

29 Association Drive
 PO Box 215
 Manchester, ME 04351
 www.medental.org
 www.facebook.com/MaineDental
 @MDADental

MDA NEWS



Fall 2017

Volume 4 Number 1

Maine Dental Association

What's Inside?



MDA At UNE Orientation - p. 6

From The Executive Director's Desk	2
From The President's Corner	3
From The First District Trustee's Corner	4
Member Benefit Spotlight	6
Loan Repayment Grants	7
Sedation/Anesthesia Rules	8
New Practices Open	9
In The News	12
MDA Continuing Education	12
2018 MDA Convention	13
Classifieds	13-15

Dentists Who Care for ME Nov. 3

The ninth annual Dentists Who Care for ME, a day where Maine dentists volunteer their time and offer free care to those who need it, will be held on November 3 this year.



The event, which has examined and treated more than 3,000 patients and provided services valued at over \$1.1 million since its inception, offers one oral care service or a referral to a specialist if needed. Participating practices open their doors on a first-come, first-served basis, and provide teeth cleanings, fillings and extractions, if needed.

involved with Dentists Who Care for ME," said Executive Director Angela Cole Westhoff. "We are committed to developing a strategy to ensure continued growth of this important program."

The Maine Dental Association is taking a more active part in organizing Dentists Who Care for ME this year, with the goal of having at least one practice in every county participating.

The University of New England College of Dental Medicine will be opening their Oral Health Center and seeing patients during Dentists Who Care for ME for the first time this year. Second-year UNE dental students will be available again to

"The MDA is pleased to be more closely

(continued on page 5)

ADA now offering credentialing service

Save time on piles of payer paperwork. If you've ever wondered how to improve office efficiencies, the process of credentialing could be costing your office priceless hours that could be better spent with patients.

That's why ADA has teamed up with the non-profit CAQH to help streamline the credentialing process for dentists. The ADA® credentialing service, Powered by CAQH ProView® provides an alternative to the slow and cumbersome traditional paper method where dentists must respond individually to each payer request for credentialing information.

Here are the five things you need to

(continued on page 5)

Dues Invoices To Be Sent Out Soon

Bills for 2018 tripartite membership dues (ADA, MDA and local component society) will be mailed in November. Payments are due January 1, 2018.

If you retired in 2017, or plan to retire by January 1, 2018, and have not yet notified the MDA, please do so as soon as possible. It is necessary for members to complete an Affidavit for Retired Membership to allow the MDA Office to change your dues rate.

Please be patient if your dues check/credit card payment doesn't clear your bank as soon as you might expect. The Central Office will attempt to process the payments as quickly as possible. Thank you for your patience and understanding.

The Maine Dental Association exists to: improve and maintain the oral and overall health of the people of Maine; serve the dentists of Maine, collectively and individually; and represent the American Dental Association at the state level.



From The Executive Director's Desk: 29 Gifts

Angela Cole Westhoff, MDA Executive Director



As the news unfolded this week, another mass shooting has taken place in our country, the world is still reeling from the devastation of hurricanes, floods, and fires, and a dear friend of mine lays unconscious in a hospital bed with a fractured skull and a broken spine. His young life was changed forever in an instant. Sometimes it is hard to keep a positive attitude. As dentists, you all face many challenges in your practice. The daily stressors of running your practice, managing a business, and juggling life can sometimes be overwhelming.

Recently, a colleague recommended the book "29 Gifts: How a Month of Giving Can Change Your Life," by Cami Walker. I was not familiar with the book, so a quick Google search resulted in a very impressive story that I wanted to share with you all.

At age 33, a young woman named Cami was diagnosed with multiple sclerosis, and the life she knew changed forever. She was soon in and out of emergency rooms with alarming frequency, as she battled the neurological condition that left her barely able to walk and put enormous stress on her marriage. She shared that each day brought new negative thoughts: *I'm going to end up in a wheelchair. My husband is probably going to leave me. My life is over. Why did this have to happen to me?*

Then, as a remedy for her condition, she received an uncommon prescription from a friend, an African medicine woman named Mbali Creazzo: *Give away 29 gifts in 29 days.* Cami was amazed by what unfolded during her month-long journey.

The book tells the story of embracing the natural process of giving and receiving.

"By giving," Mbali told her, "you are focusing on what you have to offer others, inviting more abundance into your life." The gifts, she said, could be anything, but their giving had to be both authentic and mindful. At least one gift needed to be something she felt was scarce in her life.

The book tells the story of embracing the natural process of giving and receiving. Many of Cami's 29 gifts to others were simple — a phone call, spare change, even a Kleenex. Yet the acts of kindness were transformative. By Day 29, not only had her health and happiness turned around, but she had also embarked on

creating a worldwide giving movement.

Today, 29 Gifts is a goodwill movement that has changed thousands of lives. You can learn more at www.29gifts.org. As we head into the holiday season, we naturally start thinking about ways to demonstrate our appreciation for friends and family. Gift-giving is a sacred tradition in many households.

But as members of your community and of the Maine Dental Association, I would encourage us all to think about the ways we can make a difference every day, perhaps with random acts of kindness - letting someone cut the line in the grocery store if they have just a few items, waving a car on to pull out into traffic in front of you, buy a cup of coffee for the guy or gal in line behind you. Small things add up. Let's be kind to one another. Give and see what the universe brings back to you!



PARAGON is proud to be a part of another successful dental transition in your area.

Jin Hwang, D.M.D.

has acquired the practice of
Mark M. Reynolds, D.D.S.
Augusta, Maine

Your local PARAGON dental transition consultant
Michele DesMarais

To start your relationship with PARAGON

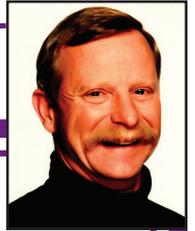
Call: 866.898.1867 Email: info@paragon.us.com paragon.us.com

PARAGON
DENTAL PRACTICE TRANSITIONS


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# 302387.

The MDA office will be closed:

- **November 10**
(Veterans Day)
- **November 23 and 24**
(Thanksgiving holiday)
- **December 25**
(Christmas holiday)



Wow, I can't believe it is fall already. This summer made me think of the old Mainers' saying that "if summer comes on a weekend this year, we'll have a picnic." It seemed that fast! Even though it went by quickly, there were a lot of things happening.

