

Federal non-discrimination law requires dental language assistance services

A new federal rule under Section 1557 of the Affordable Care Act protects individuals from discrimination in certain federally-funded health care on the basis of race, color, national origin, age, disability, and sex, including discrimination based on pregnancy, gender identity, and sex stereotyping. The rule has raised compliance questions from dental practices, particularly regarding required interpreter or translator services. The rule was effective July 18, although some requirements go into effect on October 16.

A dental practice is covered by Section 1557 if it receives certain kinds of government funds, such as reimbursement under Medicaid, or CHIP, or “meaningful use” payments. In addition, rule applies to a dental practice that receives reimbursement under Medicare Advantage (Medicare Part C), whether the plan reimburses the dentist or the patient.

ADA has posted comprehensive compliance information online at ADA.org/1557, including a webinar “Understanding Section 1557” to assist member dentists and their staff members. MDA provides specific Montana information at www.MontanaDental.org

“While the section 1557 requirements may seem like a huge hassle, in reality after getting the initial notices (website and in-office) put together, not a lot has changed for us,” said Bozeman dentist Dr. Jason Tanguay, chair of the MDA’s Council on Dental Health and Health Planning.

“The need for an interpreter has been a reality for working with Medicaid patients previously and there are great LEP (limited English proficiency) interpreters around the state. As far as spoken language interpreters, we have used InSync interpreters—they do more than 190 languages over the phone. You can find their information at www.insyncinterpreters.com. They are 24 hours a day, so it is pretty easy once an account is set up.”

Unlike many states, Montana’s Medicaid and CHIP programs will pay for interpreters for medically necessary services, including most dental procedures. (Contact DPHHS Dental Medicaid manager Jan Paulsen at jpaulsen@mt.gov for further information. Here is a brief summary of certain Section 1557 rule requirements.

A covered dental practices will be required to take reasonable steps to provide meaningful access to individuals with limited English proficiency (“LEP”) who are eligible to be served or likely to be encountered, and to take appropriate steps to ensure that communications with individuals with disabilities are as effective as communications with others.

Section 1557 also requires you to make reasonable changes to your policies, practices and procedures where necessary to provide equal access for individuals with disabilities unless you can demonstrate that making the changes would fundamentally alter the nature of your dental practice.

By October 16, a covered dental practice is required to post a notice of nondiscrimination and taglines for other patient information that include the top 15

Continued on Page 7

MDA News Online

Share the MDA News with your staff and colleagues. You can download the most recent and past issues online at www.MontanaDental.org or forward this link: <http://montanadental.org/what-we-do/latest-mda-news>

1557!

INSIDE

- 2 President’s Message
- 4 News You Can Use
- 6 Dental Advocate
- 8 MDA Voices
- 12 Member Benefits
- 14 CE Updates
- 15 Career Center & Classifieds

MDA LEADERSHIP

Dental advocacy—collective action and personal commitment

There are two core competencies of the Board of the Montana Dental Association 1) management of the Association and 2) advocacy. In the last MDA newsletter, the Strategic Plan of the Association was published. The plan can also be found on MontanaDental.org. The Board will continue to drive the objectives of the Strategic Plan, which includes goals related to membership recruitment and retention, increasing member benefit and non-dues revenue programming, improving operational and financial management, and of course advocacy.

Advocacy takes many forms depending on the level of implementation (national, state, local). The goal of advocacy is to create a stable and predictable environment in which dentists can practice. Sometimes this includes advocacy which supports the business of dentistry (i.e. the ADA's advocacy for dentistry to be exempt from the Medical Device Tax) and sometimes it supports the doctor-patient relationship (i.e. the MDA's advocacy for adequate dental coverage within the HELP Act). The American Dental Association and the Montana Dental Association provide

a critical service to our profession because none of us individually have the relationships with or access to the federal and state agencies who regulate dentistry and set the parameters of our healthcare system. As dentists, we are highly dependent on both organizations to do what none of can do individually.

