Congratulations to the First Graduating Class of the MSDA Foundation’s Long-Term Care Dental Mini-Residency!

by Dr. Charles Doring

On August 28, 2015, sixteen dental teams graduated from the first ever Long-Term Care Dental Mini-Residency held at MSDA headquarters in Columbia, MD. The residency began back in February and was composed of dental team members with little or no experience providing care to residents of long-term care facilities. According to residency co-coordinator, Dr. Charles Doring, by 2030 one in every five residents of the U.S. will be age 65 or older. Therefore, dental care providers need to be prepared to provide care to this vulnerable segment of the population whether they visit you in your office or you visit them in a long-term care facility, such as a local nursing home.

The subject and format of the mini-residency was unique in many respects. Dr. Doring teamed up with fellow co-coordinator Dr. Janet Yellowitz, Director of the University of Maryland School of Dentistry’s Special Care and Geriatrics Clinic, to develop the team concept of the course. When caring for patients in a long-term care setting, dentists must form a team with physicians, nurses, social workers and patient families, as well as the usual dental team of dental hygienists and dental assistants. The course featured guest faculty speakers, including a hospice case worker, a nursing home social worker and a speech and eating therapist.

Dr. Barbara Smith, ADA's Manager of Geriatric and Special Needs Population for the Council on Access, Prevention and Interprofessional Relations also traveled from Chicago and presented. As part of the mini-residency, each dental team had to do two PowerPoint presentations on LTC dental care. One of the best educational parts of the mini-residency was learning from each other. Some of the doctors had never done a PowerPoint presentation before, but with the help of their team members, each of them did a great job!

Many of the teams have already started relationships to provide care for LTC facility patients.

The program was provided at no charge for the dental teams through a generous grant from the Maryland Department of Health and Mental Hygiene’s Office of Oral Health. The program was administered by the MSDA Foundation and staffed by Mr. Eric Biagioli. The mini-residency included the ADA/University of the Pacific Arthur A. Dugoni School of Dentistry’s online course “Dentistry in Long-Term Care: Creating Pathways to Success”. Graduates of the mini-residency received 10 hours of online CE plus 20 hours of participation CE credit. Watch the MSDA emails and newsletters for future Long-Term Care Initiative programs.
It is my pleasure and obligation as MSDA Editor to run the following ‘Letter To The Editor’ from Dr. Harold Mendelson along with a response from Mr. Frank McLaughlin of MSDA.

Check back next month for my interview with MSDA’s new president, Dr. Tom a’Becket.

Very Best!

Tris Kruger, DDS, MS, CNS
EDITOR

Letter TO The Editor

Dr. Kruger,

I have never seen a letter to the editor published in the MSDA journal, but I would like to have the opportunity to present an issue that is of critical importance to all of us that is being ignored by the MSDA. This issue is about insurance companies setting fees for uncovered procedures.

These fees are often unrealistically low. I was having an issue with a patient who wanted a service not covered by MetLife at the MetLife fee. In December 2014, I called the MSDA office and spoke with Mr. McLaughlin. I told him that I knew the Maryland Legislature had passed a law and the Governor had signed it saying that insurance companies could not set fees on procedures that they did not cover. I asked him for the number of the law and if he could possibly send me a copy of the law. He said that he had heard something about the law, but did not know the number of the law and as far as he knew, the law was not enforceable. He said that he would have someone from the insurance committee either call or email me. I am still waiting for that contact.

I also carefully explained to him that this was an issue of utmost importance in every dental office. That this is why we pay our dues to the MSDA. When I hung up the phone, I googled the name and number of the law and within five minutes, I found the information that MSDA could not provide. I then sent the information to the Office of the Insurance Commissioner of Maryland. They said the law was enforceable and contacted MetLife who did notify the patient that they could not set the fee.

In January, after not hearing back from Mr. McLaughlin, I contacted Dr. Rick Rogers who then had Mr. McLaughlin call me. We spoke and I said that I would at least like him to send a letter from the MSDA to their member dentists saying that the law does exist and it is enforceable and possibly a copy of the law. A great deal of hard work from the Insurance Committee of the MSDA went into passing this law in 2011. I asked him to possibly contact other dental societies in the thirty-one other states that had similar laws. I never heard back from him.

Finally in June, I contacted Dr. Rogers again and he must have contacted Mr. McLaughlin who then sent me an email. Basically what he said was that I was the only one mentioning this problem in all of the states with similar laws and secondly he is waiting for the ADA to issue a position on practice guidelines which is several months off. I wrote him back saying that what I wanted was a letter from the MSDA on this issue. We are Maryland dentists, this is a Maryland law and we are dues paying members of the MSDA. He is working for us. we are not working for him!

I have spoken to many of my colleagues and they all agree that this is an important issue. There are many things that Mr. McLaughlin should be doing about this issue. My purpose in writing this letter is to wake up the dental community and have them either call or email the MSDA office. Some of the things that should be done are:

1. Have a copy of the law sent to each office.
2. A position paper from the MSDA.
3. The EOBs from the insurance companies should not give any fees for non covered services. They should just indicate non covered service instead of “if applicable.”

This issue touches every single office.

Very Best!

