

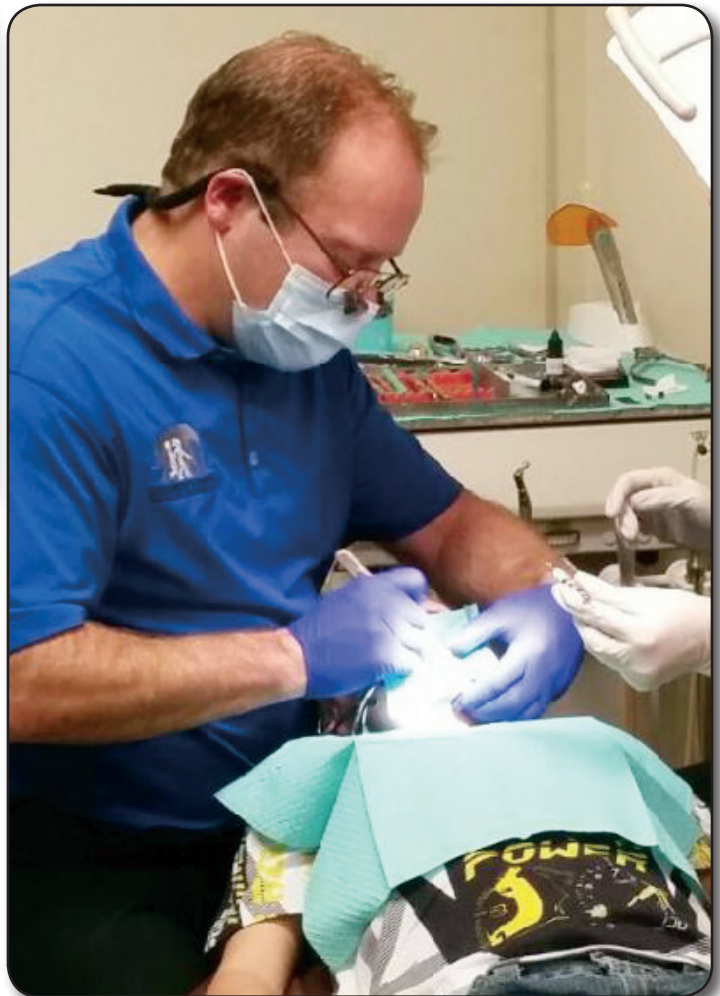
## Care comes to DJ's kids on Fort Peck Reservation

**Dr. John E. Smith**

Sheila O'Neill wrote the MDA office a few months ago and asked if we could update dentists in Montana about efforts to provide needed dental care to children on the Fort Peck Indian Reservation. Sheila is the wife of D.J. O'Neill a former MDA President who passed away much too soon from a brain tumor. D.J. visited the reservation during his term as President in 2006 and was shaken by the dental need he saw there. He wanted to make a difference in the lives of these young children so he joined forces with Kenny Smoker, Health Programs Specialist for the Tribe and Todd Steinmetz, a Bozeman pediatric dentist to develop a program to provide dental health services to tribal youth.

Kenny's plan envisioned the development of small dental clinics at school settings in Frazer, Brockton, Wolf Point and Poplar. These would facilitate treatment in a local setting and provide a base for needed preventive education to promote a healthy lifestyle for tribal children. Kenny would like to see tribal members go on to a career in health professions and come back to help their own people. With this in mind, they are using the school setting to teach students about health professions and peak their interest in healthcare.

Through the Dr. Dan O'Neill Organization, established to honor DJ's legacy of care, the clinics are now open and ready for use in all four of the schools, thanks to a significant grant from Blue Cross/Blue Shield of Montana and help from your Montana Oral Health Foundation. There are currently two dental hygienists working at the schools teaching oral hygiene, nutrition, and



*Dr. Todd Steinmetz, a Bozeman pediatric dentist, provides care at a school clinic on the Fort Peck Reservation.*

placing sealants. They are also educating teachers on the importance of oral health. They know many of the families on the reservation and are building great relationships with them and the kids.

Dr. Steinmetz has been leading the effort to provide dental services and he told me that on a recent trip to

*Continued on Page 5*

# MDA LEADERSHIP

## "It's not the MDA, it is our Montana Dental Association"

I have been traveling to the district dental societies throughout our great state and carrying the advocacy torch for the MDA the last few months. The support and camaraderie has been amazing and I have really enjoyed meeting so many dentists and sharing stories. I would encourage everyone to attend your local meeting and consider inviting some of your colleagues to attend. It is this grassroots level of involvement that keeps our MDA strong now and into our future.

This is a non-legislative year and as an Association we are taking this time to look inward at the MDA. We are hard at work to evaluate and improve some of the internal operations. Doug Hadnot and the Constitution and Bylaws Committee have picked up and blown the dust off our current document. They have had numerous conference calls and put many hours into not changing content, but improving the text so that is relevant to our association.

Fred Anderson, Chair of our new Membership Task Force and a group of up and coming MDA leaders have



Dr. DAVID KEIM  
*President*

spent a significant amount of time and energy in gathering input and brainstorming on the key items that are important to our members. Andy Althausser and Jennifer Sanders with input from Jane Gillette and Chris Hirt have been working on the Montana Dental Association Strategic Plan which has been a working document for some time and has now been structured to take the MDA's important objectives and align our plan with the American Dental Association's strategic plan.