As a complement, the American Dental Association and the Montana Dental Association are also highly dependent on individual member dentists and local dental societies. In the end, advocacy is about personal relationships with legislators and decision-makers and those relationships are fostered and maintained by individual member dentists. Advocacy, on the local level, also takes the form of engaging in community service and development programs. Dentists in Montana have a deep history of demonstrating leadership in these areas through participation in programs such

as Rotary, Kiwanis, state and local government, Donated Dental Service, Medicaid, Sealants for Smiles!, AbCd Montana, Head Start, and nursing homes across the State.

Continued on Page 11



DR. JANE GILLETTE
President

EXECUTIVE COMMITTEE:

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

BOARD OF DIRECTORS:

- | | |
|---------------------------|---------------------------|
| • Dr. Frederick Anderson | • Dr. Jennifer D. Sanders |
| • Dr. Jessie L. Cole | • Katie Sims Slocum |
| • Dr. Ronald Jarvis | • Dr. Tyson C. Smith |
| • Dr. Ingrid S. McClellan | • Dr. Jason A. Tanguay |
| • Dr. Joseph Meng | • Dr. Wade Wilde |
| • Dr. Lee D. Laeupple | |

STAFF:

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

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

Make your membership come alive! Connect with your local dental society.

Back to campus, back to hunting camp and . . . back to your district dental society's monthly dinner meetings!

There is no better value for your membership than taking just one night a month to connect with your dentist colleagues, take in an hour of continuing education, and enjoy a dinner. If you are a regular, you know what participating does to remind you that you belong to a tremendously rewarding profession. If you're a new member and have never been to a meeting, don't wait to be asked. Just show up! If it's been awhile, jump back in!

Here's the time, place and contact information for your local district dental society president.

MONTANA'S DISTRICT DENTAL SOCIETIES

1st District

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

2nd District

Dr. Graham Meng, President
406-543-5647
mengus@gmail.com
3rd Tuesday, 6:30 pm
Missoula Country Club, Missoula

3rd District

Dr. Aaron Shearman, President
406-494-1316
shearman@butedentistry.com
1st Monday, 6:30 pm; rotating sites



First District September Social

4th District

Dr. John Tingey, President
406-727-6232
greatfallsperiodontics@gmail.com
2nd Tuesday, 6:30 pm
Rotates between Chili's & Shoot the Moon
Restaurant, Great Falls

5th District

Dr. Heidi Browne, President
406-442-0282
crowleydentistry@gmail.com
2nd Tuesday, 6:00 pm
Meeting place TBD

6th District

Dr. Jesse McClung, President
406-586-5949
bigskydentalcenter@gmail.com
2nd Tuesday, 6:00 pm
Rotating sites, Bozeman

Continued on Page 5

Make your membership come alive...

(Continued from Page 4)

7th District

Dr. Zachary Ramberg, President
406-265-3021
zacharyrambergdds@gmail.com
1st Monday, 7:30 pm
Havre

8th District

Dr. Matt Moen, President
406-538-2376
matt13moen@hotmail.com
Quarterly
Moen Family Dental Office
Lewistown

9th District

Dr. Jacob Taylor, President
406-652-1600
jaketao@gmail.com
2nd Tuesday, 5:30 pm,
RMC Prescott Hall, Billings

10th District

Dr. Jesse Cole, President
406-487-2650
drjessecole@gmail.com
No monthly meeting

For a list of counties in each district, please go to <http://montanadental.org/who-we-are/local-dental-societies>.
Call MDA for more information at 800-257-4988.

Finding a life in clay

Dr. John Smith

“Your life is like a piece of clay, don’t let anyone else mold it for you.” Lao Tzu wrote these words in the sixth century B.C. and they sure reflect the life of Dr. Tim Ballweber, a highly regarded Helena orthodontist. Tim has crafted a unique and amazing life in which he excels at cooking, biking, skiing, backpacking, home remodeling, plumbing, electrical, community activism and if that is not enough, he molds clay. In fact he is noted locally for his pottery work and donations of this work to various charities. I visited with Tim the other day and asked how he got his start in pottery.