Harold Mendelson, DDS

RESPONSE

Thank you, Dr. Kruger, for allowing me to respond to this most recent Letter to the Editor. Let me start by saying how much I appreciate Dr. Mendelson’s care and concern for our dental community. I share in that care and concern and apologize if my actions inferred anything otherwise. On that note, included on page 14 of this newsletter are:

- A copy of an article by Dr. Diane Romaine explaining the meaning of this new law that ran in the March 2012 issue of this MSDA Newsletter. (MSDA also sent out a number of eblasts to our membership regarding non-covered services over the past three years.)
- A sample of one of our position papers on Non-Covered Services (this particular one was used at Dentist Day in February 2011).

I agree that this bill is extremely important as it affects our ability to practice dentistry in Maryland and I am proud of our team who lobby very hard for two years to get the Non-Covered Services Bill passed.

As well, I did reach out to all fifty of the state executives inquiring what they had told their members about the law. Unfortunately, the few responses I received were not detailed in their description and merely said that they informed their membership that the law had passed.

I must apologize for my misunderstanding of Dr. Mendelson’s reference to the Insurance Committee. I thought he was referring to MSDA’s Insurance Committee, which is not a committee MSDA has in existence. However, I now realize he was meaning the Maryland Insurance Administration and I am happy to reach out to them and will report any additional information in this publication.

I would like to express to the entire membership that if you have any questions about this bill or are in need of any clarification, that I, and the entire MSDA staff are here to help in any way we can. We do our best to keep our members informed of recent changes that affect the way we can practice dentistry in Maryland and appreciate this platform for being able to answer questions and concerns from our membership.

Mr. Frank McLaughlin
CONTINUED ON PAGE 14
**When you’re ready to take the next step...**

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**The MSDA Needs YOU Now More Than Ever!**

by Frank McLaughlin, MSDA Executive Director

As I’m sure you have heard by now, the MSDA is engaged in a Capital Campaign to help buy a new headquarters building and to build a strong impact fund to allow the MSDA and the MSDA’s Charitable and Educational Foundation to pursue critical outreach programs. Not only will this Campaign help us achieve these goals, but it will also help stabilize our finances so that we can keep our dues dollars down and grow our reserves.

Many have asked, “What’s wrong with our current facility?” In a nutshell... nothing is wrong with it. It meets our needs and it’s in a great location. But, we are renting it. The new building will also meet our needs and it is less than a half mile down the road from our current location. However, we will own our new building, plus, we will have a tenant paying us rent.

This Campaign also provides us with an opportunity to expand the great projects that we have started within the last ten years. For example, we have been a strategic player in nine Mission of Mercy (MOM) projects as well as provided the mobile chairs and dental equipment for nine or more other dental projects throughout the state. We help distribute oral health care products such as toothbrushes, floss and oral health educational materials to adult patients in need as well as children.

The Capital Campaign will provide a healthy foundation for us to build on for these programs and to grow in other areas of organized dentistry such as continuing education and advocacy. Our classroom has become more robust in the past few years. We have gone to great lengths to find speakers and courses that our members want. Our prominence in Annapolis continues to bode well for us. Our talented lobbying team, supported by solid Legislative Affairs and MARPAC Committees, has provided us with a stellar reputation that is the envy of most Maryland professional organizations. With a close working relationship with the legislature and Governor’s office, organized dentistry could not be in a better place than we are right now. A big reason why we are in their good graces has to do with the wonderful community outreach projects we perform, such as MOMs.

Dentistry has been fortunate to elude many of the pitfalls that have plagued medicine over the years. Unfortunately, many believe those days to be numbered. To keep MSDA moving in the right direction, it takes a lot of hard work and sacrifice. We will be asking you to step up and make an investment in your future and your profession.

Our Campaign is just nine months old and to date we have raised more-than-half of the $2M goal we set for ourselves. The closer we get to meeting our goal – the closer we are to doing bigger and better things for dentistry and the community at large. Please do your part and help us meet our goal.

For more information on our Capital Campaign, please contact Ms. Vann Mitchell at 410.964.2880 or email her at vann@msda.com.

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**Bernie Kowalski, DMD**

Regional Representative
b.kowalski@NPTdental.com
877.365.6786, x233

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**ADA 2015 Meeting**

**Nov. 5th-7th  Washington, DC**

**Booth #1340**

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Membership Matters

MSDA welcomes the following new members!

Anne Arundel County Dental Society
Dr. Maria Sevilla-Guevara  Dr. Kimberly Fields

Baltimore County Dental Association
Dr. Colin Galbraith

Frederick County Dental Association
Dr. Jason Klausmeyer

Patuxent Dental Society
Dr. Amro Shihabi  Dr. Clay Kim

Southern Maryland Dental Society
Dr. Tassos Sfondouris  Dr. Richard Shin  Dr. Nabil Bishara  Dr. Monica Patel  Dr. Debra Shin

Membership Matters

In Memoriam

MSDA has recently learned of the passing of the following colleagues:

Dr. Alfred Jaffe  Dr. Thomas Wagner

Frederick County Dental Society

Member Recognized

The 25th Annual Sherril Ann Siegel Memorial/Goldblatt Memorial Lecture
“Restoring Implants – A Biomechanically and Esthetically Sound Approach”
Dr. Stefano Gracis

The Alpha Omega Dental Fraternity, The Maimonides Dental Society, and the Seattle Study Club, Washington, D.C. are proud to sponsor this year’s 25th Anniversary lecture featuring Dr. Stefano Gracis. Dr. Gracis is President-Elect of the European Academy of Esthetic Dentistry (EAED) and the Past President of the Italian Academy of Prosthetic Dentistry (AIOP). He is on the Editorial Board of the International Journal of Prosthodontics and of the International Journal of Esthetic Dentistry. He has contributed several articles and chapters in the field of restorative dentistry and he lectures, both nationally and internationally. He will disclose any relationship with dental manufacturers at the outset of the dental meeting.

