

State budget shortfall = Medicaid rate cuts

Cuts to Medicaid provider reimbursement rates, including those for dentistry, are now being planned by the Department of Public Health and Human Services as a result of falling state revenue. The amount of the decrease will be at least 1 percent and could be as much as 5.3 percent.

A bill passed by the Montana Legislature earlier this year mandates a reduction in state expenditures when revenues fall below the forecast included in the budget. When the revenue shortfall was announced, it triggered \$97 million in expense reductions, including \$14 million from DPHHS. The Legislature stipulated that Medicaid provider rates be cut by 1.0 percent. Gov. Bullock also then directed DPHHS to further decrease Medicaid rates by 2.47 percent (this could grow to a 5.3 percent total decrease in rates, depending on when it may be implemented during the current fiscal year).

MDA launched a grassroots campaign in July to oppose the cuts, as did other did many Medicaid providers. MDA members have contacted Gov. Bullock asking that he not reduce rates. The Children, Families, and Human Services Interim Committee (CFHSIC) has also expressed its concern and will consider opposing the rate reduction at the committee's September 11 meeting.

"Of all options available to further decrease DPHHS costs, reducing Medicaid rates under-

mines your commitment to the health of children, the disabled, elderly and low-income Montanans," MDA president Dr. Kevin Rencher said in a letter to Gov. Steve Bullock.

"The proposed action is poor public policy. Please do not further reduce reimbursement for care of Medicaid patients."

Dr. Rencher further noted that Montana dental Medicaid reimbursement is approximately 53 percent of the usual fee charged by dentists.

"Most dental offices operate on an overhead of about 65 percent, so Medicaid doesn't even cover the cost of care and provides no personal reimbursement to the dentist. Simply stated, dentists are giving away treatment and are personally subsidizing care for Medicaid patients."

MDA's grassroots lobbying campaign is continuing. Dentists can help by contacting legislators and asking them

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You're Invited! District dental societies begin meeting in September

One of the best values of your MDA membership is the opportunity to participate in your local district dental society. Continuing education, monthly dinner meetings, charitable care projects and the comradery that comes with your dental colleagues are all included in your membership.

"As a new dentist in my district, it was invaluable to be connected to my colleagues and specialists," said Dr. Mike Bowman, MDA Membership Committee chair.

"The relationships that have formed make dentistry exciting and it goes far beyond the clinical work. It's easy to become isolated and feel alone without these relationships, but it is also easy to find friendships and mentors if you plug yourself in. Attending district meetings is not, 'I have to,' rather it is 'I get to!' Some of the best times of my career have involved being with my colleagues and sharing and enjoying life. I encourage you to take part in your local society and to get the most out of your profession."

Ready to participate? Meeting dates and times follow. For more information, please contact your local district president:

District 1

Dr. Reed Thompson, President
(406) 756-1142
reedkidds@gmail.com
3rd Tuesday, 6:30 pm
Jagz Restaurant

District 2

Dr. Taylor Diggs, President
(406) 926-3488
drdiggs@taylordiggsdentistry.com
3rd Tuesday, 6:30 pm
Rumour Restaurant, Missoula

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MDA LEADERSHIP

Dear dental colleagues,

I hope you all had a wonderful summer enjoying the beautiful state in which we live. My family and I had the best summer ever! We floated the Missouri River. We went backpacking to Turquoise Lake in the Mission Mountains and Tizer Lake in the Elkhorn Mountains. We boated on Hauser Lake. We traveled to my hometown of Idaho Falls to watch the Eclipse. It was a busy summer.

With the start of autumn, it is time to get involved again with organized dentistry and activities available to you as a member of the Montana Dental Association. Local dental societies start meeting again in September. I encourage you to be active in your component dental societies. Attendance at these monthly meetings is a terrific benefit of membership, promoting communication and collegiality among dentists and developing and strengthening our association.

Autumn is also the time when the MDA's committees start to meet again and work on the goals and objectives of the Montana Dental Association. Most committees meet via conference call several times a year. We have several committees which are in constant need of volunteers. If you are interested in serving on a committee, please call the central MDA office and speak with our Executive Director, Dave Hemion. We need volunteers to work on

these committees to ensure that the future of our profession remains strong.