It all began at Western Montana College where he minored in art and was inspired by one of his teachers to give pottery a try. The challenge to build and shape something from a lump of clay into a creative work intrigued him and he pursued this avocation intently while in Dillon. Dental school, life, and family derailed this pursuit for a time, but he ended up coming to Helena after his residency to practice and eventually rekindled his interest in



Dr. Tim Ballweber



One of Tim's creations

pottery at Helena’s Archie Bray Foundation for Ceramic Arts. Resident artists from around the world come to “The Bray” to study and teach. They bring knowledge of different clays, glazes, media, as well as new ideas and techniques to inspire community students like Dr. Ballweber.

Tim said he finds that working with clay and the excitement of learning new things stimulates his creative thinking and brings another area of enjoyment to his life. He plans to help out at “The Bray” and continue his pottery work for many years to come. If you come to Helena for a visit, you should go to “The Bray” and take a tour of the area. It is fascinating and well worth the time. Look for Tim when you come.

Do you know a colleague with interesting activities outside dentistry? Share your ideas with Dr. John Smith, jellsmith80@gmail.com.



MONTANA DENTAL Advocate

Update: MDA's 2017 legislative agenda

David Hemion, Executive Director

In preparation for the 2017 session of the Montana legislature, MDA's Government Affairs Committee is moving forward on bills to enhance dental services and ready to advocate on other legislation that could impact dentists.

Teledentistry – MDA's bill has been drafted to require third-party payers to reimburse dentists for covered services, such as diagnosis, delivered remotely through telemedicine.


General supervision for dental assistants – MDA has drafted a bill to allow dentists to delegate some functions to dental assistants under general supervision. Currently, all dental assistant functions must be

delegated under direct supervision. Under MDA's bill, the Board of Dentistry would determine by rule which functions will be allowed under general supervision. This can expand access to care to satellite offices.

Anesthesia mandate – MDA is preparing legislation mandating third-party coverage for anesthesia services for dental treatment for young children and the disabled in hospitals and other operating room facilities. Currently most insurance policies will cover anesthesia for other medical treatment, but not medically necessary dental treatment. This is a barrier to care. If you have information on how this issue has affected your practice and patients, please contact the MDA.

Medicaid overpayment audits – MDA representatives and others met with DPHHS officials earlier this year to negotiate fair and reasonable rules governing audits, following the veto of legislation in 2015. Agreement was reached on some issues, but legislation will be necessary to achieve several goals, including allowing providers to call in peers to review clinical issues.

Supervision of licensing boards – The Department of Labor and Industry is proposing legislation that will require actions of licensing boards, including the Board of Dentistry, to be reviewed and possibly vetoed by DLI staff. The legislation's intent is to preserve immunity for board members from restraint of trust and anti-competitive charges when taking action to protect public health and safety. However, the proposed veto of board actions creates multiple problems. The bill is in response to a recent US Supreme Court case upholding the Federal Trade Commission's case against the North Carolina Dental Board. MDA is leading a coalition of associations

AFTCO
 ■■■■■ TRANSITION CONSULTANTS
 Since 1968

We are pleased to announce...

Daniel J. McGeehan, D.D.S. & Aaron M. Shearman, D.D.S.
 have merged their practices
 Butte, Montana

WE ARE PLEASED TO HAVE REPRESENTED BOTH PARTIES IN THIS TRANSITION.

Call today for a **FREE PRACTICE APPRAISAL** (\$5,000 value)

1-800-232-3826 www.AFTCO.net
Practice Sales & Purchases Over \$3.2 Billion

Continued on Page 7

Federal non-discrimination law...

(Continued from Page 1)

non-English languages spoken in state indicating that language assistance services, free of charge, are available. (See below for Montana's top 15. ADA's website, ADA.org/1557 provides links for sample notices in the required languages.)

Both notices must be posted in the dental office and on the dental practice's website, and in significant publications and communications, including communications with individuals.

In smaller publications and communications, such as postcards and tri-fold brochures, a dental practice may use a shorter form of the nondiscrimination statement and taglines in the top two non-English languages spoken in the state.

DPHHS defines an interpreter as: "a person who speaks English and another language fluently or signs English or another language fluently. Fluency includes an understanding of nonverbal and cultural patterns necessary to effectively communicate in that language. No special accreditation is needed to meet the American with Disabilities Act standards, and qualified interpreters may include: family members or friends, as long as they

Update: MDA's 2017 legislative...

