

ODA Today

A publication of the Ohio Dental Association focusing on dentistry in Ohio

QuickBites

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For more information about the program and complete rules, visit www.ada.org/8185.aspx.

Inside

Testimony in support of the Dental Care Optimization Act
From the Corner Office, page 2

As a trusted source of knowledge, dentists must be life-long learners
President’s Message, page 2

New reforms to fight against prescription drug abuse
Legal Briefs, page 3

Core buildups and third-party payer scrutiny
Dental Insurance Corner, page 8

Awards of Excellence, page 10

Opinion & Editorial, page 12

Classifieds, pages 14 & 15

Dentists testify in favor of access to care legislation

By Jackie Best
ODA Managing Editor

Several ODA member dentists testified before the House Health Committee in June in favor of legislation to improve access to dental care in Ohio.

Dr. Patrick Lloyd, dean of The Ohio State University College of Dentistry; Dr. Paul Casamassimo, an ODA past president and emeritus professor of pediatric dentistry at OSU; Dr. Catherine Flaitz, division chief of dentistry at Nationwide Children’s Hospital; and David Owsiany, ODA executive director (see his testimony on page 2), all spoke in favor of House Bill 184.

House Bill 184 – the Ohio Dental Care Optimization Act of 2017 – is sponsored by Reps. Anthony DeVitis (R-Green) and Theresa Gavarone (R-Bowling Green) and will update Ohio’s laws to allow for the use of tele-dentistry to deliver dental care to Ohioans, especially in remote underserved areas, and to provide other reforms to improve access to dental care in Ohio.

“A trail of legislation over the last several years has aimed to maximize the ability of the dental team to use their training and skills to improve Ohio’s oral health, and House Bill 184 is the logical ‘next step’ to reach even more of our citizens through technology, and ease of dentists to establish dental homes in shortage areas of our state,” Casamas-



ODA Staff
Dr. Catherine Flaitz, division chief of dentistry at Nationwide Children’s Hospital, speaks in favor of House Bill 184 before the House Health Committee. House Bill 184 – the Ohio Dental Care Optimization Act of 2017 – provides reforms to improve access to dental care in Ohio.

simo said.

This comprehensive legislation was developed with the input of various interested parties, including representatives from the Ohio Dental Association, The Ohio State University College of Dentistry, Case Western Reserve University School of Dental Medicine, and Nationwide Children’s Hospital.

“Addressing access to dental care issues requires a strategic approach that incorporates many different solutions,” Lloyd said. “House Bill 184 builds on many of the strategies currently in place and provides new and innovative approaches as well.”

House Bill 184 would update Ohio’s dental

laws to allow for the use of tele-dentistry to extend care into underserved areas of Ohio. The bill would permit dentists to perform exams and supervise dental hygienists and expanded function dental assistants through the use of technology.

“We are particularly interested in the provisions related to tele-dentistry,” Flaitz said. “Nationwide Children’s Hospital recently built a brand new dental facility here in Columbus off of Livingston Avenue in which we have invested in state-of-the-art technology to enhance our ability to provide care. We are

See ACCESS, page 9

ODA Annual Session to feature cadaver dissection course for first time

By Jackie Best
ODA Managing Editor

The 2017 Ohio Dental Association Annual Session will feature several unique hands-on workshops, including a cadaver dissection course for the first time.

“Hands-on courses are increasingly difficult to find, but the ODA continues to make it easy to attend amazing workshops presented by nationally-known clinicians right in our home state,” said Dr. Nan Tertel, a general dentist from Toledo.

Dr. Henry Gremillion will present “Anatomy of the Masticatory System: Clinical Application and Dissection” on Friday, Sept. 15 from 9 a.m. to 5 p.m. The morning session will feature a lecture, and the afternoon session will focus on dissection of cadaver specimen.

“To look at the three dimensional perspective cannot be accomplished by looking at a text book or pictures on a slide,” Gremillion said. “To really get an up close and personal view of the three dimensional perspectives of the relationships of these structures we work with on a daily basis gives one an enhanced perspective.”

The course will aim to help dentists better understand anatomical relationships and what they mean for various structures and



Photo by Feinknopf
The 2017 ODA Annual Session will feature several hands-on courses. Annual Session will be Sept. 14-17 in Columbus. For more details and to register, visit www.oda.org/events.

for a complete assessment of patients. Discussion will range from local anesthetics to palpation to examination of the head, neck and temporal joint.

“It’s not just straight anatomy, but also clinical application,” Gremillion said.

Gremillion said dentists will have a better ability to clearly explain to patients the relationships between various structures on a case specific basis. They will also gain

a clearer perspective on the nerves that dentists block with local anesthetic and why there may be a difficult time gaining profound anesthesia in certain areas because of anatomic relationships. Dentists will also gain an enhanced understanding of the relationships of structures peripheral to the masticatory system that might be associated with pain

See ANNUAL SESSION, page 10



The ODA’s Task Force on Auxiliary Utilization and Access to Care continues to research and develop proposals related to enhancing access to dental care in Ohio, better utilizing the existing dental team, and modernizing Ohio’s dental laws to reflect advancements in technology. In recent years, the task force’s work has led to legislation that has, among other things, expanded loan repayment opportunities for dentists who provide care in designated shortage areas to under-served populations, reformed several dental Medicaid policies leading to reimbursement increases, and created alternative pathways to licensure by allowing dental school graduates to complete an accredited dental residency program (PGY 1) in lieu of taking a regional clinical exam.

Last year, the task force reported to the ODA House of Delegates that it was working on proposals related to tele-dentistry and other access to dental care initiatives. Those ideas are now included in House Bill 184.

On June 7, I testified in favor of House Bill 184 before the Health Committee of the Ohio House of Representatives. Dr. Patrick Lloyd, dean of The Ohio State University College of Dentistry; Dr. Cathy Flaitz, division chief of dentistry at Nationwide Children’s Hospital and professor and chair of the Division of Pediatric Dentistry at OSU; and Dr. Paul Casamassimo, an ODA past president and emeritus professor of pediatric dentistry at OSU, also provided proponent testimony in favor of House Bill 184.

A summary of my testimony is reprinted below.

Chairman Huffman, Vice Chair Garvarone, Ranking Member Antonio and members of the House Health Committee:

My name is David Owsiany, and I am the executive director of the Ohio Dental Association. As you may know, the ODA is the professional association of dentists in Ohio. We represent 70 percent of

Testimony in support of the Dental Care Optimization Act

Ohio’s practicing dentists with more than 5,300 member dentists across the state. It is my pleasure to provide proponent testimony for House Bill 184. The provisions of this bill are the fruit of a multi-year effort of the Ohio Dental Association Task Force on Auxiliary Utilization and Access to Dental Care. I would like to provide a brief overview of House Bill 184.

House Bill 184 continues the ODA and the Ohio General Assembly’s long-standing efforts to explore innovative ways to improve access to dental care. Over the last several years, the ODA has advocated for, and the Ohio General Assembly has enacted, several significant reforms to Ohio’s laws to enhance the ability of under-served Ohioans to find a dental home. From Medicaid reforms to loan repayment programs to innovative expansion of duties and the loosening of supervision for dental auxiliaries, Ohio has been at the forefront of innovation in access to dental care.

And those efforts are paying off. Two recent reports – the Ohio Department of Health’s Third Grade Oral Health Survey and the State of Ohio Health Assessment – demonstrate that Ohio is making significant improvements in the area of access to dental care for both children and adults. Despite the progress we are making in Ohio, we also know that there are pockets in Ohio where certain geographic areas and specific populations would benefit from improved access to dental care.

House Bill 184 is aimed at closing those gaps.

Tele-dentistry

House Bill 184 will update Ohio’s laws to permit the extension of care into under-served communities via tele-dentistry. For example, this bill will permit dentists to perform an exam via real-time exchange of information through technology, including intraoral cameras and digital X-rays, and will allow a dentist to provide direction to a dental hygienist or an expanded function dental assistant with specific training to perform interim therapeutic restorations and administer silver diamine fluoride. Both of these procedures can treat and arrest tooth decay and get patients out of pain or

discomfort but do not require drilling or other invasive procedures. The bill would also allow a dentist to prescribe a non-controlled substance such as an antibiotic via tele-dentistry when necessary.

The use of tele-dentistry in this way will enhance the ability of certain institutions and other clinics to extend the care that they provide into under-served settings.

It is important to note that the bill requires specific patient protections when services are provided through tele-dentistry including abiding by all laws related to the privacy and security of the patient’s dental and medical information.

Loan repayment

More than a decade ago, the ODA worked to pass legislation creating the Dentist Loan Repayment Program. This program is entirely funded by a \$20 surcharge on dentists’ license fees every two years. With about 7,000 licensed dentists, Ohio’s dentists provide about \$140,000 every two years to the Dentist Loan Repayment Program. No General Revenue funds are expended on this program. It is entirely funded by Ohio’s dentists.

The Ohio Dentist Loan Repayment Program provides loan repayment assistance for dentists who agree to practice in designated shortage areas and treat Medicaid patients and provide care to patients without regard to their ability to pay. This innovative program addresses several issues at once. Dental education is very costly and the typical dental student can graduate with more than \$200,000 in student loan debt. Moreover, Ohio has more than 80 designated dental professional shortage areas. So this program addresses two significant issues at once. Since the program’s inception, dozens of dentists have participated in the Ohio Dentist Loan Repayment Program providing care to tens of thousands of under-served Ohioans in both rural and urban communities. House Bill 184 will double the capacity of the Ohio Dentist Loan Repayment Program by raising the fee that the dentists pay to \$40 every biennium. We expect this will result in twice as many dentists participating in

See HB 184, page 11



You are viewed by your staff and your patients as the trusted source of knowledge on all things dental. It is a daunting task sometimes in a world that is changing so quickly. Over my nearly four decades of practice I have seen the science of dental materials explode with new innovations and techniques, witnessed the dawn of digital dentistry, and been amazed at research that has tied oral health more and more tightly to the overall medical condition of the patient. Back when we were waxing up gold crowns, who could have imagined that milled crowns would become ubiquitous – and that the milling machines might even be located in private offices! Amalgam restorations were the norm, even being recommended for use

As a trusted source of knowledge, dentists must be life-long learners

on the distal surfaces of canine teeth because of their relative strength to the composite material of the day. Speaking of composites, they came out of two tubes and were mixed on a pad like epoxy resins and had to be quickly placed because they self-cured at an unpredictable rate; and the bonding tech had not yet been perfected resulting in the dark half-moon fillings of yesteryear.

Why this stroll down memory lane? Hopefully, to make the point of the necessity of becoming a life-long learner. When the question was brought forward of the need for mandatory continuing education, a clamor arose that there was no need for it. However, in comparison to the option of mandated continued competency testing, CE seemed more palatable! The ODA has always advocated for its membership according to the policies dictated by our House of Delegates, and in the case of mandated CE the ODA policy has been to afford dentists the ability to fulfill the

Ohio State Dental Board’s requirements in the most cost efficient and least onerous manner including a proviso that we oppose any requirement that certain topics be mandatory. That system has served the profession and our members and patients well for a long time.