New Dentist Committee: This committee is in need of one representative from each district. Dentists must have been in practice for less than ten years. One of the responsibilities of this committee is to make certain the MDA is meeting the new dentist's needs. Please contact MDA's New Dentist Board Representative Dr. Sarin McKenna for more details. sarin.mckenna@cskthealth.org

Financial Oversight Committee: This committee helps prepare the MDA's budget and ensures the financial stability of our organization. There are two openings on this committee, and more openings will be available in May 2018.

Communications/Technology Committee: This committee makes certain that the MDA's communications and technologies are always improving to meet the growing needs of our association. There are several openings on this committee also.

Continuing Education and Annual Session Committee: This community selects the speakers that will be participating in the MDA's many CE opportunities. They also



DR. KEVIN RENCHER
President

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NEWS YOU CAN USE

Making Medicaid work for your practice

“Dentist Best Practices for Medicaid Success” will be presented at MDA’s Medicaid Symposium on Friday, October 6, from 9 a.m. to 4 p.m. at Radisson Colonial hotel in Helena. The Symposium will also be available as a webinar.

The Symposium will provide six hours of free continuing education for MDA member dentists and their staff. Topics include:

- Implementing efficient business and scheduling strategies
- Protecting yourself in a Medicaid audit
- Federal and state Medicaid law
- Best documentation and billing practices

Dr. Jessica Meeske, a pediatric dentist in Hastings, Nebraska, is the keynote speaker. In 2014 she testified before the U.S. Senate Committee on Aging and presented recommendations to reform Medicaid RAC (Recovery Audit Contractor) audits. Dr. Meeske serves on the Legislative Committee and chairs the Medicaid Committee of the Nebraska Dental Association. She is a trustee with the American Academy of Pediatric Dentistry.

The Symposium will also cover advocacy and policy opportunities to support a sound and stable Medicaid program. MDA’s bill ensuring a fair and reasonable Medicaid audit process was enacted earlier this year. SB 82, sponsored by Sen. Albert Olszewski (R-Kalispell), establishes audit standards that include limits on record requests and audit look-back period and allows Medicaid providers to contest audit findings through peer review.

Register today online at MontanaDental.org or call (800) 257-4988 (Please let us know if you will attend in Helena or participate by webinar). More information is available at MontanaDental.org.



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Checking Medicaid patient eligibility

Jan Paulsen, DPHHS Medicaid dental program officer has provided this information on Medicaid eligibility.

When checking eligibility status on the MT Access to Health Web Portal, the dental treatment limit (for adults and HMK/CHIP kids) will now display the remaining reimbursement balance. If the member is Aged, Blind or Disabled, it will display a message stating, “Currently this member is exempt from the dental limit.” If the person is under the care of the Department of Corrections, under the client demographic information, the Status field will say Inactive.

There may be other claims pending adjudication by the system which may be paid before your claim is submitted thereby reducing the available remaining balance from the

Continued on Page 5

Update your online Find-a-Dentist profile

MDA encourages you to update your Find-a-Dentist practice profile to profit for ADA's new online marketing campaign. ADA is investing \$18 million over the next three years to target potential patients through social media that links to the ADA Find-a-Dentist directory.

Ensuring that your practice is effectively presented in the directory is the first step for your participation. Visit ADA.org/MyADA and login using your user ID (member number) and password to update your profile. Prospective patients will be able to search by payment options, benefits

accepted, dental specialty, zip code, and other information. They can then contact the practice via phone or email to make an appointment.

If you're unsure of your user ID or password, call the ADA Member Service Center at (800) 621-8099.

In addition to ADA's investment, the Montana Dental Association has funded an additional \$4,000 to boost patient marketing to Montanans. The First District Dental Society has funded \$2000 for marketing specifically to patients in Northwest Montana.

Checking Medicaid patient ...

(Continued from Page 4)

amount reported on the web portal. Limits should be verified on each visit for the current date of service.

Private pay agreements should include a statement recognizing unpaid claims may use the

remaining balance and the member will then be responsible for payment of services provided. Also be advised that the Plan Coverage Description is still wrongly being referred to as Full Coverage, everyone now has Standard Coverage. Medicaid kids, HMK Plus, under age 21 are not subject to a dollar limit.

Opioid Prescribing in Dental Medicine

Dental pain, both acute and chronic, is and should be considered a serious problem. While American society's "war on opioids" has focused primarily on physicians, data indicate that dentists are also frequent prescribers. Michael E. Schatman, Ph.D., CPE, has presented a webinar, "Opioid Prescribing in Dental Medicine - Balancing Our Compassion for Patients with Social Responsibility." This free CE focuses on strategies for dentists to allow them to prescribe, when necessary, in a safe manner – i.e. one that provides their patients with adequate and appropriate analgesia while simultaneously safeguarding against misuse, abuse, overdose, and diversion.

Through this presentation, you will:

- Identify the moral imperative of opioid prescription in dental practice.
- Recognize the risks to patients, dentists and society associated with opioid prescribing.
- Formulate a rational and practical plan for improving risk mitigation within your dental practice.

The free webinar is available to all ADA members. For more information, go to: <http://success.ada.org/en/wellness/opioid-prescribing-in-dental-medicine>

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MONTANA DENTAL

Advocate

Dental Board considering hygienist prescribing, specialty advertising rules

Rulemaking and litigation are front and center this summer for the Montana Board of Dentistry. The board has proposed new rules to implement prescribing authority for dental hygienists, as included in a bill passed in the 2017 Legislature. The Board is also considering amendments to its rules on specialty recognition and advertising, as a result of potential litigation. And the Federal Trade Commission is stepping into the lawsuit filed by the Denturists Association of Montana against the board for its rules that prohibit denturists from placing dentures over implants.

Senate Bill 120 allows dental hygienists to prescribe topical anesthetics, fluoride agents, and non-systemic microbials. The board's rules will specify which agents, ingredients and at what percentages hygienists may prescribe.

The bill also now permits dentists to delegate administration of local anesthesia to hygienists under general supervision.

The Board of Dentistry's rules for recognition of specialties, announcement of specialties and advertising

have long been based on ADA's Code of Ethics. Only those specialties recognized by the ADA are recognized by the Montana board. Other state dental boards have also followed the ADA code. Specialty organizations not recognized by the ADA have successfully sued dental boards in several states, including Texas and Ohio, alleging restraint of trade and restraint of commercial speech. These cases have been upheld on appeal by those boards and plaintiffs in those cases may seek to overturn Montana's rules by litigation. The ADA is taking steps to review its specialty recognition process and recommendations are anticipated presented to the 2017 ADA House of Delegates.

In May, further action on denturists lawsuit was stayed pending the outcome of an FTC investigation into "the board's policy, rules, and actions related to licensed denturists practicing in Montana."

The Board of Dentistry will meet September 22. You can follow updates on the Board of Dentistry at MDA's website, montanadental.org

Healthcare transparency focus of 2017 Legislature

Healthcare "transparency" became a major focus of legislation in the 2017 session. Legislators sought to impose more regulation over providers to create greater awareness by patients about their choices and the cost of treatment. Senate Bill 362, which integrated cost and quality of care data, was passed by the Legislature, but vetoed by Gov. Bullock. MDA opposed the bill initially, but worked with other provider groups to remove small practices from the bill.

A legislative resolution, HJR 20 was approved by the legislature and sets up a study of transparency in health care pricing. The study was the top-ranked study in a post-session poll asking legislators to prioritize the 20 study resolutions approved in 2017.

The Children, Families, Human Services Interim Committee has created the Healthcare Price Transparency Subcommittee and directed it to look into these items:

- factors influencing the cost of health care services, including differences attributable to different delivery system models;
- efforts undertaken in other states and by organizations

within Montana to make health care cost information more widely available to consumers;

- ways to improve consumer understanding of the different factors affecting the costs that are charged and the costs they must pay;
- ways to encourage consumers to make informed health care decisions;
- existing price transparency tools and health quality measures;
- ways to ensure that price transparency efforts give consumers information about both costs and quality of services; and
- the role of the state in improving health care price transparency.