These are just a few of the good efforts being made by many volunteers to improve our MDA. Roger Newman has said many times "you can take all the CE you want, but there is no better investment in your profession than being a part of your association". So, as a member, it is important to find a way to be involved. Because, it is not the MDA, it is our Montana Dental Association and we are the solid unified voice for dentistry in the great state of Montana.

### EXECUTIVE COMMITTEE:

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

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| • Dr. Ronald Jarvis        | • Dr. Amy Fuller          |
| • Dr. Ingrid S. McClellan  |                           |

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- |                        |                   |
|------------------------|-------------------|
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| • Executive Assistant: | Ms. Jean Strainer |
| • Office Assistant:    | Ms. Jan Miller    |

## CONTACT MDA

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# NEWS YOU CAN USE

## Important changes made to Medicaid dental benefits

On January 1, 2016 Montana's HELP Act expanded Medicaid eligibility to almost 70,000 low-income Montanans. The HELP plan includes a dental benefit that is similar to, but differs in some ways, from the dental benefits that have been in place in previous years for Medicaid Adults.

The HELP plan comes with an annual maximum benefit of \$1,125. According to information released by DPHHS:

"New members enrolled under... HELP, the new Medicaid Expansion Plan, and members enrolled under Basic Medicaid now referred to as Standard Medicaid, will receive full dental benefits up to a \$1,125 cap per benefit year (July 1-June 30). It is important to note the following exclusions:

Adults determined categorically eligible for Aged, Blind, and Disabled Medicaid (current Medicaid, not HELP) are not subject to the annual limit, although service limits continue to apply. Children age 0-20 are not subject to the annual limit."

Services excluded from the annual \$1,125 cap include diagnostic (D0XXX codes), preventive (D1XXX codes), denture (D5XXX codes), and anesthesia services (D9223, D9243, D9248). New to the adult benefit package will be Fluoride Varnish (D1206) delivered by dentists, dental hygienists, physicians, and mid-level medical practitioners. Adults will also have the added benefit of Sealants (D1351) on the 1st and 2nd molars. Periodic service limits apply."

### "Two-year" maximum

Some dentists are finding that the new annual maximum benefit creates challenges for treatment planning. It is important to know that the full \$1,125 benefit is available from January 1 through June 30, 2016, due to timing of the state's current fiscal year. The next year \$1,125 annual maximum cycle begins on July 1, 2016 through June 30, 2017. Adults on Standard Medicaid who are subject to the \$1,125 annual limit will be phased in to this program change. Their limit will begin April 1, 2016.

DPHHS has issued different cards for the two plans. The HELP Plan card includes the Blue Cross Blue Shield

and DPHHS logos. The Standard Medicaid card reads "Montana Access to Health". Xerox is processing claims for both the HELP and Standard Medicaid plans.



If you have questions about the plans, please contact Jan Paulsen at 406-444-3182 or [jpaulsen@mt.gov](mailto:jpaulsen@mt.gov).

For claims questions or additional information, contact Provider Relations at 1-800-624-3958 or 406-442-1837 (Helena) or via e-mail at [MTPRHelpdesk@xerox.com](mailto:MTPRHelpdesk@xerox.com). Visit the Montana Healthcare Programs Provider Information website at <http://medicaidprovider.mt.gov/>.

Please see this further information provided by DPHHS:

"When checking eligibility through FaxBack or the Montana Access to Health web portal, the returned information will display HELP Medicaid, HMK, or HMK Plus Medicaid. Further detail with regard to eligibility display and limit information is forthcoming.

The American Dental Association has deleted codes D9220 and D9221, General Anesthesia, 30 minutes and additional 15 minutes. It is replaced with D9223, 15-minute unit. A maximum of 14 units will pay per claim. This code has been priced at \$76.31. The American Dental Association has also deleted codes D9241 and D9242, IV Sedation, 30 minutes and additional 15 minutes. It is replaced with D9243, 15-minute unit. A maximum of 10 units will pay per claim. This code has been priced at \$86.27.

The new fee schedule dated January 1, 2016, includes age ranges, limits, and prior authorization requirements per procedure code and is posted on the Provider Information website. A reminder that the 2012 version of the ADA Dental claim form is required for claims payment processing."



# Care comes to DJ's kids...

*Continued from Page 1*

screen students in early grades he saw 130 students and 90 of them had multiple carious teeth. The need is so severe in some children that they will actually require hospitalization for their care. This is where your help is needed. Dentists and staff are needed to go to the area for a few days to provide dental services. Todd stressed that the work is incredibly rewarding and leaves you with a great feeling and a good opportunity to work together with your team in a setting outside of your office. If you

would like more information about helping out, here is the contact information for Todd:

Phone- 581-4082

e-mail- [steinmetz@hotmail.com](mailto:steinmetz@hotmail.com)

web: [www.drdjskids.org](http://www.drdjskids.org) or google Dr. DJ's kids

One final note: There will be a second annual Regional Conference on Catholic Missions called "The Peace Conference" sometime this spring in Butte. It was started in memory of Dan and we will update MDA members when a final date and location is selected.

