

MDA Honors Service and Excellence

During the Annual Meeting, MDA presented the 2020 and 2021 Awards for Excellence. Although last year's recipients were honored in the May 2020 newsletter, they didn't receive their awards until this year. See photos on page 10.

The 2021 T.T. Rider Award was given to Dr. Jason Tanguay (Bozeman) to recognize his outstanding service to the profession and his community. "In my 20 years of service in the Air Force and 15 years in dentistry, I have seen no better example of outstanding service to the profession and the community than that which Jason Tanguay demonstrates," said Dr. Steven Helm.

Dr. Tanguay is an active volunteer serving the Bozeman Deaconess Hospital Health Fair, the Homeless Connect Free Dental Clinic, the Cleft-Palate/Craniofacial Clinic, Great Falls College MSU Dental Assistant advisory board member, and Donated Dental-Dental Lifeline Network. He has lectured on many topics, including wilderness emergency dentistry, caring for the aging and medically complex patients, and pre-dental student courses.

Dr. Tanguay has held offices in the Sixth District Dental Society, a member of the Board of Directors, chair of the Council on Dental Public Health and Planning, and MDA alternate delegate to the ADA. As current MDA



2020 and 2021 MDA award recipients, along with ADA President Dr. Dan Klemmedson, gather to celebrate during the Annual Meeting in Missoula.

MDA's New Online Community Launches

In mid-May, MDA launched a member-only online community through Tradewing where you can engage in discussion with and learn from your peers throughout the state anytime.

- Share Important Resources - Have a document that you think others in the community would benefit from? The online community is a perfect place to share it.
- Share Conversation-Worthy Articles - Come across an article that you think the MDA community might enjoy reading about? Save it and share the link with the community to start a conversation.
- Create Your Community Profile - Make it easier for others to find and learn about you by building a complete profile within the community. If there's information you'd rather not share, you can control that through your privacy settings. Get your professional or fun picture ready to upload!

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Hello MDA Members!

What a treat this is to be writing my first newsletter article of the year! I want to thank Dr. Tanguay, the executive committee, the Board of directors, and the central office for serving our association this past year. What an unprecedented year that was. Thank you for your hard work!

I am honored to be representing our association as the second female president. I am so impressed by the caliber of people we work with on the Board and in committees, and I often wonder why I am sitting in this position.

When I ask myself that question, I often come back to the fact that I like helping people. That's one of the many reasons I became a dentist and why I continue to serve our association. The MDA, at its core, is about promoting the dental profession so that we can continue to improve the health of Montanans. As leaders of the association, that's what we are tasked with: representing you, our members, so that we can continue to practice dentistry the best way that we know how.

The association is currently in a time of transition. We are somewhere in the middle (hopefully nearing the end) of the pandemic. We have re-evaluated how we practice day to day, but also how we engage as an association. While I realize that we have all faced hardships during the past year, we can take away many positives. We have figured out how to use technology for meetings. This allows for a different set of members to attend and engage that otherwise wouldn't. We've even got a new technology platform, Tradewing, that can change how we communicate within our districts, with the central office, and be a resource of information for our members. Take a closer look at that as a tool to communicate with each other!

While we may have learned how to NOT meet in person, it also made us realize how important being in person is for the success of our organization. I was so happy to see all of you that attended the annual session last month. Thank you for attending and making



DR. INGRID MCLELLAN
President

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EXECUTIVE COMMITTEE:

- | | |
|-----------------------------|---------------------|
| • President: | Dr. Ingrid McLellan |
| • President Elect: | Dr. Ron Davis |
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| • Secretary: | Dr. Will Samson |
| • Treasurer: | Dr. Greg Seaman |
| • Immediate Past President: | Dr. Jason Tanguay |
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| | Dr. Kurt Lindemann |

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NEWS YOU CAN USE

General Assembly Elects New Officers, Amends Constitution and Bylaws

MDA Members at the annual General Assembly elected the 2021-22 slate of officers.