(Continued from Page 6)

representing diverse professions and occupations to negotiate with DLI on the bill's provisions.

Donated Dental Services – Montana's Donated Dental Program has coordinated more than four million dollars in dental services donated by dentists for low income patients over the past 20 years. The program coordination is funded by DPHHS, but the expense exceeds the amount of that funding. MDA is seeking an additional \$20,000 annually to address the shortfall and to enable coordination of care for more needy patients on wait lists.

Medicaid expansion – The HELP program has qualified almost 50,000 Montanans for dental care reimbursed by Medicaid. It is difficult for dental practices to readily identify the benefits available to those patients. MDA is working with other providers to address these and other concerns.

MDA members are encouraged to begin contacting legislators about MDA's legislative agenda. You can learn more at the Association's MontanaDental.org website or contact MDA's executive director David Hemion at (800) 257-4988; Dave@MontanaDental.org.

And please plan to attend Dental Day at the Legislature in Helena on January 27. Dentists will lobby legislators during the day and host them for a reception and dinner that evening. Contact MDA and let us know you will attend.

are effective, accurate, impartial (especially in personal or confidential situations), and an acceptable choice to the patient; personnel from a practice or facility; or interpreters from interpreter services."

Covered practices must also provide appropriate auxiliary aids and services to persons with impaired sensory, manual, or speaking skills where necessary to allow such persons an equal opportunity to benefit from the service in question. This requirement applies to all covered practices, regardless of their size or number of employees.

Montana's top 15 non-English languages

For information on Montana interpreters and signers for hearing impaired patients, go to www.montana.gov and type "interpreters" in the search box.

Spanish	Arabic
German	Thai
Chinese	Norwegian
Japanese	Vietnamese
Tagalog	Ukrainian
French	Pennsylvania Dutch
Russian	Italian
Korean	



NEW PRODUCT OFFERING

Aesthetic Z is one of the most translucent, high-strength zirconia materials available today. This restorative material reflects translucency and color similar to natural dentition.

Aesthetic Z is a strong, aesthetic solution for your anterior and posterior cases and kind to natural opposing dentition.



Quality Products at Amazing Prices. Case after Case.

Assured Dental Lab®

www.assuredentallab.com 877.283.5351

Why mini implants?

Jerry D. Martin DDS

Because they work well long term when larger implants will not work.

We are all familiar with the advantages of standard sized implants. I have been asked to address the subject of Small Diameter Implants (described by the FDA as being less than 3mm dia.) more commonly known as Mini Dental Implants (MDI).

There is some controversy in the profession over whether they provide a viable option for patients over the long term. I strongly believe that there is a place for MDIs with proper site selection and the correct number of implants being placed.