Currently there is some concern within the dental community about the state of continuing education as it presently is offered. In these days of “fake” news, it appears that there is a proliferation of “fake” CE. There is a plethora of online offerings that award inflated hours of credit for what is many times a 15 minute exercise in open book testing. Destination CE credits are offered that don’t really require that the material is experienced – just that the fee has been paid. Even some dental meetings are guilty of not monitoring attendance in flagrant disobedience of CERP and PACE recognition require-

See LEARN, page 5

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Legal Briefs

Nathan E. DeLong, Esq.
ODA Director of Legal & Legislative Services

Ohio has made progress in the fight to prevent prescription drug abuse and overdoses, but there is no question that we are still facing a serious prescription drug abuse epidemic and opioid addiction crisis. In response, policymakers are pursuing several new strategies to address the problem, including increased regulation of prescribers. Below is an overview of the recent developments impacting dentistry in Ohio:

Increased Pharmacy Board regulation

a. Compounded drugs

For several years, dentists have been required to obtain a Terminal Distributor of Dangerous Drugs (TDDD) license from the Ohio Board of Pharmacy in order to possess or distribute dangerous drugs that are compounded or used for the purpose of compounding. Compounded drugs are those medications that are not commercially available in the strength, concentration, or form needed for a prescriber office or specific patient. "Compounding" is defined as "...the preparation, mixing, assembling, packaging, and labeling of one or more drugs. Compounding includes the combining, admixing, mixing, diluting, or otherwise altering of a drug or bulk substance." Due to the ODA's advocacy efforts, however, the Pharmacy Board recently excluded sterile and non-sterile reconstitution from the definition of compounding, so dentists solely engaged in reconstitution are exempt from having to obtain a TDDD license and the responsibility of complying with the regulations thereunder.

Dentists who are required to have a TDDD license based on possession of dangerous compounded drugs are responsible for complying with several regulations, including: (1) developing and implementing appropriate procedures, (2) overseeing facility compliance, (3) ensuring competency of personnel, (4) ensuring environmental control of the compounding areas, and (5) ensuring compounded drug products maintain their quality and sterility until administered or personally furnished. The specific compliance requirements vary depending on whether the dentist is preparing sterile versus non-sterile compounded drugs and whether the drugs are being prepared for immediate or extended use.

Dentists who prepare low-risk sterile compounded drugs are responsible for complying with specific recordkeeping requirements under section 4729-16-06 of the Ohio Administrative Code (OAC), including maintaining all drug orders and records (including logs) related to the compounding of drugs, as well as regulations under OAC 4729-16-04, which require developing and maintaining compliance with a policy and procedure manual regarding the compounding, safe handling, personally furnishing, and administration of compounded drugs. The policy and procedure manual shall include a quality assurance program for the purpose of monitoring personnel qualifications, training and performance, product integrity, equipment, facilities and guidelines regarding patient education, and is required to be current and available for inspection by a Pharmacy Board agent. Dentists who only compound danger-

New reforms to fight against prescription drug abuse

ous drugs for immediate use are exempt from these requirements, however, and instead are only responsible for complying with OAC 4729-16-13, which contains fewer regulations and significantly less burdensome facility and equipment requirements. For non-sterile compounded drugs, dentists are responsible for complying with Chapter 795 of the United States Pharmacopeia (USP).

One issue members have recently faced regarding compounded drugs includes compounded topical anesthetic. While Ohio law permits the possession of compounded drugs under a TDDD license, the U.S. Food and Drug Administration recently issued guidance prohibiting compounders from distributing compounded drugs without a valid patient-specific prescription order. Therefore, dentists are no longer able to order compounded topical anesthetic in bulk, regardless of whether they obtain a TDDD license.

b. Controlled substances

On Jan. 4, 2017, Gov. John Kasich signed Senate Bill 319 into law requiring prescribers, including dentists, to obtain a TDDD license in order to possess, have custody or control of, and distribute a schedule I, II, III, IV, or V controlled substance (does not include drugs such as antibiotics, procaine or vaccines). This law became effective on June 1, 2017, and is in addition to the requirement to register with the U.S. Drug Enforcement Administration (DEA).

TDDD licensees who possess controlled substances are responsible for complying with several new regulations, including section OAC 4729-9-14, which among other things requires maintaining a record of all controlled substances received, administered, personally furnished, dispensed, sold, destroyed, or used. Licensees are also responsible for taking an annual inventory, which must contain a complete and accurate record of all controlled substances on hand including the name and quantity of each substance. A separate inventory must be taken and maintained at each place or establishment where controlled substances are located and relevant records must be kept for a period of three years. Destruction of controlled substances shall be conducted in accordance with applicable state and federal laws. These new

rules also prohibit dentists from personally furnishing controlled substances in quantities greater than a 72 hour supply under OAC 4729-5-17.

Dentists who possess a TDDD license, whether based on possession of controlled substances or compounded drugs, are also responsible for complying with several other regulations. OAC 4729-9-11 mandates security protocols and requires licensees to ensure that dangerous drugs are being distributed appropriately by monitoring for suspicious orders, unusual usage, or questionable disposition of dangerous drugs. OAC 4729-9-22 requires licensees to keep a record of all dangerous drugs received, administered, dispensed, personally furnished, distributed, sold, destroyed, or used. OAC 4729-5-17 imposes specific labeling requirements for dangerous drugs personally furnished to patients. Lastly, OAC 4729-9-15 requires dentists to report the theft or loss of dangerous drugs, controlled substances, and drug documents. Based on the general complexity of these regulations, dentists are encouraged to directly reference the specific rules that may be relevant to their practice.

Any facility possessing controlled substances or compounded drugs or engaging in drug compounding without being properly licensed as a terminal distributor is in violation of Ohio law. In addition, a facility that is not licensed as a terminal distributor is prohibited from purchasing any controlled substance, compounded medications or drugs used for the purpose of compounding from any wholesaler or pharmacy.

The Ohio Board of Pharmacy is responsible for enforcing these regulations. If necessary, you can apply for a TDDD license by visiting <http://www.pharmacy.ohio.gov/Licensing/TDDD.aspx>. Due to the ODA's advocacy efforts, the license fee was recently reduced to \$60. The license must be renewed annually by March 31 to avoid a \$55 late penalty.

New Prescribing Limits

a. Ohio State Dental Board

Gov. Kasich and the state's medical licensing boards, including the Ohio State Dental Board, recently announced new regulations for acute pain prescribing designed to reduce the number of opiate painkillers distributed to patients.

The proposed OSDB rules will generally limit prescriptions of opioids for acute pain to no more than seven days for adults and five days for minors. However, these limits may be exceeded for pain that is "expected to persist for longer than seven days based on the pathology causing the pain" so long as the reasons for exceeding the limits are documented in the patient's record.

The proposed rules will also place limits on the total morphine equivalent dose (MED) for opioid prescriptions. Under the proposed rule, the general limit for opioid analgesics for the treatment of acute pain shall not exceed an average of 30 MED per day. However, the rules provide exceptions for certain scenarios involving "major mandibular/maxillary surgical procedures" or "severe cellulitis of facial planes" or "severely impacted teeth with fascial space infection necessitating surgical management." Under these scenarios, dentists may issue a prescription for the 72-hour period following the procedure of up to 90 MED per day.

The Kasich administration expects these new regulations, once implemented, to reduce the number of opiate doses by 109 million per year. The full version of the rules may be found on the Ohio State Dental Board's website, www.dental.ohio.gov/.

b. Proposed legislation

In addition to the new rules proposed by the OSDB, legislators have introduced bills in both the House (HB 167) and Senate (SB 119) intended to implement similar, yet more restrictive, limits on opioid prescribing. These bills would generally prohibit prescribing or personally furnishing an opioid analgesic in an amount indicated for a period greater than three days or with an MED in excess of 50 milligrams. The proposal permits exceeding the three-day limit – but not the 50 MED limit – if the opioid analgesic is prescribed or personally furnished in an amount indicated for a period of not more than seven days and the prescriber completes at least eight hours of training relating to opioids and addiction and completes on an annual basis at least two hours of continuing education relating to opioid prescribing. The legislation would also eliminate the exception to checking OARRS prior to

See REFORMS, page 4



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Stark County Dental Society recruits new members with innovative programs

By Jackie Best
ODA Managing Editor

The Stark County Dental Society received the 2017 Membership Award Program for Success (MAP for Success) Most Innovative Recruitment and Retention Initiative for its membership events and efforts.

The Stark County Dental Society held several programs that helped with recruitment and retention, as well as created a dues program for the Mercy General Practice Residency.

“It’s a team effort,” said Dr. K. “Ragu” Ragunathan, Stark County Dental Society past president. “Our goals were to engage, excite and encourage. When you have a team effort, anything can be done, and our mission was carried out by the whole group.”

As a result of their efforts, the Stark County Dental Society had a 97.4 percent renewal rate from 2016 to 2017 and had the fifth best renewal rate out of the 25 component societies in Ohio. Additionally, the Stark County Dental Society became eligible for an additional delegate to the ODA House of Delegates based on their membership numbers.

“The Membership Committee is comprised of a range of ages from 30 plus years of experience to less than five years. That allowed us to reach out comfortably to every dentist in our area, through a grass roots approach – handshakes, face to face and phone calls. We had a great year,” said Dr. Steve Smith, chair of the SCDS Membership Council.

The dental society held three special events throughout the year that helped them recruit and retain members – the Stark County Oral Health Bowl, A Salute to Veterans with Apollo 13 Astronaut Fred Haise, and the Stark County Dental Society Annual Holiday Party.

The Stark County Oral Health Bowl took place at the Pro Football Hall of Fame featuring a football themed program with all encouraged to wear their favorite team’s football jersey. The evening’s agenda included a game-day buffet, a “playbook” rolling out the newly formed SCDS Charitable Foundation, and featured Eva Grayzel, a nationally recognized master storyteller. Grayzel spoke about her personal experience with oral cancer and the importance of early detection. About 92 people attended the event.

Ragu said that thinking outside of the box and hosting the event at the Pro Football Hall of Fame instead of at a restaurant or other venue helped with turnout.

A Salute to Veterans with Apollo 13 Astronaut Fred Haise took place at the MAPS Museum in Canton. The event took place on Veterans Day to honor all who have served and thank those who contributed to the Stark County Dental Society’s Vision for Veterans programs. Fred Haise, who is a veteran and astronaut, was the featured speaker at the event and he spoke about his vision that “failure is not an option.” About 182 people attended the event.

Ragu said a lot of great promotions in advance helped this event to be successful. The idea for the event started because they wanted to highlight what the Stark County Dental Society is doing to help veterans, and the idea mushroomed into a much larger event featuring Haise as a speaker. Ragu added that a big, positive response from the community helped the event.

The Stark County Dental Society also hosted a New Member Reception at the Annual SCDS Holiday Party, which has increased attendance of new members at the party and helps provide an opportunity



Photo submitted by Stark County Dental Society
Apollo 13 Astronaut Fred Haise with Stark County Dental Society Past President Dr. K. “Ragu” Ragunathan at the Stark County Dental Society’s event A Salute to Veterans with Apollo 13 Astronaut Fred Haise. The Stark County Dental Society received the 2017 Membership Award Program for Success (MAP for Success) Most Innovative Recruitment and Retention Initiative for its membership events and efforts.

For resources and information to help with grassroots membership outreach efforts, visit oda.org/member-resources/membership-recruitment-and-retention/

for new members to meet each other and develop friendships. About 99 people attended the holiday party. Ragu said that new members were invited to attend the holiday party for free as an expression of welcome.

Through these events, the Stark County Dental Society recruited 14 new members in 2016.

“What seems to be working well is the invitation by an enthusiastic, established SCDS member to a new, younger member to attend a dental society event or program as their guest,” wrote the Stark County Dental Society in its MAP for Success application. “This has been an ice-breaker and the formation of a mentor relationship.”

Ragu said the most important parts of planning these events were planning ahead, making it a team effort and thinking outside the box. He also said the dental society had to be willing to spend money on the event in order for it to be successful.