The Maine Dental Association's ADA delegates met in Nashua, N.H., to review resolutions for the upcoming delegates meeting at the ADA annual conference this month in Atlanta. Of importance to members, the ADA is currently involved in a targeted advertising campaign to address the "busyness" problems seen in many offices. There's a push to have members of the public with dental needs to seek out ADA member dentists for their treatment. Therefore, if you have not reviewed your profile on the ADA "Find-A-Dentist" link, please do so. They are finding those with photos are receiving more responses. You're paying for this benefit with your dues, so please use it.

I also had the opportunity to attend the Vermont Dental Team Annual Meeting in Burlington last month. It was a good meeting, with good speakers. I came back with some ideas that may benefit our annual convention. One thing was their inclusion of courses geared at "team members." I think it would be good to have speakers geared toward front desk personnel, or scheduling and collections, for example. Dental assistants also had a good presence at the meeting. A strong, well-educated team is essential to any successful dental office. If you think those are avenues

to look into, please let your local board representative know your feelings.

Angela and I also met with University of New England ASDA officers this summer and discussed many of their members' issues.

With the UNE dental school in Portland, we have an excellent opportunity to work alongside ASDA members to ensure that dentistry remains an excellent profession for years to come. It is very exciting to see the enthusiasm of these young professionals. I would encourage anyone who has not been part of the mentor program in the past to sign up. It's great to get to know these students and show them what being part of the profession entails beyond what they receive in the classroom. I think we all had someone in our career that we looked up to, someone of whom we may have said, "when I grow up, I want to be like him or her."

Lastly, we recently had a board retreat at a beautiful "lakeside retreat." Angela was able to put together an amazing meeting at which we mapped out strategies and goals for the upcoming year. The board looked at many areas in which we can enhance the value of being a member of the MDA. It was encouraging to hear the ideas put forward, and I was very glad to be part of it.

Hold on to your hat – we have great things in store. Thanks for being part of it.

Congratulations to MDA Members Who Are Now AGD Fellows

The Academy of General Dentistry is pleased to announce that Amy Fuller, DDS, of Yarmouth, Tracey Glinko, DDS, of Fairfield, and Jin Hwang, DMD, of Falmouth, received the prestigious Fellowship Award during the AGD's convocation ceremony, a commencement celebration that recognizes AGD members' commitment to excellence in dental education. Held at the AGD's Scientific Meeting & Exhibits on July 15 in Las Vegas, Drs. Fuller, Glinko, and Hwang received their awards, along with more than 280 other recipients.

In order to receive an AGD Fellowship Award, dentists have to complete 500 hours of continuing dental education, pass a comprehensive written exam, and fulfill three years of continuing membership with the AGD.

"The AGD is proud to honor Drs. Fuller, Glinko, and Hwang for their commitment to continuing education and dedication to providing patients with advanced and exceptional oral health care," AGD President Maria Smith, DMD, MAGD, said. "They have gone above and beyond their duties, distinguishing themselves professionally amongst their peers and exemplifying their allegiance to the dental community."

The Academy of General Dentistry is a professional association of more than 40,000 general dentists, dedicated to providing quality dental care and oral health education to the public. For more information about the AGD, visit www.agd.org.



Choosing Wisely is an initiative of the ABIM (American Board of Internal Medicine) Foundation, in partnership with Consumer Reports, that seeks to advance a national dialogue on avoiding wasteful or unnecessary medical tests, treatments and procedures. Choosing Wisely aims to promote conversations between clinicians and patients by helping patients choose care that is supported by evidence, not duplicative of other tests or procedures already receive, free from harm, and truly necessary.

In response to this challenge, national organizations representing medical specialists asked their providers to “choose wisely” by identifying tests or procedures commonly used in their field whose necessity should be questioned and discussed. The resulting lists of “Things Providers and Patients Should Question” are intended to spark discussion about the need – or lack thereof— for many frequently ordered tests or treatments.

To help patients engage their health care provider in these conversations and empower them to ask questions about what tests and procedures are right for them, Consumer Reports has developed patient-friendly materials based on the specialty societies’ lists of recommendations. These materials are disseminated through the campaign’s consumer partners. The ADA has been participating in the Choosing Wisely campaign as the only dental organization involved in that campaign. The campaign focuses on five statements recommended by the ADA. These statements are reviewed every year so that we can update them as needed. For example, this year, we voted to add a statement on opioid use. We approved the new statements at a recent meeting. Our five statements are now:

1. Don’t recommend non-fluoride toothpaste for infants and children.
2. Avoid restorative treatment as a first line of treatment in incipient (non-cavitated) occlusal caries without first considering sealant use.
3. Avoid protective stabilization, sedation or general anesthesia in pediatric patients without consideration of all options with the legal guardian.
4. Don’t routinely prescribe antibiotics for irreversible pulpitis (toothache) in the absence of cellulitis (swelling).
5. Don’t routinely prescribe narcotics/opioids to manage pain associated with dental pathologies and/or procedures.

An issue facing dentistry is the possible addition of a dental benefit to Medicare. This is not imminent, but discussions among policy makers are taking place. Such a benefit will only be effective in enhancing care if it makes sense from the provider perspective. Our preliminary research indicates that most dentists would participate in a Medicare dental benefit, *if it is fair*. At the Board’s direction, CDBP and HPI are working diligently to identify what would be a workable Medicare dental benefit and advocating for a benefit design that makes sense for dentists and older adults. In this way, the ADA is effectively influencing the multi-stakeholder advocacy efforts that are already well underway. Advocacy efforts by CGA are pending until results of the work by CDBP and HPI become clear.

Our country has recently experienced very difficult times dealing with the impact from two hurricanes. The American Dental Association Foundation, ADAF, offers financial assistance to affected dentists, as do our state societies. In addition, the ADA has been in regular contact with both Texas and Florida and offers comprehensive information, advice and guidance regarding necessary resources related to dealing with property and business losses for affected dentists and dental societies. The Board recognized that the Foundation is doing great work, and the ADA is ready to support the Foundation’s relief work. At our September board meeting, we allocated up to \$250,000 to donate to the Foundation for its emergency disaster grant fund, upon the request of the Foundation. This will allow the Foundation to identify and vet the financial need. We support the Foundation and this donation is an important message to everyone to support dentists affected by these disasters. The ADA has recently been contacted by dentists and dental students in Puerto Rico as well, and discussions as to how we can assist them are also underway.