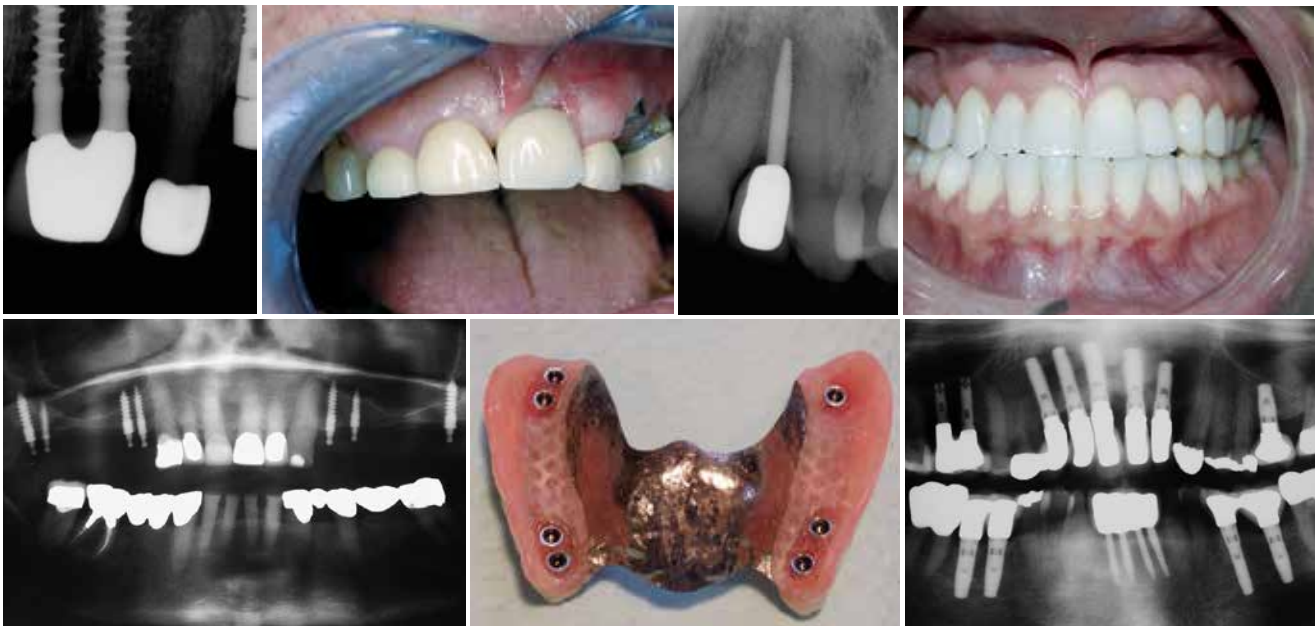
In 2002 I started to place MDIs because of many patients who were having problems eating, speaking and keeping their mouths free from denture sores due to very little ridge. Retaining lower dentures is the most common use of MDIs, and it is very rewarding to see the difference this makes in patient's lives.

MDIs that have the right surface treatment integrate like standard implants. They are less expensive, and placement is considerably less complicated; I have not laid a flap for any of the MDIs that I have placed.

MDIs are a good adjunct to standard implants because:

- They are minimally invasive
- They can be utilized for medically compromised patients
- Not enough bone width and patient does not want or can't tolerate bone augmentation
- Not enough room between adjacent teeth
- Minimize bone loss in edentulous areas
- Financial considerations
- Restore natural speaking and chewing function
- Rarely is there a need to adjust for denture sores / partials without clasps

Because I have been placing MDIs for over 14 years, I know they work very well long term; in my experience success rates are similar to standard implants. I would encourage those interested to request MDIs be placed by someone experienced with placing implants, or take good courses, and begin placing them yourselves. Call me if you would like more information.



First patient did not want graft due to costs. Second patient had ortho redone for missing lateral and decided late in her treatment that she did not want a bridge (In place 8+ years). Third patient age 87 and partial would not stay in well and was damaging abutment teeth. No clasps needed now. Last, patient wanted to get rid of his partials, we placed a mix of implants to match bone widths (10 years since placed).



Contact Us: 866.348.3820

www.mydentalbroker.com

wendy@mydentalbroker.com

Call us for a complimentary consultation and Practice Analysis



DR. HEATHER RONNGREN
 HAS ACQUIRED THE GENERAL PRACTICE OF
DR. CONNIE SMALL
 KALISPELL, MONTANA

"I am grateful for your quick response regarding my interest in Dr. Small's practice. Dr. Small is more than just a seller doctor to me, she has become our family." Dr. Heather Ronngren

FEATURED LISTINGS

- ◆ **Eastern** - Beautiful practice with 7 ops. Collecting \$1.4 million.
- ◆ **Eastern** - Assoc to purchase. 6 ops. \$950,000 collections.
- ◆ **N Central** - Lots of potential in 3 op practice. Fully digital.
- ◆ **N Central** - Smaller practice ready for growth. Large building.
- ◆ **Billings** - Assoc to purchase. \$150,000 minimum. FFS Practice.
- ◆ **S Central** - Practice collecting \$475,000. 3 ops. No PPO.