President: Dr. Ingrid McLellan graduated with honors from the Oregon Health and Science University School of Dentistry in 2008 and returned to her hometown of Helena to begin her career the same year.

She's represented the Fifth District Dental on the Board of Directors and served in many local component volunteer positions. She is a member of the Executive Committee and is the most recent MDA Treasurer.

Dr. McLellan is an Academy of General Dentistry Fellow and member of the International College of Dentists and the Pierre Fauchard Academy.

Outside the office, she and her husband John have two boys who keep them busy. They love raising their family in Helena and are glad to be a part of the Community.

President-Elect: Dr. Ron Davis graduated from the University of Colorado School of Dentistry in 1984 and returned to his hometown of Wichita, Kansas. In 2006 he and his wife Carla sold their practice and moved to Kalispell to live in the mountains.

He has been an active member of his local and state dental societies, often serving in leadership positions. He volunteers in programs to help the underserved, including Dental Lifeline Network, Soroptimists Smile of Hope, Sealants for Smiles, and Shepherd's Hand Clinic.

When not working, Ron and Carla enjoy spending time with their daughters and extended family. They enjoy hiking, snowshoeing, and living in Montana.

Vice-President: Dr. Will Samson graduated from the University of Minnesota School of Dentistry in 2008. While in school, he was awarded the Distinguished



*Dr. Ingrid McLellan
President*



*Dr. Ron Davis
President-Elect*



*Dr. Will Samson
Vice President*

Student Scholarship for professionalism, leadership, and service. He served as the Dental Director at the Bullhook Community Health Center from 2009 to 2012. Dr. Samson, a Gallatin Valley native, moved his family to Bozeman and started his private practice.

He has served two times on the Board of Directors, once as the New Dentist Representative and most recently as the Sixth District Representative. He is an active member in the Yellowstone Cast Gold Study Club and the Big Sky Tanner Bite Split and Occlusion Study Club.

Dr. Samson and his wife Monica enjoy following their three children in their activities and spending time outdoors.

In other action, the General Assembly amended the Constitution and Bylaws to separate the duties of the Secretary/Treasurer and remove the Treasurer from the Executive Committee. It is no longer mandatory that the Treasurer attend every Executive Committee meeting, making the position less time-consuming. To help maintain checks and balances, the President, President-Elect, and Vice-President, are ex-officio members of the Financial Oversight Committee.

Are You Compliant with EPA Amalgam Regulations?

The Environmental Protection Agency (EPA) 2020 Dental Amalgam Rule, which requires dental offices to install and maintain amalgam separators is now in effect. Is your office compliant with this new rule?

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NEWS ABOUT YOU

One Member Joins MDA Board of Directors

The Sixth District Dental Society has selected Dr. Ryan Wallis to serve on the MDA's Board of Directors.

Dr. Wallis, a Bozeman Oral Surgeon, is a recent Sixth District president. He attended dental school at the Ohio State University, and after graduation, entered active duty service in the U.S. Air Force. As a Captain in the Dental Corps, he attended Advanced Education in General Dentistry. After completing military service, Dr. Wallis attended the University of Cincinnati and received his Oral and Maxillofacial Surgery certificate.



Dr. Ryan Wallis

MDA Directors Seek to Appoint New Dentist Board Member

The MDA Board of Directors invites any member dentist who graduated within the last three years to apply for the position of New Dentist Representative on the Board of Directors.

Many MDA leaders started as the New Dentist Rep, including your current President, Dr. Ingrid McLellan of Helena, the current Vice-President, Dr. Will Samson of Bozeman, and Past President Dr. Andy Althaus of Missoula.

The Board meets three times each year; January, during the Annual Meeting, and in the Fall, the meetings are in person. Future meeting dates are determined at the close of each session. Occasionally, there may be a need to hold a special meeting. If so, the special session will be virtual.