Remember to update your profile on the ADA Find-a-Dentist tool at ADA.org/findadentist. This marketing/ad campaign is the latest phase of the three-year initiative to drive new patients to ADA members. A mix of paid search, banner ads and social media posts direct patients to the Find-a-Dentist tool. On July 10, potential patients started seeing the new digital ad campaign urging them to schedule a check-up with an ADA dentist. So, update your information in your profile and remember to add a photo. Research shows that having a photo in your profile is attractive to those looking for a dentist!

As always, please feel free to contact me at any time at fischj@ada.org.

Credentialing

(Continued from page 1)



know about the new ADA credentialing service:

1. Powered by CAQH's ProView platform, which is already used by more than 1.4 million healthcare providers, the service offers a protected place to house and update all of your credentialing information
2. After entering your information just once, you can share it with the participating organizations of your choice
3. The ADA credentialing service is available at no cost to all U.S. practicing dentists
4. A number of payers are already participating in the ADA credentialing service
5. The online digital experience is fast, protected and free, and helps you save time and potential annual administrative costs. The system also sends out quarterly attestation reminders, alerting you to update and confirm timely and accurate information in your profile

You can learn more and update your information at ADA.org/Credentialing. For questions, email the ADA Member Service Center at msc@ada.org or call (800) 621-8099.

Dentists Who Care

(Continued from page 1)

help in practices.

If interested in becoming involved in this year's Dentists Who Care for ME, contact organizer Dr. Demi Kouzounas or the Maine Dental Association with your information and any questions.

You can email Dr. Kouzounas at drdemi@live.com. You can reach the MDA Office by calling (207) 622-7900 or emailing info@medental.org.

The MDA hopes this year's event is the biggest ever.

SUDOKU PUZZLE

	1			7		2		
		9	2	5				7
8							4	
						3		
3	7			9			2	4
	8							
	5							8
9				6	7	4		
		6		1			9	

(c) www.sudokuprintables.org



There's nothing easy about fundraising.

Actually, now there is.

Affinity Membership Program

Support your organizations' fundraising efforts by joining today. We'll make an annual contribution based upon the activity of participating members TD Bank accounts once program requirements have been met.

For more information, visit your local TD Bank or call 1-888-751-9000.

Member: Maine Dental Association (code: R0)



America's Most Convenient Bank®

Member Benefit Spotlight: MDA Peer Review Program

Peer review is a process by which the dental profession reviews and resolves problems or misunderstandings regarding dental treatment. Peer review exists for the benefit of the patient, the dentist, and the third party. According to the American Dental Association, approximately 3,000 cases a year are handled through the peer review system nationwide. The Maine Dental Association's Peer Review Program is an important member benefit. The members of the committee are impartial, and their services are available to those who participate in the process.

State dental societies have established peer review processes to resolve disagreement about dental treatment that a patient and a dentist have not been able to resolve themselves. Mediation opens up communication between the parties and helps individuals see different points of view so that often a mutually agreeable solution emerges. The MDA Peer Review Committee volunteers share their expertise to help bring the two parties together to points of mutual respect so that they can discover that it is in their best interests to reach an acceptable solution without further action.

A dispute may be resolved through mediation alone, or through review of patient records and clinical examination. If a mediation effort fails, then both parties must agree to a binding resolution with a three-dentist arbitration panel. The panel will examine the patient, and review any questions about the **appropriateness of care** or the **quality of care**, or in certain instances, about the **fees** charged for dental services. The dentist and the patient are informed of the committee's decision and recommendation for resolving the problem.

A Closer Look at How the Peer Review Process Works
The peer review process has two phases: the first

(continued on page 11)



MDA President At UNE Orientation

Maine Dental Association Executive Board President Dr. Gary Creisher talked to first-year dental students at the University of New England's new student orientation. He introduced the students to the MDA, gave an overview, and explained the benefits of being an MDA member.



November 3, 2017

Please consider getting involved and make the 9th annual the best event ever!

For more information, please contact:

Dr. Demi Kouzounas at drdemi@live.com
Maine Dental Association at info@medental.org

UNE, Delta Dental Announce First Loan Repayment Grant Recipients

The University of New England College of Dental Medicine recently announced the first recipients of Delta Dental Plan of Maine's loan repayment grant. Established for UNE graduates committed to practicing in rural or underserved areas upon graduating, the grant is designed to help increase the number of dentists in these areas.

The 2017 Delta Dental Plan of Maine loan repayment recipients are Adam L'Italien, DMD '17; Dustin Nadeau, DMD '17; and Enrico Ross, DMD '17, all members of the inaugural graduating class at the College of Dental Medicine.

Dr. Adam L'Italien

A Maine resident of 28 years, L'Italien attended the University of Connecticut, where he received a bachelor's degree in physiology and neurobiology. Upon graduating from UNE, L'Italien returned to his hometown of Lincoln to work with the underserved. The primary goal of the clinic where he works is to provide comprehensive care regardless of ability to pay for dental services. L'Italien is an engaged member of the community, providing fluoride varnishings and screenings at school-based clinics, as well as working with a military contractor to screen active duty troops for deployment.

Dr. Dustin Nadeau

Nadeau was born and raised in Brunswick. He earned his bachelor of science degree at Dalhousie University in Halifax, Nova Scotia, returning to his home state to study dental medicine in the inaugural class at UNE. During his dental studies, he completed two three-month clinical externships, first working at a private dental practice in Gorham, N.H., then externing at Penobscot Community Dental Center, a federally qualified health center in Bangor. This summer, he joined Seabastcook Dental Center, providing dental care for patients of all ages and backgrounds, including those representing an underserved population in Newport and its surrounding rural community.



Pictured, from left, are Christa Keddie, Northeast Delta Dental; Dr. James Koelbl, UNE College of Dental Medicine; Kathleen Walker, Northeast Delta Dental; Dr. Jeffrey Doss, Delta Dental Plan of Maine; Dr. Dennis Hannon, Delta Dental Plan of New Hampshire; Dr. Michael Goldberg, Delta Dental Plan of Maine; Dr. Adam L'Italien, Delta Dental Plan of Maine grant recipient; Danielle N. Ripich, Ph.D., president emerita, UNE; Dr. Dustin Nadeau, Delta Dental Plan of Maine grant recipient; Dr. Enrico Ross, Delta Dental Plan of Maine grant recipient; Thomas Raffio, president and CEO, Northeast Delta Dental; Michael Pardue, board chair, Delta Dental Plan of Maine; Dr. Michel Couret, Northeast Delta Dental; and Dr. Jon Ryder, dean of the UNE College of Dental Medicine.

Dr. Enrico Ross

A Maine native, Ross attended the University of Maine at Farmington as an undergraduate, earning a bachelor of arts in biology. Ross grew up in Dixfield, where his father has had a dental practice for the past 29 years. He completed two 12-week externships in his fourth year of dental school - one in Keene, N.H., and one in Belfast, where he has returned to work this summer at the Waldo County Dental Clinic. He also spent time in Costa Rica and Nicaragua, providing routine dental treatment to underserved residents in these countries.



First District Caucus in NH

(From left) Dr. Raymond Martin of the Massachusetts Dental Society, MDA Executive Board Secretary Dr. Dean Tourigny and MDA Past President Dr. Karl Woods were among the attendees at the ADA First District Caucus on Sept. 8 and 9 in New Hampshire. The caucus was an opportunity for representatives from all New England states to meet before the American Dental Association House of Delegates in Atlanta. Other members of the MDA Executive Board, along with Executive Director Angela Cole Westhoff, were in attendance.



Board Of Dental Practice Approves New Sedation/Anesthesia Rules

The Maine Board of Dental Practice recently adopted new rules regarding sedation and anesthesia. Here is an overview:

First, there are three categories of services that are regulated by the Board when administering sedation and/or general anesthesia to patients. According to the Board, “the new rule streamlines the permitting process, removes the inspection requirements, and clarifies the requirements regarding equipment, personnel, procedures, techniques and documents as outlined in the 2007 ADA Sedation Guidelines.” Below is a description of each category and updates under the new rule:

Dentists Providing Minimal Sedation Services

- No new requirements; permit still not required. However, exceptions still exist when providing services to pediatric patients.

Dentists Providing Moderate Sedation, Deep Sedation and General Anesthesia Services

- Moderate Level I, Moderate Level II, and Deep Sedation/General Anesthesia Permit are still required; permits are still non-transferable.
- Itinerant Dentist Permit – is a new permit type for qualifying dentists to provide deep sedation/general anesthesia services in agreement with an operating dentist; permits are transferable; and a 14 Day Notification Form is required for each individual agreement.
- New requirements – capnography required by July 1, 2018; and electrocardiographs required under conditions for Moderate Sedation Level II permit holders.
- New applicants are required to complete a certification form and renewal applicants will be asked to attest to adhering to the rule requirements.

Dentists Utilizing Another Provider for Services – formerly “Site Permits”

- Site permit applications are no longer required to be filed with the Board when an operating dentist uses the services of a qualified sedation/anesthesia provider.
- The new rule requires that the operating dentist file a 14 Day Notification Form with the Board for approval, which includes a signed agreement between the operating dentist and the provider, prior to providing the service. A separate form is required for each agreement.

Second, there are new applications and forms required:

New Applications and Forms

- The permit application forms have been revised to include a Certification Form. The Certification Form requires applicants to attest to adhering to the equipment, personnel, procedures, techniques and documents as outlined in rule.
- 14 Day Notification Form – to include a signed, written agreement
- Must be filed by the operating dentist and approved by the Board prior to using services of another provider.

- Must be filed by the dentist holding an Itinerant Permit and approved by the Board prior to providing services.
- The signed, written agreement outlines the roles and responsibilities of the operating dentist and the provider and is part of the 14 Day Notification Form.

Third, there are changes in the way the Board issues new permits and conducts inspections.

Initial and Renewal of Permits

- Initial permits will be issued with an expiration date of Dec. 31 of odd-numbered years; biennially (aligns with dentist license expiration date).
- Renewals – permits will be renewed with an expiration date of Dec. 31 of odd-numbered years; biennially

Board Inspections and Certification Forms

- The Board retains its authority to inspect practice locations. However, a board-conducted inspection is not mandatory in obtaining an initial permit or renewing a permit, or when submitting an agreement between an operating dentist and a sedation/anesthesia provider.

Fourth, there is a transition plan for licensees who are waiting for a board inspection under the old rule, and licensees who hold an active site permit issued under the old rule.

Permit Holders Waiting for An Inspection

- Licensees who are waiting for an inspection will be mailed instructions from the Board to complete a Certification Form to comply with the current rule. The Board will not be conducting inspections that were required pursuant to the former rule.
- Licensees with a pending permit renewal waiting for an inspection will be mailed instructions from the Board to complete a Certification Form. Upon receipt of the completed form, the permit will be issued with an expiration date of Dec. 31 of an odd-numbered year no sooner than the existing permit’s expiration date

Site Permit Holders

- Licensees with an active site permit are not required to file a renewal application. Rather, operating dentists who utilize the services of a sedation/anesthesia provider will be required to file a 14 Day Notification Form. The Board will mail instructions to licensees to file the form prior to the expiration date of the permit. A separate form is required to be filed and approved by the Board for each provider agreement.

For more information:

Board Rule, Chapter 14: <http://www.maine.gov/dental/statutes-rules/statutes-rules.html>

New applications and forms: <http://www.maine.gov/dental/licensure/forms.html>

Board Staff Contact Information: <http://www.maine.gov/dental/board-information/contact.html>

Free Bone Marrow Swab Kits Available

In 2012 and again in 2016, the ADA House of Delegates encouraged dentists to promote bone marrow matching programs in their practices, and help in the fight against blood cancers like leukemia and lymphoma.

One way to help is request or promote free swab kits from Delete Blood Cancer (DKMS). Dental patients can be given the opportunity to register as potential bone marrow donors during their regularly scheduled dental visit. The registration takes just a few minutes and a quick, self-administered cheek swab.

For more information, go to www.dkms.org/en/dental or email dental@dkms.org.

Those interested can request a free swab kit through DKMS by going to <https://www.dkms.org/en/register>.



New Practices Open

Above, Dr. Nicole Hasenfus marked the opening of Hasenfus Family Dental in Augusta with her staff and Dr. Stephen Desrosiers at a ribbon cutting. At right, Dr. Rachael Creisher celebrated the start of her practice in Kennebunk with an open house. She received her great-grandfather's 1929 Georgia dental license from her father, Dr. Gary Creisher, MDA Executive Board President.



The right team for your practice.

You deserve an experienced banker whom understands the complexities and needs of your practice.



And you deserve a financial expert with a track record of growing personal finances.

Call today to learn more.

Debbie Dunlap Avasthi, Treasury Services Officer
davasthi@androskogginbank.com • (207) 376-3674

David Smirles, Personal Banker
dsmirles@androskogginbank.com • (207) 376-3572

androskogginbank.com

Androskoggin
Smarter Banking™





/ A smile can say

**IT'S TOO GOOD
TO PUT DOWN**

Every smile tells a story. And each one can say something powerful. As the nation's leading dental benefits provider, Delta Dental makes it easy to protect your smile and keep it healthy with the largest network of dentists nationwide, quick answers and personalized service. **Learn more at NortheastDeltaDental.com.**

 **DELTA DENTAL**[®]

smile power[™]

Peer Review (From page 6)

phase is mediation and the other is review by a committee. Here is an overview of how the process works.

- A written request for review – but not specific relief – is submitted to the MDA. The request should include all necessary and appropriate documentation that would help to explain or clarify the circumstances. The MDA has a specific Request for Mediation form.
- The request is reviewed for completeness and referred to the appropriate peer review committee.
- The chairman of the peer review committee reviews the request and appoints one member of the committee to attempt to mediate the problem.
- The mediator contacts all parties and attempts to reconcile the problem. A clinical examination is not conducted during the process of mediation.
- If the problem is successfully mediated, a written report is submitted to the committee chairman and the

case is closed.

- If mediation is not successful and further action is necessary, the chairman is advised and a committee of at least three members is appointed.
- The committee may meet to discuss the case, and may examine clinical records, talk to the patient and the dentist and, if necessary, arrange for a clinical examination.
- The committee concludes its review and all parties are notified of the decision and recommendations in writing.
- If any of the parties is not satisfied with the decision and can show just cause for an appeal, the case can be appealed to the appropriate peer review appellate body.
- The decision of the appellate body is final within the peer review context.

The intent of dentistry's peer review system is to resolve problems between the dentist and patient or third-party payer expeditiously, fairly and in a confidential manner. Please note: The program does not handle dentist to dentist complaints.

Volunteers Needed for the MDA Peer Review Committee!

The MDA Peer Review Committee consists of volunteer dentists. The committee is chaired by Dr. James Sparaga. Members of peer review committee are primarily general dentists who have the qualifications and experience to make decisions that reflect standards and norms of dental practice in the community. **The MDA is currently looking for several new volunteer dentists to serve on this important committee. Training is provided. If you have any interest, please contact Executive Director Angela Westhoff or Dr. Sparaga for more information.**

In conclusion, the Peer Review Program provides an impartial, easily accessible and generally expedient means for resolving misunderstandings regarding dental treatment. It exists for the benefit of the patient and the dentist, and for the third party. Peer review is not a court of law. It is a voluntary process that relies on the good faith between a dentist and a patient and their mutual interest in good dental health.



Brought to you by the **ADA** American Dental Association®

Be Mouth Healthy for Life with the ADA's MouthHealthy.org

This award-winning website has information patients need to take better care of their oral health.

- Oral health concerns by life stage
- A-Z topics with videos
- ADA® Dental Symptom Checker™
- ADA Seal of Acceptance products
- Tips and activities to make oral health care fun for kids
- ADA® Find-a-Dentist™ to help locate an ADA member dentist

Promote MouthHealthy.org to Your Patients



2017-2018 Continuing Education Offerings

SAVE THE DATES!

*November 17, 2017

Key Medical Updates for the Dental Team (6 credit hours)
Dr. Barbara Steinberg [Togus VA]

*December 8, 2017

How To Be Thrilled In Dentistry: Tackling Complicated Cases
(6 credit hours)
Dr. Peter Auster [Togus VA]

*April 20, 2018

The Anatomy of Local Anesthesia (6 credit hours)
Dr. Patricia Blanton [Togus VA]

*June 8, 2018

Innovative Periodontics: Creating Success in Today's Dental
Practice (6 credit hours)
Dr. Samuel Low [MDA CONVENTION 2018 - South Portland]

June 9, 2018

Reliable Endodontic Outcomes: Simplicity Through Efficiency
(6 credit hours)
Dr. David Landwehr [MDA CONVENTION 2018 -
South Portland]

*Hygiene Package Plan

Registration forms are at www.medental.org. Remember that registration for 2018 convention must be done on separate form.

It does not
matter how
slowly you
go, as long
as you do
not stop.
-Confucius

Visit our
website at
[www.
medental.org](http://www.medental.org)

Contributions can be
made year round to
the MDA Charitable
Foundation,
P.O. Box 215
Manchester, ME
04351

Keep an eye out for
our 2017 Annual
Membership
Roster, which will
be coming to
your office soon!

In the News

HELLO

New Members

Dr. Kara Achille

612 Brighton Ave
Portland, ME 04102
O=207-772-7459

Dr. Maegan Beinoras

281 Western Ave
Augusta, ME 04330
O=207-622-0861

Dr. Meagan Bossie

157 Main St
Caribou, ME 04736
O=207-492-9521

Dr. Chadd Cockrell

10 Everett St
Brunswick, ME 04011
O=207-729-8939

Dr. Lee Ann Cote

6 Wellspring Road, Suite E
Biddeford, ME 04005
O=207-494-7301

Dr. Rachael Creisher

7 Webhannet Place
Kennebunk, ME 04043
O=207-502-7804

Dr. Jordanne Dunn

221 Eastern Ave, Suite 1
Augusta, ME 04330
O=207-622-3144

Dr. Patrick Falco

269 Water St
Augusta, ME 04330
O=207-623-3400

Dr. Jacob Fillebrown

324 Gannett Drive, Suite 500
South Portland, ME 04106
O=207-253-5600

Dr. Gregory Frost

190 Park Ave
Portland, ME 04102
O=207-874-1028

Dr. Jacob Kieffer

220 Main St
Auburn, ME 04210
O=207-784-7355

Dr. Adam L'Italien

9 Main St, Suite B
Lincoln, ME 04457
O=207-794-6700

Dr. David Levasseur

163 Van Buren Road
Caribou, ME 04736
O=207-498-1314

Dr. Dustin Nadeau

71 Elm St
Newport, ME 04953
O=207-368-2500

Dr. Christopher Pochebit

9 Sanborn St
Portland, ME 04103
O=207-878-3100

Dr. George Quittmeyer

Brunswick, ME 04011

Dr. Jan Sapak

44 North Road
Bethel, ME 04217
O=207-824-3378

Dr. Aaron Schmick

1601 Congress St, Suite 6
Portland, ME 04102
O=207-773-3111

Dr. Sara Sheikh

2 Livewell Drive
Kennebunk, ME 04043
O=207-985-7944

Dr. Gregory Sprague

37 Foreside Road
Topsham, ME 04086
O=207-798-6700

Dr. Wyatt Traina

131 Johnson Road, Suite 4
Portland, ME 04102
O=207-775-6348

Dr. David Velek

192 Western Ave, Suite 2
South Portland, ME 04106
O=207-773-1703

Dr. John MacPhee Willis

6 Fundy Road, Suite 200
Falmouth, ME 04105
O=207-781-2272

2018 MDA Convention In South Portland

Don't miss the 2018 Maine Dental Association Annual Convention, June 8-9, 2018, at the Portland Marriott at Sable Oaks in South Portland.

Dr. Samuel Low and Dr. David Landwehr will both be presenting at the event.

Dr. Low's presentation will be "Innovative Periodontics: Creating Success in Today's Dental Practice," and will provide attendees with user-friendly protocols and technological solutions to find and manage periodontal disease. Dr. Low is Professor Emeritus at the University of Florida College of Dentistry, Past President of the American Academy of Periodontology, Past President of Florida Dental Association, and a past ADA Trustee. Dr. Landwehr will speak about "Reliable Endodontic Outcomes: Simplicity Through Efficiency," which is designed to help attendees increase the accuracy of endodontic diagnosis. Dr. Landwehr

maintains a full-time private practice in Wisconsin, and has presented case studies both nationally and internationally, published research findings in peer-reviewed journals, and served as an evidence reviewer for the American Dental Association.

Dr. Low's course, on June 8, is part of the 2017-2018 Dentist and Hygienist Package Plans. Dr. Landwehr's presentation, on June 9, is part of the Dentist Package Plan A CNA Risk Management Seminar with Dr. Anthony Chillura will be offered June 7, 2018, at Sable Oaks. The Risk Management Seminar is not part of any Package Plan.

Dozens of exhibitors will be on hand on Friday, June 8, and several events are being planned.

Watch for convention and Risk Management Seminar registration forms to be coming soon.

Classifieds

CONSULTING AND PRACTICE SUPPORT

SOLUTIONS. Consulting and Practice Support - A trusted partner in management, billing and collections that lets your practice focus on quality patient care. We develop tailored and seamless **Solutions**, such as scheduling reminders, patient benefits and eligibility, using secure, HIPAA-compliant billing systems that tap into your patient accounting system. We help you optimize your cash flow and create a more satisfied patient experience, and revenue streams, **start to finish**. Staffing at all levels; insurance contracting and credentialing; renovations, purchases; IT support; patient reminders and benefits eligibility; quality and ACO initiatives; insurance and self-pay billing and collections; marketing and strategy. **CALL TODAY FOR A FREE IN-HOUSE CONSULTATION** - (207) 505-5189.

ASSOCIATE DENTIST

Busy dental practice in Falmouth seeking an associate. We are a group of two doctors, five hygienists, and an in-house dental lab. We offer collaboration/mentoring. Competitive wages and benefits. Please visit our webpage www.falmouthdentalhealth.com.

DENTIST NEEDED

Dentist needed 3 or 4 days for a busy family practice. State-of-the-art, vibrant, with well-trained, experienced staff. Primarily fee-for-service practice. Requirements: licensed or license-eligible to practice in Maine. Guaranteed base and percentage. Please email cover letter/ resume to bdha@bdha.me.

Buying a practice? Starting a practice? Purchasing office space?

Our lending products offer innovative and flexible financing options:

Practice Purchase or Start-up Financing

- Up to 100% financing
- Terms up to 10 years
- Preferred rates

Commercial Real Estate Purchase

- Up to 100% financing
- Terms up to 20 years
- Preferred rates

To learn more about our Concierge Care Banking Services for medical professionals, contact **Laurie Warchol** at 207-571-5685 or through email at lwarchol@biddefordsavings.com.



TRANSITION WITH CONFIDENCE IN MAINE.

Jim Kasper Associates has been helping dental professionals transition their businesses since 1981. With an experienced and dedicated sales professional located right here in Maine, Jim Kasper Associates can work with both buyers and sellers to facilitate a smooth transition to the next phase of your life and career.



Practice Transitions • Sales • Appraisals • Associateships

Please visit us at **Yankee Dental, Booth #224**

In Maine, contact Dr. Tony Bates: 207.975.1942 or Dr.Tony@JimKasper.com

Congratulations to our latest successfully transitioned practitioners!

- Dr. Randy Howell to Dr. Chadd Cockrell
- Dr. Gary Howard to Dr. Ron Davis
- Dr. William Dreyer to Dr. Michael Harper
- Dr. Lenny Brennan to Dr. Heather Keeling
- Dr. Fred Wigand to Dr. Eugene Kim
- Dr. Jeff Timm and Dr. Steve Desrosiers to Dr. Nicole Hasenfus
- Dr. Robert Beebe to Dr. Benjamin Lawlor

We are looking for new sellers. We have several buyers looking to practice in Maine.

To our sellers, we wish you well and great happiness in whatever is next or wherever your new life takes you.

To our buyers, we are confident you will find great satisfaction owning a productive, ethical and profitable private practice.

Classifieds

ASSOCIATE DENTIST OPPORTUNITY

We are a longstanding, busy practice modernized to meet the needs of today's patients and poised for growth. Join us and provide excellent patient care alongside a dedicated team in beautiful Belfast, Maine, a vibrant Midcoast town offering a great lifestyle for all ages. Belfast combines the best of Maine – outdoor recreation, the arts, cultural activities, farmers' markets, and good food. All the amenities are within reach! We offer collaboration/mentoring, competitive pay, excellent benefits, and eligibility for a signing bonus and student loan assistance. Send your letter of interest to kim@belfast-dentalcare.com. An equal opportunity employer. www.belfast-dentalcare.com | facebook.com/BelfastDentalCare/

INTRAORAL X-RAY SENSOR REPAIR

We specialize in repairing Kodak/Carestream, Dexis Platinum, Gendex GXS 700 and Schick CDR sensors. Repair and save thousands over replacement cost. We also buy and sell dental sensors. www.RepairSensor.com/919-924-8559

SEEKING ORTHODONTIST ASSISTANT

Seeking orthodontist assistant – part-time position, Mon-Thurs. 9:00-4:30. Assisting doctor with various procedures, including but not limited to: bonding brackets, fitting molar bands, inserting appliances, taking patient records, fabricating retainers, sterilizing instruments. Candidate must have at least one year experience. Radiology license mandatory. E-mail: rosenbergdds@gmail.com.

TMJ DIAGNOSIS & TREATMENT WITH AN ORTHOPEDIC APPROACH

- Diagnosis with thorough exams, in-house CBCT, mounted diagnostic casts, photographs & MRI when indicated
- Written reports by radiologists for all imaging
- Mentors include Dr. Mark Piper, Dr. John Droter & Dr. Jeff Okeson, among others
- Contact Dr. Kerry Bryant, Augusta 207-621-1111

CONSIDERING BUYING A PRACTICE

Experienced dentist looking for an opportunity to buy a dental practice from someone who is winding down or planning to move. I have 10+ years experience. Looking in the southern part of Maine. Contact sopodentist@gmail.com.

Have life's challenges got you down?

If use of drugs (including alcohol) or other compulsive behaviors have become a problem for you, help is just a phone call away. The Medical Professionals Health Program can provide you with confidential guidance to help you, a friend or colleague with substance use issues. Please call the number below for assistance or for more information. Eligible professionals include: physicians, physician assistants, dentists, hygienists, denturists, nurses (all licensed), pharmacists and veterinarians.

*** Medical Professionals Health Program
(207) 623-9266 ***

Multi-professional Peer Support Group Meetings

These weekly confidential meetings (Caduceus Groups) are mutual peer support meetings for the health professionals listed above who are experienced with recovery for chemical dependency, addictive behaviors and/or other medical or mental illness, including depression. Please call the contact number listed for more information.

PRESQUE ISLE: Thursday at 7:30PM - Aroostook Medical Center, Nat: (207) 551-2171

BANGOR: Monday at 7PM - Acadia Hospital – Osprey Room, Patti: (480)221-9776

CALAIS: Thursday at 7:15 PM - Surgical Services Office, 15 Palmer St., Dave: (207) 461-8724

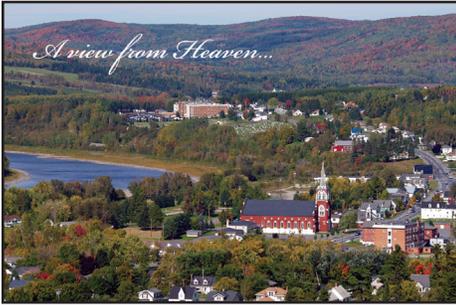
FARMINGTON: Tuesday at 5:00 pm - UMF - Education Bldg, Rm 322 Jen: (207) 272-4449 Jack:(207) 578-0232

LEWISTON: Tuesday at 7PM - New Wing St. Mary's Hospital Front Lobby, Julie: (207) 784-2985

PORTLAND: Wednesday at 7PM - Mercy Hospital Level B2 Upper Aud., Don: (207) 651-7008

PORTSMOUTH, NH: Monday at 7:30PM - Portsmouth Ballroom, Laura: (603) 534-2372

Classifieds



SELLING WELL-ESTABLISHED PRACTICE

A 40-year old dental practice in a pristine wilderness setting unequalled in the lower forty-eight. We cannot claim to be in heaven, but if you get on the roof you can see it from here. Fort Kent is either the beginning or the end of U.S. Route 1 depending on which direction you are heading. Available in our area are extreme outdoor activities which include, thousands of miles of well groomed snowmobile and ATV trails, downhill and cross country skiing-International Biathlon venue, ultimate hunting and fishing and the best golfing. These are just to name a few. Fort Kent's educational experience from elementary to college can be completed within half a mile of each other. This is a beautiful area to have a practice, live your life and raise a family. Please call if interested: 207.834.3907

GENERAL DENTIST

St. Croix Regional Family Health Center in Princeton, Maine has an excellent opportunity for a recent graduate or an experienced general dentist. SCRFFHC is Federally Qualified Health Center located in a Health Professional Shortage Area! Our new dental department is state of the art with digital radiography and paperless charting system. We are looking for a highly motivated and personable general dentist who is licensed in the state of Maine. We have a competitive compensation and benefits package. Dentist joining SCRFFHC are eligible to apply for NHSC loan repayment! Please send in your resume to Corinne A. LaPlant, Community Health Center, St. Croix Regional Family Health Center, 136 Mill Street, Princeton, ME 04668 Telephone Number: 207-796-5503 Email Address: scrffhc.cal@hotmail.com

EXAMINATION CHAIRS FOR SALE

Four examination chairs – tray attached and with doctor's chair. \$250 each. Email Annette at beldenbraces@drbelden.com to receive a picture.

LOOKING FOR ASSOCIATE

Augusta office looking for an associate one day a week. Perfect for just about anybody. For more details, please contact carlsheline@gmail.com or call 330-651-2265.

GENERAL DENTIST WANTED

For Kennebec Valley Family Dentistry in Augusta, ME. This is a nonprofit dental center which qualifies for the FAME dental student loan repayment program. Experienced dental professional staff support the dentist. Great teamwork. The facility has eight dental operatories, electronic records and digital x-rays, including a Panorex. The center accepts MaineCare and most private insurances. The candidate must be willing and eligible to participate in MaineCare. Also must have a Maine license or be eligible to obtain a Maine dental license. This is a full-time position available immediately. Also would consider part time or temp dentist. If you are interested, please contact Bonnie Vaughan at 207-232-4836 or email bssvaughan@msn.com.

FQHC GENERAL DENTIST

Strong Area Dental Center seeks a general dentist within a FQHC established in 1986. The dental practice is equipped with the latest dental equipment, including digital radiography, chair-side computer charting and intraoral imaging. Receive competitive salary, benefits, malpractice, pension plan, and loan repayment eligibility. Communications@HealthReach.org | www.StrongCCHC.org.

VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our newly expanded dental program in Brunswick. Help us make a difference by giving of your time at our brand new clinic with two new operatories, digital x-rays and electronic records. We provide free adult dental care to prescreened patients and our staff dental assistant will help make your experience be a positive one. We will help retired dentists with licensing and insurance. To learn more, visit us at www.oasisfreeclinics.org or contact Dr. Jack Bauman at jjbauman@comcast.net or Dr. Rick Elsaesser at rseisaesser@gmail.com.

EQUIPMENT, INSTRUMENTS FOR SALE

Practice sold. Assistant stools, lab equipment and supplies, triturators, oral surgery and operative instruments, etc. For more information, call 603-686-9507 or email cmvermette1821@gmail.com.

DENTAL EQUIPMENT/FURNITURE FOR SALE

For sale - panoramic corp-ceph, pan, 3 track kites, 3 Gendex x-rays (can accommodate digital modification), 3 A-dec doctor units, 3 A-dec assistant units, 11 reception room seats in good condition, compressor, suction system. A "best offer" is welcome. For more information, call 434-6373 or 263-8899.

DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and O.R., who loves kids of all ages, especially those with "special needs," is seeking a part-time position (one day per week +/-). Please call "Dr. Linda" at 207-966-2676. Thank you!

STAFF DENTIST

The Caring Hands of Maine Dental Center is recruiting dentists to join our nonprofit organization. Based in a new facility in Ellsworth, we also operate an active mobile program, and are an externship site for four universities. Qualified applicants must be community-minded and enjoy teaching. For information, contact TOH@caringhandsofmaine.org.

GENERAL DENTIST

The Waterville Community Dental Center is seeking a general dentist (DDS/DMD) to join our talented staff of dedicated professionals. We are a stand-alone nonprofit dental center located in the heart of vibrant, arts-focused Waterville, ME. The Center is a state-of-the-art facility that provides a full range of oral health services to the residents of the Central Maine area. Full or part-time options are available. Possibility for tax-free loan repayment up to \$25,000 per year. To learn more about us, please visit www.communitydental.org. To apply for this position, please submit a cover letter and resume/CV to communitydentalcenter@yahoo.com.

VOLUNTEER/DONATE

Leavitt's Mill Health Center, located in Bar Mills/Buxton, is in need of dental professionals – dentists, hygienists, and dental assistants – interested in providing dental care to patients in need. We have a fully equipped dental suite and have flexible times available for any level of service offered. Leavitt's Mill Health Center is supported totally by donations, and at this time could use an additional high-speed and low-speed handpiece and any unexpired restorative materials. All donations are tax-deductible. Contact Donna Shepard, administrator, at 207-929-6455 or mail@leavittsmill.org.

EQUIPMENT WANTED FOR CLINIC

The Kennebec Valley Family Dentistry Clinic in Augusta is a nonprofit center planning to move to the Ballard Center, which is the old MaineGeneral Hospital site. 74 percent of our revenues are from MaineCare. We need to move from the current location at 269 Water St. The new space will be increasing our operatories, and we could use more equipment such as dental units (including a dental chair, unit, and light), compressors, dental lab equipment, and other items. For additional information, please contact Bonnie Vaughan at bssvaughan@msn.com or 232-4836.

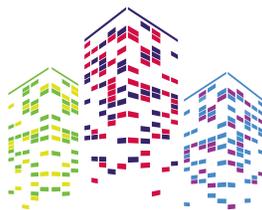
DENTAL OFFICE FOR SALE/RENT

Nine operatories fully equipped, located just off Center Street in Auburn, plenty of off street parking. Five income apartments on second floor. Add staff and a dentist, and you are ready to go. For more details, please contact carlsheline@gmail.com or call 330-651-2265.

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351

Phone 207-622-7900 Fax 207-622-6210 E-mail lknowles@medental.org





2018 | RAISING THE BAR

JANUARY 24 - 28, 2018 EXHIBITS: JANUARY 25 - 27, 2018
BOSTON CONVENTION & EXHIBITION CENTER

PRIDE INSTITUTE'S BUSINESS OF DENTISTRY @ YANKEE

A YEAR LONG CONTINUUM PROGRAM



A Step-by-Step Guide to Running a Successful Dental Practice

Yankee has teamed up with Pride Institute and Tufts University Dental Continuing Education to offer a 9-day practice management continuum program.

YANKEE FAST TRACK . . .

This program is part of the MDS Practice Enhancement Services



Enhance Your Practice, Boost Your Revenue

Join your peers and industry experts for a day of sharing programs and clinical practices that can increase your office efficiencies and create new revenue streams.

Thursday, January 25



Digital Dentistry – A Dream Come True

Thursday, January 25 ♦ Morning



The Complete Digital Design Flow in Implant Dentistry

Thursday, January 25 ♦ Afternoon



Digital Summit 2018 @ Yankee

Friday, January 26



Navigate Your Digital Future

Saturday, January 27



Registration and Housing are Now Open!

yankeedental.com | 877.515.9071

Presented by the Massachusetts Dental Society in cooperation with the Dental Societies of Connecticut, Maine, New Hampshire, Rhode Island, and Vermont