## Welcome to new board members

Dr. Ingrid McLellan, Helena, and Dr. Jennifer Sanders, Frenchtown, have joined the MDA Board of Directors. Dr. McLellan is representing the 5th District Dental Society. Dr. Sanders is the New Dentist Representative on the Board.

Dr. McLellan has practiced with Associated Dental Care of Helena since 2008. A native of Helena, Ingrid graduated valedictorian of Capital High School and then obtained a BS degree in Cell Biology and Neuroscience from Montana State University in Bozeman. Dr. McLellan graduated with honors from Oregon Health and Science University School of Dentistry in Portland, Oregon.

Dr. McLellan was a past member of the MDA Board as the New Dentist Representative. She has served as the president of the local study club, the Capital City Study Club, where she helped to organize speakers and participated in local continuing education programs. She has trained at both the Pankey Institute and Spear Education.

Dr. McLellan is involved in Soroptimists International of Helena, a local service club whose mission is to improve the lives of women and girls in the community. She is



*Dr. Ingrid McLellan*

currently serving on their board of directors as President. Ingrid is also involved with the local chapter of the Montana State University Alumni Association, helping to organize local alumni events.

Dr. Ingrid's husband, John McLellan, is a musician in the local band, the Clintons. They have two young boys who keep the couple busy and entertained! They love raising their family in Helena and are glad to be a part of the community.



*Dr. Jennifer Sanders*

Dr. Sanders was born and raised in Alberta, Canada. She received her Bachelor of Science from the University of Alberta in Edmonton. She continued her education at Case Western Reserve University School of Dental Medicine in Cleveland, Ohio where she received her Doctor of Dental Medicine degree. She completed an Advanced Education in General Dentistry Residency through Northwest AEGD in Yakima, Washington.

Dr. Sanders is married to Brian Corson-Marquess. She loves staying active and in the warmer weather she prefers to be outdoors and enjoys hiking, camping, and being in the mountains. In the winter she likes to ski. When she isn't outdoors or being active she likes to relax by knitting and baking (cookies are her favorite item to bake!).



# MONTANA DENTAL Advocate

## Support dentistry's political activity in the 2016 elections

**Dr. Kevin A. Miltko, Chairman, MoDePAC**

One of the most important benefits of membership in the Montana Dental Association is the legislative advocacy provided on behalf of its members. The MDA utilizes various groups to advocate on behalf of its members: ADPAC, MoDePAC, and the 99 Club. ADPAC advocates on behalf of the entire ADA on mostly Federal issues but is able to provide support to state political action committees, such as MoDePAC, especially in areas of legal expertise. MoDePAC provides support to Montana State candidates who are responsive to dentistry's concerns (As a state PAC, MoDePAC is prohibited from supporting federal candidates). 99 Club funds can be used for to support MDA's lobbying and legislative education.

The MDA, along with the ADA, is constantly monitoring legislative actions and the Governor's administrative application of laws and advocating on behalf of our members. Many times, unfavorable bills are defeated (or changed) at the drafting stage before most members are ever aware of the threats these potential bills have to our profession. Recent successes have included effects on small business taxation, RAC Audits, dental insurance rules, Medicaid reimbursements, protection of Medicaid dental benefits for the disabled and many other issues that are relevant to dentistry. The MDA has also used a wide variety of marketing and promotional avenues to reach the general public about issues important to the profession.

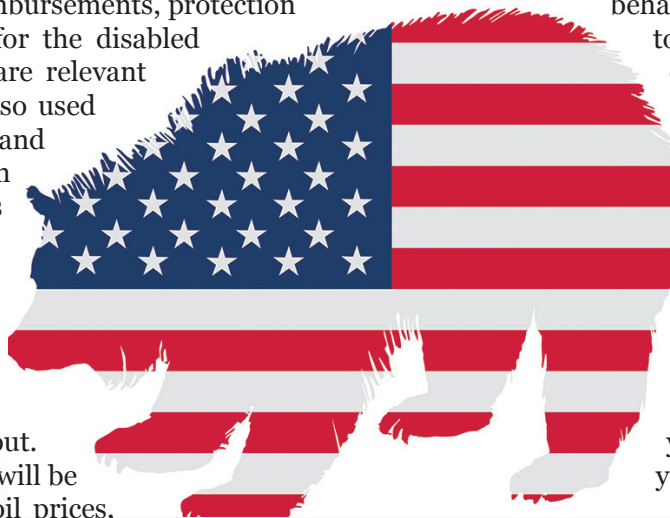
This election cycle, which has already begun, may prove to be one of the more exciting cycles at both the Federal and State levels. It is still too early to predict how it will all play out. However, many recent events will be pivotal to the outcome: low oil prices,

low unemployment, strong U.S. Dollar, unstable Mideast, unstable EU, a fearful US public. At this point in history, our collective views of the world are much divided. It will be interesting to see which candidates survive the vetting process and become viable candidates. It is safe to say that until the Primary votes are counted, no one really knows what will happen.

In these election cycles your support of MoDePAC and ADPAC s is critical to the dental profession. We also encourage you to sponsor candidate fundraisers and support your local candidates. The MDA can provide planning assistant to support candidate events that you host. The formation of relationships with legislators built during the election cycle and effective communication to legislators through mutual trust is the best path to a successful legislative session.