Implant Positioning in the Esthetic Area: The Prosthetic Point of View
Course Objectives:
- How to design & construct an aesthetic implant prosthesis with
  - Sufficient bone and soft tissue volume
  - Correct implant 3-D positioning of implants

From Planning to Execution of Implant-Supported Restorations in the Digital Era
Course Objectives:
- To understand uses, indications & limitations of current digital tools;
- the role of antagonist dentition; the response to dynamic and static forces

The 25th Annual Sherril Ann Siegel Memorial/Goldblatt Memorial Lecture, “Restoring Implants– A Biomechanically and Esthetically Sound Approach”, Dr. Stefano Gracis

Name:.................................................................................................................. Fee:........
Phone:.............................................................................................................. Email:......................................................

Make checks payable to: The Sherril Ann Siegel Research & Education Trust
And mail to: 1234 19th Street, N.W. #306, Washington, D.C. 20036

Biomechanical & Occlusal Considerations
Course Objectives:
- To understand the Biomechanical Variables—number & distribution of implants; implant length—whether to splint adjacent implants or not—when cantilevers are acceptable
- To understand the Occlusal Variables—width of occlusal table; occlusal morphology; occlusal schemes for partially or fully edentulous patients;

Location: Washington Marriott
Date: Wednesday, December 2, 2015
Time: 7:30 a.m. to 3:00 p.m.
Credits: 6 hours

$305 Doctors
$275 Alpha Omega; Maimonides; SSC Members
$235 Lab Technicians / Others
Registration after November 14th requires $25 additional
ELLEN DORNER
Director of NL Transitions

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(800) 772-1065 | info@NLTransitions.com
www.NLTransitions.com

MESSAGE FROM THE PRESIDENT

It’s Always an Honor and a Privilege to Serve

by Dr. Richard Rogers

I think most of us understand that when we ‘answer the bell’ and agree to ‘give back’ to our profession, we are in fact committing to more than just our own time and schedules. With that agreement to step into a role of leadership, we are at the same time counting on those around us to support the endeavor. The role of President of MSDA is no different as without that support, the job cannot be done with any degree of success.

This support comes from those in our personal and professional lives. In my situation the support came from my family, closest friends, colleagues, co-workers and the professional staff at MSDA’s headquarters. Schedule changes at the office and home would have proved more difficult had I not had the help of all those around me. As we all know …. ‘time’ is the greatest gift we can give each other, and our profession, and I am happy to report MSDA’s leadership is full of people giving their time to the betterment of our profession.

We had a good year and much was accomplished. Looking back, I am most proud of two things during my tenure: the purchase of a new headquarters building for MSDA and the continued development of a cohesive team with the MSDA professional staff. With the new headquarters building, I was just fortunate to be in a position of leadership when the momentum of a long-standing and worthwhile endeavor finally ‘got legs’ and the leadership at MSDA made it a reality. I was also blessed with the opportunity to help the Executive Director at MSDA shape the strengths of the staff, create excitement and build an increasing positive atmosphere to get the job of MSDA done on a daily basis. Witnessing people develop and work towards their potential, and have fun doing it, has been worth the ‘price of admission’ when it comes to my duties as president of MSDA.

So…..why do people serve? Why is it an honor to give back to our profession? I hope the young dentists reading this will think about the following words as they shape their careers and consider the impact they can have on the future of our profession. Theodore Roosevelt said: “Every man & woman owes some of their time to the upbuilding of the profession to which they belong.”

And for this opportunity… I want to thank you all.

PENNSYLVANIA’S DENTAL MEETING

May 19-21, 2016
at the Hershey Lodge

Feature:
Alan M. Atlas, DMD
Edward J. Swift, Jr., DMD, MS
John O. Burgess, DDS, MS
Martin Trope, DMD
Samuel I. Kratchman, DMD
Frank C. Setzer, DMD, PhD, MS
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MSDA Foundation Receives Generous Contribution

Thanks to a contribution from the Phyllis L. & Leonard J. Attman Foundation, the MSDA Foundation has been able to greatly enhance its mobile clinic equipment. We at MSDAF make this dental equipment available to groups throughout the region, providing them with nearly everything they need to run a charity dental clinic. These dental clinics, from the Missions of Mercy to Project Homeless Connect, continue to utilize our equipment to bring free treatment to thousands of Marylanders every year. While we have a very substantial amount of the equipment needed to run a dental clinic, we do not have everything. This means clinic organizers must reach out to numerous other groups, do additional planning, track equipment on-site to prevent ownership mix-ups, and perform many other complex tasks to acquire the missing items. To resolve this issue, MSDAF has taken a mission to fill in the gaps in our mobile clinic equipment.

The generous contribution from the Attman Foundation has allowed us to purchase ten surgical and ten restorative setups, all of which are integral to a clinic’s function. This is a strong first step in our mission to fully equip dental clinics. We thereby extend great appreciation to the Attman Foundation, and thank them for sharing in our passion to support the underserved.