Dr. Kurt Lindemann, past chair of the MDA Government Affairs Committee, will serve on a panel that will present provider perspectives to the subcommittee on September 12. Dr. Lindemann also testified during the session on several transparency bills.

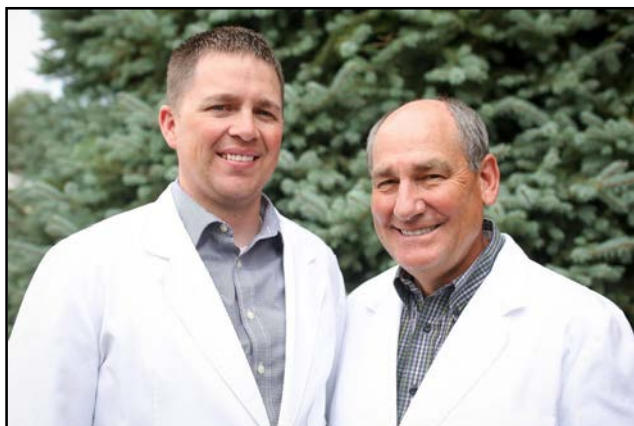


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- ◆ **Northwest** - Beautiful mountain community. FFS; refers out endo and 3rds. Collecting \$450k.
- ◆ **Southwest** - Fully digital practice. Owner refers out implant placement, molar endo, and 3rds.
- ◆ **Southwest** - Beautiful office collecting \$1 million. 100 new patients per month.
- ◆ **N Central** - Smaller practice ready for updates and growth. Large building with eight ops.
- ◆ **S Central** - Small practice ideal for merger/chart purchase or purchase real estate and grow practice.
- ◆ **Eastern** - Modern and spacious. Flexible seller; 7 equipped ops. Collecting \$950k on 3 days/wk.
- ◆ **Eastern** - Attractively priced rural practice with extensive new equipment & updates.
- ◆ **Endo** - Beautifully appointed practice in outstanding location. Possible merger.

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Urge Patient to Quit



Provide Quit Line Referral Form

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Give patients the Montana Tobacco Quit Line website for more information. QuitNowMontana.com



The Montana Dental Association is partnering with the Montana Tobacco Quit Line to help make it easier for you to help patients get the help they need.

By referring patients to the Quit Line, you are saving lives, helping stop irreversible damage to patients and their families.

This information is provided by the DPHHS Oral Health Program and the MDA.

For more information: MontanaDental.org or QuitNowMontana.com



You're invited! District dental societies...

(Continued from Page 1)

District 3

Dr. Ryan Todorovich, President
(406) 723-5437
ryantodorovich@hotmail.com
1st Monday, 6:30 pm
Lydia's Supper Club, Butte

District 4

Dr. Robert Marshall, President
(406) 761-0314
marshallorthodontics@gmail.com
2nd Tuesday, 6:30 pm
Buffalo Wild Wings, Great Falls

District 5

Dr. Charissa Martin
(406) 461-4445
5thdistrictdentalsociety@gmail.com
2nd Tuesday, 6:00 pm
Jackson Creek Bar & Grill
(basement), Montana City

District 6

Dr. Lindsey Hollern, President
(406) 586-5880
drhollern@refreshingdentistry.com
2nd Tuesday, 6:30 pm social, 7:00 pm meeting/dinner
14 North Restaurant, Bozeman

District 7

Dr. Zach Ramberg, President
(406) 759-5350
zacharyrambergdds@gmail.com
1st Monday, 7:00 pm
Havre Dental Group, Havre

District 8

Dr. Matt Moen, President
(406) 538-2376
Matt13moen@hotmail.com
Last Monday of every 3rd month,
6:00 pm
Moen Family Dental, Lewistown

District 9

Dr. Chad Lambourne, President
(406) 245-4414
chadlambourne@gmail.com
2nd Tuesday, 5:00 pm
RMC Prescott Hall, Billings

District 10

Dr. Jesse Cole, President
(406) 487-2650
drjessecole@gmail.com
Meeting on call

MDA President's message ...