Please support MoDePAC, 99 Club, and ADPAC. Your contributions will strengthen the efforts of volunteer dentists who work as advocates on your behalf. Personally, I spend hundreds upon hundreds of hours each year as a volunteer, reading, writing, teleconferencing, lobbying, on behalf of the MDA and its members

to advocate and protect the dental profession and the public we serve. I urge each of you to donate the equivalent of a few fillings, perhaps a crown, to help better your profession thru support of MoDePAC, 99 Club and ADPAC. Please figure that you have donated one hour of your time to protect and enhance dentistry. The return on investment to you is beyond measure. Thank you for your support!



[WWW.MONTANADENTALAdvocate.COM](http://WWW.MONTANADENTALAdvocate.COM)

# Dental board approves anesthesia rules

Gov. Bullock will consider appointments to the Board of Dentistry in the coming weeks. MDA's Bylaws permit district dental societies to forward names of members as candidates to the MDA Board of Directors. The Board then makes nominations to the Governor.

If your district dental society would like to select one or two Board of Dentistry candidates for the MDA Board to consider, please forward those names to David Hemion, Executive Director, at [Dave@montanadental.org](mailto:Dave@montanadental.org).

The Board of Dentistry reviewed anesthesia rules during its December 11 meeting. The Board revised the rule for moderate sedation qualifying standards by eliminating the need for Board approval of formal training courses required for a permit. It also revised the rule for minimum monitoring standards for deep sedation/general anesthesia, as stated below:

“end tidal CO<sub>2</sub> monitoring must be utilized for patients undergoing deep sedation or general anesthesia”

On recommendation of the Board's Anesthesia Committee, there was no action and very little discussion about rules related to ADA's anesthesia guidelines. The 2015 ADA House of Delegates referred its anesthesia guidelines resolution for further study and the Board agreed to postpone pending the outcome of the ADA's review.

Consideration of the rule prohibiting non-dentists from performing teeth whitening rule was pulled from the agenda (???). The rule was placed on the agenda as a result of last year's Supreme Court ruling that overturned the North Carolina board of dentistry's rule concerning teeth whitening. In doing so the Court established a standard of “active supervision” by states over the activities of all professional boards. The Department of Labor and Industry is currently reviewing guidance for all state licensing boards to ensure that Montana complies with the Court's ruling.

Looking ahead, board requested that DLI consider legislation for the 2017 Legislature that would allow licensing boards to recover their costs for investigating violations. There is concern that the cost of managing disciplinary process results in expenses that are now covered by licensing fees.

The next board meeting will be held on March 18.

## It's the MDA 2016 Annual Meeting

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Register online at [www.MontanaDental.org](http://www.MontanaDental.org)

For information call (800) 257-4988

## American Dental Association Releases ADA Practical Guide to Substance Use Disorders and Safe Prescribing

***The ADA Practical Guide to Substance Use Disorders and Safe Prescribing*** is now available. This publication is designed to assist the dental team in dealing with complicated pain/sedation management and opioid abuse issues. It also addresses regulations dentists must follow regarding the storage and recordkeeping of controlled substances.

Edited by Michael O'Neil, PharmD, chapter topics include drug diversion; understanding the disease of substance use disorders (SUD); detection and deterrence of SUD and drug diversion; office management of controlled substances; and addiction and impairment in the dental professional. ***The ADA Practical Guide to Substance Use Disorders and Safe Prescribing*** also covers commonly used illicit, prescription, and over-the-counter drugs, in addition to alcohol and tobacco.

Alison Bramhall, manager of Dentist Health and Wellness for the ADA Council on Dental Practice, stated,

*Continued on Page 11*



## How early should you start your patient's care?

**Dr. Mari R. Kiesling**

Dental caries is the most common chronic childhood disease affecting our children today, and early and regular dental visits are a vital part of helping to prevent this condition. Being a pediatric dentist, one common theme I notice with parents is that they don't understand the primary dentition or how to care for it. Parents are consistently surprised that oral hygiene is important, kids less than three years old should be seen regularly, and that fluoride toothpaste is safe for kids under two. An important part of being a dental provider is having the platform to educate parents before it's too late!

The first step in helping get young kids on a preventive path is having a plan for when a parent calls the office. Does your office see kids of all ages? Does your front office have the information they need to inform a parent of what will take place during a new patient visit for a young child?

If your office does not see children under a certain age, do you have information about where to refer the patient? It is imperative for staff members to be informed about the importance of this issue because they are on the front line when it comes to scheduling these exams.

MDA's "Healthy Smiles from the Start" campaign is promoting that a child have the first dental visit when the first tooth erupts, or by one year of age. While this may be earlier than you are used to seeing children in your practice, it is an important milestone in the child's dental development and a great opportunity to educate the parents. Unfortunately, one common trend in dental practices is that a child's first visit occurs around three to four years old. This is challenging, as the discussion is no longer about prevention, but oftentimes has shifted to caries and treatment. If we can get children into the office at a younger age, ideally the conversation will revolve around prevention and not caries restoration.