MSDA Capital Campaign Progress

Volunteers inventory equipment to identify what needs to be purchased

Effects of Marijuana – With and Without Alcohol – on Driving Performance

Using the most sophisticated driving simulator of its kind to mirror real-life situations, new research shows that marijuana use impairs one measure of driving performance. People driving with blood concentrations of 13.1 µg/L THC – the main psychoactive ingredient in marijuana – showed increased weaving within the lane, similar to those with 0.08 breath alcohol, the threshold for impaired driving in many states. Drinking alcohol and smoking marijuana had an additive effect, so that drivers using both substances weaved within lanes even if their blood THC and alcohol concentrations were below the impairment thresholds for each substance alone. Alcohol, but not marijuana, increased the number of times the car actually left the lane and the speed of weaving. The National Institute on Drug Abuse, the Office on National Drug Control Policy, and the National Highway Traffic Safety Administration funded

Effects of Marijuana – With and Without Alcohol – on Driving Performance

GLM Select modeled standard deviation of lateral position (SDLP) versus blood Δ9-tetrahydrocannabinol (THC) concentration (lower x-axis) and versus breath alcohol concentration (BrAC, upper x-axis). Note x-axis scales are different so slopes cannot be directly compared; dotted lines indicate THC concentrations producing equivalent SDLP to 0.02, 0.05, and 0.08 g/210 L BrAC.

THC concentrations drop rapidly during the time required to collect a blood specimen in the U.S., generally within two to four hours. Oral fluid (saliva) tests for THC can be performed roadside without this long wait. However, oral fluid THC showed a two to five fold greater variability than blood tests. This indicates that while oral fluid may be an effective screening tool for detecting recent marijuana use by a driver, it may not be a precise measure of the level of impairment.

In the study, more than 50 percent of participants controlled their marijuana inhalations (called titration) so they had consistent blood THC peak concentrations, regardless of the percentage of THC in the marijuana (2.9% vs. 6.7%). This shows that past driving studies based on cannabis dose rather than blood THC may have missed the importance of dose titration. In addition, it was found that low amounts of alcohol significantly increased peak THC concentrations.

1) Drug and Alcohol Dependence, Volume 154, 1 September 2015, Pages 25–37
to everyone who attended, exhibited, spoke and sponsored this year’s Chesapeake Dental Conference. Our success is directly linked to the support of you (our members) and your staff and we greatly appreciate it.

Ocean City hosted our 132nd annual meeting where 1,200 people in the dental industry gathered together to visit 83 exhibitors, attend 3 social events and enjoy over 70 hours of continuing education given by 20 speakers.

Take a look at some of the photos from this past weekend! Did you miss out? That’s ok...Save next year’s date on your calendar - September 23-25, 2016 in Ocean City, Maryland!!!

Want more? Go to www.MSDA.com in the CDC section and look at our gallery!

MSDA Endorsed played “Spin to Win” again this year, with prizes including water bottles, coffee mugs, lunch totes, 55” TVs and the possibility of winning a car! (Affectionately named the ‘Pope Mobile’ that weekend!)

Debra Nash's dynamic practice management course!

Hands-On Laser Certification Course with Dr. Mitch Lomke

MSDA introduced a Paint Nite outing this year. Check out our newly discovered artists!

Dental Team Stops for a Photo Op!

This dental team is preparing for their “I AM” photo in our photo booth this year! Wait until you see the final product!
ACCESS TO CARE DAY

Access to Care Day was once again a successful event, having sold out with 160 attendees. Dr. Harold Slutsky gave the lecture on orthodontics and what general dentists should be looking for when treating patients. Presentations were also given by Luan Marsn (Donated Dental Services), Dr. Diane Romaine (Missions of Mercy), and DentaQuest and the Maryland Healthy Smiles Program, among others. After a captivating day of lecture and vendor time, a group headed to Harrisons Harborwatch for an intimate dinner, bringing together members, dentists and staff to the beautiful Ocean City Inlet. Thank you to the Maryland Office of Oral Health and the Maryland Healthy Smiles Program for making this event possible.

SPECIAL THANKS TO MFDH’S SILENT AUCTION CONTRIBUTORS!!

Congratulations and thanks again to Dr. Mary Ziomek, the Donated Dental Staff and the General Arrangements Committee.

The Annual Silent Auction was held in the Exhibit Hall at the Chesapeake Dental Conference in Ocean City, Maryland in September. The Silent Auction raised over $12,000 for the Maryland Foundation of Dentistry for the Handicapped (MFDH), also known as the Donated Dental Services (DDS) program. MFDH thanks all who contributed items to the Silent Auction. The fabulous range of items from spa and weekend getaways, gorgeous artwork, baskets of products, pottery, sporting event tickets, theatrical tickets and certificates to delicious restaurants, stirred excitement.

There were so many people MFDH would like to thank who made this fundraiser a success including those who served as monitors in the auction, assisted with set up and check out, those who donated items and those who purchased items. Without you, this auction would not be successful.

Lastly, MFDH would like to thank MSDA and its members for its continued support of the Foundation. The program truly appreciates the valuable time and resources that the MSDA member dentists unselfishly donate.

THANK YOU ALL FOR YOUR GENEROSITY!
Chesapeake Dental Conference Wrap Up!

Highlights from the House of Delegates Meeting

Former MSDA Attorney for over 30 years, Bob Barton, was awarded an honorary membership and medallion for his service to MSDA at the President’s Dinner. Dr. Bill Martin is shown here placing the medallion on Bob. Thanks Bob!

Dr. Richard Rogers passed the Presidential gavel on to Dr. Thomas a’Becket, who is now MSDA’s 2016 President!