The recent New Dentist Rep, Dr. Greg Seaman of Kalispell, has accepted the position of MDA Treasurer. He asked me to let you know that he is happy to answer any questions you might have about the role and is glad to help in any way.

If you know of someone who would be an excellent choice for this leadership role, please encourage them to apply. Applications are available by calling the MDA central office at 800.257.4988 or by emailing jeans@MontanaDental.org. Applications are due July 31, 2021.



MONTANA DENTAL

Advocate

MoDePAC Breakfast Features Governor Greg Gianforte

Article submitted by Dr. Kevin Miltko, Missoula

At the MDA Annual Meeting, the Friday morning MoDePAC breakfast featured keynote speaker Governor Greg Gianforte. The Governor attended along with his wife Susan and outlined his plans for Montana over the next few years.

The Governor spoke of the lower tax rates passed in the most recent legislative session. He also spoke about considering “privatizing” Medicaid in Montana. The recent legislative session has authorized millions of dollars to study privatizing Medicaid in Montana. In addition, the Governor has hired the Medicaid Director from Kentucky (where Medicaid is privatized) to lead Montana DPHHS. Dentists at the meeting asked questions pertaining to the low Medicaid rates and participation in Kentucky and expressed concern at a similar system here in Montana. The Governor also spoke of reducing unemployment benefits and encouraging people to get back to work.

Dr. Jane Gillette spoke of her first term as a Montana Legislator. She told of the ups and downs and the hard work. Jane is hopeful that at least one dental colleague will come and join her in the legislature next session.

Dr. Kevin Rencher, Chairman of the MDA Government Affairs Committee, spoke of the many challenges of the last session. He noted that although the MDA was not able to pass some hopeful dental insurance reform bills, it did defensively defeat several bills that would have been harmful. The MDA also lent support to many bills that were beneficial to its members, including tax relief.

All MDA members are encouraged to become MoDePAC members. Each MDA member is asked to get to know their respective representatives in the Montana legislature and discuss the needs of Montana dentists and their patients.



MoDePAC Chairman Dr. Kevin Miltko, Rep. Dr. Jane Gillette, Governor Greg Gianforte, and ADA President Dr. Daniel Klemmedson

Montana Board of Dentistry Update

The Montana Board of Dentistry had its quarterly meeting on Friday, June 4. The Board consists of five dentists, two dental hygienists, two public members, and one denturist. The Board is part of the Department of Business and Labor.

Most of the meeting discussed the Montana Dental Hygienists Association (MDHA) recent letter asking the Board Commissioner to take up Active Supervision of the Board of Dentistry regarding the issue of Limited Access Permit Hygienists (LAPs) being allowed to work in schools.

As in most states, dental hygienists are licensed to work under supervision of a licensed dentist. In 2003, the Montana legislature created the concept of Limited Access Permit Hygienists. These LAPs would work under the supervision of Public Health facilities and could work in places like Nursing Homes and reservation settings. Schools were explicitly excluded from LAPs unless the Board of Dentistry had cause to declare a school as "limited access." Over the years, the Board of Dentistry has found some schools to be "limited access" and allowed LAPs in those schools.

However, a lot has changed since 2003. Medicaid Expansion and CHIP have provided dental insurance to almost every child in Montana. In addition, the number

of dentists that accept Medicaid and Chip has increased dramatically. What had been a limited access barrier in 2003 no longer exists today.

The MDHA action appears to be driven towards declaring all schools as limited access. Last September, the Board of Dentistry had formed an Adhoc Committee to discuss new criteria in determining which schools would be determined as limited access. However, the Board administrators blocked the committee from meeting by not allowing the committee access to meeting time. This current action of Active Supervision forces the Dental Board to respond to the Commissioner within 30 days. The Board has formed a new committee to formulate a response, and the Full Board will have a special session in July to formalize the response. The Commissioner will then accept Public Comment in late summer regarding Limited Access Permits and schools.