DR. CHARISSA MARTIN

HAS ACQUIRED THE GENERAL PRACTICE OF
DR. JIM HICKS
 HELENA, MONTANA

"Wendy & Robert - Thank you for the smooth and timely transition. It could not have gone better!" Dr. Jim Hicks

DR. RYAN WALLIS

HAS ACQUIRED THE ORAL SURGERY PRACTICE OF
DR. JAMES BARTON
 BOZEMAN, MONTANA

"I recently had the pleasure of working with Wendy & Robert of Consani Associates in the sale and transfer of Big Sky Oral Surgery to Dr. Ryan Wallis. If you are considering selling or transitioning your practice, I would urge you to let them help you, too!" Dr. James Barton



We can help you find the right person for your practice!

Tony Megale, CDT
Technical Advisor
29 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. www.obriendentalab.com
4311 SW Research Way customerservice@obriendentalab.com
Corvallis, Oregon 97333 800.445.5941 541.754.1238 (t)541.754.7478

TRUfit[®]
PRECISION DENTAL TECHNOLOGY



Practice ownership essentials—what you need but didn't get in dental school

Tammara Plankers, CHBC

As a dental consultant and manager of the Practice Management Group at Wells Fargo Practice Finance, I've heard a lot of stories from clients over the years about what they wished they knew when they started.

To Own or Not to Own...

Is practice ownership for you? Do you enjoy being in charge? Are leadership and managing people things you enjoy? If yes, great, practice ownership is probably a good choice for you. If no, it might be better to associate in a practice or gain more management skills before considering starting or acquiring your own practice. There isn't a right or wrong here—be true to yourself and develop a plan.

Human Resources

As an owner you need to understand the basics and the difference between exempt hourly employees (the majority of jobs in dental offices) and non-exempt salaried positions. Don't make the mistake and assume that your team is eligible to be exempt salaried employees; chances are they do not qualify for this. Check out resources like the Department of Labor at www.dol.gov. Consult with an attorney whose expertise is labor law.

Know your Numbers

Your practice management software is the key diagnostic tool for your business. Learn it, invest in training so you can easily run reports and analyze your performance. Knowing your numbers is essential for success. At Wells Fargo Practice Finance we know that clients who track their statistics are less likely to have problems. Our milestone program helps owners understand where their practice is healthy, where it is not, and what to do to improve it. <https://practicefinance.wellsfargo.com/dentists/>

Have Systems

Scheduling, huddles, financial arrangements, a comprehensive new patient exam, hygiene recall and marketing. Put these key pieces into place and your practice will grow. Systems and protocols drive efficiency and performance. They can help keep stress low and foster a team environment.



Tammara Plankers, CHBC

Tammara is a Certified Healthcare Business Consultant with over twenty years of experience in consulting and training. At Wells Fargo Practice Finance she heads the internal consulting team, Practice Management Group and helps hundreds of new practice owners each year as they transition into ownership or launch their new practice. She is an expert at understanding and managing cash flow and has a strong record of coaching practices to profitability. Tammara has a Bachelor's degree in journalism, is a member of the Academy of Dental Management Consultants, the National Society of Certified Healthcare Business Consultants and a graduate of Purdue University's Veterinary Management Institute. Reach Tammara at tammara.plankers@wellsfargo.com or (800) 326.0376

Wells Fargo Practice Finance is endorsed by the ADA and MDA

Dental advocacy...

(Continued from Page 2)

The goodwill, caring, and generosity that is demonstrated by dentist's participation in these programs establishes dentists as Montana's leaders in oral health, which in turn gives dentists a "seat at the table" in conversations with legislators and decision-makers.

Our strength as an Association is our collective will to advocate for the profession and our patients. Each of us has a unique gift which supports this objective. As we enter into the 2017 Legislative Session, consider using your gift to advocate for the good of our profession and for the good of our patients.

EXCLUSIVE TO MEMBERS ONLY!

Products and Services from MDA and ADA

PayneWest Insurance & Cincinnati Insurance Company

MDA endorsed! Professional Liability and Dental Practice Protection

Contact: nallie@payne.com

Best Card LLC

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

Contact: (877) 739.3952

CareCredit

Enroll today in CareCredit, ADA-endorsed health care credit card. Call 866-246-9227.