Dr. Thomas Ritter received the Arthur Fridley Humanitarian Award for his service in the community and profession.

Dr. Richard Rogers presents Dr. Tristram Kruger (left) and Dr. Glenn Nathan with Certificates of Appreciation for their participation in Mission of Mercy (MOM).

Special Thanks to the outgoing officers and trustees from 2015: Drs. Greg Allen, William Tompkins and Ed Morris.

Dr. Kevin Doring presented Dr. Craig Slotke with the Distinguished Service Award for his years of service to the MSDA.
HOUSE OF DELEGATES AWARD RECIPIENTS

DISTINGUISHED SERVICE AWARD
• Dr. Craig Slotke

HONORS
• Dr. Larry Greenbaum
• Dr. Thomas a’Becket
• Dr. Roland Holsinger
• Kayla Fowler, MSDA Events Manager
(Legislators will be presented in Feb 2016)
• Senator Joan Carter Conway
• Senator Shirley Natham Pulliam
• Delegate Dan Morhein

CERTIFICATES OF APPRECIATION (DSA)
• Dr. Tristram Kruger
• Dr. Glenn Nathan

NEW DENTIST LEADERSHIP AWARD
• Dr. Edgar Radjabli

2015 PRESIDENTIAL CITATION
• Kim Dresser, MSDA Membership Director

OUTGOING TRUSTEES
• Dr. Edwin Morris-Baltimore County

OUTGOING OFFICERS
• Dr. Greg Allen, Vice President
• Dr. William Tompkins, Vice President-elect

ARTHUR FRIDLEY, DDS HUMANITARIAN AWARD
• Dr. Thomas Ritter

HONORARY MSDA MEMBERSHIP
• Mr. Bob Barton, Former MSDA Attorney

RICHARD SIMEONE AWARD (SPEAKER)
• Dr. Paulo Malo

MSDA PRIZE WINNERS

Congratulations to the following winners of prizes given at the CDC!

• Ms. Cindy Walck........ $250 CASH – Exhibitor Game Winner
• Dr. Robert Egert.......... $50 VISA Gift Card – CDC Conference Evaluation
• Dr. Robert Golden ...... 55” TV – MSDA Endorsed “Spin to Win”
• Dr. Neuthan Rao........ $50 VISA Gift Card – CDC Conference Evaluation
• Ms. Andrea Evelius..... $1000 CASH – MSDA Foundation Raffle
• Ms. Carol Keehn........ $500 CASH – MSDA Foundation Raffle
• Ms. Janice Brown....... $250 CASH – MSDA Foundation Raffle

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CE Course Listing

NOTE: Course dates are tentative and can be canceled if attendance is poor. MSDA will notify you 1 week prior to cancellation.

8 Hour Radiation Safety Update (8 CE Credits)

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Fees</th>
<th>Instructor</th>
<th>Location</th>
<th>Refreshments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wed, Nov 18</td>
<td>9:00 AM - 5:00 PM</td>
<td>$175 MSDA Member / $275 Non-Member</td>
<td>Dr. Ronald Holderman</td>
<td>MSDA Classroom, Columbia, MD</td>
<td>Light snacks and beverages</td>
</tr>
</tbody>
</table>

Description: Designed to educate dentists, hygienists, dental assistants and staff about the problems of child abuse and neglect, domestic violence, elder abuse and neglect and human trafficking. Aims to teach participants how to recognize the indicators or this kind of abuse and inform them of their legal and ethical responsibilities reporting and referring victims. This course satisfies the 2 CE requirement for relicensure.

CPR Renewal for Healthcare Providers

<table>
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<th>Date</th>
<th>Time</th>
<th>Fees</th>
<th>Instructor</th>
<th>Location</th>
<th>Refreshments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fri, Nov 20</td>
<td>1:30 PM - 3:30 PM</td>
<td>$75 MSDA Member* / $75 Non-Member*</td>
<td>Ms. Kay Hickman</td>
<td>MSDA Classroom, Columbia, MD</td>
<td>Light Refreshments</td>
</tr>
</tbody>
</table>

Description: Designed for all members of the dental team who need to renew CPR requirements for relicensure. CPR Instructions are affiliated with the American Heart Association (AHA).

Infection Control - I’m Glad You Asked (2 CE Credits)

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Fees</th>
<th>Instructor</th>
<th>Location</th>
<th>Refreshments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fri, Nov 20</td>
<td>8:00 AM - 10:00 AM</td>
<td>$300 MSDA Member / $300 Non-Member</td>
<td>Dr. Melissa Multery</td>
<td>MSDA Classroom, Columbia, MD</td>
<td>Light snacks and beverages</td>
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</tbody>
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Description: Provides an overview of dental radiography for dentists and hygienists desiring to update their skills.

The views of the speakers do not necessarily reflect the views of the Maryland State Dental Association.

Financial Support Disclosure Policy: It is the policy of the Maryland State Dental Association, in accordance with the American Dental Association CERP standards, to disclose the name of any organization or agency providing financial or other support (and the nature of the support) for all courses provided by the MSDA.

