration in Dentistry CE requirements
- ✓ Have an easy and accurate recordkeeping service for your CE credits
- ✓ Enter your own credits easily with no wait
- ✓ Track your CE credits and print transcripts on-demand
- ✓ Access your CE information 24/7

Visit massdental.org/ce and log in to your account to start using the **CE Registry**.



ACCOUNTS RECEIVABLE PROGRAM

Creating a Proactive Accounts Receivable System That Works!

Thursdays, March 30, April 6, 13, and 20

Registration: 5:00 pm, Seminar: 5:30-8:30 pm

Choose the entire **4-Session Program** or register for **Package 1 & 2** or **3 & 4**

330	\$399	MDS Dentist/Auxiliary Member	4-Session Package
330A	\$699	Non-MDS Member.	4-Session Package
330B	\$199	MDS Dentist/Auxiliary Member	Sessions 1 & 2 Package
330C	\$499	Non-MDS Member.	Sessions 1 & 2 Package
330D	\$199	MDS Dentist/Auxiliary Member	Sessions 3 & 4 Package
330E	\$499	Non-MDS Member.	Sessions 3 & 4 Package

CE Hours: 12 LECTURE 4-session package

CE Hours: 6 LECTURE 2-session package

AUDIENCE: Assistant • Dentist • Hygienist • Office Staff



Nancy Kagan, RDH, founder, Summit Dental Partners, LLC



Blake Cohen, practice management consultant, Summit Dental Partners, LLC

March 30 • SESSION 1

Creating a Financial Policy That Works

- Develop a financial style for your practice
- Understand the different types of insurance plans
- Determine the insurance plans and participation that are right for you and your patients
- Understand how dental insurance impacts your practice
- Establish a written financial policy for your practice
- Learn effective verbal skills to present your financial policy to your patients

April 6 • SESSION 2

Understand Proper Billing Techniques for Insurance and Patient Reimbursement

- Understand your patients' insurance benefits and maximize their coverage
- Determine proper data collection for efficient claim submission
- Know how to calculate accurate co-payments
- Learn to monitor unpaid claims
- Be able to post payments correctly

April 13 • SESSION 3

Creating a Proactive Accounts Receivable System

- Learn which reports you should be running and how often
- Understand accounts receivable reports
- Create and monitor the accounts receivable protocol
- Measure your results for success

April 20 • SESSION 4

Checks and Balances That You Must Have in Place

- Learn effective verbal skills for improved patient communication
- Create effective systems to monitor your financials
- Understand how to read reports to monitor your practice
- Learn which reports you need to review daily, weekly, monthly
- Establish accountability measures for everyone
- Be able to protect yourself and your financials

Valuing or Purchasing an Existing Dental Practice

Friday, March 31 **Registration: 11:30 am, Seminar: 12:00-2:00 pm**

Complimentary light lunch provided by Bank of America Practice Solutions™

331	\$20	MDS Dentist/Auxiliary Member
331A	\$100	Non-MDS Member
331B	\$5	Dental Student

CE Hours: 2 **LECTURE**

AUDIENCE: **Dentist • Dental Student**



Caitlin O'Rourke, business development officer, Bank of America Practice Solutions™

- Determine how to calculate the equity in your practice
- Know how to invest in your practice to increase value
- Organize financials for the sale
- Avoid the pitfalls of buying or selling a practice in today's market



The Bank of America Practice Solutions™ grant has been applied to this program.

Red, White, and Blue Lesions of the Oral Cavity

Friday, April 7 **Registration: 8:30 am, Seminar: 9:00 am-12:00 pm**

407	\$70	MDS Dentist/Auxiliary Member
407A	\$100	Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Assistant • Dentist • Hygienist**



Mark A. Lerman, DMD, diplomate, American Board of Oral and Maxillofacial Pathology, and associate clinical professor, Tufts University School of Dental Medicine

- Describe the etiology of various inflammatory, infectious, and neoplastic oral diseases
- Recognize clinical presentations for oral pathologic conditions presenting as red, white, or pigmented lesions
- Formulate a differential diagnosis for oral mucosal lesions based on coloration
- Execute appropriate management strategies for oral mucosal lesions

Complications with Implant-Assisted Overdentures

Wednesday, May 3 **Registration: 8:30 am, Seminar: 9:00 am-12:00 pm**

503	\$70	MDS Dentist/Auxiliary Member
503A	\$100	Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Dentist**



