

Dr. Gordon Christensen headlines MDA Annual Meeting May 3-4!

Dr. Gordon Christensen, Founder and CEO of Practical Clinical Courses, and noted continuing education speaker Dr. Paul Homoly will headline MDA's 2018 annual meeting May 3-4 in Missoula. MDA is thrilled to present two full days of speakers to expand your practice knowledge.

Dr. Christensen's fast-moving "bottom line" course always provides an inspiring and informative update on trends in dentistry and takeaways to help make your practice successful. Dr. Homoly's "Making it Easy for Patients to Say Yes" brings you strategies and a successful approach to guide patient agreement with your treatment plans.

Montana's biggest dental trade show provides an exciting marketplace of more than 50 exhibitors. You can't afford to miss this opportunity to window shop and purchase state of the art tools for practice management and care of your patients.

Additional courses will benefit dentists and all staff, including:

- Susan Wingrove, RDH, of Wingrove Dynamics, "Manage, Repair or Regenerate" and "The Implant is Restored. Now What?"



Dr. Gordon Christensen

- A DPHHS update on important changes to the Medicaid dental program.

- Radiography Review for Dental Assistants presented by Danica Luedtke and Jennifer Hoff, Salish Kootenai College dental assisting instructors.

Plan to attend the festive President's Reception, celebrating MDA President Dr. Kevin Rencher's past year and welcoming 2018-19 President Dr. Andy Althaus. Join MDA in honoring recipients of the 2018 T. T. Rider, Clinical Excellence, Outstanding Dental Hygienist and Outstanding Dental Assistant awards.

Earn 15 CE credits, save money and time on continuing education and enjoy meeting with old and new colleagues, all conveniently located in Missoula, May 3-4.

See pages 8 and 9 to review courses and events and complete your registration. The Annual Meeting brochure and registration is also available online at www.MontanaDental.org and will be mailed to your office. For further information contact MDA at (800) 257-4988 or email info@montanadental.org.

March 2 CE: Improve your plan to manage medical emergencies

"Actions and Algorithms for Medical Emergencies: How to Save a Life (Including Your Own)"

A CRISIS SITUATION can and likely will occur at some time in your practice. Are you prepared?

Join oral maxillofacial surgeon Dr. Daniel Pompa on March 2 in Helena to improve your and your staff's ability to manage a medical emergency. Dr. Pompa's high energy, interactive course explores "Conversational History" and how it will uncover medical issues not revealed by the standard health history form.

The course covers:

- Simple, non-invasive critical tests that can reduce overall risks
- Indications for emergency drug use and proper dosages
- Assembling an ideal emergency drug kit

- Techniques for drug administration utilizing simulation models and real drugs

Register today at MontanaDental.org or call (800) 257-4988.

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MDA LEADERSHIP

Dentistry, the best job in the world!

I love being a pediatric dentist! It is more than just fun—It is crazy fun. I love the chaos of working with children and their awesome parents. I love interacting and working alongside my talented and exceptional dental team. What a great profession! I never dreamed I would enjoy my profession as much as I do. I truly feel blessed to be a dentist.

Every year U.S. News and World Report ranks the top 100 professions in America. In both 2016 and 2017, they looked at a wide variety of factors and selected dentistry as the number one profession in America. This year, dentistry took the number two spot as the best job in America (we were beat out by software developers). Orthodontists rank #5 and Oral and Maxillofacial Surgeons came in at #8 for the best jobs in America. Dentistry is still considered, and has been for many years, the number one job in healthcare. I always enjoy showing my medical colleagues a copy of the report. It makes me smile. What a great profession we have!