License Renewal Guidelines: The Maryland State Board of Dentistry Examiners now requires that ALL 30 CE credits must be obtained by December 31 of the year preceding the license expiring. For example: If a license expires on June 30, 2006, all credits for renewal must be taken by December 31, 2007. The Licensees must still request, in writing, a six month extension, but all CE credits must be obtained on or before the expiration date of the license. Questions on the Maryland State Board of Dental Examiners at 410-920-4001. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

The program reviews current and emerging pathogens, including Hepatitis C, HIV and Ebola. Infection control recommendations by the CDC, the ADA, and The National Institutes of Health, Division of Oral Health for the Health Care Setting are presented. Current testing and treatment modalities for Hepatitis C are included, with highlights on “the cure”, and the goal of eradication of HCV in the U.S. by 2020.

Objectives:
- At the completion of the program the attendees will:
- Comprehend the epidemiology of common and emerging diseases including Hepatitis B, Hepatitis C, HIV and Ebola Viral Disease.
- Understand their modes of transmission and research discoveries.
- Integrate the regulatory guidelines designed to prevent disease transmission into their Standard of Care.

Dental Assisting Certification Courses Introduction to Basic Dental Assisting (Chairsides)

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Fees</th>
<th>Instructor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct/Nov 2015</td>
<td>9 AM - 5 PM</td>
<td>$525 Members / $575 Non-Members</td>
<td>Dr. Ron Holderman</td>
</tr>
</tbody>
</table>

Location: MSDA Classroom, Columbia, MD
Description: Prepares dental assistants who are employed in a dental office to sit for the DTMB Dental Radiation Health and Safety Certification Exam. All clinical practice takes place at the student’s place of employment.

Oral Radiography Techniques (36 Hours)

<table>
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<th>Date</th>
<th>Time</th>
<th>Fees</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>Jan. 12, 19, 26, Feb. 2, 9, 16, 23, March 1, 8, 22, 30 (Sundays)</td>
<td>6:45 PM - 9:45 PM (same time applies for all courses)</td>
<td>$525 Members / $575 Non-Members</td>
<td>Dr. Ronald Holderman</td>
</tr>
</tbody>
</table>

Location: MSDA Classroom, Columbia, MD
Description: Prepares dental assistants who are employed in a dental office to sit for the DTMB Dental Radiation Health and Safety Certification Exam. All clinical practice takes place at the student’s place of employment.

**Certificated of completion will be granted upon successful completion of course. There is a $10 fee for replacement certificate.**
Response to Letter to the Editor, CONTINUED FROM PAGE 2

Reprint from the March 2012 issue of the MSDA Newsletter

President’s Message

Prohibition of Non-Covered Services Fee Schedule

by Dr. Diane Danzrati Romaine

Last year, MSDA, under the driving force of the Legislative Affairs Committee Chair, Dr. Charles Dorney, and our lobbyists Daniel and Fran Doherty, passed non-covered service insurance legislation in Annapolis. Many dentists testified about the unfairness of the practice and, because our voices were heard. Forcing dentists to participate in non-covered fee schedules by insurance companies is now illegal in the state of Maryland.

This year, as we forward MSDA’s agenda in Annapolis, we have heard from four legislators’ offices that citizens are complaining that the new legislation causes more out-of-pocket dental expenses. Although MSDA quickly addressed these concerns, we believe there are some lessons to be learned for all of us. Our legislators in Annapolis are asking MSDA’s assistance to help citizens better understand their insurance coverage and disclose to them, in advance, what financial help they can expect to receive when utilizing their dental insurance. The entire dental team needs to do a better job of helping our patients understand the cost of their treatment and the payment options available. Also, we must make sure our patients have realistic expectations of their insurance benefits.

We are often asked, “What constitutes a non-covered service as relates to the new law?” Under contracted plans between the dentist and the insurance company, the insurance company can no longer require the dentist to accept a fee schedule for which the insurance company pays no benefit at all. It is imperative that all dental practices that engage in insurance contracts (PPO, DMHO for example) review them periodically with an attorney. The new law prohibits the insurance company from requiring you to accept the non-covered schedule, but some insurance companies are offering an opt-in option. The insurance company may not take any action against a practitioner who signs up for one plan offered by an insurance company, but opts out of other plans offered by the same insurance company.

The MSDA staff and Legislative Affairs Committee have been asked by many members and their staff to explain the difference between a “covered” and a “non-covered” procedure. It is important to keep in mind that not all “covered” procedures generate a benefit payment to the patient or dental practice. Examples of this include yearly maximums reached, frequency issues (ie, prophylactic every 3 months) or annual deductibles. Although these are typically “covered” procedures, the plan may pay all or no benefit due to contractual limitations. These types of non-payments by insurance companies are not part of the new law because they are “covered” in the plan, they just don’t

Continued on page 16
Classifieds

Employment

FT/PT ASSOCIATE DENTIST OPPORTUNITY: BOWIE/CROFTON. PT to FT opportunity in a well-established and successful family and cosmetic practice located in the Bowie/Crofton area. We are looking to replace a long-time associate with a full schedule. Brinster Dental is a friendly and fun practice with great patients and amazing staff. Potential buy-in within one year. 401K and other benefits available. Candidate must have excellent verbal communication skills. Please email resume to: Drparker@TodaySmileDental.com.

FT/PT ASSOCIATE DENTIST WANTED: CAMP SPRINGS. Growing practice (non-HMO/DMO) in Camp Springs near Andrews Air Force Base, seeking FT/PT associate dentist with 1 year residency or 3 years work experience in private practice. Email resume to: drparker@TodaySmileDental.com.

FT ASSOCIATE DENTIST WANTED: WHITE MARSH. Well-established practice (Non-HMO/DMO) in White Marsh area seeking FT associate dentist with 1 year residency or 3 years work experience in private practice. Email resume to: drparker@TodaySmileDental.com.