Ronni A. Schnell, DMD, clinical professor and director, predoctoral removable prosthodontics, Boston University Goldman School of Dental Medicine

- Become familiar with diagnosis, treatment planning, and sequencing
- Be able to evaluate preexisting dentures and conditions
- Learn about space analysis and considerations
- Discuss radiographic and surgical templates and referrals
- Assess clinical case application



Register Today at
www.massdental.org

Complete course descriptions
Directions to the MDS

Radiology Certification Program

Thursday, May 4 **Registration: 8:00 am, Lecture: 8:30 am-4:30 pm**

LECTURE SESSION: MDS HEADQUARTERS Lunch is included the day of the lecture session only.

Saturday, May 6

CLINICAL SESSIONS (Choose One): BOSTON UNIVERSITY HENRY M. GOLDMAN SCHOOL OF DENTAL MEDICINE

504A \$220 Lecture 5/4 Clinic 5/6 7:30-11:30 am
504B \$220 Lecture 5/4 Clinic 5/6 10:30 am-2:30 pm

CE Hours: 11 **LECTURE/HANDS-ON**
AUDIENCE: **Assistant • Hygienist**



Mary Ellen Sholes, AAS, dental radiology technologist, Boston University Goldman School of Dental Medicine

LEARNING OBJECTIVES

- Review the principles of X-ray generation and image formation and intraoral anatomy
- Learn to provide infection control and quality assurance
- Understand intraoral radiographic techniques
- Learn film processing and duplication and digital and panoramic radiography
- Determine how to mount and analyze radiographs
- Provide radiation protection and safety
- Become familiar with ALARA guidelines and state regulations

CLINICAL OBJECTIVES

- Take and pass a written examination
- Perform satisfactory periapical and bitewing radiographs using the paralleling technique
- Demonstrate how to properly process film and how to mount and label radiographs
- Become familiar with dental occlusal, panoramic, and cephalometric radiographs
- Be able to self-analyze and rectify radiographic technical and processing errors

25th Annual Dr. Steve Stone Breakfast and Learn

Why a Dental Professional Needs to Start with a Good Back

Sunday, May 7 **Registration: 8:00 am, Seminar: 9:00 am-12:00 pm**

The Verve Crowne Plaza Hotel, 1360 Worcester Street, Natick, MA 01760

507 \$49 MDS Dentist/Auxiliary Member
507A \$49 Auxiliary
507B \$25 Student

Price Includes Breakfast

CE Hours: 3 **LECTURE**
AUDIENCE: **Assistant • Dentist • Hygienist**



Stephen Moran, DPT, adjunct professor, doctorate of physical therapy program, Quinnipiac University, Hamden, CT., and owns and operates Crossroads Physical Therapy, Columbia, CT

- Understand the biomechanics of the spine
- Discuss the muscular and connective tissue system
- Discover treatment strategies to promote spinal health, restoration, and metabolism
- Enhance overall wellness

The lecture will conclude with a proper posture and flexibility demonstration.
The following grants have been applied to this program:



P&G Oral Health



MED WASTE DISPOSAL



Employment Practices in the Clinical Setting

The Dos, Don'ts, and Don't Even Think About It

Wednesday, May 10 **Registration: 4:30 pm, Seminar: 5:00-8:00 pm**

510 \$70 MDS Dentist/Auxiliary Member
510A \$100 Non-MDS Member

CE Hours: 3 **LECTURE**
AUDIENCE: **Assistant • Dentist
Hygienist • Office Staff**



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals

- Understand the legal implications of employment and ethical violations on your licensure and practice
- Recognize and minimize exposure for dental professionals in employment practices
- Learn how to implement hiring and screening programs that avoid common employment pitfalls
- Review the management and professional and personal relationships within the practice
- Identify the most frequent workplace violations that prompt complaints

OLD DOGS, NEW TRICKS:

Utilizing Restorative Materials in a Modern Dental Practice

Friday, May 12

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

512 \$70 MDS Dentist/Auxiliary Member

512A \$100 Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Dentist**



Miles R. Cone, DMD, CDT, assistant clinical professor, University of New England College of Dental Medicine, and maintains a private practice in Portland, ME

- Discuss the steps involved in the delivery of implant and fixed prosthetic restorations
- Review diagnosis and treatment planning, laboratory communication, tooth preparation, final impression, provisionalization, and cementation protocols for restorative materials such as lithium disilicate and zirconia
- Analyze the seven-appointment timeline for the fabrication and delivery of complete dentures
- Apply fundamental principles, new concepts, and clinical pearls for fixed and removable treatments

The GC America grant has been applied to this program.