When performing a comprehensive exam for a young child there are a few topics you want to be sure to touch on with the parents. Most parents, especially if this is their first child, are interested in anticipatory guidance. This includes discussion on the timing and eruption sequence of teeth, oral care, radiographs, trauma prevention, and a caries risk assessment. Make sure you also discuss age appropriate nutritional counseling and oral hygiene instructions.

Montana's AbCd (Access to Baby and Child Dentistry) program provides training and enhanced reimbursement to dentists treating children under the age of six who are covered by Montana Medicaid or Healthy Montana Kids (CHIP). AbCd encourages providers to see patients who come from the highest risk population, which is historically the most underserved. AbCd is a prevention focused program and includes use of the caries risk assessment tool (CRA), fluoride varnish treatments, nutritional counseling, and oral hygiene instructions. In an attempt to ward off dental caries, children participating in AbCd can receive 4-6 visits per year, depending on the child's age.

Becoming an ABCD provider is simple. For information on how to sign up, contact Jan Paulsen, Medicaid dental



*Continued on Page 11*



# Task force reviewing MDA's constitution and bylaws

## Dr. Doug Hadnot, Chair, Constitution and Bylaws Review Task Force

Over the past two years the MDA Board of Directors and Executive Committee have been reviewing the structure and function of the MDA. The answers to many of the questions raised during those discussions are contained in our Constitution and Bylaws. In the course of reviewing that document, it became evident that there were some inconsistencies; some things missing; some language that was difficult to understand; and that the organization of document as a whole could be improved.

The Board approved the formation of a task force to review our current Constitution and Bylaws and make recommendations to improve and simplify the document without making any substantial changes to content. Ron Jarvis, Lee Leaupple, Roger Newman, Chris Hirt, Doug Hadnot, and Dave Hemion were appointed to the task force. The task force has had nine meetings since mid-July, including one with MDA Board members. We have also solicited input from MDA Past Presidents and others, and a rough draft of the proposed revisions was presented to the Board of Directors at their January meeting.

Our current Constitution and Bylaws contains procedural details and definitions in both the Constitution and the Bylaws sections. The new proposed Constitution is significantly shorter and provides an outline of

the structure and governance of the MDA. All of the details for each area of governance (Board of Directors, Officers, Committees, etc.) have been combined in the new proposed Bylaws. We have taken particular care to make sure that all of the content contained in the current C&B has been transferred to the new document with no substantial changes, and we have suggested adding some language in areas that are not well defined or are outdated. Any additions are based on currently accepted policy or procedure.

Over the next few weeks the Task Force will continue to review the document and receive comments and suggestions. The final revision proposal will be mailed out with the next edition of the MDA News in March. We invite you to review and comment on the rough draft of the proposed Constitution and Bylaws revision before the document is finalized and officially noticed to the membership. A link to the documents is available on the new MDA website at [www.montanadental.org](http://www.montanadental.org). You can also contact the MDA office for an email or hard copy. Please return your comments and to Executive Director Dave Hemion at [dave@montanadental.org](mailto:dave@montanadental.org). We look forward to hearing from you.



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# Remembering Dan O'Neill

## Dr. Doug Hadnot

As many of you know, MDA Past President Dan O'Neill passed away in 2014. He practiced for many years in Butte and joined the Army Reserve late in life as a dentist. He served a tour of duty in Afghanistan and achieved the rank of lieutenant colonel. DJ was a rising star in the military.

Having been a member of the armed forces, his wish was to be buried at Arlington National Cemetery, across the Potomac River from Washington DC. Arlington is the most prestigious of our national cemeteries and dates from the Civil War. Soldiers of all ranks and notable government officials from that time forward are buried there. It includes the Tomb of the Unknown Soldier and the Kennedy Memorial, as well as the graves of our most famous generals and admirals.

Several MDA members were in Washington DC recently to attend the ADA Annual Session visited DJ's gravesite. It was a cold and rainy afternoon as we took a short cab ride across the river to Arlington. We checked in at the visitor's center to get directions to the Columbarium where DJ is interred. We found the site and Roger Newman, Kurt Lindeman and I spent a few minutes telling DJ stories. It was a great afternoon.



*Dr. Dan O'Neill*

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Dr. Franco Ferrara**

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*Dr. Curt Christensen*



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## RETIRING MEMBERS

Dr. Dale Bax  
of Columbia Falls

Dr. Gene Bollwitt  
of Great Falls

Dr. David Mawyer  
of Billings

## NEW MDA MEMBERS

Dr. Mario Bartoletti  
of Butte  
Arizona School of Dentistry

Dr. David Dachs  
of Great Falls  
University of Nebraska

Dr. Carole A. Murphy  
of Butte  
University of Maryland

Dr. Michelle Nieset  
of Great Falls  
Creighton University

Dr. John Pittaway  
of Kalispell  
Washington University  
in St. Louis

Dr. Deirdre Singer  
of Dillon  
University of Minnesota

Dr. Nathan Stevenson  
Pediatric Dentistry  
of Great Falls  
Marquette University

Dr. Anne Ziegler  
Pediatric Dentistry  
of Missoula  
University of Michigan

## ADA Practical Guide...

*Continued from Page 7*

“This guide is the first of its kind to address the many issues of substance use disorders in the dental practice. It provides practical information to guide the decision making of the dental practitioner in order to protect their patients, their staff and the public.”