“If you have a little bit of loss of revenue on an event it’s OK, because when you gain so many members it kind of evens out,” Ragu said. “To have the business

flourish, you have to spend a little bit. You have to spend some to gain some.”

He added that having programs that aren’t focused just on dentistry is helpful, and dental societies shouldn’t be afraid to take a chance.

In addition to these programs, the Stark County Dental Society created a dues program for the Mercy GPR. Through this program, the SCDS pays for the graduate dues for Mercy GPR Residents and has had a 100 percent participation rate for the 2016-17 residency class resulting in 10 members.

Ragu wanted to thank Stark County Dental Society Program Chair Dr. Shelly Boss, Membership Services Chair Dr. Steven Smith, the 2016 Executive Committee, Executive Director Laura DeForest, and Dr. Ben Cook who serves on the ODA Council on Membership Services for their efforts in making the events possible.

Ragu said the dental society plans to continue holding innovative events in the future.

“With all of the dental societies throughout Ohio working to plan membership events, together we will make a big difference,” he said.

REFORMS, from page 3

initially prescribing or personally furnishing an opioid analgesic.

HB 167 and SB 119 were introduced in March and have each received one committee hearing. The ODA will continue engaging with the oral surgeon community and other prescribers and work to inform legislators and other policymakers about pain management in the dental office in order to ensure any prescribing limits are reasonable and allow dentists to appropriately manage their patients’ pain while protecting against abuse and diversion.

Stricter Enforcement of OARRS

As the legislature and regulatory boards have been developing new reforms to reduce prescription drug abuse, there has also been an increased focus on the enforcement of existing rules regarding the Ohio Automated Rx Reporting System (OARRS). Therefore, it is critical to ensure you have registered with OARRS if you prescribe or personally furnish opioid analgesics or benzodiazepines and review patients’ prescription history in the system before prescribing or personally furnishing such drugs in an amount indicated for a period of more than seven days. While the proposed legislation discussed above proposes to eliminate the seven-day exception to checking OARRS, it is still effective under current law. Therefore, dentists may, but are not required to, review patients’ prescription history in OARRS when prescribing or personally furnishing opioid analgesics or benzodiazepines in an amount indicated for a period of seven days or less.

Conclusion

Policymakers are doing everything they can to find a solution to the drug abuse epidemic that continues to plague our communities. Therefore, it is likely we will see more developments in this area as Ohio and other states consider new regulations on prescribers to help address the issue. The ODA is here to apprise member dentists of these new regulations and to serve as a resource in helping them comply. Members are encouraged to contact the ODA legal department at (800) 282-1526 with regulatory questions or visit www.oda.org for more information.

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Dr. Frank R. Recker has practiced general dentistry for 13 years and served as a member of the Ohio State Dental Board before entering the legal profession. Areas of practice include:

- Administrative Law before State Dental Boards
- Dental Malpractice Defense
- Practice-related Business Transactions

Dr. Recker also represents multiple national dental organizations and individual dentists in various matters, including First amendment litigation (i.e. advertising), judicial appeals of state board proceedings, civil rights actions against state agencies, and disputes with PPOs and DMSOs.

Dr. Perrino has been a practicing dentist for over 30 years. He is actively involved in organized dentistry, having served on numerous committees and councils at the local, state, and national level. Dr. Perrino was admitted to the Ohio Bar in 2014 and will be assisting in the representation and defense of dentists in all practice related matters.

Ms. Sandra Ertel, paralegal, has assisted Dr. Recker and Dr. Perrino in preparing for, and attending, depositions, court appearances and hearings in multiple states.

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EPA reinstates rule to require dental offices to install amalgam separators

The U.S. Environmental Protection Agency recently released a rule that will require most dental offices to install amalgam separators. The date for compliance for most dentists will be July 14, 2020.

The EPA originally issued a final rule in December 2016; however, the White House froze all new or pending federal regulations in January. The final rule was reinstated in June.

- According to the American Dental Association, some highlights of the rule include:
- Dentists who practice in oral pathology, oral and maxillofacial radiology, oral and maxillofacial surgery, orthodontics, periodontics, and prosthodontics are exempt from having to install an amalgam separator under the rule;
 - Dentists who do not place amalgam and only remove amalgam in unplanned or emergency situations (estimated at less than 5 percent of removals) are also exempt from having to install an amalgam separator;
 - Mobile dental units are exempt from having to install an amalgam separator;
 - Dentists who already have separators are grandfathered for 10 years.

The rule closely follows ADA’s best management practices, and the ADA has been working with the EPA for several years to develop this rule.

For more information on the new law, visit ada.org and search for the article “EPA reinstates final rule on amalgam separators.”

The Ohio Dental Association Services Corp. (ODASC) endorses Solmetex, a leader in amalgam separation technology and waste removal compliance. For more information on Solmetex, visit www.odasc.com.

Purchase ODA Foundation raffle tickets

The annual ODA Foundation raffle is one of the primary sources of funding for oral health-related grants and scholarships. Raffle tickets are \$100 each, two for \$175 or six for \$500, and only 700 will be sold.

- This year’s raffle prizes are:
- Winner’s choice of a 3 year/10,000 mile lease (terms established by Crown Mercedes) on a 2017 Mercedes GLA250 4MATIC car or \$20,000 cash
 - A piece of fine jewelry valued at \$3,000 from Laudick’s
 - \$1,000 cash

The drawing will be held Sept. 16 at 11:30 a.m. in the Annual Session Exhibit Hall. Tickets purchased before Aug. 11 will be entered into an additional Early Bird Drawing for \$500 cash on Aug. 18. Winners need not be present to win.

For more information about the raffle and how to purchase tickets, visit <http://oda.org/community-involvement/oda-foundation/odaf-affle/>.

LEARN, from page 2

ments. The excuse offered by these bodies for their failure to censure programs is that they only check on course offerings when someone complains. I surmise that very few will complain and risk losing the credit for the course, so some of the bad actors continue unabated. This situation sets up quite a conundrum for the doctors who want to comply, who want quality CE, and who desire scientifically valid education and not just a fancied sales pitch. Some have suggested a tiered level of CE credits that would offer partial credits for online and corporate credit, full credit for in person CE, and extra credit for hands on courses. In light of the opioid crisis where the leading cause of death in people under the age of 50 is drug overdose, there is another group that wants to mandate CE on drug abuse and prescribing guidelines. Others are satisfied with the present system, but would like to see greater monitoring by the CE recognition boards. These problems will have to be studied by the appropriate agencies of organized dentistry, and I look forward to their recommendations to the House of Delegates.

Thankfully there is an existing source of valid and scientifically sound continuing education that is offered in a professionally monitored manner; and that source is through the ODA Annual Session. The dedicated members that serve on the

committee in charge of our Ohio meeting do yeomen’s’ work scouting and vetting every presenter for our Annual Session. I strongly recommend that you review the course offerings for the 2017 meeting. You will find great courses for yourselves as well as your staff members. On top of the vital service of offering top notch CE, the Annual Session provides an opportunity to meet your fellow professionals and to network, a first rate exhibit floor that allows you to see and touch the newest in materials and equipment, entertaining social events and all that Columbus has to offer for foodies. I also invite any and all of you to visit the House of Delegates and see how your hardworking representatives deliberate the issues that affect how you practice.

In this sometimes upside down world we live in with all the noise and confusion we are subjected to, it is satisfying that there is a venue and an event where honesty and truth are central themes and we are all pulling together to serve and protect the oral health of all Ohioans. Your membership in the ODA offers you the benefits of the Annual Session as one of your perks. Plan now to attend, and bring your staff with you!

Dr. Laing may be reached at klaing7240@aol.com.

Editor’s Note: The ODA Annual Session is Sept. 14-17 in Columbus. To learn more and register for the ODA Annual Session, visit oda.org/events.

ODA Meeting & Event Calendar

Jul.

- 3-4 ODA office closed for holiday
- 11 Annual Session Committee (call)
- 14 Council on Access to Care and Public Service
- 15 New Dentist Recruitment & Retention Event
- 19 ODASC Board
- 19-21 Executive Committee
- 25-26 Council on Dental Care Programs and Dental Practice

Aug.

- 2 Dental Education and Licensure Committee
- 5 ODA Wellness Trust Board
- 15 Annual Session Committee (call)
- 18 Council on Membership Services
- 21 ODA Foundation Board
- 21 Executive Committee

New website accessibility update from endorsed partner, ProSites

Ohio Dental Association Services Corp. (ODASC)-endorsed partner, ProSites, is proud to provide dentists with an accessibility option for their website. This new feature is designed to meet the requirements of the Website Content Accessibility Guidelines 2.0 of the Americans with Disabilities Act (ADA).

When the feature is enabled, an accessibility tab is visible on all web pages. If a user selects this tab, they will be taken to an accessible version of the website. It’s also important to note that when Accessibility Mode is enabled, the standard operation and appearance of the website is not affected. This feature is optional, but implementation is strongly encouraged.

Because ProSites offers FutureNow Assurance TM, their members have access to this new website upgrade at no additional charge. All ProSites members can add this feature to their website with a few simple clicks.

If you are not yet a ProSites member, now is a great time to start a free, zero obligation website trial to find out why over 7,500 dentists trust ProSites for their website design and online marketing needs.

To learn more, visit www.ProSites.com/Ohio or call (888) 932-3644 to talk with an Internet marketing advisor.

This article was submitted by ProSites, which is endorsed by the Ohio Dental Association Services Corp. (ODASC).

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To smile, sleep and sing again

By Jennifer Carroll
Digital marketing coordinator at Mercy Medical Center

Thanks to an Ohio Dental Association Foundation grant and Mercy Dental Services, a Canton man received extensive dental treatment for severe cavities, boney growths and dentures.

The phrase “enjoy the little things” has become a popular adage in the United States. Yet, for many Americans like Canton’s Roy Jones, even the little things – such as chewing, smiling, singing and getting a peaceful night’s rest – can seem unattainable.

Job loss, lack of dental insurance, and a long-time fear of dentists and needles kept 58-year-old Roy from seeking treatment for severe cavities and boney growths (called tori or exostosis) until he could no longer eat or sleep properly. After months of treatment, Roy recently received custom dentures and smiled without pain or embarrassment for the first time in years, thanks to an ODA Foundation 2016 access to care grant and the perseverance of Dr. Shannon Oswald, a resident with the Mercy Medical Center General Practice Dental Residency Program. Mercy Dental Services has used the ODA Foundation grant to help 11 adults and children who, like Roy, met federal poverty guidelines and needed dental care.

“I was at Mercy visiting someone when I saw a sign for Mercy Dental Services,” Roy said. “My teeth were really in bad shape, and I had so many growths in my mouth that there wasn’t much room to move my tongue. I choked at night when I was trying to sleep. I couldn’t chew food. I didn’t even want to smile or sing because I felt so ashamed of my teeth.”



Photo submitted by Mercy Medical Center
Dr. Shannon Oswald, a resident with the Mercy Medical Center GPR Program, provided free care to Roy Jones through a grant from the ODA Foundation.

Help improve access to care through a donation!

Your donations to the ODA Foundation make providing grants to access to care programs possible. Make a donation online at oda.org/donate/foundation or mail a check to the ODA Foundation at 1370 Dublin Rd., Columbus, OH 43215.

Despite fear and lack of income, Roy reached out to Mercy Dental Services and found financial help, as well as a compassionate provider in Oswald.

“When I first met Roy for his initial problem-focused exam, I didn’t even get a chance to introduce myself before he warned me about his ‘needle phobia,” she said.

Oswald quickly determined Roy’s teeth were not salvageable and removed two teeth during the first appointment. Roy praised Oswald for taking her time and making him feel comfortable. Because of Roy’s positive experience, he was scheduled for full-mouth extractions and eventually full-mouth bone smoothing (alveoloplasty) to remove tori so den-

tures would fit comfortably. According to Oswald, Roy had the most excess bone growth anyone in Mercy Dental Services had ever seen.

“I didn’t rush any part of Roy’s treatment,” Oswald said. “The way I walked Roy through an injection (and he endured a lot of them) is just how I get any patient through them – by distraction. After going through nine appointments with me, Roy handles his needle phobia much better now. But the best part is that I get to see Roy smile. It gives me the same emotion I felt on the day I graduated from dental school.”

When asked what he’d like to do first now that his treatment is complete, Roy said “I want to sing again in church.”

Support the ODA Foundation by shopping at Kroger

By ODA Staff

The Ohio Dental Association Foundation has recently teamed up with Kroger Community Rewards to create a new way for dentists to support the foundation, without having to spend any extra money.

Dentists, students, residents and spouses can now support the Foundation simply by shopping at Kroger. The ODA Foundation receives donations from Kroger based on the number of shoppers who link their card to the Foundation and the amount those shoppers spend at Kroger stores.

Donations to the Foundation go toward providing grants to nonprofit organizations that meet the needs of Ohioans through access to needed dental care or oral health education and scholarships to worthy dental students.

Those who shop at a Kroger store in one of the following Ohio counties can link their Kroger Plus Card to the ODA Foundation for Kroger Community Rewards and the Foundation will receive donations: Athens, Belmont, Champaign, Crawford, Delaware, Erie, Fairfield, Fayette, Franklin, Hancock, Hardin, Hocking, Jackson, Jefferson, Knox, Licking, Logan, Lucas, Madison, Marion, Morgan, Morrow, Muskingum, Ottawa, Perry, Pickaway, Pike, Richland, Ross, Sandusky, Scioto, Seneca, Union and Wood.

To create an online Kroger Plus account:

- Go to krogercommunityrewards.

See KROGER, page 9

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Dental Insurance Corner

Core buildups and third-party payer scrutiny

By Christopher A. Moore, MA
ODA Director of Dental Services

The Ohio Dental Association continues to receive calls from Ohio dentists who are the subject of some form of elevated third-party payer scrutiny. While this scrutiny goes by different names, e.g., audit, focused review, utilization review, it typically causes a degree of angst and extra work for the involved dentist.

One common area of third-party payer focus involves the dentist's use of the core buildup code (D2950). Insurance company statistical analysis of the dentist's submitted claims, patient or subscriber complaints, Ohio State Dental Board action against a dentist's license, random reviews prompted by the carrier's internal auditing or review process and contractual obligations between the carrier and their employer client are all possible reasons for the insurance company to take a greater interest in a particular dentist's utilization of the D2950 code.

"In addition to providing quality oral health care that best meets their patients' needs, it's important for dentists to realize that third-party payers are closely monitoring submitted claim data and utilization patterns," said Dr. Manny Chopra, chairman of the Ohio Dental Association Council on Dental Care Programs and Dental Practice. "Dentists cannot prevent third-party payer scrutiny but can take steps to

effectively respond to it by addressing matters they can control. Proper use of the D2950 code and documentation that backs up its use are critical areas that the dentist has total control over."

The D2950 (core buildup, including any pins when required) code is referred to in the ADA's CDT 2017: Dental Procedure Codes (CDT) as the "building up of coronal structure when there is insufficient retention for a separate extracoronary restorative procedure. A core buildup is not a filler to eliminate any undercut, box form, or concave irregularity in a preparation."

It is used when "a material is placed in the tooth preparation for a crown when there is insufficient tooth strength and retention for the crown procedure." The D2950 code "should not be reported when the procedure only involves a filler to eliminate any undercut, box form, or concave irregularity in the preparation."

While the D2950 procedure code, nomenclature and descriptor are straight forward, inappropriate use of the code by third-party payers or dentists can cause problems for all involved.

To legitimately use the D2950 code, the tooth must be rebuilt beyond the point of simply providing a filler, improving its form or eliminating concave irregularities or undercuts. It could be considered misrepresentation or insurance fraud to submit for reimbursement a core buildup code when the prepared tooth "would be retentive enough to support a crown without the core buildup. A core buildup must be necessary for crown retention

to be considered a core buildup. The core buildup should rebuild the internal anatomy of the tooth structure as prepared for a crown."

In "Coding with Confidence: The 'Go To' Dental Coding Guide: (2017 CDT Edition)," Dr. Charles Blair points out "it is misleading to report a one-piece Cerec or E4D fabricated crown, as a crown (D2740) and a separate core buildup. A core buildup is a separate component apart and separate from the CAD/CAM crown. Cerec 3D or E4D users may report unspecified restorative procedure, by report (D2999) for a one-piece 'endo-crown,'" and should not expect an alternative benefit for both a core buildup and crown, but rather only an alternative benefit of a crown.

Blair goes on to caution that it is "misleading to report a core buildup as a direct amalgam/composite restoration" or with an inlay or onlay. "A restoration is built to occlusion, with normal anatomy, proximal contacts, and is in full function. A filling restores the tooth to full form and function. Amalgams and composites reported shortly before the crown preparation may be deducted from the subsequent crown reimbursement amount." Relative to inlays and onlays, a core buildup is "only justified

when placed in a tooth to allow for the retention of the extracoronary restorative procedure."

"Proper documentation is key to obtaining initial reimbursement for the core buildup code and then effectively responding to any subsequent insurance company audit questions," Chopra said. "Unfortunately the anecdotal reports we receive from insurance companies indicate that the recordkeeping of many dentists they review is not good and oftentimes quite poor. Inadequate documentation represents a preventable problem that dentists can correct."

It is advisable for a dentist to include a narrative with every core buildup claim. Doing so enables the dentist to inform the third-party payer to the necessity of, and justification for, providing the service. In addition to providing the appropriate radiograph, information to detail the necessity of the core buildup in the narrative as suggested by Dr. Blair may include: a listing of any missing cusps; estimated percentage of healthy tooth structure left after fracture, caries and/or any previous

See CORE, page 11

ODA members who would like to submit a dental insurance related question, problem or concern may do so by sending the appropriate information to the ODA Dental Insurance Working Group, 1370 Dublin Road, Columbus, OH 43215, or 614-486-0381 FAX, or chrism@oda.org. To see past issues of the Dental Insurance Corner, visit www.oda.org/news and choose the category "ODA Today" and subcategory "Dental Insurance Corner."



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Can payments be made through payroll deduction?	Yes	No
Is it tax deductible to the employer?	Yes	No



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ACCESS, from page 1

working with the hospital to increase our care of children at distant community sites within emergency rooms, mobile clinics and other community health settings with our medical colleagues. The provisions of House Bill 184 will allow us to leverage that technology to enhance our ability to extend care into underserved communities where they would benefit from the expertise of pediatric dentists.”

Flaitz said dentists at Nationwide would be able to use technology to remotely supervise dental hygienists and expanded function dental assistants and to remotely examine the patient and determine if further care is needed.

Under this proposal, Ohio will be one of the first states to permit dental hygienists and expanded function dental assistants with appropriate training to provide interim therapeutic restorations and administer Silver Diamine Fluoride to patients after the dentist conducts a tele-dentistry exam and diagnoses the need for such restorative materials and procedures.

“The use of Silver Diamine Fluoride – or SDF – is particularly exciting in this

context,” Flaitz said. “Research shows that SDF is a relatively inexpensive way to effectively control and manage cavities as it seals off and arrests the decay, oftentimes also relieving pain. This treatment can be followed by an interim restoration that covers the affected tooth and provides additional protection. This strategy is particularly effective in providing temporary relief until the patient is in a better position or setting for more invasive and extensive treatment. This is particularly true for very young children or individuals with special needs, who can only be treated safely under general anesthesia.”

The bill would also allow dentists to prescribe non-controlled substances such as antibiotics via tele-dentistry. Flaitz said these strategies may help decrease the number of pain medication prescriptions for toothache complications.

“The proposed tele-dentistry advancement would mean that those unable to reach a dentist can now benefit from his or her services in real time,” Casamassimo said. “Trained and capable dental team members will now be able to work together to provide care that will mean less pain and suffering. This approach is working in other states and we want to

match those results!”

House Bill 184 would also double the capacity of the Ohio Dentist Loan Repayment Program, which provides loan repayment for dentists who practice in underserved areas of the state through a surcharge on dental licensure fees. The program would be expanded by increasing that surcharge on dental licensure fees, which was recommended by the ODA House of Delegates. Over the last decade, the ODLRP has incentivized dozens of dentists to relocate to designated underserved areas and provide care to thousands of Medicaid patients and other low income Ohioans.

The bill would also create the Primary Care Dental Student Scholarship component of the Choose Ohio First Scholarship Program providing dental school scholarships for dental students who agree to practice in designated underserved areas upon graduation.

“The Dental Student Loan Repayment Program and Choose Ohio First Scholarship provisions of House Bill 184 will provide dental students and recent graduates with important assistance that will allow them additional opportunities to provide care in underserved areas consistent with

the training they receive at the College of Dentistry,” Lloyd said.

Casamassimo added that these programs will help bring dentists to communities most in need of access to dental care.

“Our fellow citizens’ ability to access a dentist’s services will be enhanced by the changes to the dentist loan repayment program, a program funded totally by Ohio dentists,” Casamassimo said. “That change in conjunction with the commitment of our two dental schools to train dentists for Ohio, and the inclusion of dentistry in the Choose Ohio First Scholarship Program and licensure portability, will mean that all of us will be better able to find dental care in our community. Our population-to-dentist ratio will certainly improve, especially in those communities most in need of access. This bill makes Ohio not just hospitable to the dental community, but shows we are serious about getting care to our fellow Ohio citizens.”

The legislation would also enhance the ability of dental auxiliaries to provide preventive dental services in schools and other public health settings by reducing barriers and expanding the number of duties they can perform.

“The streamlining of the oral health access supervision program, which allows hygienists and expanded function dental assistants – also known as EFDAs – to provide educational and prevention services in various public health settings, is a valuable opportunity to reach more children,” Flaitz told the Health Committee.

House Bill 184 would also promote licensure portability to enhance Ohio’s attractiveness as a state in which qualified dentists establish their dental practices.

“My plea to you and our legislative decision-makers is to consider the progress we have made just in my professional lifetime in Ohio and commit to further improvements through HB184,” Casamassimo said. “The data show unequivocally that oral health is improving and our existing health care system of dentists, dental hygienists, and dental assistants are responding to this public health problem. Prevention of oral disease instead of just fixing its destruction, is within our grasp, and the passage of House Bill 184 will make the reality of a pain-free life and access to a dental home realities for more Ohioans.”

KROGER, from page 6

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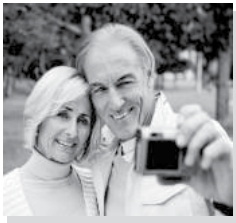
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Marvin Fisk Humanitarian Award: Dr. Ihor Suszko

By Jackie Best
ODA Managing Editor

Dr. Ihor Suszko is founder and president of the Cap Haitien Dental Institute, an oral health care center and professional continuing education center in Haiti. In recognition of his efforts, he will receive an Ohio Dental Association Marvin Fisk Humanitarian Award on Friday, Sept. 15, at the Callahan Celebration of Excellence, held in conjunction with the 151st ODA Annual Session.