Management of Medical Emergencies in the Dental Office

Wednesday, May 17

Registration: 5:00 pm, Seminar: 5:30-8:30 pm

517 \$70 MDS Dentist/Auxiliary Member

517A \$100 Non-MDS Member

CE Hours: 3 **LECTURE**

AUDIENCE: **Assistant • Dentist
Hygienist • Office Staff**



Richard J. Catrambone, DMD, MD, assistant clinical professor, oral and maxillofacial surgery, Harvard School of Dental Medicine

- Discuss the Massachusetts BORID regulations as they apply to required drugs and equipment
- Review various medical emergencies, including unconsciousness, respiratory distress, drug-related emergencies, and cardiac arrest
- Learn how to be competent in the management of medical emergencies
- Understand how to make an office emergency kit

Restorative Endodontics: A Modern Standard of Care for Long-Term Success

Friday, May 19

Registration: 8:30 am, Seminar: 9:00 am-4:00 pm

519 \$150 MDS Dentist/Auxiliary Member

519A \$250 Non-MDS Member

CE Hours: 6 **HANDS-ON**

AUDIENCE: **Dentist**



Mario E. Abdenour, DMD, part-time clinical instructor, advanced graduate endodontic program, Harvard School of Dental Medicine, and president, Massachusetts Association of Endodontists

- Understand proper straight-line access and factors to accomplishing the task
- Recognize the applications for fiber-optic ultrasonics in endodontics
- Understand how to properly use a new NiTi rotary file and instrumentation system
- Understand hydraulic condensation and its application during obturation
- Gain insight into the use of new bioceramic materials for perforation repair and pulp capping
- Become familiar with a novel and very efficient drillless post preparation technique
- Learn that endodontics and restorative dentistry are part of the endo-restorative continuum

ATTENDEES TO BRING

- One file sample #35 from your current rotary system to compare
- One or two accessed extracted teeth with patent canals
- Plastic blocks with simulated canals will be provided for the hands-on exercise

The Brasseler USA, J. Morita USA, and Real World Endo grants have been applied to this program.



Risk Management: A Broad-Based Approach

Wednesday, June 7 Registration: 8:30 am, Seminar: 9:00 am-3:30 pm

ATTENDANCE AT THIS SEMINAR CAN COUNT TOWARD A 5% DISCOUNT ON YOUR EDIC PROFESSIONAL LIABILITY INSURANCE. Complimentary light lunch included

607 \$90 MDS Dentist/Auxiliary Member
607A \$150 Non-MDS Member

CE Hours: 6 LECTURE

AUDIENCE: Dentist



Debra K. Udey, risk manager, Eastern Dentists Insurance Company



Raymond K. Martin, DDS, president, Massachusetts Dental Society, trustee, Academy of General Dentistry, and maintains a private practice in Mansfield



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals

- Learn what constitutes proper informed consent
- Understand the importance of proper recordkeeping
- Identify potential liability issues with websites, blogs, EMRs, and social networking sites
- Understand the differences between administrative and tort law
- Identify common errors that lead to licensing board disciplinary actions

Implementing the Right Dental Laser into Your Practice

Friday, September 1 Registration: 8:30 am, Seminar: 9:00 am-4:00 pm

Complimentary continental breakfast and light lunch provided by Convergent Dental, Inc.

917 \$150 MDS Dentist/Auxiliary Member
917A \$250 Non-MDS Member

CE Hours: 6 HANDS-ON

AUDIENCE: Dentist



David Fantarella, DMD, maintains a private practice in Hamden and North Haven, CT

- Understand the science behind various dental laser technologies and how these lasers interact with hard and soft tissue
- Learn how dental lasers can drive value for your practice
- Know how reliably anesthesia-free and virtually blood-free dentistry enables increased efficiency and practice growth
- Review the advantages of using a 9.3 µm CO₂ laser and understand breadth of procedures

Participants will have the opportunity to perform procedures on extracted teeth and soft-tissue samples under controlled supervision and are encouraged to bring loupes.