Other Board News: the Board continues to work hard to get all Sedation Permit holders up to speed on their inspections. The denturists would like to make the Oregon dentist exam their new licensing exam. The Oregon exam is mostly True/ False and multiple-choice questions. The next regularly scheduled Board Meeting is Friday, September 24, although the Board will have a special session mid July.

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for another great annual meeting!

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Lynne Nelson
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MDA Honors Service...

(Continued from Page 1)

President, Dr. Tanguay, the Executive Committee, Board of Directors, and MDA led the dental community through the pandemic, always keeping the dental team and patient safety at the forefront.

Dr. Tanguay exemplifies the highest standards of dental care through his participation in the International College of Dentists, Academy of General Dentistry, and Pierre Fauchard Academy.

“The trait about Jason that impresses me the most is how he is a dedicated servant to both his community and dentistry. He leads by example,” said Dr. Helm.

Dr. Jerry Martin (Chester) was recognized as the 2021 Clinical Excellence Award recipient. “Members of his dental society widely recognize his high clinical skills,” said Dr. Gerald Olson in his letter of nomination. “As a former MDA President, MDA Board Member, and leader in the Seventh District Dental Society, he is committed to excellence in serving his patients and his profession.”

Dr. Martin has accumulated a considerable amount of continuing education over his 40-year career; a recent AGD transcript shows over 500 hours. He is a member of many dental organizations, including the Academy of General Dentistry, the International College of Dentists, and the Academy of LDS Dentists. He is also a Fellow and Diplomat of the International Congress of Oral Implantologists.

“He has incorporated skills in orthodontics, implant placement to include full size and mini-implants. He has presented seminars to teach and encourage the use of mini-implants to improve the lives of edentulous patients.”

Dr. Martin has volunteered in many community service organizations, including the Boy Scouts of America, Chester Club of Rotary International, Liberty County Chamber of Commerce, Liberty County Health Coalition, founding member and President of Frontier R.C. Pilots, Liberty County Health Coalition, Give Kids a Smile program, annual dental visits to local schools, Donated Dental Services, Liberty County Hospital and Nursing home staff, and many more organizations.

During the last two years at Creighton University School of Dentistry, Dr. Martin received a National



Incoming MDA president Dr. Ingrid McLellan is joined by past president Dr. Ron Jarvis and outgoing president Dr. Jason Tanguay.



Outstanding Dental Assistants Chelsea Bagnell, Bozeman (2020), and Kristi Jessee, Great Falls (2021) are joined by Dr. Will Samson and Dr. David Johnson.

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Outstanding Clinicians Dr. Scott Lawson, Bozeman (2020), and Dr. Jerry Martin, Chester (2021).



T.T. Rider Award winners Dr. Jane Gillete, Bozeman (2020), and Dr. Jaston Tanguay, Bozeman (2021)



Outstanding Dental Hygienist Kim Sallade, Billings (2021) with Dr. Don Peretti. 2020 winner Kathy Ullman, Bozeman, could not attend the ceremony. Dr. Leslie Hayes will present the award to her this summer.

interviewing, and conservative treatment viewpoints are well-received by the patients.”

Dr. Peretti notes that she is an integral team player who offers proven experience in developing, implementing, and maintaining office periodontal programs. “One of Kim’s leadership qualities is her ability to assist all office personnel with any task.”

Ms. Sallade developed and implemented the first CAMBRA program in Billings. She has lectured on peri-implantitis, conducted digital radiography hands-on classes for dental assistants, created a pharmaceutical bank in a software program, and designed all hygiene explosion codes and templates for hygiene department notes.

“Kim has earned respect and admiration of all dental team members during her nearly 30-year career,” Dr. Peretti said. While working in a public health setting, she was confronted by a patient who threatened gun violence. Her ability to professionally defuse a dangerous situation became a model of the clinic’s training program.