(Continued from Page 2)

work to ensure that the annual session is an experience that the entire dental team will enjoy and benefit from. There will be three openings for this committee in May, 2018.

Membership Committee: This newly created committee has the responsibility to make certain that the MDA is doing all it can to meet the diverse needs of its members. It will also have openings in May, 2018.

Dental Health and Access Committee: This committee works to improve the dental health of Montanans. It will have openings in the future.

Government Affairs Committee: This committee works to protect our profession from governmental and regulatory interference. It works to make certain that rules, regulations, and policy are dental friendly. It is always in need of dentists who want to get involved in the legislative and rule making process.

I urge you to get involved with your component organization. Look to see if there is a committee that would benefit from your involvement.

Thank you,
Kevin Rencher

Challenges in Complex Cases: Dental Specialists' Insights November 10, 2017

Presented by the
Montana Dental Association
Continuing Education Seminar—7 Hours

A day-long panel discussion lead by dental specialists from across the state. Those signed up to date include Endodontists, Drs. Jeffrey Hamling, Edward McGreevey and Verne Reed; Orthodontist, Dr. Young Hans-Stebbins; Pediatric Dentists, Dr. Brady Keller and Dr. Susan Tiede; Periodontists, Drs. James Hoag, John Remien and Amy Fuller; Prosthodontists, Drs. Joseph Meng, Graham Meng and Sven Bone, as well as General Dentists, Drs. James Booth, Stephen Spencer and Ken Bagby. Oral Surgeons to be announced. Specialists will discuss difficult clinical cases they have encountered and offer appropriate treatment plans. The course is geared to general dentists and their staff. This is an open forum and dentists are encouraged to come prepared to present their difficult clinical cases for examination and discussion with these skilled specialists. **All dental team members welcome.**

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What you don't know can cost you!

Jennifer L Nieto, President RJ Card Processing, d/b/a Best Card

The credit card processing industry is complicated and contracts can be difficult to read and decipher. Here is a list of pitfalls we often see in the industry and what you should pay attention to:

Setup fees

Some processors charge you a fee to setup your business under their programs.

▶ **Best Card has no setup fee.**

Early termination fees

It is very common to have an early termination fee (often ranging from \$250-750) if you leave a processor before the end of your contract. Some companies supplement these fees with lost profitability clauses (you pay their profit margin for the life of contract) and mandatory minimums (e.g. \$25 per month for all remaining months). Most processors have a three year contract so it can cost thousands to leave. Always make sure to get this information in writing.

▶ **Best Card only has a \$25 early termination fee. After three years, the close fee drops to \$0. We have no lost profitability clauses or mandatory minimums.**

Auto-renewal of contracts

Most processors now automatically renew contracts when they expire, locking merchants into a new contract, and often also renewing the above early termination fee.

▶ **Best Card does not auto-renew our contracts. After the initial three-year contract is up, the merchant is on a month-to-month agreement.**

Bait and Switch

Some processors will prepare a cost analysis with slightly better rates than you presently pay and then subsequently increase rates. Any processor can increase rates via a thirty-day notice and if you agree to the aforementioned termination fees, it can be very costly to either stay with or leave them.

▶ **Best Card has only had two rate increases on our tiered program in 10+ years. Total fees ÷ total \$ amount processed averages 2.1% for our merchants (it costs \$2.10 to process \$100 with Best Card).**

Leases

Beware of leases on equipment – they are expensive, non-cancellable, and merchants often end up paying much more than the equipment actually costs. Ex: 48 months x \$30 = \$1,440 and a buyout of \$100 at the end of the lease.

▶ **Best Card does not lease equipment. We sell terminals and swipers at cost and often offer great deals like \$100 off the price of new EMV “chip reading” equipment so you can own for as little as \$169.**

PCI compliance

Payment Card Industry (PCI) is an annual online test regarding credit card information protection. Processors almost always outsource PCI testing to third parties, and the annual cost is normally between \$70-120. Non-compliance fees often range from \$18-40 per month.