The Convergent Dental, Inc., grant has been applied to this program.



CONVERGENTDENTAL

Radiology Certification Program

Thursday, September 7 Registration: 8:00 am, Lecture: 8:30 am-4:30 pm

LECTURE SESSION: MDS HEADQUARTERS Lunch is included the day of the lecture session only.

Saturday, September 9

CLINICAL SESSIONS (Choose One): BOSTON UNIVERSITY HENRY M. GOLDMAN SCHOOL OF DENTAL MEDICINE

907A \$220 Lecture 9/7 Clinic 9/9 7:30-11:30 am
907B \$220 Lecture 9/7 Clinic 9/9 10:30 am-2:30 pm

CE Hours: 11 LECTURE/HANDS-ON

AUDIENCE: Assistant • Hygienist



Mary Ellen Sholes, AAS, dental radiology technologist, Boston University Goldman School of Dental Medicine

LEARNING OBJECTIVES

- Review the principles of X-ray generation and image formation and intraoral anatomy
- Learn to provide infection control and quality assurance
- Understand intraoral radiographic techniques
- Learn film processing and duplication and digital and panoramic radiography
- Determine how to mount and analyze radiographs
- Provide radiation protection and safety
- Become familiar with ALARA guidelines and state regulations

CLINICAL OBJECTIVES

- Take and pass a written examination
- Perform satisfactory periapical and bitewing radiographs using the paralleling technique
- Demonstrate how to properly process film and how to mount and label radiographs
- Become familiar with dental occlusal, panoramic, and cephalometric radiographs
- Be able to self-analyze and rectify radiographic technical and processing errors



FRONT OFFICE MANAGEMENT PROGRAM

Tuesdays, September 12, 19, 26, October 3 Registration: 5:00 pm, Seminar: 5:30-8:30 pm

912 \$399 MDS Dentist/Auxiliary Member

912A \$699 Non-MDS Member

CE Hours: 12 LECTURE

AUDIENCE: Dentist • Office Staff



Nancy Kagan, RDH, founder, Summit Dental Partners, LLC



Pamela Dembski Hart, principal, Healthcare Accreditation Resources



Kathy Pauze, founder, Pauze Systems Development, and office administrator, The Center for Pediatric Dental Care, Brookline



Marissa Thompson, RDH, practice management consultant and hygiene consultant, Summit Dental Partners, LLC

September 12 • SESSION 1: Part 1

Dental Terminology and Dental Coding

- Understand dental procedures and their respective ADA codes
- Learn how dental charting enhances your ability to properly post services and submit claims
- Implement coordination between the clinical staff and administrative team to make this process seamless

September 12 • SESSION 1: Part 2

HIPAA

- Define the privacy officer's responsibilities
- Review security standards and administrative overview
- Be familiar with key HIPAA requirements

September 19 • SESSION 2

Dental Insurance

- Review various plans and how to coordinate benefits
- Understand the claim submissions and payment process
- Learn about pre-treatment estimates
- Discuss case presentations

September 26 • SESSION 3

Scheduling and Billing

- Discover how to create systems for re-care, finance, time management, and marketing and sales
- Understand principles of scheduling for maximizing productivity
- Develop a clearly stated financial policy

October 3 • SESSION 4

Telephone Skills, Communication and Customer Service

- Improve communication and customer service
- Discuss verbal skills
- Review new patient management
- Learn exceptional service techniques and service recovery

NEW!

HOLYOKE LOCATION

Delaney House, 3 Country Club Road, Holyoke, MA

Ethics, Obligations, and Exposures for the Dental Professional

Thursday, September 14

Registration: 1:30 pm, Seminar 2:00-5:00 pm

Reception to Follow

914 \$70 MDS Dentist/Auxiliary Member

914A \$100 Non-MDS Member

CE Hours: 3 LECTURE

AUDIENCE: Assistant • Dentist
Hygienist • Office Staff



Vincent P. Dunn, Esq., partner, Hamel, Marcin, Dunn, Reardon and Shea, P.C., with 30 years of trial experience advocating for health care professionals



Raymond K. Martin, DDS, Immediate Past President, Massachusetts Dental Society, trustee, Academy of General Dentistry, and maintains a private practice in Mansfield

- Identify and discuss common ethical concerns of dentists
- Recognize the authorities governing ethical obligations in the dental practice
- Understand the relationship between ethical, regulatory, and legal requirements
- Review business ethics particular to the dental practice
- Discuss emerging issues and challenges presented by advances in technology

Grand Slam Restorative Dentistry

Friday, October 13

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

1013 \$70 MDS Dentist/Auxiliary Member

1013A \$100 Non-MDS Member

CE Hours: 3 LECTURE

AUDIENCE: Dentist



David M. Bonner, DDS, adjunct clinical professor, University of Texas Health Science Center, San Antonio School of Dentistry, and maintains a private practice focused on esthetic dentistry

- Discuss how to eliminate post-op sensitivity
- Reduce the generation confusion regarding bonding agents
- Be able to create lifelike direct anterior and posterior esthetic restorations
- Learn how to form posterior contacts through new and improved matrix systems
- Understand how to update to the latest techniques and materials in adhesion dentistry
- Discuss ways to avoid anxiety when giving local anesthetics

The Dentsply Sirona grant has been applied to this program.

 **Dentsply Sirona**
Academy

Building Your First Dental Practice

Friday, October 27

Registration: 11:30 am, Seminar: 12:00-2:00 pm

Complimentary light lunch provided by Bank of America Practice Solutions™

1027 \$20 MDS Dentist /Auxiliary

1027A \$100 Non-MDS Member

1027B \$5 Student

CE Hours: 2 LECTURE

AUDIENCE: Dentist • Dental Student



Greg Whitmer, regional business development officer, Practice Solutions division, Bank of America Practice Solutions™

- Learn how early planning can lead to a successful practice
- Understand how to use space effectively while gaining efficiencies through technology
- Discover what a lender looks for when qualifying a practice loan
- Understand how to identify and negotiate the right space for your new dental practice

The Bank of America Practice Solutions™ grant has been applied to this program.

 **Bank of America**

SATISFY THE BORID AND STATUTORY BIENNIAL REQUIREMENTS ALL IN ONE DAY AND SAVE

1018	\$120	MDS Dentist/Auxiliary Member (CPR/IC Package)
1018A	\$225	Non-MDS Member (CPR/IC Package)
1018B	\$120	MDS Dentist/Auxiliary Member (CPR/IC/Pain Management Package)
1018C	\$245	Non-MDS Member (CPR/IC/Pain Management Package)

American Heart Association: BLS for Health Care Providers

Wednesday, October 18

Registration: 8:00 am, Seminar: 8:30 -11:30 am

1018D	\$95	MDS Dentist/Auxiliary Member
1018E	\$195	Non-MDS Member
CE Hours: 3	WORKSHOP	
AUDIENCE:	Assistant • Dentist • Hygienist Office Staff	



Kelly Hartman, MEd, certified CPR/AED/first aid instructor, trained BLS instructor

- Become BLS (Basic Life Support) for Healthcare Provider certified or re-certified
- Certification: American Heart Association two-year BLS Healthcare Provider card
- Workbook will be available for purchase*

Infection Prevention and Control 2017

Wednesday, October 18

Registration: 11:30 am, Seminar: 12:00 -2:00 pm

1018F	\$50	MDS Dentist/Auxiliary Member
1018G	\$100	Non-MDS Member
CE Hours: 2	LECTURE	
AUDIENCE:	Assistant • Dentist • Hygienist	



Steve Marble, national sales and infection control trainer, SciCan

- Gain a better working knowledge of the CDC Dental Guidelines and the *OSHA Bloodborne Pathogens Standard*
- Identify common pathogens and how to break the chain of infection
- Learn ways to reprocess dental instruments and manage infectious waste
- Understand dental unit water-line safety
- Be aware of common infection control violations

The SciCan grant has been applied to this program.