ASSOCIATE DENTIST WANTED: LUTHERVILLE. Busy PPO practice seeking PT dentist (one day per week to start). We seek to augment our already thriving and personable practice. Please email CV drwhithead@comcast.net.

DENTAL PROGRAM DIRECTOR: ALLEGANY COUNTY HEALTH DEPARTMENT. Community Health Dentist to supervise the Dental Program and provide direct clinical services in a 4-chair dental clinic. Be a part of a dedicated staff that work together to operate the full-time clinic, school-based sealant program and community outreach activities. Located in Cumberland, MD is a beautiful mountainous, slow paced, low cost living area that offers year round recreational activities. Call Debbie at 301.759.3030 for questions and information to apply.

GENERAL DENTIST WANTED: SILVER SPRING. We are searching for a skilled and motivated General Dentist to join us in a busy Prosthodontic practice in Silver Spring. The candidate has the opportunity for a long-term future with us and possible partnership opportunity. The candidate should be comfortable and demonstrate proficiency in all aspects of dentistry. Please contact our office manager Gize for more details at Hillandaledental@yahoo.com or 301.445.5821.

EXCITING OPPORTUNITIES for dentists, hygienists and assistants to work in a fast-paced practice in the rapidly growing area – 4 R/L-handed Ops in modern condo bldg. – Dr. will be on site all days/wk – room for growth – digital charts – digital x-ray – intra-oral scanning. For more info call Ellen Dorner at 410.616.2042 or email him at Tom@MidAtlanticDentalTransitions.com.

FT/PT in Belcamp, MD. Fax resume to: 410.939.9049 or email to: PO Box 992, Aberdeen, MD 21001.

TEMPORARY DENTIST COVERAGE: KEEP EARNING REVENUE while on vacation, pregnancy leave, disability, emergencies/ transitions. ADK Masters over 80 years combined experience willing to serve you. ADK/VA. Dr. Laurence Fields: 301.947.3388. Dr. David Finome: 240.994.3384. davkat18@msn.com.

PARTNER WANTED: SALISBURY. Dentist in Salisbury is looking for a partner to buy into a modern practice with complete purchase to follow. Please call 410.422.4821 after 6pm.

DENTAL DREAMS SEeks Motivated General Dentists: Dental Dreams seeks motivated, quality-oriented general dentists to work in our rapidly growing RD and BC practices. At Dental Dreams, we focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced support staff. Because we understand the tremendous value of our associate dentists, we make sure that their compensation package is amongst the best. Our competitive compensation package includes: minimum guaranteed salary of at least $120K with potential to earn up to $500K, visa sponsorship and health and malpractice insurance reimbursement. Make Dental Dreams a reality for you! To apply please email CV to: dreamercan@kasseltransitions or call 321.274.4520.

FUSION DENTAL is an established growing multi-discipline group located in Maryland and Virginia. Excellent compensation and benefits package to include 401K and ownership potential. Email Dr. Gregory Bob at: Gbob@fusiodmds.com.

Real Estate Opportunities

FOR SALE: BETHESDA HOME OFFICE. 4 bedroom, 2 bath. Includes 2-car and 1-car, 2-story, enclosed, garage. Contact 301.229.0232.


FOR SALE: ST. MARY’S COUNTY – MECHANICSVILLE. Dr. retiring - collecting $75K/mo. – fee-for-service loyal patient base –room for growth – digital radiography - hi-tech equip, excellent location, 1800sf, pkirg. 5 Pops, @ $75/mo. Patients great for growth – for more info call Ellen Dorner 410.616.2042 or email at edorner@nltransitions.com.

FOR SALE: NORTHERN BALTIMORE COUNTY. Outstanding GP Practice – 8 Pops in beautiful, modern office – 3875 sf. Great location, free parking. Hi-tech digital equipment including digital pan, digital x-ray, laser and more. Strong hygiene dept. Annual collections -950.0M, 4 days/wk with growth potential. A must see practice. For more information contact Ellen Dorner at 410.616.2042 or email edorner@nltransitions.com.

SPACE FOR RENT: SHADY GROVE CORRIDOR OF ROCKVILLE. Modern, digital, spacious dental office in the Shady Grove corridor of Rockville offering space for rent. Suitable for any GP or specialist. Please send inquiries to Terry@healthyteethandsmile.com.

FOR SALE: UPPER MARLBORO. General Practice with the option to buy the 1500sf condo! Grossing $333K, 3 equipped, pano- graph. Refers out ortho, peri surgery, implant surgery, 3rd molar extractions, and some endo. Tremendous growth potential in a large planned community near by and current limited insurance participation! Contact Tom Ramsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

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WHY DO A START-UP WHEN YOU CAN HAVE A LOYAL PATIENT BASE! GROSSING $335K, 5OPS, WITH 3TH MOLAR PLANNED FOR EXPANSION. GREAT OPPORTUNITY FOR A TRUE GENERAL DENTIST. TO SCHEDULE A VISIT CALL 301.446.5821.