▶ **Best Card charges \$36 annually for PCI compliance. Merchants have 90 days to become PCI compliant with a new processor, and Best Card will repeatedly contact offices via phone, email, and fax to help them pass the test and avoid an \$18.95 monthly non-compliance fee.**

Best Card offers personalized customer service from 8am-7pm CST – no prompts or call-centers!

Jennifer Nieto is president of RJ Card Processing Inc. (d/b/a Best Card). Formerly, Jennifer was the director of finance for the Colorado Dental Association and an FDIC Bank Examiner/CPA. Best Card is currently endorsed by more than 20 state dental associations or their affiliates.

Dental Lifeline Network • Montana

July 2017



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Dr. Andrew Ordelheide (Plains), volunteer since 2012, with his DDS patient.

148 patients are waiting for care in these counties:

- Cascade
- Custer
- Lincoln
- Missoula
- Ravalli
- Silver Bow

Will you see one?

WillYouSeeOne.org

In 1997, the Montana Dental Association partnered with Dental Lifeline Network • Montana in developing a Donated Dental Services (DDS) program to help people with disabilities or who are elderly or medically fragile and had no other access to dental care. The Montana DDS program is similar to programs developed by Dental Lifeline Network in 41 other states. DLN projects that DDS volunteers will provide almost \$25 million in donated treatment in fiscal year 2016-2017. **Since inception, Montana dentists and labs have donated over \$4.3 million worth of comprehensive treatment for 1,285 vulnerable people.**

MDA – Thank you! We truly appreciate your efforts in increasing DDS state funding and your support of DLN and the DDS Program!

Donated Dental Services (DDS) Program Totals	
Fiscal Year 2016-17 (7/1/16-6/30/17)	
Donated Treatment Value	\$313,505
Donated Lab Value	\$27,733
Average Value of Treatment*	\$3,563
Patients Treated	88
Active Patients	46
Patients on Wait-list	148
Participating Dentists	190
Participating Labs in MT	49
Participating Labs outside MT	15

**Average value is based on patients receiving comprehensive treatment; does not include patients who continue to receive ongoing care from their DDS volunteer.*

The DDS program restores the oral health and often transforms the lives of the patients we serve, like 50-old Mr. K. who lives alone in Helena. He has developmental disabilities and cannot read or write; and suffers from attention deficit disorder, hypertension and depression. Mr. K. was missing all but three teeth, but sadly, he could not afford dentures. Despite his disabilities, Mr. K. works the night shift as a house person at a local hotel. He earns just enough to pay for very basic necessities and cannot even afford the medication he needs. He was able to get his remaining teeth extracted at a local health clinic, but the clinic did not provide him dentures and he couldn't afford them. Fortunately he was referred to the DDS program and Mr. K. was linked with two generous volunteers who agreed to help: a general dentist and a lab. **Thanks to this team, Mr. K. received \$4,552 in donated care that restored his oral health and gave him a reason to smile!** He shared his appreciation for this amazing gift.

“Your help made a big difference in my life. I don't have to hide my mouth anymore. My teeth eat really good, and people tell me my new teeth look real. I really, really appreciate all your help.”



Contact Margaret Petrick at mpetrick@dentallifeline.org or 406.449.9670 www.DentalLifeline.org/Volunteer

Helping People With Disabilities or Who Are Elderly or Medically Fragile

State budget shortfall ...

(Continued from Page 1)

to oppose cuts to provider rates. Members of the Children, Families, and Human Services Interim Committee are:

Sen. Mary Caferro (D-Helena, Committee Chair)

marycaferro@gmail.com

Sen. Albert Olszewski

Sen.Albert.Olszewski@mt.gov

Sen. Diane Sands

senatorsands@gmail.com

Sen. Frederick (Eric) Moore

Sen.Eric.Moore@mt.gov

Rep. Dennis Lenz

Rep.Dennis.Lenz@mt.gov

Rep. Gordon Pierson

Rep.Gordon.Pierson@mt.gov

Rep. Jon Knokey

Rep.Jon.Knokey@mt.gov

Rep. Kathy Kelker

Rep.Kathy.Kelker@mt.gov

For more information and updates, please go to montanadental.org

Montana Medicaid by the numbers

53%
Average rate to billed fee



65%
Average dental office overhead



73%
Dentists accepting Medicaid



55,898
Kids treated



31,111
Adults treated



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Background
Brian Goff, CDT

Foreground
Alex Rugh, CDT



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NEW MEMBERS

Dr. Kimberly Currie
General Dentist
Great Falls
Colorado State University

Dr. Joshua Merrell
General Dentist
Whitefish
Ohio State University

Dr. Kelsey Fraser
General Dentist
Billings
Colorado State University

Dr. Stephen Seheult
General Dentistry
Columbia Falls
Loma Linda University

Dr. Stacy Gibreal
General Dentist
Frenchtown
Midwestern University Arizona

In Memoriam

Dr. Neil Livingston

Helena

1922-2017

Dr. Charles Lang

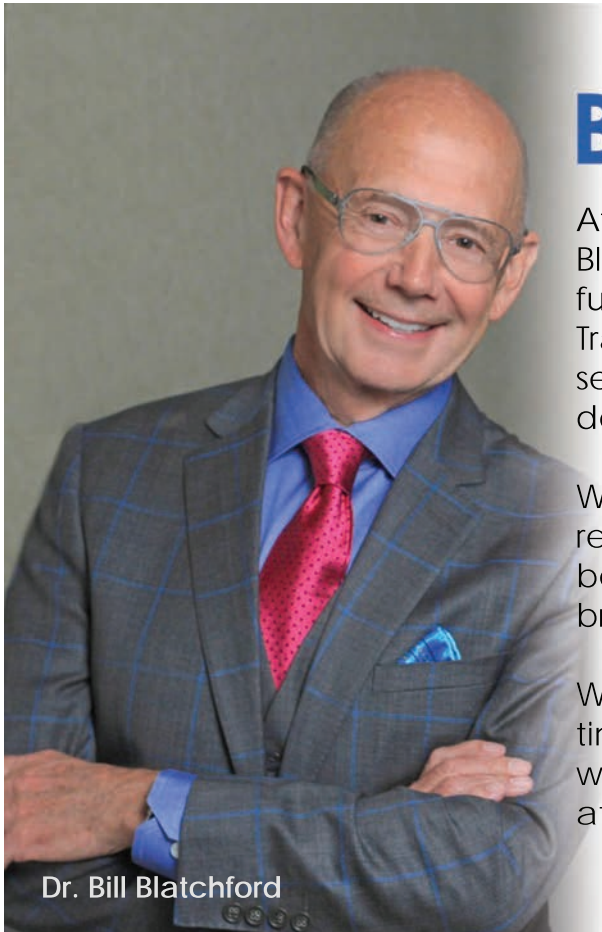
Miles City

1935-2016

Dr. JP LaValley

Livingston

1930-2016



Dr. Bill Blatchford

Blatchford Transitions

After more than 30 years of coaching Doctors, Blatchford Solutions is excited to announce a new, full-service brokerage business, Blatchford Transitions, Inc. Blatchford Transitions will offer services nationwide, helping dentists to buy and sell dental practices.

We are here to help Doctors prepare for and make rewarding transitions by expanding their thinking beyond what is presently being offered by other brokerage firms.

We look forward to working with you when it is your time to buy, sell or merge a practice. Please visit our website blatchfordtransitions.com or call us toll-free at (844) 735-7600 to discuss your transition needs.

CE UPDATES

Register at www.montanadental.org or call (800) 257-4988

Mark your calendar

October 6, Helena

Dentist Best Practices for Medicaid Success

Free CE! for members of the Montana Dental Association and their staff.

Making your Medicaid business model work for your practice. Register online MontanaDental.org

November 10, Helena

Challenges in Complex Cases-Dental Specialists Insights

A day-long panel discussion led by dental specialists from across the state. Endodontists, Oral Surgeons, Orthodontists, Pediatric Dentists, Periodontists, as well as General Dentists will describe clinical cases they have encountered and offer appropriate treatment plans. The course is geared to general dentists and their staff.