I enjoy the relationship we have with our patients. As a pediatric dentist, I meet families from all over west and central Montana. I enjoy the wide variety of interactions I experience. Yesterday I treated a wonderful baby boy from Harlem, Montana, a beautiful little girl with a

huge smile from Anaconda, an inspiring special needs girl from Helena, and a recently adopted child from China. I helped several kids get out of pain, snipped the tongue on a child who was not able to speak well, and expanded a maxillary arch to help a child breath better. I had many parents thank me, and the smiles of their children expressed their happiness. These experiences enrich my day and bring joy to my life.

I enjoy associating with my dental colleagues. I am inspired to the generous acts you perform. So many of you serve on community boards, are involved in local charities, coach our children in athletic activities, give liberally of your time to religious communities, and strive to make the world a better place through your humanitarian service. My wife and I recently attended a fundraiser for a local charity. I was inspired to see how many of my dental colleagues were in attendance. They were donating their time, expertise, talents, and money to a good cause. At this event, I had a conversation with a senior member of our state government. She commented with great admiration on how involved the dentists are in our community and in our state.



DR. KEVIN RENCHER
President

Continued on Page 10

EXECUTIVE COMMITTEE:

- | | |
|-----------------------------|--|
| • President: | Dr. Kevin L. Rencher |
| • President Elect: | Dr. Andrew C. Althausen |
| • Vice President: | Dr. Ronald Jarvis |
| • Secretary/Treasurer: | Dr. Charles S. Wilson |
| • Immediate Past President: | Dr. Jane Gillette |
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Dr. Jane Gillette |

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NEWS YOU CAN USE

Renew your Montana dental license by March 1

Your dentist license renewal is due by March 1. The following information appears on the Board of Dentistry website (<http://boards.bsd.dli.mt.gov/den>)

Renewal fees are as follows:

Dentists (inactive and active): \$306.00

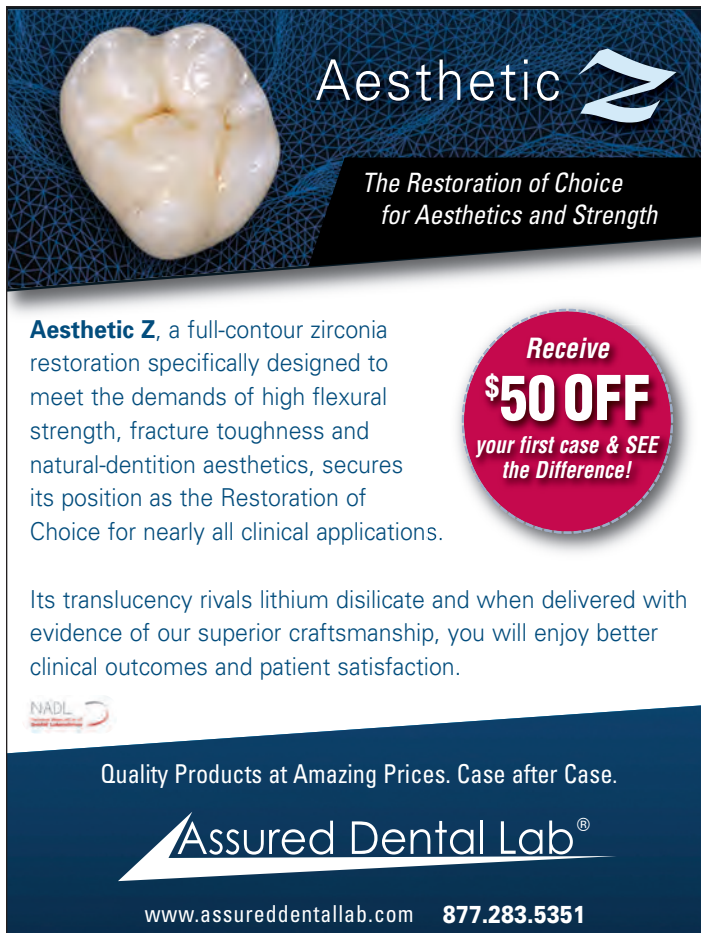
Dentists only, please read the MPDR (Montana Prescription Drug Registry) statement in the online or paper renewal form and submit the \$30 MPDR fee in addition to your renewal fee or check the box if the requirement does not apply to you. Incomplete forms or insufficient fee submission may incur a late fee if the renewal form is not

submitted by March 1, 2018 with the correct information and/or fee! Late fees (after March 1, 2018) are 100% of the license renewal fee.

The preferred method is to renew online at <https://ebiz.mt.gov/pol/> There are links to instructions and other information on this webpage. The online website is available 24/7 (excepting maintenance or technical issues). For questions regarding username and password information when renewing online, click on the "I've forgotten my password link" on the renewal website or contact the renewal/licensing unit unita@mt.gov 406-444-6880.

A paper renewal form is available for download from this Board of Dentistry website by clicking on the "forms" tab, click on the renewal information link and select your license type.

For general questions, please feel free to contact the Board office at dlibsdden@mt.gov.



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Oral health endowment grows

"The Doug and Sue Hadnot Oral Health Endowment Fund is off to a great start," according to Dr. John Smith, president of the Montana Oral Health Foundation (MOHF) Board of Directors.

"The Montana Community Foundation reports that the fund is in the top 1% of funds ever started there for initial contributions," Dr. Smith said. "We had \$35,000 in contributions to the fund by December 31, 2017. I'm hoping for 50 more dentists to contribute this year."

Did you know that if you contribute to the fund you not only receive a state and federal tax deduction, but a Montana income tax credit as well? Please take a moment this year to talk with your accountant or financial advisor and consider a gift to the Foundation. The more we receive, the stronger and healthier our foundation will become."

For more information, please see the MOHF insert in this copy of the MDA News.

Board approves 2018-19 Association officer nominations

The Board of Directors has approved nominations of 2018-19 MDA officers, as recommended by the Committee on Constitution, Bylaws and Nominations.

Nominees are:

President—Dr. Andrew C. Althausser (Missoula); President-Elect—Dr. Ronald C. Jarvis (Kalispell); Vice President—

Dr. Jason A. Tanguay, Bozeman; Secretary-Treasurer—Dr. Douglas S. Hadnot (Lolo). Dr. Kurt S. Lindemann (Kalispell) has been nominated for First Alternate Delegate.

Nominations may also be made on the floor of the General Assembly, which meets May 3 at the MDA's Annual Meeting in Missoula.



Dr. Andrew C. Althausser



Dr. Ronald C. Jarvis



Dr. Jason A. Tanguay



Dr. Douglas S. Hadnot

2018 Tripartite Membership Dues

Renew your tripartite membership today. Dues are payable by March 31.

Continue to enjoy the many services designed to add value to your membership. ADA, MDA and your local district dental society enhance your ability to achieve success and your excellence as a dentist. Together, they ensure a strong future for the profession.

Please call the Montana Dental Association for more information. Visit MontanaDental.org to view your statement and pay your dues online.

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MONTANA DENTAL

Advocate

Medicaid dental service cuts will be effective March 1

DPHHS is eliminating some adult Medicaid dental services effective March 1. Dental services totaling \$8.9 million that have been cut include coverage for all dentures, crowns and bridges for adults. DPHHS has also tightened restrictions on orthodontic treatment for children covered by Medicaid. (See below for specific rules changes. Updates will be posted at MDA's website, www.montandental.org)

The service cuts are a result of action by Gov. Bullock and the Legislature to resolve a projected state revenue shortfall of \$147 million. A three percent reduction in Medicaid reimbursement rates for all providers became effective on January 1.

MDA has objected to the DPHHS cuts in comments it submitted to the department, citing harm to Montana's disabled adults, the elderly and children and an increase in

future treatment costs.

MDA asked DPHHS to respond to questions about the criteria used to eliminate specific dental services, detrimental impacts on the oral and medical health of patients that were considered and other alternatives to reduce the cost of dental services that DPHHS considered.

MDA requested DPHHS to identify steps the Department will take to pay for treatment that has been initiated but will not be completed by March 1, for example lab work for dentures or other appliances that have been ordered, but not yet delivered.

Sen. Mary Caferro, D-Helena, chair of the Interim Committee on Children, Families and Human Services, has worked with MDA to fight the budget cuts and led efforts to

Continued on Page 7



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Medicaid dental service cuts ...

(Continued from Page 6)

oppose the reduction in Medicaid provider reimbursements. Rep. Jon Knokey, R-Bozeman and Sen. Diane Sands, D-Missoula joined Sen. Caferro in voting to continue the committee's objection to that cut. Committee members voting to drop the objection were Rep. Kathy Kelker, D-Billings; Rep. Dennis Lenz, R-Billings; Sen. Eric Moore, R-Miles City; Sen. Al Olszewski, R-Kalispell; and Rep. Gordon Pierson, D-Deer Lodge.

MDA is working with a coalition of other Medicaid provider associations that continue to contest the budget cuts. MDA is preparing its lobbying effort to request the 2019 Legislature to restore funding.

Here is the language of DPHHS amendments to rules for covered Medicaid dental services:

37.86.1006 DENTAL SERVICES, COVERED PROCEDURES (1) through (4) remain the same.

- (5) Covered services for adults age 21 and over include:
- (a) and (b) remain the same.
 - (c) basic restorative services ~~including prefabricated crowns~~; and
 - (d) extractions; and
 - (e) ~~porcelain fused to base metal crowns with prior authorization, limited to two per person per year, total. For second molars base metal crowns only.~~

- (6) remains the same.
- (7) ~~Full maxillary and full mandibular dentures are a Medicaid covered service. Coverage is limited to one set of dentures every ten years. Only one lifetime exception to the ten-year time period is allowed per person if one of the following exceptions is authorized by the department:~~
- (a) ~~The dentures are no longer serviceable and cannot be relined or rebased.~~
 - (b) ~~The dentures are lost, stolen, or damaged beyond repair.~~
- (8) ~~Maxillary partial dentures and mandibular partial dentures are a Medicaid covered service. Coverage is limited to one set of partial dentures every five years. Only one lifetime exception to the five-year limit is allowed per person if one of the following exceptions is authorized by the department:~~
- (a) ~~The partial dentures are no longer serviceable and cannot be relined or rebased.~~
 - (b) ~~The partial dentures are lost, stolen, or damaged beyond repair.~~
- (9) ~~The limits on coverage of denture replacement may be exceeded when the department determines that~~

Continued on Page 10

Congratulations & Best Wishes!

Dr. Greg Moos

has acquired
the General Practice of

Dr. Cory Sager

Bozeman (Four Corners), Montana

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Register at

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OR complete the registration form and mail to MDA.

How to Register

All attendees must be registered to participate in courses or events.

Include all names of attendees as you would like them to appear on the conference badge. Use additional sheets if necessary.

Fill in Registration Code and Fee for each attendee.

Fill in Course and Event Codes that each participant will attend. Please include the daily luncheon buffets you plan to attend.

Total conference fees for all participants and complete the payment form.

Fees

	By April 6	After April 6
① MDA Member or ADA 11th District Member of (AK, ID, OR, WA)	\$350	\$375
② MDA Member using CE Credit	\$325	\$350
③ MDA Retired Member	\$85	\$110
④ ADA Member outside 11th District	\$355	\$380
⑤ Non-Member Dentist	\$750	\$775
⑥ Hygienist	\$120	\$145
⑦ Dental Assistant	\$120	\$145
⑧ Lab Technician or Office Staff	\$120	\$145
⑨ Guest Attending Class, Breaks, Lunch	\$120	\$145
⑩ Dental school, hygiene or assistant student	\$30	\$30

Registration Codes

Thursday Courses

- Ⓐ Dr. Paul Homoly | 6 CEC
- Ⓑ Dental Radiography Review | 2 CEC
- Ⓒ Susan Wingrove, RDH | 6 CEC

Thursday Events

- Ⓕ President's Lunch/General Assembly
- Ⓖ Thursday Trade Show Buffet
- Ⓗ President's Reception/Award Ceremony

Friday Courses

- Ⓓ Dr. Gordon Christensen | 6 CEC
- Ⓔ Medicaid Updates | 1.5 CEC

Friday Events

- Ⓘ MoDePAC Breakfast
- Ⓙ Friday Trade Show Buffet

MDA Conference Registration

Dentist Name or Employer Name _____

Phone _____ Primary Email _____

Badge Name: First _____ Last _____

Email _____

Registration Code (circle number) **1 2 3 4 5 6 7 8 9 10** Fee \$ _____

Course Codes (circle letters) **A B C D E** Event Codes (circle letters) **F G H I J**

Badge Name: First _____ Last _____

Email _____

Registration Code (circle number) **1 2 3 4 5 6 7 8 9 10** Fee \$ _____

Course Codes (circle letters) **A B C D E** Event Codes (circle letters) **F G H I J**

Badge Name: First _____ Last _____

Email _____

Registration Code (circle number) **1 2 3 4 5 6 7 8 9 10** Fee \$ _____

Course Codes (circle letters) **A B C D E** Event Codes (circle letters) **F G H I J**

Payment Options

MDA, PO Box 1154, Helena, MT 59624
(800) 257-4988 | (406) 443-2061 | fax (406) 443-1546
MDAoffice@MontanaDental.org

Total Registration Fee

\$ _____
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Check made payable to MDA MasterCard | Visa | Discover | AMEX

Credit Card # _____ Exp. Date _____

CVV Code _____ Signature _____

Billing Address _____ City _____ Zip _____

Email (required for receipt) _____

- Cancellations must be made by April 30, 2018 to receive a refund. No refunds will be issued after that date.

- Partial registration is not permitted.

- No refunds can be issued for unattended events or meals.

- Meeting packets will be available at the registration counter and will be filed by the name of each attendee.

Dentistry, the best job in the world!

(Continued from Page 2)

I am continually impressed at how amazing our profession is. We provide great service to our patients, serve in our communities, spend time with our families, and make the world a better place. It is important for all of us to reflect


on how blessed we are to be in such a great profession. We are able to interact with remarkable people and help change lives. These experiences thrill me. Being a dentist is truly the best job in America!

Medicaid dental service cuts ...

(Continued from Page 7)

- the existing dentures are causing the person serious physical health problems:
- (a) The dentist or denturist must indicate "replacement dentures" on the request for prior authorization of replacement dentures and document the medical necessity for the replacement.
- (10) Coverage of all denture services is subject to the following requirements and limitations:
- (a) A denturist may provide initial immediate full prosthesis and initial immediate partial prosthesis only when prescribed in writing by a dentist. The prescription must be signed and dated within 90 days and must be maintained in the patient file.
- (b) Requests for full prosthesis must show the approximate date of the most recent extractions,

- and/or the age and type of the present prosthesis:
- (11) remains the same, but is renumbered (7).
- (12) (8) Full band orthodontia comprehensive orthodontic or interceptive orthodontic treatment for persons 21 20 and younger who have malocclusion caused by traumatic injury or needed as part of treatment for a medical condition with orthodontic implications are covered in the department's Dental and Denturist Program Provider Manual: one of the following handicapping conditions, indicated with an 'X' on the HLD score sheet:
- (a) cleft palate;
- (b) deep impinging overbite;
- (c) anterior impaction; or
- (d) who score a 30 or higher without a handicapping condition (as listed above) on the Handicapping Labio-Lingual Form (HLD Index).
- (13) (9) Unless otherwise provided by these rules, interceptive orthodontia is limited to children 12 years of age or younger with one or more of the following conditions:
- (a) posterior unilateral crossbite with shift;
- (b) bilateral crossbite;
- (b) remains the same, but is renumbered (c).
- (14) (10) All full band orthodontia treatment plans for cleft lip/palate, congenital anomalies, cases related to malocclusion caused by traumatic injury and cases related to interceptive orthodontia must receive prior authorization from the department's designated peer reviewer to determine individual eligibility for such orthodontia services.
- (15) through (17) remain the same, but are renumbered (11) through (13).
- (18) (14) Porcelain/ceramic crowns, noble metal crowns, and bridges All crowns and bridges are not covered benefits of the Medicaid program for individuals age 21 and over.