Ms. Sallade helped develop the first dental hygiene clinic for St. John’s Lutheran Ministries; she is an annual participant in the Montana Women’s Run and assists in filling food boxes at Family Services with the Exxon-Mobil team.

“Kim understands that all people should be treated with dignity and respect as this tends to influence their attitude and behavior,” Dr. Peretti said.

The 2021 Outstanding Dental Assistant Award was presented to Kristi Jessee, CDA (Great Falls). “Kristi’s fifty-year career as a dental assistant is an inspiration for all current and future dental assistants,” said Dr. David Johnson. “Her enthusiasm and love of dentistry have shown others that through determination and hard work, a person can have a rewarding career as a dental assistant. She has made a difference, and our community is a better place today because of her.”

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MDA Honors Service...

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Health Service Corps scholarship. He also received the C. V. Mosby Award for Clinical Excellence. After graduation in 1980, he was required to serve two years in a dentally underserved area and chose Chester, Montana. The rest is history, with Dr. Martin retiring from full-time practice in Chester in 2020.

Kimberly Sallade, RDH (Billings) received the 2021 Outstanding Dental Hygienist Award. “Ethics and professionalism are essential qualities portrayed by Kim daily,” said Dr. Peretti. “Her honesty, motivational

Visa and Mastercard Postponed 2021 Rate Increase... But will YOUR Processor?

Learn how to keep MORE of what you earn!

Phillip Nieto, Best Card Team

Do you know what it costs to take credit cards at your practice? Most dentists have better things to think about than the minutiae of processing fees. However, because the last ten years have seen the volume of credit card transactions at dental practices almost double, attention to those details can make a huge difference to your bottom line.

What are the real costs of running a patient's card?

Every time a business runs a credit card, there is a direct cost that is set by the card issuer. This cost is identical for every credit card processing company and is known as the Interchange rate. Interchange is an important concept: because it is a hard cost for all processors, this is the minimum that can be charged on a transaction without a credit card processor losing money.

Interchange rates vary immensely. For example, debit cards are almost always cheaper to run than credit cards, even when processed without PIN. Reward cards are usually more expensive than regular credit cards. Similarly, card-present transactions (when you accept the card via chip/swipe/and even contactless payments such as cards saved on a smart phone), will get the lowest rate for that type of card. That same card manually keyed (whether for a called-in or website payment), generally runs at a slightly higher rate due to increased risk of fraud.

Did the cost to process cards go up in April 2021?

Every April and October, the card brands (Visa, Mastercard, Discover, and American Express) make adjustments to the rates that are paid by all businesses to run cards. While these changes are usually very small, the April 2021 changes were slated to be some of the largest increases in the last 10+ years. Fortunately, pressure from Congress and Covid-impacted businesses finally persuaded the card brands to delay the majority of increases until April 2022.

However, just because these rate increases were postponed, this does not mean that your costs won't increase. First, not all processors pass through costs

directly and it can be difficult to determine which fees are legitimate and which are just added profit margin. Second, since rate and fee increases usually have to be communicated 30 days in advance, many processors had already initiated rate increases and notified their customers of such prior to the announcements that the card brands are holding off.

The majority of competitors' statements that we reviewed for dental offices in March included notices of rate increases; many companies will move forward with these increases and pocket the extra fees they were going to have to pay to the credit card companies. On top of this, even without brand fee increases, many processors still raise rates several times per year. A good deal you received a few years ago may not be so great now.

How can practices minimize costs when taking card payments?

1 Do the Math. Grab a recent credit card processing statement and quickly calculate your effective rate. **Fees divided by dollars processed = effective rate.** Example: If you paid \$1,032.54 in total fees on \$30,456.70 in credit card sales, your effective rate would be $\$1,032.54 \div \$30,456.70 = 3.39\%$.

Effective rate is a great measure of your credit card processing costs. Statements can be difficult to decipher, but this simple math quickly shows what you are really paying to take credit cards.