May 4, 2018, Missoula

MDA Annual Meeting featuring Dr. Gordon Christensen



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Eastern - Seller ready to retire. Modern practice with seven equipped operatories (room for more). Collections of \$1.4 million, with 41 new patients per month. Rural practice with extensive new equipment and updates. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Eastern - Spacious practice with seven equipped operatories (room for more). Collections of \$1 million with 25 new patients per month on an average of 170 days per year. Practice has digital radiography, including digital pano, and electric hand pieces. Seller refers out implant placement & third molars, as well as difficult endo and oral surgery. Flexible seller – purchase with or without seller work-back or associate-to-purchase. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Endo - Beautifully appointed endo practice with great equipment, including high end scopes. Moderate sized practice in a good location ready for someone to step in and grow. Some implant placement and hygiene component. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 – wendy@mydentalbroker.com

Great Falls - Dental office space available, many options available. Primary site for 1 or 2 dentists or satellite office. Some equipment included. Contact (406) 453-1043.

North Central - Smaller practice is ready for energetic doctor to step in and update/grow. Large building is also available for lease or sale – plenty of room grow and expand. Building is plumbed for 8 operatories. More information to follow. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Northwest - Stunning setting. Owner refers out endo, 3rd molars and implant placement. Collections of \$450,000 on a relaxed schedule. 100% fee for service practice with room for growth! Building also available for sale. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Southwest - Strong practice with plenty of opportunity for continued growth. Owner refers implant placement, ortho and molar endo. Located near the university and downtown. The practice is fully digital with paperless charts, and limited insurance. Collections are averaging \$800,000 on 3 days (5 ops). New residential development nearby - building for lease or sale. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

South Central - Well established practice with small staff and reduced schedule -1 ideal merger opportunity. Retiring doctor refers out extractions, ortho and young children. Building for lease or sale – may make good satellite office as well. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Practice Opportunities

Need a Dental Hygienist? Post your job opportunity on the MDHA website. Ads on the MDHA website are e-mailed to almost 600 Montana dental hygienists. Go to www.montanadha.org and click on Employment Opportunities for details or call MDHA at 406-256-7384.

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Unitek Metalcraft Ortho Chair (tan color), **Adec Micro-Cart Model #2514** (with slow and high speed Midwest American handpieces), and **Ritter Super Starlite Model K dental light** (pole mounted) are all in excellent condition and being sold together as a unit. Call Dr. Pardo at (406) 585-8498 or ipardo@q.com. Bozeman

Fotona DT Er:YAG Hard Tissue / Nd:YAG Soft Tissue Laser. 2 separate lasers in one unit. Turn-key unit includes hand pieces and fibre-optics. Training available. True hard tissue capability. \$25,000. Laser dentistry will change your practice. Contact Dr. Scott Green, sgreen@bigsky.net

DenOptix digital scanner. Includes 2 drums and phosphor plates. \$850. ADEC monitor mounts with assistant's package (2 available) - \$450 each. KAVO Electro torque handpiece. \$450. Call 406-241-3330.

Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or info@montanadental.org. Visit www.MontanaDental.org for more information and opportunities.




The Towers in Patagonia. Photo by Dr. Joel Maes, Helena.

2017

- Sept 15 • MDA Board of Directors, Helena
- Sept 22 • Montana Board of Dentistry, Helena
- Oct 6 • Medicaid Symposium, Helena
- Oct 19-24 • ADA Annual Session, Atlanta
- Nov 10 • MDA Specialists Panel, Helena
- Dec 1 • Montana Board of Dentistry, Helena

2018

- Jan 26 • MDA Board of Directors, Helena
- May 2 • MDA Board of Directors, Missoula
- May 3-4 • MDA Annual Meeting, Hilton Garden Inn, Missoula, Dr. Gordon Christensen
- Sept 27 - Oct 2 • ADA Annual Session, Honolulu



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