**The ADA Practical Guide to Substance Use Disorders and Safe Prescribing** can be ordered at [adacatalog.org](http://adacatalog.org) or by calling the ADA Member Service Center at 1-800-947-4746. ADA member price is \$59.95 and retail price is \$89.95

## How early...

*Continued from Page 8*

program manager: at 406-444-3182 or email to [jpaulsen@mt.gov](mailto:jpaulsen@mt.gov)

Prevention and awareness are the goals of the “Healthy Smiles from the Start” campaign. For more information about clinical questions, please visit [brightsmilesmontana.com](http://brightsmilesmontana.com). For an update on the “Healthy Smiles from the Start” oral health awareness campaign, please go to [montanadental.org](http://montanadental.org)



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## MDA renews Cincinnati professional liability insurance endorsement

MDA is proud to announce that it has renewed the endorsement\* of The Cincinnati Insurance Companies for their package and professional liability policies. Cincinnati has more than 60 years of experience insuring commercial property and liability, and along with local independent agents, provide you with flexible policies that grow as your practice grows.

When you insure your dental practice with Cincinnati, the following benefits are available to you:

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- settlement of professional claims that require your consent
- flood and earthquake noted as covered perils for Business Personal Property and Business Income
- full BPP limits and BI actual loss for claims from water, sewer and sump pump backup
- multi-year policy terms in most states for many coverages, saving you the added time and expense of annual renewals
- a company with a high financial strength rating from A.M. Best Co., reflecting their ability to pay claims and keep their promises. Please visit [cinfm.com](http://cinfm.com) and Financial Strength to see their latest ratings

For further information about Cincinnati's professional liability insurance services, contact Nate Allie at PayneWest Insurance, (406) 238-1900, [nallie@paynewest.com](mailto:nallie@paynewest.com)

\*The Cincinnati Insurance Company pays a participation fee for sponsorship.

# Dentists: Consider cost of replacing equipment

**Mike Terrell, Assistant Vice President,  
The Cincinnati Insurance Company**

Consider the cost of replacing equipment at today's prices.

No one thinks it will happen to them, but all too often, it does: a fire destroys the building in which your dental office is located. Or a river floods through your town, soaking your office. No one expects a total loss, but it can happen.

A bad situation can be made worse if you find you don't have enough limits of insurance to get you back in business. For example, a dentist's office in a Midwestern state was destroyed by a fire. The dentist had business personal property (BPP) coverage for \$200,000, but it cost \$700,000 to replace everything. Sometimes a dentist in business for 20 years may have nearly the same BPP policy limit as when the office opened. But consider: Is the cost to replace your equipment – chair and materials – the same today as it was 20 years ago? Do you charge the same for a crown today as you did 20 years ago?

Dentists typically consider the investments they have made in upgrades and improvements when determining BPP limits, including furniture, carpet, desks, instruments, chairs, operatory equipment, x-ray machines, cone beam radiography machines and CAD/CAM machines. But it is all too easy to overlook the cost of retro-fitting a standard office building for use as a dental office: the additional plumbing, wiring and other features necessary to accommodate dental equipment.

From my experience, a reasonable BPP value is about \$70,000 per operatory (a dental chair in a separate exam room) plus the replacement value of any equipment not ordinarily in every dentist's office, such as a cone beam or CAD/CAM machine. For example, a dentist who has four operatories and a CAD/CAM machine that costs \$130,000 needs a minimum BPP limit of \$410,000 to restore operations.

See your local independent insurance agent for assistance in evaluating your dental practice's needs. Determining your proper limits before a loss gives you the peace of mind to concentrate on your patients, not on your insurance.

*MDA endorses The Cincinnati Insurance Company's Property, Casualty & Professional Liability Products and Services.*

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# Helping students aim for careers in dentistry

Most communities have students interested in health professions. Dr. Jane Gillette and Dr. Jason Tanguay from Bozeman are helping college students in their community who are interested in dental careers to become valuable part-time staff in dental offices. Perhaps it is an idea that you may find useful in your community.

First, they collectively taught a series of classes this past spring to MSU pre-dental students. Dr. Gillette taught a classroom session to the students that would help prepare them to take the DANB radiograph exam and the clinical learning experience. They then taught a clinical portion at Mint Dental Studio in Bozeman where the students practiced with both conventional film and digital sensors. Students were able to practice placement in each others' mouths and practice actually taking the radiographs using radiopaque dentaforms. Half of the students were hired as dental assistants for the summer.

The hope was that not only would the students take the DANB exam, but also become solid dental school applicants with some actual skills.



*Dr. Jason Tanguay provides instruction to Grace Dickerman, a member of Montana State University's pre-dental student club, and her patient, Cory Johnson.*

## Montana Dentists Serving as News Media Contacts

Don't be surprised one day if you see a Montana dentist being interviewed on the CBS Evening News or quoted in the New York Times.

The ADA has re-appointed Dr. Susan Tiede and Dr. Jane Gillette as national news media spokespersons. Dr. Tiede is a media resource on fluoridation and Dr. Gillette serves as an expert on science and evidence-based dentistry.

Dr. Tiede is a pediatric dentist practicing in Missoula.



*Dr. Susan Tiede*

She opened Missoula Pediatric Dentistry in 2004, following service in the Indian Health Service on the Blackfeet and Pine Ridge Reservations and in the US Navy.