ADA Visa Signature Card

Get the Visa credit card that makes being a dentist even more rewarding.

Call US Bank (888) 327.2265

DRB Student Loan Refinancing

Learn how you can consolidate and refinance your student debt through ADA partnership with DRB.

Contact DRB at 855.277.6771

And more Member Benefits from ADA!

Researched and proven, ADA continually evaluates providers to ensure they are the best option for you. Visit ADA's Member Center at www.ada.org



Patient payments and practice development

CareCredit has a dedicated Practice Development Team available to share their industry expertise and provide practices with the support they need to grow and help more patients receive care. CareCredit Practice Development Managers can help you improve patient communication, empower your team to help patients access exceptional care, increase long-term patient loyalty, attract new patients and increase referrals, and to help more of your patients receive recommended treatment.

Practice Development Managers are also available to provide enrolled practices with valuable information like the Practice Performance Review and personalized practice reports that can help ensure they get the most out of CareCredit.

The Performance Review lets providers see how their CareCredit transactions compare with the CareCredit transactions of other practices in their zip code. Practices can also use the review to learn how much additional treatment has resulted from cardholders reusing their CareCredit healthcare credit card and identify possible cardholders in the practice with available credit for follow up.

If you're ready to accept CareCredit Healthcare and help more patients access needed care, call 866-246-9227. If you already accept CareCredit as a payment option, contact your Practice Development Team Manager to help you achieve your practice goals, at 800-859-9975, press 1, then 6.

NEW MEMBERS

Dr. Sven Bone
Bozeman
Prosthodontics
University of the Pacific

Dr. Laura Capron
Hamilton
University of Colorado

Dr. Clint Chlarson
Pediatric Dentistry
Billings
University of Oklahoma

Dr. Christina Clement
Pediatric Dentistry
Billings
Brook University

Dr. Cyrus Larson
Missoula
Boston University

Dr. Randall Reasch
Cut Bank
Creighton University

Dr. Brandon Trimbell
Great Falls
University of Minnesota

Dr. Melissa Trimbell
Great Falls
University of Minnesota

Dr. Lindsay Rogers
Missoula
University of Minnesota

Dr. Erica Stokke
Laurel
University of California

Dr. Jennifer Van Wagoner
Cut Bank
UNLV

**Integrity.
Relationships.
Peace of Mind.**


That's the PARAGON way.

PARAGON has guided thousands of buyers and sellers with superior dental transition services and support. Our clients are confident their goals are being met with fairness and integrity.

**Your local PARAGON
dental transition consultant
Mark Fleming, DDS**

PARAGON
DENTAL PRACTICE TRANSITIONS

866.898.1867
info@paragon.us.com
paragon.us.com


Approved PACE Program Provider
FAGD/MAGD Credit
Approval does not imply acceptance
by a state or provincial board of
dentistry or AGD endorsement
4/1/2016 to 3/31/2020
Provider ID: 502267

CE UPDATES

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

November 4, 2016

Airway and Sleep Prosthodontics: Improved Decision-Making for Airway Management and Resolution

Helena • Register at www.MontanaDental.org or call (800) 257-4988

Featuring Dr. Jeffrey S. Rouse

The problem is much bigger than just sleep apnea! The majority of dental patients are impacted by their inability to maintain a patent airway during sleep and also during wakefulness. As dentists begin to recognize the impact of dysfunctional breathing (wear, fracture, malocclusion, erosion), managing the problem will become an important component of comprehensive restorative dental care. The interdisciplinary airway resolution strategies typically lend themselves to dental reconstructions. Dr. Rouse has developed a protocol for evaluating the relative health of the autonomic nervous system of the patient with fully reversible procedures. The patients' reaction to the therapy will help determine the next level of referral to resolve the airway limitation.

Objectives:

1. Understand that breathing disorders are much more than apnea
2. Develop a strategy to screen patients in a restorative practice
3. Create an autonomic nervous system trial to direct the practitioner in developing an interdisciplinary health and dental plan

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



CAREER CENTER

Practices for Sale

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.