Suszko said he is surprised and humbled to receive the Humanitarian Award, but glad for the dental institute to receive recognition.

Suszko received his DDS from The Ohio State University College of Dentistry in 1980. After graduation, he worked as an associate in North Ridgeville for several years and then as a staff dentist at a large multi-doctor facility. In 1985, he acquired a private dental practice in Vermillion and continues to be the sole proprietor.

Suszko began as an adjunct faculty member in the Dental Hygiene Department at Lorain County Community College from 2004-2008. Since then he has

become a tenured associate professor in the program and continues to serve as a full time faculty member.

“After 37 years, I still like my work a lot – as much now as I did in the beginning,” he said. “There are some technical things you have to be solid with, but the real fun is all of the fascinating people you meet over the years.”

In 2000, Suszko traveled to Haiti to provide direct care, and he found that he wanted to continue serving people in Haiti. So he began volunteering with Health Volunteers Overseas, whose mission is to educate local dentists. Through this program, he was connected with the North Dental Association in Cap Haitien.

During a visit to Haiti, Suzsko and his friend Ken Maslinski came up with the vision to create a dental institute in Haiti. Around this same time, Health Volunteers Overseas discontinued its service in Haiti. Over the next few years, Suzsko and Maslinski traveled back to Haiti many times to present classes to members of the North Dental Association. Suzsko said he was also invited to many of their private offices to provide direct care and

teaching guidance.

Back in Ohio, they worked to gather support for the institute, and in 2006, the Cap Haitien Dental Institute was registered as an LLC in Ohio and was granted 501 (c) 3 status. The institute was able to secure funds and achieved a position as a Non-Governmental Organization.

The dental institute was able to create a clinic site on the campus of the Hospital Universitae Justinien in the city center of Cap Haitien. The Cap Haitien Dental Institute is a two treatment room clinic with a teaching classroom.

The main goals of the clinic are to provide continuing education for the North Dental Association, provide oral health care to people in Haiti, become a referral and teaching center for complicated treatments, serve as a base clinic for outreach field dentistry and provide service opportunities for visiting dentists and others.

The clinic utilizes the World Health Organization’s Basic Package of Oral Care (BPOC) treatment protocol to deliver oral health care.

The BPOC is a concept that makes available to everyone basic treatment while still meeting the Preventive Health Care (PHC)



Dr. Ihor Suszko is a recipient of one of the 2017 Ohio Dental Association Marvin Fisk Humanitarian Awards.

approach. This includes:

- Oral Urgent Treatment (OUT). The relief of oral pain, first aid for oral infections and trauma and referral of complicated cases.
- Affordable Fluoride Treatment (AFT). An efficient way to create a healthy and clean oral environment. In conjunction with patient education, this preventive and community-oriented method is critical for any health care

See SUSZKO, page 11

ANNUAL SESSION, from page 1

patients are experiencing.

“The course itself is very unique in that most people haven’t participated in a dissection workshop since they were in dental school,” Gremillion said. “The uniqueness is not just dissecting, but a new set of lenses. Now that people have been in practice, there’s more applicability to descriptions, day-to-day practice and relationships between various structures. Once they’ve been practicing, they have a much greater appreciation for the need to recognize these relationships.”

Gremillion is dean of the Louisiana State University Health New Orleans School of Dentistry. Before that, he served at the University Of Florida College Of Dentistry as the Parker E. Mahan endowed professor of orofacial pain in the Department of Orthodontics and before that as the director of the UFCD Parker Mahan Facial Pain Center and its fellowship program in craniomandibular dysfunction.

“From a personal perspective, every time I have the privilege and honor of participating in dissection, I either learn something new or gain an enhanced appreciation for the complexity with which the system functions.”

Register for this course online at oda.org/events using course code F31.

In addition to the dissection course, the ODA Annual Session will again feature an oral surgery workshop using pig mandibles. Dr. Robert Edwab will present “Hands-on Oral Surgery Workshop for the General Practitioner” on Friday, Sept. 15 from 9 a.m. to noon.

In the course, Edwab will demonstrate procedures in front of the class and attendees will then perform the procedures on a pig mandible. Attendees will learn to perform a frenectomy, biopsy, flap techniques and an I & D and will learn about suturing techniques as they work. Attendees will also learn about the proper use of the cowhorn and Ash forceps as they extract anterior and posterior teeth and the use of a rongeur when doing alveoplasties and root removals.

“In my opinion, hands-on workshops for dentists are the best way to learn techniques,” Edwab said. “Each attendee in my ‘Hands-on Oral Surgery Workshop for the General Practitioner’ and in the ‘Treating Medical Emergencies in the Dental Office: Hands-on Workshop for the Entire Team’ will have the ability to

learn skills by doing instead of watching. They have the advantage of an experienced instructor standing next to them to assist and critique their technique, have a better chance for interaction, and also learn from the actions of the small group of fellow attendees in the classroom. Most importantly attendees learn and develop skills in a relaxed, friendly and stress-free environment so they will retain the material better which affords them the ability to apply what they learn today into their practices tomorrow.”

Edwab is a Board Certified Oral and Maxillofacial surgeon who has been in private practice for over 35 years. He is known for his humor, enthusiasm and ability to demystify office procedures so they can be performed by any competent general practitioner.

Register for this course online at oda.org/events using course code F38.

“Dentists, hygienists, EFDAs, and dental assistants have multiple opportunities to take workshops throughout the four days of Annual Session – whatever best meets their personal schedule,” Tertel said.

The 2017 ODA Annual Session has several hands-on workshops for attendees:

- “Today’s Top Clinical Tips” presented by Lee Ann Brady, DMD on Thursday, Sept. 14 from 2-5 p.m. Course Code T23.
- “R2C®: Root to Crown Solution – Workshop” presented by Reid Pullen, DDS, FAGD on Thursday, Sept. 14 from 2- 5 p.m. Course Code T24.
- “Anatomy of the Masticatory System: Clinical Application and Dissection” presented by Henry A. Gremillion, DDS, MAGD on Friday, Sept. 15 from 9 a.m.-5 p.m. Course Code F31.
- “Hands-on Oral Surgery Workshop for the General Practitioner” presented by Robert Edwab, DDS on Friday, Sept.15 from 9 a.m.- 12 p.m. Course Code F38.
- “Predictable, Efficient, and Esthetic Composite Dentistry” presented by Parag Kachalia, DDS on Friday, Sept. 15 from 2-5 p.m. Course Code F48.
- “Simplified Endodontic Techniques for the General Dentist” presented by Garry Bey, DDS on Friday, Sept.15 from 2-5 p.m. Course Code F53.
- “Treating Medical Emergencies in the

Dental Office: Hands-on Workshop” for the Entire Team presented by Robert Edwab, DDS on Friday, Sept. 15 from 2-5 p.m. Course Code F54.

- “Streamlined Techniques for Direct and Indirect Restorative Dentistry” presented by Ron Kaminer, DDS on Saturday, Sept. 16 from 9 a.m.-4 p.m. Course Code S61.
- “Stainless Steel Crowns are a Snap: A Hands-on Workshop” presented by Greg Psaltis, DDS on Saturday, Sept. 16 from 9 a.m.-12 p.m. Course Code S64.
- The Dawson Academy Presents: The Team Approach to Functional and Aesthetic Success Workshop presented by Michael C. Verber, DMD, FICOI and Melinda Whire, EFDA on Saturday, Sept. 16 from 2-5 p.m. Course Code S70.

“But, remember, there are still countless lectures and other courses for the entire team – including our Office Excellence Track designed especially for the front desk employees,” Tertel said.

For full details on all of the courses and special events at the 2017 ODA Annual Session and to register, visit oda.org/events.



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Serving Ohio and Pennsylvania

HB 184, from page 2

the loan repayment program, caring for twice as many under-served Ohioans. And, again, the program is entirely funded by Ohio's dentists.

Choose Ohio First scholarships

House Bill 184 would direct the creation of Choose Ohio First scholarships for dental school. To be eligible for the Choose Ohio First scholarships, the recipient must commit to practice dentistry for not less than four years upon graduation from dental school in a dental resource shortage area and accept Medicaid patients. This program is modeled after the Primary Care Medical Student Component and the Primary Care Nursing Student Component of the Choose Ohio First Scholarship Program.

These scholarships will enhance the number of dentists providing care in under-served areas upon graduation from dental school.

Clinical exams

Ohio, like most states, requires as part of the licensure process that most candidates successfully complete a clinical examination. House Bill 184 adds the Commission on Dental Competency Assessments and the Council on Interstate Testing Agencies to the list of approved regional clinical testing agencies. These two agencies are widely acknowledged as reputable and effective testing agen-

cies in the dental community. Adding these clinical testing agencies ensures that qualified practitioners will be eligible for licensure in Ohio as we continue to make our state an attractive place for dentists to set up their practices and deliver care.

Reducing barriers for the dental team

In addition to those main provisions I have discussed, House Bill 184 also makes other changes to Ohio's laws to reduce the barriers for the existing dental team members – including dental hygienists and expanded function dental assistants – to provide prevention services in most settings, including nursing homes, schools and other public health settings.

Conclusion

As you can see, House Bill 184 is a multi-pronged approach to improving access to dental care and the dental delivery system in Ohio. I urge your support of this important legislation and would be happy to answer any questions you might have.

**SUSZKO, from page 10**

program.

• Atraumatic Restorative Treatment (ART). The approach involves no dental drill, plumbed water or electricity. It consists of manual cleaning of caries using hand instruments. The cavities and adjacent fissures are filled with an adhesive fluoride releasing restorative material.

Suszko said the Institute has evolved a lot over the years, and they now have an A-dec unit, which allows two people to work side-by-side with two portable chairs. He said the institute is very conducive for any kind of dentistry. He said volunteers let him know what kind of dentistry they would like to perform, and the institute finds patients that need that type of treatment.

"The needs are very great, there are many people needing dental treatments. Sometimes the line never ends," Suszko said.

Suszko said that although sometimes it has been difficult to find funding and resources or it has just seemed like too much work, something always happens to help jump start the program. He is often inspired by hearing how the clinic is helping people in the area receive dental care.

He said the institute mainly finds volunteers through word of mouth, as well as from referrals from the ADA and from other medical NGOs that are in Haiti.

"When you go to the same place for

almost 20 years, you really establish relationships," he said.

Suszko said that although the delivery of dentistry in Haiti is different and more difficult than in America, the people are "remarkably the same." He said people are often anxious, especially children, and many people have similar reactions to treatment and must learn you have to work hard to have good oral health.

"We're so fortunate living here. Because of our birth right we were placed where we are – Ohio," he said. "We live a charmed and blessed life here. I think it just gets back to whatever reference point, whether there's a humanitarian or spiritual component or not, it's just that idea that I have so much and I'm so fortunate."

Suszko is a member of the American Dental Association, Ohio Dental Association and Lorain County Dental Society.

He said organized dentistry is important because it provides a collective voice and advocates for the profession.

"As professionals we want to help people and do good, collectively," he said. "Through organized dentistry, you have a singular voice, and a lot of people listen, whether it's the general public, private industry, or someone else."

He is a Fellow in the Academy of Dentistry International and is a master of the Academy of General Dentistry.

Outside of dentistry, Suszko enjoys playing golf and spending time with his family. He and his wife, Marilou, have two children and one grandson.

CORE, from page 8

restoration is removed; documentation of "any existing circumferential caries at gingival margin and extensive caries detectable by explorer under existing crown; statement if the 'tooth has existing or planed root canal therapy; the tooth's endodontic and periodontal prognosis; and, if applicable, a statement that the tooth has less than 2mm of remaining vertical height "the number of degrees of circumference of the tooth where this exists, e.g., 'only 1mm of vertical tooth height remains around 270 degrees of tooth circumference."

All of this information should also be documented in the patient's chart. Diagnoses, codes and progress notes should be clear and easy to understand.

Benefit plan limitations

Dentists should also be mindful that

there is no uniformity between dental benefit plans when it comes to core buildup coverage. This is especially important when communicating with patients relative to services their insurance will/will not cover and/or the level at which the services will be covered.

Chopra noted, "As always, dentists should realize that benefit plan limitations and insurance company administrative practices will determine if the core buildup code is covered and/or the extent to which it is covered."

Many dental benefit plans exclude core buildups from coverage unless endodontic treatment has been previously performed. Some, however, do cover them in addition to the crown, generally at a frequency of once per tooth every five years. Many carriers also categorize buildup claims as being subject to dental consultant review and typically expect the dentist to have radiographs as documen-

tation of the procedure's necessity.

If a core buildup has been done on a tooth that subsequently needs a post and core (D2952 or D2954) within a 60-month time frame, then some carriers will allow the post and core claim with a deduction for the fee previously paid for the D2950.

Carriers may waive the 60-month limitation if a tooth that has had a buildup is subsequently treated with endodontic therapy and then requires another core buildup. A core buildup done by the same dentist within 12 months of a four or more surface restoration will often be disallowed if root canal therapy is not performed in the intervening time. Some payers allow buildups on endodontically treated posterior teeth with multiple surface restorations.

Third-party payers may also deny buildup claims that are performed in conjunction with inlays.

Many carriers consider a core buildup inclusive of the post and core services (D2952, D2953, D2954, D2957) and will not reimburse the separate charges if the services are provided on the same date of service. Crowns and core buildups that are submitted with the same date of service may also both be denied unless there is documentation to show the crown was actually seated at a later date. Some payers may also deny buildup claims that are performed on the same date of service as a crown (which is also seated on the same date) unless the crown is created by a Cerec machine.

Some payers do not provide core buildup benefits on a vital tooth because their position is the core buildup is a part of the crown preparation.

A new concern

The ODA Dental Insurance Working Group has identified one major insurer that has begun asking dentists to provide a post-operative core buildup X-ray or photograph. In the working group's eyes, there is no diagnostic or treatment reason to justify this request. It appears the carrier is unwilling to accept the dentist's word that a core buildup was actually provided. The ODA has now begun the process of expressing its concerns to the carrier.

Resources

Participating provider contracts and manuals should be readily accessible to the dentist and billing staff and must be complied with to ensure the dentist is fulfilling his/her contractual obligations.

Participating provider manuals can also be helpful to non-participating dentists by providing insight to the carrier's expectations with respect to documentation and other matters.

The dentist should ensure his/her practice has the most recent version of the ADA dental procedure codes, i.e., CDT 2017: Dental Procedure Codes (CDT), and may also want to consider utilizing the additional resources available from the ADA (<http://www.ada.org/en/publications/ada-catalog/cdt-products>) and/or publications from Dr. Blair (www.practicebooster.com or 866-858-7596).

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The Explorer

Matthew J. Messina, DDS
Executive Editor

Just Being There

After 30 years in private practice, I have accepted a new opportunity. This month, I will join the faculty of the College of Dentistry at The Ohio State University. I will be teaching both in pre-clinical and clinical settings, as well as becoming the director of the new Outpatient Care clinic in Upper Arlington. Planning to leave my practice has given me a great deal of time to reflect on the past as I contemplate the future.

One thing that has struck me is the response of my patients. While all have been happy for me in embracing a career change, it has been a bitter-sweet time for most. As with everyone, change is a difficult thing. Change is only positive if you are the one causing the change.

I have felt some anger and disappointment from a few people. They are unsure of the future and don't know how they will like someone new. I'm sure this is a more common feeling than I hear, but most don't want me to know they are sad. Fear of the unknown is a basic and universal concern.

I have stressed to my patients that I don't feel that anyone is irreplaceable. They will do fine without me. I made the effort to search for a capable successor for my practice and Tom will step in and run with the practice, probably better than I have. I would prefer that be the case.

I have spent 30 years building my flock and tending to their needs. I want them to be well cared for and protected in the future. Leadership is best accomplished when one person can create a situation where the next person comes in and moves ahead, further than where the past administration had ended. This has been my goal.

As I have talked with my patients in the last weeks, it is interesting that no one has told me, "Doc, thanks so much. That crown is really fantastic." Or "I really love

those fillings."

As professionals, we are justifiably fixated on the procedures we do. The technical skill that we employ daily is, for us, the hallmark of our training and expertise. However, patients accept that skill as a given. They notice who we are and how we care about them.

The best compliment that I have been receiving centers around, "Doc, thanks for always being there for me." In today's world, people are starved for caring. We all need to know that someone will "just be there" when we need them. We don't have to have all the answers.

To be there to be supportive is to be half way to solving whatever problem people bring to the office. They know we can fix almost anything today. There are resources available and information we can search to answer almost any question. But what sets us apart is that we care.

Dentistry provides some of the most impactful, direct patient care of all the professions. We spend quality time with our patients in a close personal space. We see them repeatedly and get to know them and their families. We advise them on how to attain and retain health, while supporting them through life's problems,

most of which have nothing to do with teeth.

You don't have to sell a dental practice to stop and reflect on what we have accomplished, but it does help crystalize the vision. I encourage you to take the time to take stock of your career and savor the good times. The challenges in dental practice are easy to see and they often rise up to kick us. The hard part is to look past that and see all the quiet victories. Find the hidden flowers blooming along the path. Then we can see the joy in just being there.

My friend, futurist Seth Godin recently posted the following:

Make Two Lists!

On one list identify the grievances, disrespects and bad breaks:

- People who don't like you.
- Deals that went wrong.
- Unfair expectations.
- Bad situations.
- Unfortunate outcomes.
- Unfairness.

It's all legitimate, it's all real. Don't hold back.

On the other list, write down the privileges, advantages and opportunities you have:

- The places where you get the benefit of the doubt.
- Your leverage and momentum.
- The things you see that others don't.
- What's working and what has worked.
- The resources you can tap.
- The things you know.
- People who trust you.

Now, take one list and put it in a drawer. Take the other list and tape it up on your bathroom mirror. Read the list in the drawer once a month or once a year, just to remind you that it's safe and sound. Read the other list every day.

The daily list will determine what you notice, how you interpret what you see and the story you tell yourself about what's happening and what will happen.

You get to pick which list goes where. Picking your list is possibly the most important thing you'll do all day

I think he has an excellent point. As we prepare each day to "just be there" for our patients, which list we read is vital to set the tone for our day. I encourage you to plan to make a difference, and to take a moment to just smile!

Dr. Messina may be reached at docmessina@cox.net.

Moving?
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Contact the Ohio Dental Association Membership Department if you are planning to move your home or practice or if you have changed your phone number, changed your name or changed your email address.

Via email: membership@oda.org
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The views expressed in the monthly columns of the "ODA Today" are solely those of the author(s) and do not necessarily represent the view of the Ohio Dental Association (ODA). The columns are intended to offer opinions, information and general guidance and should not be construed as legal advice or as an endorsement by the ODA. Dentists should always seek the advice of their own legal counsel regarding specific circumstances.

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Identity Theft – as Certain as Death and Taxes?

By Jennifer Nieto
President RJ Card Processing, Inc.
d/b/a Best Card

Best Card is the credit card processor for thousands of dental offices, and in the past few years we have received a notable increase in calls from our merchants relating to suspected fraud and embezzlement. It CAN happen to ANYONE.

The Identity Theft Resource Center (ITRC) is a U.S. non-profit group founded to assist victims and to educate the public on the prevention, detection and mitigation identity theft. The below statements produced by the ITRC should be enough to make you sit up and take notice:

- “We recognized 2014 as the year of the credit card breach; 2015 must be similarly recognized but as the year of the Social Security Number breach. The concerning trend here is that remediation of a compromised SSN remains a more arduous task for victims when compared to remediation of an individual credit card number,” said Eva Velasquez, President and CEO, ITRC. “The opportunities for thieves who possess Social Security Numbers are significantly greater and pose more consumer risk, not to mention more difficulty for the individual consumer when it comes to deployment of risk minimization techniques,” Velasquez added. “I am convinced that 2016 will see more massive public and private sector takedowns, hacks, and exposure of sensitive personal information like we have witnessed in years past,” said Adam Levin, Chairman and Founder of IDT911. “I wouldn’t be surprised if a major political party, PAC or presidential campaign suffers a major compromise. Malvertising and ransomware attacks will reach a fever pitch. Medical data and business information like intellectual property will be prime targets, with cyber thieves looking for opportunistic financial gain based on black market value, corporate extortion and cyber terrorism.”
- In 2016, the business sector topped the ITRC 2016 Breach List with 45.2 percent of the breaches publicly reported in 2016. In second place was the Health/Medical sector with 34.5 percent of the total overall breaches. “The below numbers are by no means

the whole story, as breaches have become the third certainty in life. Many breaches fly under the radar because many businesses aim to avoid the financial dislocation, liability and loss of goodwill that comes with disclosure and notification,” Levin said.

Identity Theft, Embezzlement and YOU

Fraud can be lucrative, so you have to accept that it is a possibility. At Best Card alone we have recently intercepted two very professional attempts to perpetrate identity fraud against doctors. We have also uncovered several likely embezzlement instances in dental offices on our program. Here are three instances we have seen ...

Example 1 – We received two requests to open merchant accounts for businesses which were registered with the Secretary of State; each provided voided check with an active routing/account number, and each had a dentist listed as the signer/owner on the merchant account. While the accounts to be opened were not for dental offices, many of our dentists own other businesses so it was not completely unusual. Due to suspicion on our part, we asked for a copy of the driver’s licenses. After “Googling” the doctors whose signature were on the applications, we found the pictures did not look anything like the doctors on the driver’s licenses. This prompted us to call each of the doctors on these two different merchant accounts (we are not their processor) and while we have the actual home address, social security number and picture ID of these doctors, only one of the two was aware that their identity had been stolen. If these two merchant accounts had gotten setup, it would not have been too long before we caught on. Generally, these types of scammers process as many stolen cards as they can, quickly spend or wire the money elsewhere before the chargebacks come in, and the bank and merchant account gets shut down. However, it can be very costly in the short window before it is discovered.

Example 2 –Dental practices for whom we are the processor have called us stating that they received a call from someone (not a patient of the dental practice) who says they have a charge on their statement with the dental prac-

tice’s name on it and they are going to do a chargeback on the transaction. At our request, they have faxed a copy of their credit card statement showing a charge with the dental practice name on the statement. Do not disregard such a call if you get it! While there will likely be no financial impact to your practice if the chargeback occurs (it isn’t your real merchant account they ran the transaction on), identity theft can have significant impact on your credit! These are virtually impossible to trace back to find out where the merchant account was setup. It requires the person who received the fraudulent charge to allow you to be on the phone with their credit card company and try to find out where the “fraudulent” merchant account is coming from. Naturally, this person will be suspicious of you and often will not cooperate.

Example 3 – We have noticed a dramatic increase in cases of suspected embezzlement in dental offices. For your protection, we will not divulge too many details here. However, we can provide very good information on the detection and prevention of embezzlement with a handful of tips on proper office procedure to minimize your risk. We would be pleased to send this along; you can call us at (877) 739-3952 x34 and provide a personal email if you would like a copy (email should not be one that staff has access to).

“The potential for embezzlement and theft is a problem no business is immune to. And research shows that smaller businesses are more likely to experience problems than larger ones. For dental practice owners, it’s not just being small that increases risk. The typical dental office management structure is inherently vulnerable to fraud, according to dental-practice fraud expert David Harris.” – http://www.dental-tribune.com/articles/news/usa/7236_interview_most_dental_practices_will_encounter_fraud.html

Precautions you can take

Passwords: Immediately change ALL passwords when staff leave your employment and if a third party (IT, dental software provider, a merchant processor if using an online system) logs into your computer from offsite – monitor their activity while they are logged in and change relevant passwords after logging out of

areas they have been granted access to.

Reconcile: Supervise day-sheet reconciliations of payments received (check or credit cards or cash) and make sure they match bank statements. Monitor any audit/change records in your dental software on a periodic basis. Track specific transactions occasionally and inquire why changes are made. Monitor refunds very closely (maybe even require a password that only you, the dentist knows). Best Card sends notices to our merchants when returns are run on a credit card for which there was no initial charge. Do not ignore such notices.

Protect patient record information (date of birth/insurance information) and do not store unencrypted credit card numbers anywhere on your computer (PCI allows hard copy provided it is kept locked up). All of our online systems for credit cards can store a token/authorization code to be used if you need to run a new sale on same credit card. Staff should not be able to see entire credit card # of patient’s card – EVER. In our experience, an EMV “chip” reading terminal with an analog line is safest. According to research, health record information can be sold on the black market at a rate of \$50 per partial health record and only \$1 for stolen credit card information. Remember Anthem Blue Cross & Blue Shield?

Educate staff about computer safety. Never open suspicious email or click on related links. If this does happen, immediately run virus scan software and contact your IT person. If using an online system/ethernet connectivity for accepting credit cards, PCI (payment card industry) requires that you run quarterly “network vulnerability scans.” Offices may choose to run them more often and I would recommend you do so if you suspect any network intrusion possibility. You might be shocked to know that approximately 50 percent of our dental practices fail their first scan!

Protect personal information. Take precautions to not allow staff access to your personal information (date of birth, social security number, tax ID #, articles of incorporation, bylaws, bank routing/account number information, etc.).

With all the public breaches of late, it would be wise to use the services of a company that will monitor your accounts (it may even be free if you have received a letter notifying you that a company you have an affiliation with has been breached). Best Card offers a \$50,000 PCI Breach policy but these policies tend to cover forensic audit costs, not the fines or cost of the breach itself. You might find it prudent to consider purchasing a Cyber Breach Security policy from your insurance provider. Protecting yourself and your business from the consequences of fraud is 90 percent preparation and 10 percent diligence; taking small steps now can prevent massive issues in the future.

Jennifer Nieto is president of RJ Card Processing Inc. (d/b/a Best Card). Formerly, Jennifer was the director of finance for the Colorado Dental Association and an FDIC Bank Examiner/CPA. Best Card is currently endorsed by more than 25 medical and dental associations or their affiliates, including the Ohio Dental Association Services Corp. (ODASC), because they offer great expertise and pricing in the credit card industry with average dental practice savings of 27 percent (\$1,860 annual savings) over prior processors. You are welcome to send a recent credit card processing statement to them at CompareRates@BestCardTeam.com or fax to 866.717.7247 and they will return a complimentary cost analysis of your fees. EMV equipment to own for as low as \$169 (\$269-\$100 ODA member discount offer).

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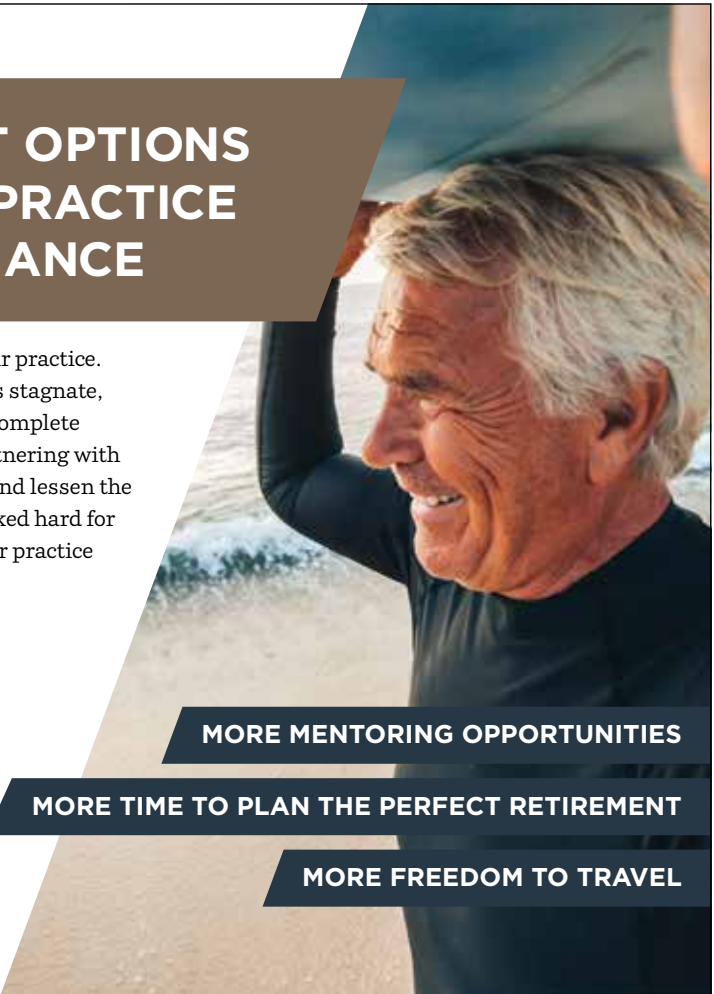


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Associate Dentist. Well established, growing, busy dental office in Dublin, OH is looking for an Associate Dentist 4 days a week that has at least 2- 3 yrs. of experience. Dependable staff along with EFDA, excellent compensation package available. Please forward your resume to aparna@dublinmetro dental.com.

Associate Dentist needed for Pediatric Practice. Our solo doctor pediatric dental practice in Chillicothe is actively searching for a pediatric dental or GP associate to join our busy practice. Located in beautiful Chillicothe, we enjoy the benefit of country living, while being situated between Columbus and Cincinnati, and serve an area in Southcentral Ohio that includes 10-12 counties. In practice for over 10 years, Chillicothe Pediatric Dentistry has always been a 1-2 doc practice, but expansion and an aggressive OR schedule has limited our ability to accommodate patients in a timely fashion. The ideal pediatric dental candidate will have OSDB licensure and a conscious sedation permit, although this can be pursued while employed here, as well. We are a M-F practice (8:30-5,) with 4-5 OR days performed at our local hospital. A pediatric dentist with OR experience may also partake in the OR experience, and be able to double or triple their compensation on those days. Alternatively, a GP who would like to garner experience in pedo, and/or who has an interest in pursuing a pedodontic certificate, may also apply. We are open to discussing all options for the right candidate: an individual with an OSDB license, 1-2 years of experience, and a desire to perform excellent and conscientious dentistry in a caring and professional office environment. If interested, please send an e-mail introducing yourself to me, Dr. Ron Griffin. My e-mail is chillikids@horizonview.net.

Associate Dentist Position. Signing Bonus, Stability, Support, Growth, Mentoring and So Much More! We are seeking a full-time Dentist who is looking to establish a productive and solid relationship within

our dental practice. The Associate Dentist will work alongside a dedicated team of professionals who will share their vast experience and unwavering assistance. Our support staff includes EFDA, RDH, CDA, on-site technicians and experienced management team. Our private dental practice enjoys high recognition in the Akron/Canton community with three (3) office locations, over 50 years of history and an established, loyal and growing family-oriented patient base. We want our Dentists to be focused on developing strong, lasting relationships with patients and providing exceptional patient care. Our practice is open Monday through Friday and operates during the day with no weekends. The Associate Dentist position offers a signing bonus, guaranteed salary plus bonus incentives, a generous benefits package including paid health insurance, life insurance, malpractice insurance, 401K, vacation time, paid holidays, paid time off and more. This is an outstanding opportunity for a fulfilling and rewarding career and please visit our website at ggdentist.com. If you are interested in becoming a candidate for our Associate Dentist position, please contact our Business Manager, Paul Steigerwald by calling him directly at (330) 376-9424, emailing him at paul@ggdentist.com, or fax to (330) 376-5214.

Associate Dentist wanted for a busy, well established practice in North Canton, Ohio. This is a full time position with a well-trained experienced staff. Great patient base, fully computerized office, including CAD CAM design. Practice is FFS only and compensation would be a guaranteed minimum plus production. To inquire call (330) 958-6390 or send CV to NorthCantonDDS@gmail.com.

Associate position available in Kettering, Ohio 2 days per week. Opportunity to increase to 3-4 days per week. Please call Mr. Sullivan @ (937) 430-4317.

Associate/Buy in wanted. Over 40 years at great location in Green, Ohio with vast amounts of traffic on two main roads including expressway. Presently FFS and Deltal Premier only. Looking for business knowledgeable man-wife team or wife only. Referring out vast amounts of dentistry. Resume to jckline49@roadrunner.com.

Associate wanted for busy rural practice. I am looking for a dental associate with eventual opportunity to partner or buy out my general dental office. My practice is in Millersburg Ohio. I am a solo practitioner. I have been in practice for 22 years at this same location. We are very busy with a very modern facility; all digital, cone beam, CEREC, 7 operatories, 2 full time hygienists and an EFDA. We provide most all dental procedures including; General, Implant (placement and restoration), advanced fixed and simple removable prosthodontics, endodontic procedures,

pediatric, oral surgery (including I.V. sedation) and limited orthodontics. This would be a great opportunity for someone who wants to be mentored and have the opportunity to practice dentistry, both routine and advanced, in a great location to raise a family. I am looking for a win/win situation with hopes of the new dentist having great success, professionally and financially as I have for the past 22 years. (330) 674-4876 or mwelsh0626@gmail.com.

Columbus: Dentist and Assistant for New Holistic Children's Private practice in New Albany. If you are into nutrition, organics and whole body health this would be perfect for you. Send resume and head shot photo to naadultdentistry@gmail.com. (614) 775-9300.

Dental Associate - Established General Dental office is looking for a full time Associate to join our growing office. We are looking for an experienced Dentist who is able to do multiple procedures. The right candidate would be excellent at treatment presentations. Our office is chartless and utilizes up to date equipment and technology. We are located on the Eastside of Cincinnati. This is an excellent opportunity for someone who wants to have the opportunity to make a great salary. Benefits include health insurance, 401K, and CE classes. If you are looking for a permanent place to call home, we have the opportunity you are looking for. (513) 882-2792

Dental Associates of Wisconsin is a family-owned, patient centered, multi-specialty dental group practice serving families throughout Wisconsin. Hiring for general and specialty areas. Arrange a visit and you will experience more reasons to smile! Visit us at www.dentalassociates.com, (800) 315-7007 or email sbullen@dentalassociates.com.

Dentist associate opportunity, full or part time. Generous compensation for the right candidate. Future partnership/ownership possible. Residential suite adjacent to office is available. Practice located east of Cincinnati. Call Mr. Sullivan at (937) 430-4317.

Dentists needed for in-school opportunities. Part-time or full-time positions for dentists to provide quality in-school dental care. Join our team and help alleviate poor oral health care among children in Ohio. No evenings or weekends. Benefits w/full time. Contact Jennifer Johnston at 888.960.6351 or jobs@smileprograms.com.

Do what you do best - practice dentistry, while we take care of the rest. ImmediaDent is seeking Full Time and PRN Dentists with a passion to provide quality comprehensive dental care in our modern offices throughout Ohio, Indiana, and Kentucky. ImmediaDent offers all phases of general dentistry to a mix of

new and existing patients on a scheduled and walk-in basis in all 25+ locations. The ideal dentist for ImmediaDent enjoys performing a variety of dental procedures and is experienced in all phases of general dentistry including oral surgery and endodontics; new graduates with great clinical skills are encouraged to apply. Relocation and Sign-on Bonus up to \$10k available for specific locations. To apply today, visit www.immediadentcareers.com or contact Chad Johnson at (913) 428-1679 or via email at chadjohnson@immediadent.com to learn more.

Dynamic Associates needed. Fast growing dental group practice looking for a dynamic, energetic and skilled practitioner. Position will afford the dentist significant autonomy to grow the practice with upside compensation potential based on that growth. Our offices are located in the North Eastern Suburbs. This is a very unique opportunity and includes training under an established lead dentist with emphasis on compassionate care. Candidates should have experience with or desire to incorporate implant placement and restoration, root canal therapy, surgical extractions, trauma care, routine restorative and extensive cosmetic fixed/removable solutions. GPR or AGD program graduates are preferred. Interested candidates should respond to dentalartsjobs@gmail.com with a resume and a short essay on their ideal practice situation and a personal experience that has shaped this philosophy.

Endodontist. Dental Specialists of Central Ohio in Sunbury, Ohio is seeking an Endodontist for our growing team. Initial one day/week commitment. Financial arrangements range from employment, independent contractor or leasing space. Contact alissa@dscentralohio.com for more details.

Established Pediatric/Orthodontic/Sports Dentistry Practice in Findlay, Ohio. 2600 square feet, two story, stand-alone dental office in downtown area. Owner is looking for associate/associates transitioning to ownership. To inquire call (419) 348-9555 or E-mail: win58@woh.rr.com.

Flexible Locum Tenens Opportunity. Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you'd like! May involve travel with overnight stays. Typically includes 32-36 hours/week when needed. Opportunities are available at practices across the country. Contact Colleen Bixler at (717) 847-9069 or cbixler@midwest-dental.com.

GP Dentist Associate needed. With the help of specialists, 2 general dentists, and 20 excellent staff, I have built an 18

Advertisers Index			
Cincinnati Dental Services	13	OSHA Review	6
Dr. Harry Miller	5	Paragon Practice Transitions	15
Frank Recker DDS, JD	4	Practice Endeavors	7
MedPro	12	Practice Impact	10
My Community Dental Centers	16	Superior Dental Care	11
National Practice Transitions Network	9	Thomas Law Group	3
ODASC	5, 8	Wickens, Herzer, Panza, Cook & Batista	6
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operatory, 7000+ patient, non-Medicaid practice that has received numerous state and national awards for quality of care and organizational excellence. I need to replace a GP dentist who generated \$560k in 2016. Contact Dr. Chuck Smith at smith.chuck1218@gmail.com or (937) 667-2417. Go to www.healthparkdentistry.com to learn about the practice.

General Dentist. Cincinnati Dental Services (CDS), a multi-disciplinary group practice with 9 offices conveniently located throughout the greater Cincinnati and Northern Kentucky area, is looking for a full-time General Dentist to join their team in the Cincinnati area. Our doctors enjoy a professional practice experience and comprehensive compensation and benefit package that includes medical, malpractice, disability and life insurances, flexible spending account, and a 401K program with employer matching contribution. Practice with state-of-the-art technology and jump start a sensational career with CDS. CDS offers a complete range of routine, cosmetic and specialized dental health services including preventative care, whitening, crowns, dental implants, oral surgery, endodontics and invisalign. For more information, please visit our website at www.cincinnati.dental.services.com. To apply, please visit <http://www.amdpi.com/Careers.aspx> or contact Anna Robinson at arobinson@amdpi.com.

General Dentist needed. Dayton area general dental practice in search of an associate doctor to join our team. Opportunity to make a great salary (guaranteed base salary of \$140k + commission on a 4 day week schedule). The associate will be supported by highly trained dentists in all areas of dentistry. This established practice boasts a stable patient base, modern office with up-to-date equipment, and staff that work hard in providing the finest customer service and patient care. Email resume to: Dan@smiles123.com.

General Dentist needed. We have a very busy small-town private practice 1hr10 minutes north of Polaris and 1hr20min south of the Cleveland airport. Our owner dentist has reached (and gone over) the patient load they can handle alone. Our practice is very busy, but not a mill. We devote ourselves to building relationships with our patients and to staying up to date with technology and advanced continuing education. We have earned the trust of our community and need to bring on a wonderful dentist who is willing to commit to being the best for our patients. Schedule and hours have some flexibility to accommodate you; benefits include 401k, travel and tuition for advanced CE.

Ohio dental license obviously required, but experience is not a must for the right person. Email Lori at Opercello@yahoo.com

Great Dentists Wanted - Kettering, Montgomery & Macedonia OH - Midwest Dental is seeking great dentists to lead our Merit Dental practices in Kettering, Montgomery and Macedonia. This position offers excellent compensation and benefits, a great work-life balance, and unlimited opportunity for professional development. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. If you possess a passion for providing quality care and are looking for a rewarding career opportunity, please contact Brad Smith at (715) 590-2467 or bsmith@midwest-dental.com.

General Dentist position open. Group practice founded by two doctors is searching for an experienced general dentist to provide care in their mature practice. Great patient flow AND an experienced, passionate support team! Full benefits include paid malpractice and medical, dental, vision, 401K and paid CE. (360) 258-0835, ron@thedentistagent.com.

General Practice associate needed for established, quality-oriented Columbus practice. Looking for the right dentist who wants a home, with eventual buy-in. Please send resume with references to dentalassocgroup@gmail.com.

Lead Dentist Position (Cleveland, OH). Great Expressions Dental Centers has select, full-time opportunity for a General Dentist to join our team in Cleveland, OH. Competitive Compensation: 150K draw vs. percent of cash collections. 10K sign-on bonus available to provider who can start right away. Benefits / Perks: practice leadership - clinical freedom and treatment autonomy for every doctor; patient focus - established and growing patient foundation; multi-specialty practice with dedicated staff including Office Managers, Hygienists and certified Dental Assistants; partnership model - Doctor career path with investment opportunities; full benefits offered - healthcare & dental benefits, 401K, short term / long term disability, time off; malpractice coverage assistance; continued education reimbursement, Invisalign training, whitening opportunity, paid ADA & state society dues; mentorship - study clubs, chairside mentoring, GEDC university courses. Please view our Doctor Career Path video: <http://www.screencast.com/t/M3xWM5CYN>. Apply via this ad to learn more about a career with Great Expressions! Molly McVay, Sr. Clinical Recruiter; phone (248) 430-5555.

Tired of the associateship or buyout that never seems to work out? If yes, then we have the associateship or fair buyout for you. Seeking a motivated, caring and hardworking general dentist for the Clayton/Englewood area of Dayton immediately. Please send CVs to daytontdentist@hotmail.com or call Sharon at (740) 644-0571.

We are looking for an experienced dentist in a team oriented, preventive restorative practice in Ravenna, Ohio. Salary is \$150,000/year for 4 days a week. Position includes benefits, insurance, vacation, and opportunity for bonus. If interested, please contact Dr. David Schlosser at dschlosser@neo.rr.com.

We're overwhelmed! Our five location multi-specialty group practice has grown to the point that we simply have too many patients. Our full time General Dentists are currently seeing 80+ new patients per month with an average annual income ranging from \$150,000 initially to \$300,000 for the more seasoned doctor. Our doctors providing specialty care are receiving significantly greater levels of compensation. Doctors receive an initial salary, incentives and a full benefit package while enjoying the freedom that our experienced management team provides. Enthusiastic, quality oriented professionals seeking independence, growth and financial stability may contact Dr. Michael Fuchs at (513) 505-9987, (513) 697-2640 or fdca1.jmf@gmail.com. Full or part time positions are available. No evenings after 7pm and no weekends. We very much look forward to speaking with you.

Equipment for Sale

General practice equipment for sale. Dental equipment for sale-units/steril/ lab/instruments, etc. For complete list email bpacker11@aol.com or check CraigslistColumbus under health and beauty listings as Dental Equipment Listed.

Instrumentarium Orthopantomograph OP-100 Digital X-RAY machine. Good Condition. Panorex machine with Ceph Arm. Two sensors included. Secured by Patterson Dental for shipping. \$15,000 or best offer. Contact: Becky.near123@gmail.com.

INTRAORAL X-RAY SENSOR REPAIR. We specialize in repairing Kodak/Carestream, Dexis Platinum, Gendex GXS 700 & Schick CDR sensors. Repair & save thousands over replacement cost. We also buy & sell dental sensors. www.RepairSensor.com, (919) 924-8559.

Practice for Sale

Cincinnati Ohio – East side. Well-respected owner doctor selling all Fee For Service practice. Collecting \$750,000/yr. Dentrrix, digital radiographs. Contact George D.

Stollings & Associates, Inc. (304) 486-5714 or george@gdstollingsassoc.com.

Southwest Ohio – 20 min from Cincinnati. Collecting \$870,000 / yr. No Medicaid. Depending on buyer's preference, owner will leave at the time of sale, or stay to work for the buyer. Contact George D. Stollings & Associates, Inc. (304) 486-5714 or george@gdstollingsassoc.com.

Space Available

1,460 SF First Floor Dental Office condo for lease, 6700 Loop Road, Centerville, OH 45459. Existing Dentist's Office (built out complete), Amenities: - 4 Treatment Rooms - 1 Lab Area - Break Room - Reception Area - Waiting Room - One General Office, Common Area Courtyard. Lease Rate: Six months free then \$12/ SF Modified Gross (\$1460/mos). Great Opportunity for a satellite office or start up. Contact mjungdahl@gmail.com or Dr Mark D Jungdahl (937) 470-9641.

Equipped dental office located in Mansfield Ohio-ideal for specialist start up or satellite. Purchase equipment and lease office space. (419) 756-0388, bpacker11@aol.com.

For Lease: 1450sq ft. Will be ready for tenant completion starting June 2017. Orthodontist currently occupies other section of building. Located in Upper Arlington Ohio. Contact: Becky.near123@gmail.com.

Office space for lease in brand new free-standing brick/stone building 7200 Tylersville Rd in West Chester. I am a general dentist, and there is an extra 2500sq/ft available and ready for tenant completion. Schein did a preliminary floorplan for reference. Excellent and mutually beneficial for specialist! Great parking/signage. Separate main entrance. High traffic flow and visibility adjacent Wetherington Country Club and a 2 Dr ortho practice. Close to new Liberty Center and Union Center with major retailers and dining nearby. Looking for long-term renter and will be negotiable in finish allowance or monthly depending on preferences. (937) 510-1405.

Retiring German Village (Columbus) Dentist in search of other Dentist to rent practice space and take over practice. Please contact Anna at (614) 570-9550 for more information.

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We're looking for dedicated professionals who want to make a difference. We operate over 30 modern, state-of-the-art centers, with new facilities continually opening. In return, you'll receive benefits that include compensation above the ADA average; signing bonuses at select locations; health, vision and dental insurance; life insurance; short- and long-term disability; professional association dues contribution; retirement plans, malpractice coverage and more.

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