Best Card analyzes more than 1,000 dental office statements each year. Currently, most practices are paying over 3% to run their cards, while the average Best Card office pays 2.18%. Your effective rate will vary monthly, based on the types of cards you accept and how you accept them, but if you're regularly paying more than 2.20%, it's definitely worth taking a look at what your processor is charging.

2 Know the steps that you can take to lower your credit card processing costs. [Best Card has published 7 Rules specifically geared towards helping dental offices](#)

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Dental Shade Photography Basics: Tooth Dehydration



Mitch Bourgeois, CDT
Ceramist, O'Brien Dental Lab

Let's talk about dehydration. Arguably, shade matching is one of the most challenging aspects of what we do. It's a lot easier to tell if a margin is closed or a crown is in occlusion, but shades are nuanced.



Does it match, does it blend, or is it entirely off? Sometimes shades are just completely off, but sometimes there are simple ways to help correct that.

When you do a lot of work with shade photography, it isn't long before you notice some things that just need a little adjustment. When to take the shade is one of those easy adjustments that can make a

big difference.

When we see photos with shade tabs next to a fully prepared tooth, we know this was an at-the-end-of-the-procedure shade choice.

Shade photos taken at the end of the preparation procedure are great for giving us the prep shade but not so good at giving us the shade that we need to match for the natural teeth. Teeth dehydrate rapidly, and when they do, the shade will jump one to two shades lighter, maybe more.



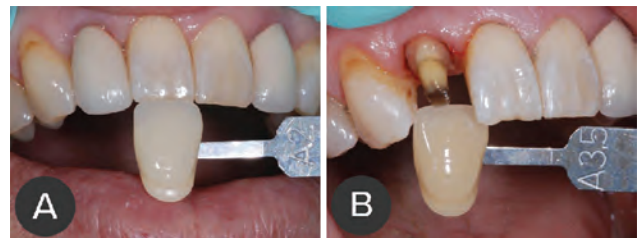
This isn't an issue if we are matching existing crowns, but natural teeth react quickly and dramatically during the preparation procedure.

When the patient's mouth is open and the teeth are exposed to air for however long it takes to do one or more preps, everything is changing.

All that exposure to the air is drying the teeth out. During that time, the shade is getting lighter and lighter.

When we look at a shade photo, we look at comparisons between the shade tab's known value and what we are asked to match to.

As the tooth dehydrates, the natural translucence is lost, making the tooth look more opaque and higher in value. The surface of the tooth may take on a cloudy appearance that is easily mistaken for surface character. Then, you take the shade, and we fabricate the crown. However, when the patient returns for the seating, their teeth are fully hydrated, with greater chroma and translucency, and you end up with a shade that doesn't come close.



(A) hydrated, before procedure (B) dehydrated, after procedure

If you find your restorations coming back too light, especially in the anterior position, take a moment and think about where in the preparation procedure the shade is taken.

If you are taking it at the end, consider moving the shade determination to the very beginning of the appointment and see if that helps.

Seeing shade tabs next to unprepared teeth gives us greater confidence that what we see compared to the shade tabs isn't going to change when you see the patient at the final seating.

We hope you found this article helpful. If you have any questions or comments, please email us at customerservice@obrientalldental.com. To subscribe to our educational videos and articles, please visit obrientalldental.com/subscribe.



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MDA's New Online...

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- **Secure & Private Platform** - Unlike other community platforms, Tradewing groups are visible only to members of that group. The Board of Directors, MDA standing committees, and members of each District will have their own group. You may hold special

virtual events, house documents, and more.

Call the MDA office at 800.257.4988 to learn how to join your colleagues on Tradewing today.

Hello, New MDA Members...

(Continued from Page 2)

our annual meeting, which a year ago was questionable, a success!

As I asked myself why I was sitting at the helm of this organization, I would also like to pose the same question to you. Why are you a member of the MDA? Why are you taking the time to read this newsletter? Maybe you are a member for the camaraderie—a chance to see your friends and catch up with colleagues at local and state meetings. Maybe you are a member for the continuing education.

Maybe you are here because you are concerned about the future of our great profession.

I think it's important that we learn our WHYS as we move past covid and transition within the association with

a new executive director. It helps us to focus and expend our energy on what's important to you; without you, the association would not exist. In turn, if the association is functioning at optimum capacity, you can do what you do best: taking care of your patients.

I challenge each of you to figure out your WHY, and then use that WHY to help us build and grow our association in the years to come.

I look forward to serving you this year.

Thank you.

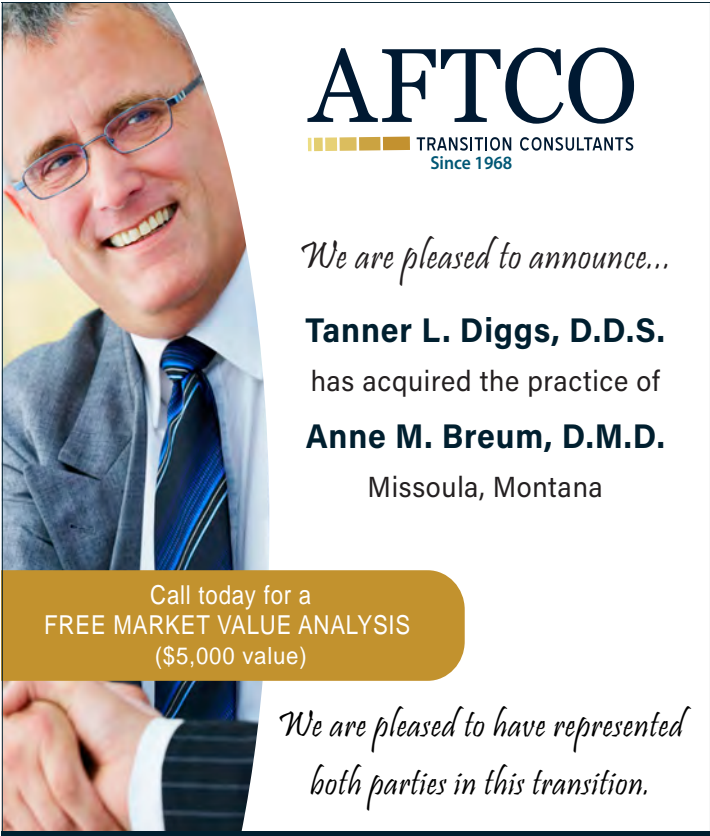
—*Dr. Ingrid McLellan*
MDA President

Visa and Mastercard...

(Continued from Page 12)

keep rates down. These tips target lowering your Interchange costs on transactions, so if your processor doesn't have you on pricing that lets you benefit from those lower costs, it may be worth seeing if you can get better rates.

The endorsed credit card processor of the American Dental Association Member Advantage and Montana Dental Association, Best Card saves the average practice \$3,736 / 24% per year in processing fees. Fax or email a recent statement to (866) 717-7247 or Compare@BestCardTeam.com for a detailed no-obligation cost analysis.



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Effective July 1, all Montana doctors authorized to prescribe opioids and benzodiazepines will be required to search the Montana Prescription Drug Registry (MPDR) prior to writing prescriptions for Schedule II-V controlled substances.

The MPDR, and prescription monitoring programs across the country, are in place to provide doctors greater access to a patient’s medical history for controlled substance prescriptions. This information can better protect both doctor and patient.

As you plan for MPDR checks, this is an excellent time to improve your entire prescription writing process. You may not realize that your current, traditional methods of phone, pad or fax actually take longer than sending a prescription electronically.

We want you to know that MDA Endorsed iCoreRx electronic prescribing software, speeds up your entire prescription writing process. With iCoreRx you experience:



1. Ability to e-Prescribe any medication including controlled substances. Streamline your workflow and save time
2. Freedom to provide prescription care anywhere at any time. Wherever you are, use your desktop computer, laptop, tablet or phone to write, review and send to the pharmacy
3. Access to built-in times savers including the Lexicomp for drug and dose reference, Doctor’s Favorites, full patient prescription history and auto-filled data through integration with most practice management systems

Provide better care, faster, with iCoreRx e-Prescribing software from MDA Endorsed iCoreConnect. Book a no-obligation demo at land.icoreconnect.com/MT03 or by calling 888.810.7706. MDA members receive a 43% discount on iCoreRx.

MDA Honors Service...

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In 1971, after high school graduation, she began her dental assisting career in a Great Falls private dental practice. For several years she worked for the Cascade County Health Department delivering the dental health message to parochial and public schools and the Hutterite Colony schools.

“Kristi’s ethics is an extension of her values. She cares for the well-being of everyone who enters my office, no matter their situation,” said Dr. Johnson. “Her professionalism shows in her sincerity in caring for the patient and the patient’s needs.”

Ms. Jesse is dedicated to helping disadvantaged and less fortunate members of our society obtain dental care.

She has been instrumental in providing care for children and developmentally disabled group home residents. Her skills shine through in both the office and hospital settings, and her compassion shows no boundaries.

“Her peers describe her as self-motivated and someone who works beyond expectation,” Dr. Johnson said. “She has the knack to connect with kids and is fondly referred to as the “short red-head.”

“My practice as a dentist would not be as rewarding if Kristi were not at my side treating patients,” Dr. Johnson said.



I hope this message finds you and your family well. The Consani Associates team has been engaged full time throughout the Covid-19 outbreak working with sellers, buyers and financial institutions.

We are advising buyers to take this time to find an opportunity that looks to be of interest then visit the practice and the community. If the practice looks like it is a good fit, we can structure a sale, including financing, leases and closing documents, and then wait to close when you say that you are ready.

We are doing everything we can to take advantage of the fact that doctors have the time to research opportunities and to prepare for the next steps towards practice ownership.

Serving Montana, Idaho, Oregon, Washington, Alaska and Hawaii.

Call us at (866) 348-3820 to discuss possibilities.



CAREER CENTER

Practices for Sale

Billings - A must-see opportunity! Solid fee-for-service general dental practice with an amazing team. One-story medical building in a very busy area with large and growing demographic base. Newly remodeled—2,500 sq ft, 5 fully equipped operatories, Schick digital x-rays, and much more. Don't miss this opportunity to practice and live under the big sky! \$287,000 estimated available income for buyer. \$850,000, 3D Virtual Tour—Listing #MT651. Contact Jessica at jessica@tkmgllc.com for prospectus.

Good News for practice acquisitions! Dental practice values remain strong through Covid-19, it continues to be a seller's market, we have qualified buyers looking in Montana, sellers receive 100% cash out at closing, 2020 weaker revenue due to office closures can be mitigated. Contact Practice Management Associates (406) 389-0123, www.pmaadvisors.org

In Bozeman - Virtually a turn-key, 3-operatorial **dental suite** available immediately. It has low overhead, approximately 1,150 square foot space with full dental infrastructure in place: N²O, water, air, and vacuum all plumbed into walls, as well as internet. The suite has a long history (26 years) as a dental office. It is very conveniently located, with sufficient parking, at Bozeman's most busy intersection. Occupancy available now: just install and connect your equipment. Priced just right for **sale or lease**. Ideal for start-up or satellite practice in the growing Northwest. Contact broker Dennis Erickson at 406-579-8967 for more details and a tour of the suite.

Missoula - Almost new dental office, 3 fully-equipped operatories with top line A-DEC equipment, chairs, cabinets, lights. Gendex Pan, Gendex intra-oral x-ray units with sensors. Room for one more operatory. Fully-equipped sterilization room and A-DEC cabinetry plus lab room and equipment. