

"Great CE for all!" at May 5-6 Annual Meeting

Dr. Brian Nový, Director of Practice Improvement at the DentaQuest Institute and noted continuing education speaker Dr. Louis Malcmacher, will headline MDA's 2016 annual meeting May 5-6 in Helena. Two full days of speakers, receptions, festive "Cinco de MDA!", events for ACD, ICD and AGD, and the Montana Oral Health Foundation Auction and Charity Golf Tournament awaits you and your dental team.

Dr. Nový's presentation "How to Eat Candy" takes cariology to a new level with cutting-edge information on caries management by risk assessment and treatment options. Dr. Malcmacher's "Top Game Changers in Dentistry in 2016" is a fast-paced, entertaining, and educational overview of advances in restoration, expanded patient services and practice management.

The best dental technology and practice services will be on display by more than 50 companies at Montana's



Dr. Brian B. Nový



Dr. Louis Malcmacher

biggest dental trade show. You can't afford to miss this opportunity to window shop and purchase the latest tools

Continued on Page 7

MDA General Assembly convenes May 5

Proposed amendments to the Constitution and Bylaws and election of 2016 MDA officers will be on the agenda for the MDA General Assembly on May 5 in Helena. The Assembly follows the President's Luncheon at the Radisson Colonial Inn. All MDA members are invited to attend. A second session of the General Assembly will be held at 6:00 p.m., during which ADA President-elect Dr. Gary Roberts will address the Assembly and install new officers. The President's Reception and a "Cinco de MDA!" event will follow.

Members nominated for election as officers are Dr. Jane Gillette (President), Dr. Kevin Rencher (President-Elect) and Dr. Andy Althaus (Vice President). Dr. Doug Hadnot and Dr. Roger Newman have been nominated as MDA's Delegates-at-Large to the ADA House of Delegates.

Four amendments to the Constitution and Bylaws will be offered for consideration by the General Assembly. Proposed amendments require a two-thirds vote of all active members present. The complete text of proposed amendments is available on the MDA website at www.MontanaDental.org.

During the past year, the Constitution and Bylaws Review Task Force, chaired by Dr. Hadnot, has been at work reviewing MDA's governing documents to develop amendments to make them easier to read and understand. Amendments include:

Amendment 1. "Revision of the MDA Constitution and Bylaws" is a complete revision of MDA's current Constitution and Bylaws. A large portion of the language in the current Constitution has been transferred, word for word, to the new proposed Bylaws. Some topics have been

Continued on Page 9

INSIDE

- 2 President's Message
- 4 News You Can Use
- 6 Dental Advocate
- 8 MDA Voices
- 12 Member Benefits
- 17 Career Center

MDA LEADERSHIP

We've been strengthening your association

My goal for the Montana Dental Association was to take a non-legislative year and turn the lens on ourselves with an internal focus on how we can improve our association.

I am excited to report that we have a new and effective Membership Task Force equipped with young leaders. We are identifying the value of our association and its relevance for each one of you and will be improving membership retention and recruitment to ensure a healthy association moving forward.

Our Constitution and Bylaws have been reviewed and amendments proposed to help MDA run this association more effectively into the future. Our newly renovated Strategic Plan now is an operational document that is aligned with the ADA and will help direct important decisions that are focused on relevance for our members while maintaining fiscal responsibility.

We remain the face and number one source for oral health information with programs such as our "Healthy Smiles from the Start" campaign. And communication to members has greatly improved with an upgraded MDA News and the MDA's MontanaDental.org website.



Dr. DAVID KEIM
President

These strides forward would not have been possible without outstanding volunteers such as our Executive Committee, Board of Directors, committee members and our Executive Director and Central Office all putting in the countless hours it takes to run the MDA. It's important to appreciate the time committed by your volunteer leaders researching issues and developing solutions through dozens of evening and early morning conference calls, face to face committee meetings (and overloaded inboxes receiving hundreds of emails!) to stay on top of getting the job done right for all of our members.

The ADA has stated that we are an association for all dentists and this is one of the most important messages that I have carried. The MDA echoes this sentiment here at home in the Big Sky. Importantly, this message indicates that we are an inclusive group and that means we are an association representing Military, Indian Health, Community Health, Group Practice and Private Practice. Historically, the joke was that diversity within the association was determined by the amount of hair on your head. I am excited to remind everyone that

Continued on Page 13

EXECUTIVE COMMITTEE:

- | | |
|-----------------------------|--|
| • President: | Dr. David C. Keim |
| • President Elect: | Dr. E. Jane Gillette |
| • Vice President: | Dr. Kevin L. Rencher |
| • Secretary/Treasurer: | Dr. Charles S. Wilson |
| • Immediate Past President: | Dr. Christopher A. Hirt |
| • Delegates-at-large: | Dr. Douglas S. Hadnot
Dr. Roger K. Newman |

BOARD OF DIRECTORS:

- | | |
|---------------------------|---------------------------|
| • Dr. Andrew C. Althaus | • Dr. Lee D. Laeupple |
| • Dr. Frederick Anderson | • Dr. Jennifer D. Sanders |
| • Dr. Jessie L. Cole | • Dr. Tyson C. Smith |
| • Dr. James P. Herzog | • Dr. Jason A. Tanguay |
| • Dr. Ronald Jarvis | • Dr. Amy Fuller |
| • Dr. Ingrid S. McClellan | |

STAFF:

- | | |
|------------------------|-------------------|
| • Executive Director: | Mr. David Hemion |
| • Executive Assistant: | Ms. Jean Strainer |
| • Office Assistant: | Ms. Jan Miller |

CONTACT MDA

Telephone: (406) 443-2061
Toll Free (in-state): (800) 257-4988
Fax: (406) 443-1546
Email: info@montanadental.org
Website: www.MontanaDental.org

Mailing Address:
MDA News
Montana Dental Association
PO Box 1154
Helena, MT 59624

The MDA News is a copyrighted publication of the Montana Dental Association and is distributed bimonthly to its members as a direct benefit of membership. All views expressed herein are published on authority of the writer under whose name they appear and are not to be regarded as the views of the Association. MDA reserves the right to reduce, revise or reject any manuscript submitted for publication. Copy for publication should be mailed to the above address.

RECOMMENDED BY MORE DENTISTS THAN DAILY FLOSSING.



Nate Allie, Sales Executive

More Montana dentists purchase their liability insurance from PayneWest Insurance than anyone else. That's because we understand their business. We offer exclusive coverage from The Cincinnati Insurance Company. And our extensive liability program is endorsed by the Montana Dental Association.

Call Nate today at 406.238.1900.

INSURANCE • EMPLOYEE BENEFITS • SURETY

2323 2nd Ave. North, Billings, MT 59107
paynewest.com



NEWS YOU CAN USE

MDA Medicaid expansion

By Dr. Jane Gillette

March ushers in the third month of Montana's new HELP (Health and Economic Livelihood Partnership) Plan and revised Standard Medicaid program. There are several important components dentists need to be aware of including:

State Administered Dental Plans: There are essentially TWO different groups of eligible people which are based on poverty levels and administered by the State: 1) Medicaid and 2) the newly insured expanded Medicaid population (HELP Plan). Regardless of eligibility type, they all have the same plan of benefits, "Standard Medicaid", previously referred to as "Full Medicaid". The HELP group is divided into two, one will display on the web portal as HELP TPA and will present with a BCBS DPHHS card. The other group will be listed as Medicaid HELP and will have a Montana ACCESS to HEALTH card.

It's interesting to note that the newly insured HELP Plan population is not always the same demographic as the classic Medicaid patient of the past. They might even be current well-established patients in your practice who previously were full-pay and uninsured. After they acquire coverage, they often do not fully understand they have Medicaid, as their insurance card says "BC/BS". As a matter of professionalism, it's important that all dental office staff are prepared to be sensitive and courteous about this issue. (See Figure 1)

Check Eligibility: As of now, dentists need to call Xerox to verify remaining benefits (1-800-624-3958). DPHHS is working on an online portal to check eligibility, but until that portal is available, practices need to call Xerox to confirm remaining benefits. **IMPORTANT:** claims belonging to other offices and still being processed will not show up in any reports. Your office staff should implement practices in which patients are asked regularly if they've received services at other offices.

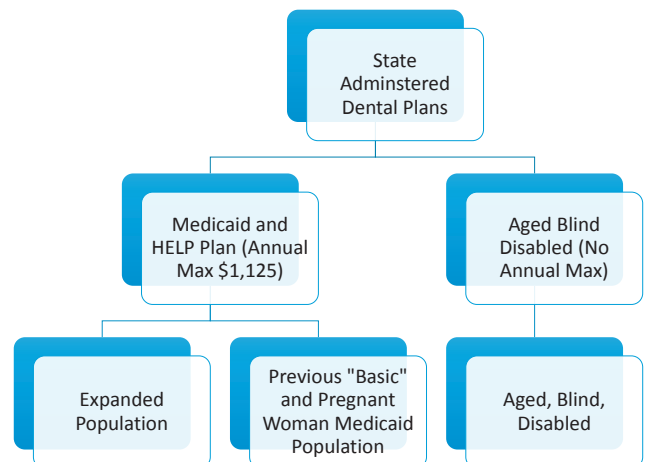
Billing Patients: After patients have exhausted their annual maximum benefits, dentists may bill patients according to the practice's customary fee schedule. Patients are responsible for those charges. It's prudent to

have patients sign a private pay agreement before those services are delivered so as to prevent misunderstandings. Co-pay for Medicaid and Medicaid/Help is currently set at \$3 and can be billed upon arrival to the dental appointment. Co-pays for Help TPA members will be determined by the claim system once the claim has been processed and can only be assessed to the member AFTER the claim has processed. They have a max out of pocket (MOOP) which includes their premium and other co-pays from all other appointments. The system will determine their status of MOOP. The remittance advice will tell you what the co-pay is; anywhere between \$0-\$4.

Young Adults Covered under the HELP Plan: "Children" age 19-20 covered under the HELP Plan do not have annual maximum benefits. Their benefits are structured like other "children".

Staged Treatment Planning: As with privately insured patients, it's important to stage treatment planning in order to reduce disease while maximizing benefits and minimizing out of pocket costs. Providers should not forget that the expanded Medicaid population (HELP Plan) has more resources and opportunities than the Standard Medicaid population (aged, blind, disabled).

Continued on Page 13



Dr. Amy Fuller joins MDA Board of Directors

Dr. Amy Fuller has been appointed Ninth District Dental Society representative to the MDA Board of Directors. Dr. Fuller is a Billings periodontist. She is a graduate of the University of Minnesota School of dentistry, where she also completed her certificate in periodontics.

Dr. Fuller is a native of Brainerd, Minnesota and earned her bachelor's degree in Biology from the University of St. Thomas. Her hobbies involve anything in the outdoors, traveling with her family and lots of fitness activities such as 9Rounds Kickboxing Studio and Summits Hot Yoga. She hosts monthly dental hygiene and Spear Study Group meetings and travels to surrounding cities presenting "lunch and learn" continuing education.



Dr. Amy Fuller

Medicare Part D opt-out delayed until February 2017

(Reprinted from ADA News)

The federal government once again delayed the deadline for dentists who prescribe Part D covered drugs to Medicare beneficiaries to enroll in the program or opt out.

Dentists now have until Feb. 1, 2017, to take action, otherwise Part D prescription drug claims for Medicare eligible patients will not be covered. If dentists want Part D plans to continue covering drugs prescribed for their Medicare patients, they must either enroll as an ordering/referring provider by filling out form 8550 or enroll as a Medicare provider through form 855I. Otherwise, they must opt out of the program.

CMS encourages health care providers to submit their Medicare enrollment applications or opt-out affidavits to their Medicare administrative contractors before Aug. 1 to allow time for processing. It's the fourth time CMS has delayed the deadline.

If dentists do not take any action, the first time they write a prescription for a patient with a Medicare Part D drug plan, the plan will give the patient a provisional supply of the drug and a letter stating that because of the dentist's Medicare enrollment status, the drug will not be covered after the first three months. Part D plans are also required to attempt to notify the prescribing dentist. After three months, if the dentist still has not taken action to enroll or opt out, the Part D plan will deny coverage for that patient's prescription.

Dentists who choose to opt out cannot receive payment from a Medicare Advantage plan. Their patients also cannot receive payment. Dental practices may not

be aware that a patient's dental plan is a Medicare Advantage plan.

Currently, as mandated by a similar federal regulation in 2012, if a dentist sends a biopsy to an oral pathology laboratory for a Medicare patient, the oral pathologist will not be paid unless the dentist either enrolled in Medicare to provide covered services; enrolled in Medicare to order and refer; or formally opted-out. The same is true of orders for other clinical laboratory services, as well as imaging services and Durable Medical Equipment, Prosthetics, Orthotics and Supplies.

A dentist who elects to opt out of Medicare must file an affidavit with the appropriate Medicare contractor and meet other compliance obligations.

Visit CMS.gov for more information and to access forms 8550 and 855I. The ADA Center for Professional Success also has links to the forms and a video tutorial on the process at Success.ADA.org/practice/Medicare/Medicare.

Congressmen Kenny Marchant, R-Texas, and Earl Blumenauer, D-Ore., introduced legislation, with collaboration from the American Dental Association, in November that removes the mandate that certain health care providers be enrolled in Medicare in order for Part D plans to cover prescriptions. HR 4062 is currently awaiting committee action.



MONTANA DENTAL Advocate

Dental Assistant Education Program gets reprieve

The Great Falls College – MSU Dental Assistant Education Program has survived a threat of closing. As part of an ongoing review of all state-supported universities and colleges, GFC-MSU undertook a prioritization of all programs offered at its campus. The Dental Assistant program ranked low based on its fiscal impact, job placement rates for graduates, and salary for graduating students.

Following the lead of the Fourth District Dental Society, dentists across Montana rallied in January to support the program. MDA emailed a survey to all members which generated positive comments about the value of the program. As a result, GFC-MSU Dean Susan Wolff has provided an opportunity for dentists to work with the college’s marketing staff and faculty to improve enrollment over the coming three years. Dr. Fred Anderson, Fourth District representative to the MDA Board of Directors and Robin Williams, dental assisting program director, created a task force comprised of Drs.

Ken Small, Don Spurgeon, and Fourth District president Kevin Fairhurst.

Dean Wolff challenged dentists to help the college build full enrollment (18 students), demonstrate that graduates are securing employment at a higher wage than entry-level dental assistants who have not graduated from CODA accredited programs and demonstrate high job placement rates for graduates.

Ideas developed by the task force include creating a dental assistant scholarship and distributing information to dentists to assist in recruiting students.

The college’s Dental Assistant Education Program was established in 1968 and has graduated hundreds of well-educated dental assistants. The partnership between the dental assistant and dental hygienist education programs at Great Falls College helps create a team-centered commitment for graduates of both programs.

It is one of only two CODA-accredited programs in

Continued on Page 8

Governor Bullock to address May 6 MoDePAC breakfast

Governor Steve Bullock will be the featured speaker at MoDePAC’s May 6 Breakfast during the MDA Annual Meeting. The breakfast will be held at 7 AM at the Radisson Colonial Inn. The event is open to all dentists and there is no cost to attend.



Gov. Steve Bullock

MDA has asked him to discuss several issues, including Medicaid. MDA was instrumental in ensuring that the HELP Medicaid expansion plan approved by the Legislature included dental benefits. The Association continues to assist DPHHS to design a workable benefit program.

HB 237, MDA’s bill to reform Medicaid overpayment audits, was vetoed by the Governor. In his veto message, he directed the Department of Public Health and Human Services to create rules to create “clarity and certainty” regarding audits of Medicaid providers.

Following the 2015 session, MDA staff, lobbyist and attorney have been meeting with DPHHS to negotiate fair and reasonable audit rules. Agreement has been reached on several issues that were included in HB 237, including limits on the number of records that can be requested for audits and the amount of time the department has to complete an audit. Several issues remain to be resolved, including the use of peers to review clinical questions during audits. DPHHS will begin formal rule-making in April.

WWW.MONTANADENTALAdvocate.COM

"Great CE for all!"...

(Continued from page 1)

for practice management and care of your patients.

A full range of additional courses will benefit dentists and all staff, including providing oral health care during pregnancy and for early childhood (Dr. Jane Gillette), OSHA updates (Mr. Steve Fuhrman), dental care for HIV-infected patients (Dr. Mark Schubert), risk management (Mr. Mike Terrell), Medicaid audits and dental benefits for newly-covered adults (Ms. Jan Paulsen) and radiography review for dental assistants (Ms. Jennifer Luedtke and Ms. Jennifer Hoff).

Dr. Gary Roberts, ADA President-Elect, will visit and address the General Assembly. Outgoing MDA President Dr. Dave Keim will be fêted and incoming President Dr. Jane Gillette, will be welcomed. Awards will be presented for the 2016 T. T. Rider, Clinical Excellence, Outstanding Dental Hygienist and Outstanding Dental Assistant.

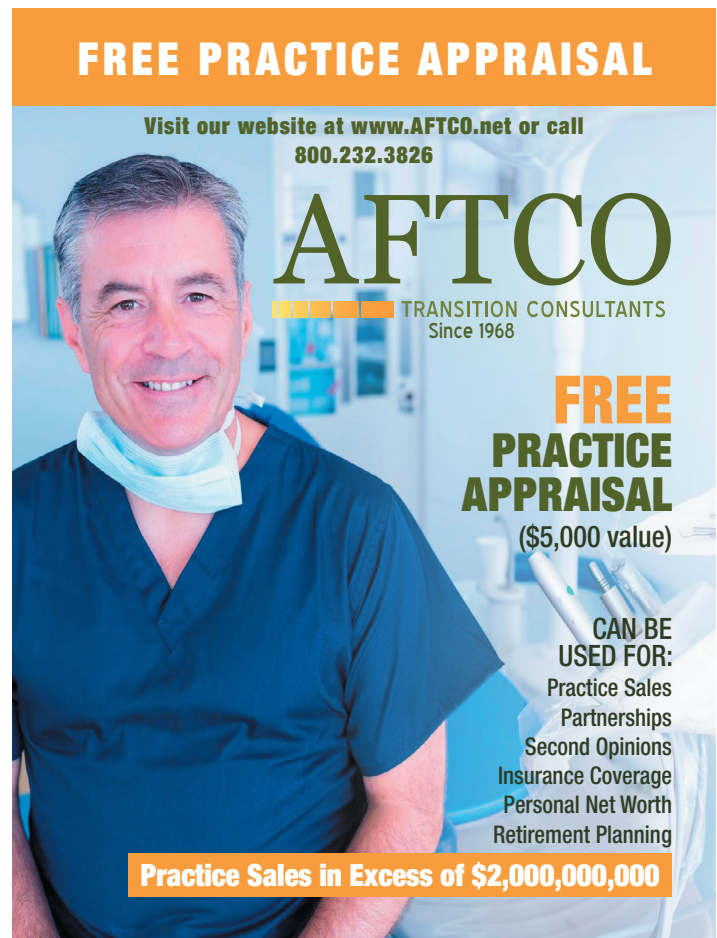
You can earn up to 15 CE credits, save the time and expense of out-of-state continuing education and have a great time, all conveniently located in Helena May 5-6.

For the complete schedule of courses and events, please see pages 18-19 or view the annual meeting registration brochure and register online at www.MontanaDental.org. For further information contact MDA at (800) 257-4988.

Have fun! Spend a bit! And raise money for the Montana Oral Health Foundation!

MOHF's Annual Auction promises dozens of interesting, unique, and useful items, ranging from fishing trips and vacation rentals to art and beautiful handcrafted pieces, priced to save or splurge. Have an item to donate? Please contact Jan Miller at MDA: (800) 257-4988; frontdesk@montanadental.org. Thanks!

Play the MOHF Charity Golf Tournament at Green Meadow, Helena's top course. It's a team tournament, geared to all levels of play. Tee off at 1:30 on Friday. Entry fee is \$185 (includes lunch, cart and green fee and your \$100 donation to MOHF). To register, call or email Jan Miller at MDA: (800) 257-4988 or frontdesk@MontanaDental.org.



FREE PRACTICE APPRAISAL

Visit our website at www.AFTCO.net or call
800.232.3826

AFTCO
TRANSITION CONSULTANTS
Since 1968

FREE PRACTICE APPRAISAL
(\$5,000 value)

CAN BE USED FOR:

- Practice Sales
- Partnerships
- Second Opinions
- Insurance Coverage
- Personal Net Worth
- Retirement Planning

Practice Sales in Excess of \$2,000,000,000



The Preferred Restoration of Choice
for Full Contour Zirconia

WIELAND
ZENOSTAR ★
FULL CONTOUR ZIRCONIA

Starting at
\$105.00
milled on site

Wieland and Zenostar are registered trademarks
of Wieland Dental + Technik GmbH & Co.

INDEPENDENT TODAY
TOP 100
PRODUCTS 2014
★★★★★



Our dentists prefer Zenostar;

a high translucency, pre-shaded, 100% full-milled zirconia. Zenostar is a restorative solution that not only meets the high performance demands of challenging cases but the aesthetics your patients demand.



Quality Products at Amazing Prices. Case after Case.

Assured Dental Lab®

www.assuredentallab.com 877.283.5351

MDA Board backs Expanded Function Dental Auxiliary legislation

Dr. Jason Tanguay and Dr. Jane Gillette

In 2009, the MDA Board of Directors began examining the possibility of bringing “Expanded Duty Dental Auxiliaries” (EFDAs) to Montana. EFDAs are common in many states across the nation. While EFDA functions vary from state to state and over time, the primary function that defines expanded function auxiliaries (both hygienists and assistants) is placing and finishing restorative materials to complete a restoration that has been prepared by the dentist. Utilization studies over the past four decades have validated the improvement in productivity that EFDA models allow for dental clinics both in an increase in patients treated and in revenue. Additionally, data reported from states utilizing EFDAs demonstrates that EFDAs can successfully engage in restorative functions when fully trained and supervised.

During these earlier years, the MDA formed a taskforce which began to investigate MDA member opinion on the topic and the resources and strategies that would be needed in order to move forward with such an initiative. The MDA surveyed its membership in order to assess member opinion on the topic. The results were highly favorable. The survey results reflected that 75% of MDA member respondents would consider utilizing EFDAs in their practices. MDA member dentists responded with comments such as:

“EFDA will be a huge benefit to my practice!”

“Love the idea.”

“We should definitely move forward with this.”

After careful consideration of member opinion, the MDA Board of Directors on September 12, 2012 voted to “promote a bill to allow dental auxiliaries to do non-invasive dental procedures under the direct supervision of a licensed dentist, who is ultimately responsible for their quality. This will include but not be limited to final impressions, taking records for removable prosthesis, in-office relines, repairs of prosthesis, adjusting removal prosthesis, and placing and carving direct restorations.” Amidst other important initiatives of the MDA, such as Medicaid audit reform and expansion, the EFDA proposal approved by the Board, was postponed.

During the January 22, 2016 MDA Board of Directors meeting, the Board reaffirmed its commitment to making EFDAs a reality in Montana. Based on impressive performance data from other states and the opinions of MDA members, the leadership of the MDA believes that EFDAs can significantly and positively impact patient care, especially in vulnerable and underserved populations. In response, it is the leadership’s intent to advance supporting legislation in the 2017 Montana State legislative session.

Dental Assistant Education...

(Continued from page 6)

Montana (the other is at Salish-Kootenai College) and is more accessible for students in central and eastern Montana.

Job placement is 100% for students who desire to work in dentistry. Graduates are qualified entry-level dental assistants who have the base knowledge and preparation needed to perform expanded functions allowed in the

state of Montana. Some dental assistants who have graduated from accredited assistant programs go on to pursue education for careers as dentists and dental hygienists.

For further information, contact Ms. Williams, at rwilliams@gfcmu.edu or (406) 771-4351.

MDA General Assembly...

(Continued from page 1)

further defined based on current and accepted practice or definition without substantial change to MDA's current policies.

The other three amendments are changes to MDA's governance and are offered as separate resolutions.

Amendment 2. "Committee on the New Dentist" will add the New Dentist member of the Board of Directors to the Committee. It will permit a district dental society, if it is unable to appoint a new member dentist, to be represented on the Committee by a new dentist from another district. It will also allow one member to represent more than one district.

Amendment 3. "Retired members voting and holding office". During the review of the Constitution and Bylaws, it was noted that retired members do not have voting rights or the right to hold office. The MDA Board believes that that it is appropriate for retired members to participate more actively in MDA. This amendment will entitle retired members to all privileges held by active

members, including the right to vote and hold office. Retired members would not be required to pay MDA dues.

Amendment 4. "Annual Dues". The MDA's fiscal year 2017 budget is being developed. The Board of Directors will vote on the budget at its May 4 meeting in Helena. The draft budget indicates the need for an increase in annual dues of \$30. Amendment 4 would increase annual dues from \$445 to \$475.

Dr. Andrew Althausser has been in Missoula since 2004. Following his term as dental director at Partnership Health Center, he entered private practice in 2007 as the owner of Smile Missoula. He has served as president of the Second District Dental Society, and New Dentist and Second District representative to the MDA Board of Directors. He also served on the Board of Directors of Missoula Medical Aid, Partnership Health Center, and Missoula Early Head Start. He enjoys spending time in the outdoors with his wife and two daughters.

AFTCO NATIONWIDE



Ed Butcher, MA
Senior Consultant

*Ed has 20 years
experience
assisting Montana
dentists select:
the right practice,
the right partners,
or the right purchaser.*

Largest Dental Transition Company in the United States

- * New dentists can maximize profits with proper planning - first year dentists "take home" \$150,000 to \$250,000 after debt service and operating overhead.
- * Established dentists can increase income while working less - AFTCO can create over 100 transition programs.
- * Funding your retirement with the practice equity while continuing to practice.
- * Planning an "exit strategy" 5 to 10 years before retirement in the "First Step".
- * Reduce your work schedule from 4 days to 2 days while maintaining the same income.
- * Enjoy a 4 week vacation instead of a 2 week vacation!

**AFTCO IS THE "BUSINESS" AND
"QUALITY OF LIFE" COMPANY**

(406) 462-5615

Tony Megale, CDT
Technical Advisor
39 Years with O'Brien

NO OTHER LAB IS AS COMMITTED TO YOUR SUCCESS

- Full Service Dental Laboratory
- 100% Made in the USA
- Technician Owned and Operated Since 1969
- Tucker Gold Study Club Member for 25+ Years
- Inventors of TRUfit®, our patented proprietary manufacturing process

IF OUR CUSTOMERS ARE SUCCESSFUL
THEN SO ARE WE! THAT'S OUR GUIDING PRINCIPLE



At O'Brien, we've built an unmatched team of professionals who strive to deliver the highest level of service, education, innovation, and reliability. If our customers are successful, then so are we. That's the guiding principle in how we operate our company. We support your practice with everything from case consultation to continuing education. No other dental lab is as committed to your success! O'Brien Dental Lab is your partner for *Successful Dentistry.*

O'Brien Dental Lab, Inc.
4311 SW Research Way
Corvallis, Oregon 97333

www.obriendentalab.com
customerservice@obriendentalab.com
800.445.5941 541.754.1238 (f)541.754.7478

TRUfit[®]
PRECISION DENTAL RESTORATIONS



MDA SALUTES

NEW MDA MEMBERS

Dr. Bryan Beebe
Endodontics
Bozeman
Virginia Commonwealth University

Dr. Mary Margaret Brown
General Dentist
Lewistown
University of Nebraska

Dr. David A Currie
General Dentist
Great Falls
University of Colorado

Dr. Jonna M Laslovich
Orthodontics
Butte
Arizona School of Dentistry

Dr. Joanna Vaughey Wales
Public Health Dentist
Livingston
University of Washington

Congratulations & Best Wishes!

Dr. David Holecek
has acquired the General Practice of
Drs. David & Sunshine Welton
Montana Family Dentistry
Lewistown, Montana

Dr. Spencer Hughes
has acquired the General Practice of
Dr. Aaron Orme
Orme Family Dentistry
Dillon, Montana

★★★★★ "I would like to thank Consani Associates for their expertise and personal touch in helping us sell our dental practice in a timely manner. With their expertise in handling these important and complex transactions, we were able to sell our dental practice in less time than we were expecting. Consani Associates offered timely and excellent advice during every critical step throughout the selling process. I would recommend their services to anyone considering selling their dental practice." Dr. Aaron Orme



Wendy Hirai
Sr. Broker

Thinking about your own transition?
Call for a complimentary practice analysis.

Call 866.348.3820

www.mydentalbroker.com
wendy@mydentalbroker.com

MEMBER EXCLUSIVE PRODUCTS AND SERVICES

MDA Group Benefits Trust

A member-owned health plan offered only to members of the MDA, their families and office staff.

Contact: dara-anderson@leavitt.com

PayneWest Insurance & Cincinnati Insurance Company

Professional Liability and Dental Practice Protection.

Contact: nallie@paynewest.com

Best Card LLC

Are you paying too much with your current credit card processor? Get a complimentary cost comparison today.

Contact: (877) 739.3952

ADA Visa Signature Card

Call US Bank (888) 327.2265 x 94592

ADA Member Benefits

Discounts on ADA products, access member-only resources and much more at www.ada.org

Take a bite out of student loan debt

Refinance and save thousands

A new ADA member benefit is helping members save thousands by refinancing their dental school loans. DRB's student loan consolidation/refinancing program, which ADA exclusively endorses, provides ADA members the opportunity to refinance existing federal and private student loans from undergraduate or graduate school at a 0.25% lower rate than DRB's already low rates.

Highlights of the student loan consolidation/refinance program include:

- Qualifying ADA members receive a 0.25% rate reduction to DRB's already low rates for the life of the loan as long as they remain ADA members
- Dedicated customer service representatives
- Free online application with no obligation to accept
- No application, origination or prepayment fees
- No maximum loan size (minimum loan size of \$5,000)
- Federal and private student loans from undergraduate and graduate school are eligible
- Forgiven in death and documented permanent disability

Visit student.drbank.com/ADA to view rates and apply.



We've been strengthening...

(Continued from page 2)

next year the MDA will take a step forward in diversity with its first female President in Jane Gillette. She has been an amazing advocate for our profession throughout our state and nationally and we are lucky to have someone of her caliber to lead us here at home.

I have been honored to serve you as President of the Montana Dental Association. This tenure has been quite an experience from a national level all the way to the grass roots interaction with all of our districts. I would like to thank the First District for all their support, my Executive Committee, Board of Directors and you the members of our association for the opportunity to serve the MDA this past year.

Medicaid expansion

(Continued from page 4)

Therefore, it's not unreasonable, and is even expected, that they contribute to their care. Again, as with privately insured patients, depending on their motivation and resources to complete care, multiple crowns and tooth extractions might need to be spread across multiple years.

Remember Your Resources: Go to Medicaidprovider.mt.gov, then to Resources by Provider Type (no log in credentials needed). You'll find the fee schedule, provider manual, provider notices, etc. The Montana Access to Health web portal can be accessed at Medicaidprovider.mt.gov as well (login credentials needed). You can check eligibility, claim status, download your remittance advice, etc.

MAXIMUM ANNUAL BENEFITS: Patients covered under the Adult Dental Plan (Medicaid and HELP) have an \$1125 annual maximum benefit with exclusions; everyone's plan is now referred to as Standard Medicaid. Those members who are policy holders under the Aged Blind Disabled category have no maximum limit. Services excluded from the Adult Dental Plan annual maximum are diagnostic (D0XXX codes), preventive (D1XXX codes), denture (D5XXX codes), and anesthesia services (D9223, D9243, D9248). New to the adult benefit package will be Fluoride Varnish (D1206). Adults will also have the added benefit of Sealants (D1351) on the 1st and 2nd molars. Periodic service limits apply.

The full \$1125 annual maximum benefit is available for services provided from January 1 through June 30, 2016. The \$1125 annual maximum begins again effective from July 1, 2016 to June 30, 2017. Adults determined categorically eligible for Aged, Blind, and Disabled Medicaid (current Medicaid, not HELP) are not subject to the annual limit, although service limits continue to apply. Children age 0-20 are not subject to the annual limit.

Mountain West Benefits
is pleased to announce we have combined with
Taylor-Leavitt and Northern Montana Insurance to form
Leavitt Great West Insurance Services

**WITH MORE RESOURCES,
WE'LL BE ABLE TO SERVE
YOU BETTER THAN EVER**

RISK MANAGEMENT • EMPLOYEE BENEFITS
BUSINESS INSURANCE • PERSONAL INSURANCE

*Our agents have experience and
expertise in dentistry risks.*

Contact us for an expert review of your
risk management strategy

1-877-343-1060
dara-anderson@leavitt.com

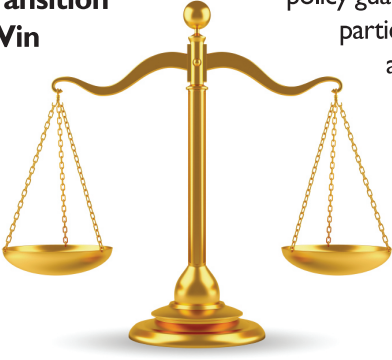
Leavitt Group
www.leavitt.com/greatwest




PARAGON
DENTAL PRACTICE TRANSITIONS

PARAGON Makes Every Transition a Win-Win

Our Dual Representation policy guarantees all parties emerge as winners



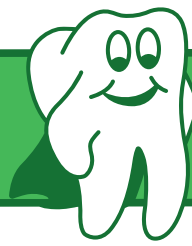
Your local PARAGON practice transition consultant is Dana Grams

 Dual Representation

Approved (P) Program Provider
PCE/AL/2016/0001
Northern Montana Insurance is a member of the
parental group of the Leavitt Group of Companies
PCE/AL/2016/0001
Provision 04/2016/0001

CALL: 866.898.1867 | EMAIL: INFO@PARAGON.US.COM

DEFENDER OF



FUTURE SMILES

See the “Defenders of Future Smiles” in action across Montana! *Sealants for Smiles* is on track to provide care to 12,000 children in schools this school year thanks to these dentist volunteer heroes!

Dave Keim
Brady Keller
Chad Kriskovich
Darby Lefler

Veronica Montgomery
Josh Muir
Jazmin Nelson
Roger Newman
Michelle Nieset
Andrew Ordelheide
Elizabeth Ordelheide
Scott Parker
Garry Pitts
Michelle Roberts
Dustin Rubink
Will Samson
Jennifer Sanders
Steve Shimamoto
Katherine Slocum
Ken Small
Jake Starr
Mandy Stebbins
Monte Stevens
Scott Stringer
Jason Tanguay
Cameron Thomas
Reed Thompson
Cameron Townsend
Remington Townsend
Lindsey Todorovich
Ryan Todorovich
Jennifer Van Wagoner
Michael Veseth
Sunshine Welton
Wade Wilde

Andrew Althausen
Fred Anderson
Jon Beard
Jeff Bird
Chuck Blackburn
Bob Bowman
Michael Bowman
Neal Buffington
Ben Bushnell
Joseph Byington
Cal Bullock
Matt Calkins
James Cannava
Gregory Christensen
Cameron Clark
Samantha Clark
Chris Clave
Christina Clement
Ryan Coburn
Jesse Cole
Ron Davis
Taylor Diggs
Dave Dodrill
Michael Downing
Greg Eller
Carrie Ann Elkin
Chad Elkin



Kevin Fairhurst
Michael Fife
Amy Fuller
Jane Gillette
Aimee Gustafson
Melissa Hayes
Justin Hicks
Leighton Holley
Thad Honaker
George Johnston
Laighton Jones

Kurt Lindemann
Amy Lowe
Levi Maltby
Sam Maltby
Charissa Martin
Sarin McKenna
Tyler Melzer
Minde Meng
Mark Messer
John Miller
Don Moen



Peggy and Dr. Roger Newman



Dr. Chad Kriskovich and school nurse Michelle Trost

DENTISTS IN

S
E
R
V
I
C
E



Dr. Taylor Diggs

*(Right) Dr. Sarin McKenna
and friend*

(Below) Dr. Ben Bushnell



Dr. Mike Bowman and Jen

CE UPDATES

May 4-5, 2016

MDA Annual Meeting

Helena, Radisson Colonial Hotel

SPEAKERS

Thursday Dr. Brian Novy, How to Eat Candy, 6 CEC
Steve Fuhrman, OSHA Updates, 3 CEC
Salish Kootenai College, Dental Radiograph Review
2 hours (no attendee limit)

Friday Dr. Louis Malcmacher, Top Gamechangers in Dentistry, 6 CEC
Dr. Mark Schubert, HIV Clinical Education for
Healthcare Providers, 2 CEC, Frontier AIDS Education
Training, UW

EVENTS

- Montana's largest dental trade show
- MDA President's Reception and excellence award presentations
- New Dentist reception
- MDA General Assembly

**Information and online registration at MontanaDental.org
coming soon**

September 16, 2016

**Precision, Productivity and Profitability of Implant Prosthetics in
Private Practice**

Helena

Featuring Dr. Robert C. Vogel

This fast moving course is designed for the entire implant team and covers state of the art treatment, tips and step-by-step techniques in implant prosthetics. Dr. Vogel's presentation stresses ideal interaction to simplify even the most advanced implant cases with reduced chairtime and increased predictability. A systematic approach to ideal esthetic treatment, ranging from single teeth through fully edentulous patients, will emphasize long-term stability, predictability and profitability.

Focus is on treatment planning, ideal restorative materials and cement selection, provisionalization, screw retained vs cemented, simplified overdentures and implant retained partial dentures including foolproof fee determination and patient presentation techniques. Dr. Vogel will discuss the Newest Components & Technologies to gain confidence with ideal abutment selection and the benefits of CAD CAM and zirconium restorative materials.

OBJECTIVES:

- Confidence and predictability with state of the art implant materials & techniques.
- Improve practice productivity and reduce complications.
- Integrate advanced techniques into private practice with simplification.
- Allow more patients to benefit from implant-based treatment through ideal fee determination and presentation techniques

REGISTER AT

WWW.

MONTANADENTAL.
.ORG



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.

CAREER CENTER

Practices for Sale

Missoula - Ideal start-up \$350,000 practice, 50% overhead, large growth potential, fee-for-service patient base. 406-462-5615.

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.

Western - Owner ready to retire. FFS practice with 6 modern ops; collecting \$850,000+. No charge to buyers. Call Wendy Hirai at Consani Associates (866) 348-3820.

Missoula - Dental space and equipment for sale or lease. Fully equipped office with digital radiographic equipment. Recently remodeled. Excellent location. Perfect startup opportunity. Motivated seller. Contact Dr. Andrew Althausser. 406-531-3624.

Helena - Six chair dental office, 3000 square feet, large reception area, three private treatment rooms, lab area, x-ray, recovery and conference rooms, large treatment room plumbed for 3 additional chairs in open bay, plumbed for nitrous oxide and oxygen, excellent location near hospital. Creative terms for immediate occupancy. Contact (406) 461-5100; email mikejeanw@mt.net

Eastern - Large, modern 6 operatory practice with room to expand. Digital radiography and computerized operatories. Doctor refers out difficult endo and implant placement. Excellent outdoor recreation opportunities. Contact Wendy Hirai - Consani Associates Ltd. 866.348.3820. www.mydentbroker.com.

South Central - Associate for two years, then purchase and seller will associate back with you! Incredible 100% fee-for-service practice. New stand-alone building with plenty of room for two doctors. Practice is collecting \$1.1 million with virtually no advertising and no insurance discounts. Owner ready to cut back to ensure that associate will be busy. New graduates are welcome! Contact Wendy Hirai - Consani Associates Ltd. 866.348.3820. www.mydentbroker.com.

Northwest - Solo practice for sale, doctor retiring. Fee-for-service, family and cosmetic practice located in modern, attractive building, which is also for sale. Five operatories with room for eight. Outstanding location. Doctor has great restorative reputation through extensive training with Spear and Kois. The doctor refers out all endo and extractions, as well as most removable prosth. Collections are averaging \$750,000+ per year. Gorgeous area to live and work with an abundance of hunting, fishing and skiing. Contact Wendy Hirai - Consani Associates Ltd. 866.348.3820. www.mydentbroker.com.

Move to the Mountains! - A well designed dental office with 5 treatment rooms, consult room, central sterilization/lab, x-ray room, waiting room, front office, private office, break room and 2 bathrooms. Plumbed for water/O2-N2 lines, 2 GFA furnaces, 2 AC, staff parking—6 spaces, client parking—4 spaces. Equipment does not convey. Red Lodge is 60 miles south of Billings, Montana's largest city. Located at the foot of the Beartooth Mountains, this ideal recreational town features summer and winter recreational opportunities: Summer: gateway to Yellowstone National Park, Custer National Forest with hiking, packing, open spaces. Winter: downhill skiing at Red Lodge Mountain Resort, cross country trails and snowmobiling. Current owner is retiring, but has had a highly successful practice since 1989. Please call or email Tera Reynolds, Broker with Coal Creek Realty for more information. 406-425-3913, riski@montana.net Additional pictures at www.coalcreekrealty.com

Great Falls Montana - Dental office for sale or lease, available now. 1750 sq. ft. on the main floor. Includes a large reception area, 5 operatories one with an x-ray machine, 2 private office spaces, a sterilization area, a darkroom with a processor, a panoramic x-ray room with an x-ray machine, a wet lab, and 2 bathrooms. Large basement has a room for another office or break room, a bathroom with a shower and dressing room with lockers, and shelving for much storage, and an area plumbed for a washer and dryer. Located very close to the

hospital in a complex with 4 other buildings housing an endodontist, a periodontist, and three general dentists. Contact Dr. Jay Tuomi (406) 781-8340.

Bozeman, Turn Key Dental Space - Real estate and equipment associated with four operatorial dental practice available summer of 2016. Located close to downtown and directly across the street from High School. All digital radiography including 2 year old Instrumentarium OP 300 pano. Dr. is relocating, patient base is not for sale. Space is part of a 4 unit condominium already occupied by dentist and orthodontist. Price negotiable depending on equipment purchased. Please contact Reed at 406-579-4900.

Oregon - Established endodontic practice in a small university town of about 12,000, drawing from surrounding population of about 58,000. Perfect town to raise a family. Over 2400 square feet building with 4 operatories; two operatories with G6 microscopes. A third operatory is for the occasional emergency to squeeze in; and the fourth is the CBCT room, equipped with a K9000. Plus basement storage and equipment space. Recreational opportunities abound for outdoor enthusiast. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist who wants to move. Contact email: oregonpractice@gmail.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.

Wind River Dental is currently seeking a registered Dental Hygienist. We are looking for an enthusiastic, cheerful individual, who can positively contribute to the Wind River Dental team. If you are interested and feel as if you could contribute to our team, please submit resumes to windriverdentaljobs@gmail.com.