NEW LISTINGS! OUTSTANDING OPPORTUNITY – N. BETHESDA/ ROCKVILLE. General Dentistry- Move right into this fee-for-service practice with a loyal patient base. Huge opportunity to grow by adding insurance plans. Dr. offers many specialty procedures. Outstanding location in a medical building with excellent street exposure and ample free parking. Near new White Flint Village, 3 Pops, with 4th room planned for expansion. Also, great option for a satellite office. All 3 Pops are currently with general anesthetic, intra-oral camera system in all OPs. Wonderful, peacefully-quiet vibe throughout office. For more information contact Ellen Dorner at NL Transitions at 410.616.2042 or email edorner@nltransitions.com.


ASSOCIATE LEADING TO BUYOUT: NORTH OCEAN CITY. Solo general practice grossing $2.2M with low overhead/high net on 4 & 1/2 days per week with 8 weeks vacation annually. 100% fee-for-service (no insurance) with zero competition. Modern, 10 operatory, 5000sf, prime location. Email: dealen@williamallenmd.com.

AFTCO NATIONALWIDE PRACTICE OPPORTUNITIES. AFTCO has the largest number of listings in the United States. For more information log-on to www.aftco.net or call 800.232.3826.

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NEW LISTING! CUMBERLAND. The seller has set price below market value at $200K. General Practice grossing $54K with a net of $27K! Coyote machine! 4 spacious ops with nice Adv. equipment with a digital panograph and paraclinics. The 1400sf office is on the first floor of the two story stand-alone building with signage on a major road. The second floor is a really nice apartment that could be used as a living or rental space. Refers ends, ortho, oral surgery, implant surgery and peri. No marketing or advertising. Delta/FFS/ 50% Cash/Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING! ENDODONTIC PRACTICE IN MARYLAND. Grossing over $1.1M with an extremely high net! Owner willing to stay on to transition the new owner into the practice. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING! DELAWARE, NEW CASTLE COUNTY. General practice grossing nearly $500K with a high net. The 1200sf condo is for sale as well. Retiring dentist refers all ends, oral surgery, implant surgery, peri surgery and ortho. This 4 op is in a busy, highly populated, developing area. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING! BALTIMORE COUNTY. General practice grossing nearly $500K. Stand-alone building on a major road with high visibility which can be purchased with the practice. Great startor satellite practice with high growth potential. Three ops, 2 equipped. Retiring dentist refers many specialty procedures and does no marketing. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.


NEW LISTING! LAUREL. General practice grossing over $200K with a high net. Digital periapicals and paperless! 1250sf, 5ops, 3 equipped. Owner who needs to move out of state, refers all ends, oral surgery, ortho, implant and peri surgery. Great starter or satellite practice with growth potential. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING! BALTIMORE COUNTY. General practice grossing nearly $650K. Prime location in a stand alone building on a major road, which is for sale as well. 6 ops, digital periapicals, panograph. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING! HOWARD COUNTY. General practice grossing nearly $500K in a retail space. 8 work stations. Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

NEW LISTING OWINGS MILLS. General practice grossing $500K in a beautiful, 2500sf space. Whether you are a first time buyer or you are looking for a larger office to merge into, this is it! Digital periapicals and panograph. 7 ops, 5 ops completely equipped. Refers many specialty procedures, no marketing and only open 4 days creates a tremendous growth opportunity! Contact Tom Bonsack, DDS at MidAtlantic Dental Transitions at 410.218.4061 or email him at Tom@MidAtlanticDentalTransitions.com.

POLCARI ASSOCIATES, LTD. SETTING THE STANDARD SINCE 1965: Accurate Dental practice appraisals, partnership assistance, general and specialty practice sales, WE SHOW OUR PRACTICE LOCALLY. When you list for sale with us there are no up-front fees, and we represent only you. FREE CONSULTATION. We have over 150 active buyers on our active lists. POLCARI ASSOCIATES, LTD. 800.544.1297. www.polcariassociates.com.

DENTALPRAISE™ “BALLPARK” PRACTICE APPRAISALS. Created in 1992 and sold nationally. Originally designed for buyers who are considering the purchase of several practices and just want to know if the asking price is approximately correct without paying for an expensive full appraisal. POLCARI ASSOCIATES, LTD. 800.544.1297. www.polcariassociates.com.


PRACTICE FOR SALE: TYSONS CORNER, VA. Can’t find what you are looking for in Montgomery County? Cross the border into TYSONS CORNER, VA. Modern digital 4 op practice grossing over $500K on 18 hour week. Staff in place. LOCATION POLCARI OWNED. POLCARI ASSOCIATES, LTD. 800.544.1297. www.polcariassociates.com.

PRACTICE FOR SALE: PERRY HALL AREA. Presently a satellite PT practice, but the facility is 6 ops and over $1600K. Area is expanding rapidly. Priced to sell. POLCARI ASSOCIATES, LTD. 800.544.1297. www.polcariassociates.com.


In recent years, the insurance companies have made many changes to the way they cover dental procedures. This has been done to save money and to control costs. As a result, there are many instances where the insurance company will not cover the full cost of a dental procedure. This can be very frustrating for both the patient and the dentist.

In order to help our patients understand their coverage, we have developed a couple of resources that can be very helpful. First, we offer a consultation with one of our team members who can discuss your specific situation and help you determine what is covered and what is not. Second, we encourage you to bring your insurance card with you to your next appointment so that we can review it together.

We hope that these resources will help you better understand your coverage and make informed decisions about your dental care. If you have any questions or concerns, please don’t hesitate to reach out to us. We are always here to support you.

Dr. Tom Bonsack, DDS at MidAtlantic Dental Transitions, 410.218.4061. www.marylanddentaltransitions.com.