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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, electric hand pieces and CAD/CAM. Seller refers out implant placement & third molars, as well as difficult endo and oral surgery. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Eastern - 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. Building available for lease or sale (preferred). Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

ENDO - Beautifully appointed endo/perio practice with beautiful equipment, including high end scopes. Good location - moderate sized practice waiting for you to step in and grow. Much more affordable option than start-up and possibly a good merger candidate. Some implant placement and hygiene component. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email 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.

N Central - Cash flow & more! Beautiful 6-op office loaded with technology. Collections at \$1.2 million with low overhead. Stunning, standalone building can be leased or purchased. Easily accessible to metro area and airport. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

N Central - Lots left to do in this growing practice collecting \$900,000. Six ops - fully digital, with strong hygiene program. More information to follow. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

N Central - Premier practice available for walkaway sale any time after July 1. 100% fee for service with strong momentum and collecting over \$1.5 million annually. Stunning office with beautiful, newer equipment and paperless charts. Great area with stable economy and lots of outdoor activities available. If you like fishing and hunting, there is no shortage here! Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

North Central - Smaller practice is ready for energetic doctor to step in and update/grow. Large building is also available for sale. Plenty of room to grow and expand. Building is plumbed for 8 operatories. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Northwest - Associate-to-Own - rare opportunity to stake your claim in beautiful Northwest Montana. If you're patient and financially able to grow your own patient base, you can end up owning a premier practice in 2-3 years. Newer building has plenty of capacity for two, and the owner is looking for the right person to work alongside with and help fill it. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Southwest - Strong practice with plenty of opportunity for continued growth. Owner refers implant placement, ortho & molar endo and has a stellar location near the university and downtown. The practice is fully digital, has paperless charts, and limited insurance. Collections are averaging \$800,000 on 3 days (5 ops). New residential development nearby - building for lease or sale. Owner prefers walk away sale but willing to assist in transition. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email 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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beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drjgillette@SproutOralHealth.org or 406-868-1549.

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

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.



Dr. Kurt Lindemann, Dr. Dave Bull, and Dr. Scott Dickson are still smiling after the annual Polson Polar Plunge. Some 75 other plungers dodged ice, 17 degree air temps and 31 degree Flathead Lake to celebrate New Year's Day. The Bull family instigated the plunge in 1999. As Dr. Bull says: "A little craziness helps you keep your sanity!" (Photo by Connie Bull)

2018

- Mar 2 • MDA CE with Dr. Dan Pompa, Helena
- Mar 9 • Montana Board of Dentistry, Helena
- May 2 • MDA Board of Directors, Missoula
- May 3-4 • MDA Annual Meeting, Missoula Hilton Garden Inn, Dr. Gordon Christensen, Dr. Paul Homoly
- June 8 • Montana Board of Dentistry, Helena
- Sept 7 • MDA Board of Directors, Helena
- Sept 14 • Montana Board of Dentistry, Helena
- Oct 18-21 • ADA Annual Session, Honolulu

2019

- May 9-10 • MDA Annual Meeting, Helena

2020

- May 7-8 • MDA Annual Meeting, Missoula

2021

- May 6-7 • MDA Annual Meeting, Missoula