Dr. Gillette is MDA's president-elect and served as Chair of the ADA Council on Access, Prevention, and Interprofessional Relations during the past year. She provides national health policy and research consulting services and maintains a private dental practice in Bozeman.



*Dr. Jane Gillette*



# Thank you for your service!

Dr. Kevin Scott has been a Montana Dental Association member since graduating from Oregon Health Sciences University School of Dentistry in 2008. As an advocate for the profession and organized dentistry, he served as the new dentist representative for the sixth district early in his career. He and his business partner, fellow MDA member Tony Frederickson maintain a busy private practice in Livingston, Montana.

Besides enjoying dentistry as a practice owner, Kevin also remains committed to serving our country as an active member of the U.S. Navy Reserve. Commissioned as a Lieutenant in August of 2011, he has recently been promoted to the rank of Lieutenant Commander and continues to be able to provide dental support to Marines and sailors all over the world. Most recently, his Navy duty has taken him to Okinawa, Japan where he was able to help a team of active duty Navy dentists fulfill their pre-deployment requirements for a large group of Marines.

Dr. Scott is very proud of the dual role that he is able to have and enjoys the many windows that dentistry has opened.

"It is a wonderful profession that has many unique opportunities to serve," he said. "I am truly blessed to be able to have a foot on both the civilian and the military side of things because each has provided me with a very unique perspective and special opportunities to serve in different ways. My wife has also been tremendously supportive and frequently has remarked that all wives should send their husbands off to Navy boot camp where they come back ready to iron and make beds!"



*DENTISTS IN*

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# CE UPDATES

**March 11, 2016 • Helena**

**Dental Sleep Medicine for the General Dental Team**

*Featuring Dr. Steve Carstensen*

## **Course Description**

This is an overview of sleep disordered breathing and what the dental team can do to impact the health of their patients. Topics covered include basics of sleep, dental appliances, finding at-risk patients in your practice, how to work with sleep physicians to market your service, and touch on medical insurance interaction.

**At the end of this lecture attendees will be able to:**

- Describe sleep physiology, both what is normal and what is abnormal
- Illustrate to their patients the medical consequences of untreated SDB
- Use simple screeners to identify at-risk patients
- Apply basic sleep appliance therapy to selected patients
- Communicate with sleep physicians about collaborative care

**Information and online registration at [MontanaDental.org](http://MontanaDental.org)**

**May 4-5, 2016**

**MDA Annual Meeting**

**Helena, Radisson Colonial Hotel**

## **SPEAKERS**

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

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

## **EVENTS**

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

**Information and online registration at [MontanaDental.org](http://MontanaDental.org) coming soon**

**Sept 16, 2016 • Helena**

**Implant Dentistry**

*Featuring Dr. Robert Vogel*

This class focuses on Simplification, Predictability and Profitability of Implant Prosthetics through ideal Treatment Planning and Team Interaction.

**REGISTER AT**  
**WWW.**  
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# The tooth party invades Washington DC

**Dr. Doug Hadnot, Delegate-at-Large**

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This year's Annual Meeting of the American Dental Association was held in our nation's capitol, Washington DC. (The ADA Washington Office has coined the term Tooth Party to identify the dental profession, and our lobbying efforts in Congress). Montana was well represented this year by President Dr. Dave Keim, President Elect Dr. Jane Gillette, ADA Council on Communications member Dr. Kurt Lindemann, Delegates-at-Large Dr. Roger Newman and Dr. Doug Hadnot and Executive Director David Hemion. The House of Delegates (HOD) business meetings are held over four and a half days which overlap the Continuing Education and trade show offerings. Attendees did have some opportunity to visit the other parts of the meeting and take in some of the many sites and attractions of the city.

Membership and Communications took the spotlight this year. The percentage of dentists who are joining the ADA has been decreasing for the past several years and we are also losing members as the baby boomer generation retires and passes on. The House passed several resolutions to encourage new dentists to join and to support the ongoing efforts of the membership department.

The Association understands that young dentists are the key to the future of the organization and the profession. This is reflected in ADA's strategic plan, Members First 2020, that aims to address this demographics' needs. ADA Executive Director Dr. Kathy O'Loughlin in her address to the House explained the efforts the Association is making to attract and keep new dentists as members of the ADA. Streamlining the membership application process, developing programs important to new dentists in the arenas of practice management and finance and improved marketing of valued member-benefit programs like the Center for Professional Success and the new loan refinance/repayment are examples.

In the Legal and Legislative area the House approved the addition of a Non-Disciplinary Action to the Principles of Ethics and Code of Professional Conduct and Judicial Procedure, and voted to shorten the HOD meeting to four days, beginning in 2017. In an effort to be more efficient, a task force has been formed to look at future meeting locations, schedules, and formats.

I am pleased to report that your American Dental Association is financially sound. In spite of decreasing membership numbers, our reserves are well over 50% of our operating budget. That allowed the approval of a deficit budget with no dues increase for next year. The shortfall will be made up out of reserves.