Move to the Mountains! - A well designed dental office with 5 treatment rooms, consult room, central sterilization/lab, x-ray room, and more. Equipment does not convey. Red Lodge is 60 miles south of Billings, Montana's largest city. Located at the foot of the Beartooth Mountains. Current owner is retiring, but has had a highly successful practice since 1989. Please call or email Tera Reynolds, Coal Creek Realty, 406-425-3913, riski@montana.net. Pictures at www.coalcreekrealty.com

Bozeman - Turn Key Dental Space. Real estate and equipment associated with four operatory 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 Instumentarium 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.

South Central - Great merger opportunity with month-to-month lease; long term lease also available. Stable practice with 3 ops collecting approximately \$475,000. Want to grow it yourself? Doctor refers out most endo and oral surgery so opportunity to grow by keeping procedures in-house. Owner is provider for Delta Premier and Blue Cross/Blue Shield only. No PPO or Medicaid. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

North Central - Tons of untapped potential in this 3-op practice. Doctor is experiencing intermittent health issues and has been working a reduced schedule - loyal patient patients have created a pent-up demand. Owner is placing implants and refers out only ortho. Practice is fully digital. Cone Beam available in a separate sale. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Billings - Associate to purchase. \$150,000 minimum income guarantee. Mentor with the best for a year; then purchase, and the Seller will stay on to work for you. Incredible fee-for-service practice. New Stand-alone building with plenty of room for two doctors. Practice collects \$1.1 with no virtually no advertising or insurance discounts. Owner ready to cut back to ensure a busy associate. New grads welcome! Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

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

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

Eastern - Flexible seller: Associate-to-purchase or purchase with Seller work back. Established practice with six operatories and annual collections of \$950,000. With 25 new patients per month, there is plenty of work for two doctors, and plenty of room to do it in. Owner refers out 3rds, difficult extractions, difficult endo and implant placement. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

CONGRATULATIONS!

Laura B. Capron, DDS
has acquired the practice of
Ray D. Damerl, DDS
in Hamilton, Montana

Front Desk Position

Lewistown - Immediate position open for a reliable, high energy, dependable front office person interested in making high quality dental work available to our local community. Excellent organizational skills, ability to work both independently and as part of a team a must. Willingness to assist in the back office helpful. Desirable qualities include: attention to detail, highly professional communication and customer service skills, cooperative, flexible, self-starter. Eaglesoft knowledge a plus. (208) 691-6457 - dholecek714@yahoo.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.

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

INTRAORAL X-RAY SENSOR REPAIR
We specialize in repairing Kodak/Carestream, Dexis, Gendex & Schick CDR sensors. Repair & save thousands over replacement cost. We purchase old/broken sensors refurbished sensors are also available for purchase.
www.RepairSensor.com / 919-924-8559

For Sale

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. \$6,000 O.B.O. Contact Kerena or Dr. Christopher Hall at 406-586-2117 for more information and/or questions.

No Cost Dental Equipment Available for Dental Outreach Events.

Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including 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.

Unitex Metalcraft Orth 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

Dr. Charles H. Dingman, DDS
Registered Representative

FOOTHILL SECURITIES
INCORPORATED
Investing in Your Future Since 1962™

1819 Trailcrest Drive
Bozeman, MT 59718
(406) 624-6465 • Cell (406) 581-8289
www.drcharlesdingmandds.com
cdingman@foothillsecurities.net

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.



Photo submitted by Dr. Joel Maes, Helena

2016

- Oct 7 • MDA Board of Directors, Helena
- Oct 20-25 • ADA Annual Session, Denver
- Nov 4 • Capital City Dental Study Club and MDA present Dr. Jeffrey Rouse, "Airway and Sleep Prosthodontics: Improved Decision-Making for Airway Management and Resolution", Helena. For more information visit www.MontanaDental.org.
- 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
- May 4-5 • MDA Annual Meeting, Hilton Garden Inn, Missoula. Featuring Dr. Uche Odiatu, "Oral Systemic Dynamics" and Dr. DeWitt Wilkerson, Director of Dental Medicine, Dawson Academy, Six "Best Practice" Principles for Success
- Oct 19-24 • ADA Annual Session, Atlanta

2018

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