CLASSIFIEDS

Locum Dentist

LOCUM DENTIST WITH 20 YEARS of experience available to assist you with all aspects of general dentistry while you must be away from your practice. Butte native. Please contact Dr. Murphy at 406-299-3596.

Repair Services

Kodak & Carestream Intraoral X-Ray Sensor Repair. We specialize in repairing Kodak & Carestream RVG 5100 & 6100 dental X-Ray sensors. Repair & save thousands over replacement cost. www.KodakDentalSensorRepair.com (919) 924-8559

For Sale

4 DigiDoc Evolution USB 2.0 Intra Oral Cameras, \$500 ea. May consider a discount if more than one is purchased. One camera has a broken button, that one is \$200. Call 406-543-8591 or frontdesk@annembreum.com

2012 Biolase waterlase iplus for sale. 25K. Please email mfpaul@hotmail.com for more information.

Cranex 3+ with a digital upgrade
Model PT-11 P. Manufactured July 2000. Serial No. K07768. \$10,000 O.B.O. Contact Kerena or Dr. Christopher Hall at 406-586-2117 for more information and/or questions.



Dr. Charles H. Dingman, DDS
Registered Representative

FOOTHILL SECURITIES
INCORPORATED
Investing in Your Future Since 1962™

62 Brave Heart Loop
Bozeman, MT 59718
(406) 624-6465 • Cell (406) 581-8289
www.drcharlesdingmandds.com
cdingman@foothillsecurities.net

The Best Value in Montana for Continuing Dental Education

**REGISTER NOW
AND SAVE \$25!**
FEE INCREASES AFTER APRIL 15



HOW TO REGISTER

All attendees must be registered to participate in any course or event

Complete form on page 19 or

REGISTER ONLINE AT

www.MontanaDental.org

Include names of all attendees as will appear on conference badge. Use additional sheets if necessary.

Fill in Registration Code from list to the right and fee for each attendee.

Fill in Course and Event codes from list to the right that each participant will attend. (Please include the daily luncheon buffets that you will attend.)

Total conference fees for all participants.

Complete payment instructions on next page.

FEES

	By April 15	After April 15
1 - MDA Member or ADA 11th District Member of AK, ID, OR, WA.	\$325	\$350
2 - MDA Member using CE Credit		\$300
	\$325	
3 - MDA Retired Member	\$80	\$100
4 - ADA Member outside 11th Dist.	\$330	\$355
5 - Non-Member Dentist	\$750	\$775
6 - Hygienist	\$110	\$135
7 - Dental Assistant	\$110	\$135
8 - Lab Technician or Office Staff	\$110	\$135
9 - Guest Attending Class, Breaks, Lunch	\$110	\$135
10 - Dental school, hygiene or assistant students	\$25	\$25

CODES

THURSDAY Sessions

- A Dr. Brian Novy | 6 CEC
- B Steven Fuhriman | 3 CEC
- C Dental Radiography Review | 2 CEC
- D Risk Management | 1 CEC
- E Medicaid Update | 1 CEC

FRIDAY Sessions

- F Dr. Louis Malcmacher | 6 CEC
- G Pre-natal oral health/AbCd | 3 CEC
- H Dr. Mark Schubert | 3 CE

THURSDAY Events

- I President's Lunch/General Assembly Session 1
- J Thursday Trade Show Buffet
- K General Assembly Session 2
- L President's Reception/Award Ceremony

FRIDAY Events

- M MoDePAC Breakfast
- N Friday Trade Show Buffet
- O MOHF Golf Tournament - call MDA at (800) 257-4988

Register online: www.MontanaDental.org

MDA CONFERENCE | REGISTRATION

DENTIST'S NAME or EMPLOYER NAME _____

PHONE _____

NAME (for badge) LAST _____ FIRST _____

COURSE CODES _____ EVENT CODES _____

EMAIL _____

REGISTRATION CODE (See info page) _____ REGISTRATION FEE _____

NAME (for badge) LAST _____ FIRST _____

COURSE CODES _____ EVENT CODES _____

EMAIL _____

REGISTRATION CODE (See info page) _____ REGISTRATION FEE _____

NAME (for badge) LAST _____ FIRST _____

COURSE CODES _____ EVENT CODES _____

EMAIL _____

REGISTRATION CODE (See info page) _____ REGISTRATION FEE _____

EMAIL: frontdesk@MontanaDental.org | **Fax:** (406) 443-1546

MAIL: MDA, PO Box 1154, Helena, MT 59624 | **Ph:** (800) 257-4988, (406) 443-2061

Total Conference Fee _____

(Payment options below)

PAYMENT OPTIONS

- Check made payable to MDA
- MasterCard/Visa/Discover/AmEx Accepted

CREDIT CARD # EXP. DATE

BILLING ADDRESS CITY ZIP

CVV CODE SIGNATURE

EMAIL REQUIRED FOR RECEIPT _____

Cancellations must be made by April 29, 2016 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.



Lee Metcalf Wilderness. Photo submitted by Dr. John Smith, Helena.

2016

- Apr 8-9** • 4th District CE, Dental Ergonomics, contact Dr. Justin Hicks, (406) 216-5273
- May 4** • MDA Board of Directors, Helena Annual Meeting, Radisson Colonial Hotel
- May 5-6** • MDA Annual Meeting, Radisson Colonial Hotel, Helena, page 1
- July 7-9** • Montana Fly Fishing Dental Conference, Dillon. Contact Dr. John B. McCollum, (406) 683-5125
- Sept 16** • MDA Sponsored CE, Dental Implants, Dr. Robert Vogel, page 16
- Sept 23** • Montana Board of Dentistry, Helena
- Oct 20-25** • ADA Annual Session, Denver
- Dec 9** • Montana Board of Dentistry, Helena

2017

- Jan 27** • Dental Day at the Legislature, Helena, Great Northern Hotel
- Jan 28** • MDA Board of Directors, Helena
- May 3** • MDA Board of Directors, Missoula Annual Meeting
- May 4-5** • MDA Annual Meeting, Hilton Garden Inn, Missoula
- Oct 19-24** • ADA Annual Session, Atlanta

2018

- May 2** • MDA Board of Directors, Missoula Annual Meeting
- May 3-4** • MDA Annual Meeting, Hilton Garden Inn, Missoula
- Sept 27 - Oct 2** • ADA Annual Session, Honolulu