This year our own Jane Gillette chaired the 11th District Caucus. The ADA 11th Trustee District is made up of Washington, Oregon, Idaho, Alaska and Montana. Each year we meet as a group before and during the ADA House of Delegates meetings to discuss and strategize on the issues we will be considering. This year the Caucus proposed a resolution to increase funding for the State Public Affairs Program (SPA). We

were successful in gathering support from other districts and getting the measure passed in the House with a near unanimous vote. This will directly benefit the MDA by insuring that much needed financial support for our Advocacy efforts will continue. Dr. Gillette also received an award for her efforts with Evidence Based Dentistry. Way to go Jane!

I want to thank the members of the Montana Dental Association for giving me the opportunity to represent the MDA at our national meeting. All of our delegation did a fine job, and I can assure you that Montana and the Northwest are well represented at the national level.

... young dentists  
are the key to  
the future of the  
organization and  
the profession.





*Dr. Leslie Hayes, Bozeman, and Dr. Ingrid McLellan, Helena, were inducted into the international college of dentists at recent American Dental Association Washington. On hand to welcome them is Dr. Bill Fraser, past ICD District 11 Regent. Congratulations!*

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## Aging patients a growing demographic of dental practices: What you should know

The Federal Interagency Forum on Aging-Related Statistics projects that by the year 2030, the number of U.S. adults 65 years or older will reach 72 million, representing nearly 20% of the total U.S. population; this is an approximate doubling in number as compared to the year 2000.

Visit ADA Oral Health Topic: [Aging and Dental Health](#) to learn more about this growing patient subgroup.

Aging and Dental Health includes information on:

- Polypharmacy
- Potential comorbidities and physiology of aging
- Physical and sensory limitations that can affect dental care and self-care

For additional resources, download the February 2016 patient page in JADA: [Oral health concerns for older adults](#). The patient page reviews changing oral health needs as patients age and also includes an informational box highlighting daily dental care tips targeted to older patients.



## CAREER CENTER

### Practices for Sale

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

**Great Falls** - Dental office space available, many options available. Primary site for 1 or 2 dentists or satellite office. Some equipment included. Contact (406) 453-1043.

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

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

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

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

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

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

**Northwest** - Owner retiring. Modern six operatory practice in beautiful, mountain community. If you love the outdoors, you'll love it here. Provider for Delta Dental and Healthy Montana Kids only. Practice is consistently collecting \$880,000 on 175 days per year. Digital radiography, paperless charts and computerized operatories in this well-designed newer building. Doctor refers out implant placement and ortho. Contact Wendy Hirai - Consani Associates Ltd. 866.348.3820.

[www.mydentalbroker.com](http://www.mydentalbroker.com). All inquiries will be held in strict confidence. No charge to buyers for assistance with any of our listings.

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

### Practice Opportunities

**Need a Dental Hygienist?** Post your job opportunity on the MDHA website. Ads on the MDHA website are e-mailed to almost 600 Montana dental hygienists. Go to [www.montanadha.org](http://www.montanadha.org) and click on Employment Opportunities for details or call MDHA at 406-256-7384.

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

## CLASSIFIEDS

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Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or [info@montanadental.org](mailto:info@montanadental.org). Visit [www.MontanaDental.org](http://www.MontanaDental.org) for more information and opportunities.

### For Sale

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

**3M Elipar Free Light 2** curing light, cordless LED polymerization unit, \$100; **Scan X Digital Imaging System by Air Techniques** model A/T ScanX, includes phosphor plates and transfer boxes. Unit in working order and can take a digital panoramic image with older film based systems. Email Christie at [contact@twincranesdental.com](mailto:contact@twincranesdental.com).

**Dental Equipment For Sale:** (priced to move quickly) Equipment Quantity Radiograph/Lights: Schick CDR Elite Digital Sensors #2 2 Schick CDR Elite Digital Sensors #1 1 Orthophos 3 Digital Pan 1 Progeny Preva X-Ray 4 A-Dec Wall Light 2 Sterilization: Statim 2000 1 PA 12 Ultrasonic Cleaner 1 Lab: Whip Mix Model Trimmer 1 Baldor Lathe 1 Triad 2000 1 Chairs/Stools: Royal Chair w/Unit 3 A-Dec Assistant Cart 1 Royal Dr. Stool 1 Crown Dr. Stool 1 Please email [andyalthausen01@yahoo.com](mailto:andyalthausen01@yahoo.com)

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*Helena Valley. Photo by Jill Ahlers, Helena*

## 2016

- Mar 11** • MDA Sponsored CE, Dental Sleep Medicine, Dr. Steve Carstensen, page 16
- Mar 18** • Montana Board of Dentistry, Helena
- Apr 8-9** • 4th District CE, Dental Ergonomics, contact Dr. Justin Hicks, (406) 216-5273
- May 4** • MDA Board of Directors, Helena Annual Meeting
- May 5-6** • MDA Annual Meeting, Radisson Colonial Hotel, Helena, page 16
- July 7-9** • Montana Fly Fishing Dental Conference, Dillon. Contact Dr. John B. McCollum, (406) 683-5125
- Sept 16** • MDA Sponsored CE, Dental Implants, Dr. Robert Vogel, page 16
- Sept 23** • Montana Board of Dentistry, Helena
- Oct 20-25** • ADA Annual Session, Denver
- Dec 9** • Montana Board of Dentistry, Helena

## 2017

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

## 2018

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