Pain Management for the Dentist

Wednesday, October 18

Registration: 2:00 pm, Seminar: 2:30-4:30 pm

1018H	Complimentary for MDS Dentist/ Auxiliary Member	
1018I	\$100	Non-MDS Member
CE Hours: 2	LECTURE	
AUDIENCE:	Dentist	



David A. Keith, BDS, DMD, professor, oral and maxillofacial surgery, Harvard School of Dental Medicine/Massachusetts General Hospital

- Summarize the national and local opioid crisis
- Discuss the diagnosis of acute and chronic orofacial pain conditions and the effective pain management strategies for each diagnosis
- Evaluate the risks, benefits, and alternatives of a wide variety of pain medications, including the risks of abuse and addiction associated with opioid medications
- Define the role of the dentist in pain management
- Identify simple risk assessment strategies for use in the dental office
- Discuss ways to identify and promote interdisciplinary management of patients at risk for substance abuse disorders
- Explain ways to counsel patients about the side effects, addictive nature, and proper storage and disposal of prescription medications
- Identify appropriate prescription quantities for prescription medications that have an increased risk of abuse
- Discuss opioid antagonists, overdose prevention treatments, and instances in which a patient may be advised on both the use of and ways to access opioid antagonists and overdose prevention treatments
- Explain the use and interpretation of the Prescription Awareness Tool
- Provide a list of resources for the above objectives

TWO-SESSION PROGRAM • Dental Insurance 101

“How can I explain dental insurance to my patients when I don’t understand it myself?”

Thursdays, October 19 and 26

Registration: 5:00 pm, Seminar: 5:30-8:30 pm

1019 \$199 MDS Dentist/Auxiliary Member
1019A \$499 Non-MDS Member Registration

CE Hours: 6 LECTURE

AUDIENCE: Dentist • Office Staff



Nancy Kagan, RDH, founder, Summit Dental Partners, LLC



Marcia Richter, key account manager, PreViser Corporation, and former director, professional relations, Delta Dental Massachusetts

October 19 • SESSION 1

- Understand insurance basics
- Create an effective financial policy
- Discuss successful communication tools that work
- Learn how to navigate the insurance websites
- Know what information to gather and why
- Learn how to utilize your dental software for insurance management
- Define a consistent protocol for eligibility and benefit checking

October 26 • SESSION 2

- Learn how to confidently calculate your patient co-payments
- Role-play effective verbal skills for collecting patient co-payments
- Understand how to submit claims right the first time
- Discuss electronic vs. paper claims
- Create a protocol for claim follow-up
- Learn how to post insurance payments correctly

When, Why, and How to Biopsy Oral Lesions

Friday, November 3

Registration: 8:30 am, Seminar: 9:00 am-12:00 pm

1103 \$140 MDS Dentist/Auxiliary Member
1103A \$225 Non-MDS Member

CE Hours: 3 HANDS-ON

AUDIENCE: Assistant • Dentist • Hygienist



Mark A. Lerman, DMD, diplomate, American Board of Oral and Maxillofacial Pathology, and associate clinical professor, Tufts University School of Dental Medicine

- Prepare a treatment plan for the most common oral infections, immune-mediated diseases, and tumors
- Develop management strategies including pharmacologic treatment
- Describe indications for biopsy and alternative diagnostic procedures
- Compare and perform punch and scalpel biopsy techniques

Become an ADHP Member at MDS

If you are employed in the office of an MDS member dentist,
then **membership is FREE!**

Please contact the
Membership Department at **800.342.8747**.

REGISTER AT LEAST 10 DAYS BEFORE EACH SEMINAR TO AVOID CANCELLATIONS

DIRECTIONS to the Massachusetts Dental Society

Two Willow Street, Suite 200, Southborough, MA 01745 • (508) 480-9797 • massdental.org

From the Mass Pike

From the North or South: Take Route 128 to the Mass Pike West, or take I-495 to the Mass Pike East, and follow directions below.

From the West or East: Take the Mass Pike. Get off at Exit 12, Framingham. Take Route 9 West and get into the left lane. Go through the first stoplight and veer left where the sign says “To 30 Natick/Southborough.” Go straight at the first stoplight. At the second stoplight, turn left onto Willow Street and make your first left into Two Willow Street.

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Register Early at massdental.org

SATISFY THE BORID AND STATUTORY BIENNIAL
REQUIREMENTS ALL IN ONE DAY AND SAVE

BORID PACKAGE4, 14

- American Heart Association: BLS for Health Care Providers
- Infection Prevention and Control 2017
- Pain Management for the Dentist (Complimentary for MDS Members)

Dental Auxiliaries, take advantage
of the MDS member rate!
If you are employed in the office
of a MDS member dentist,
then membership is FREE!

For questions concerning
ADHP membership, contact the
Membership Department at
800.342.8747.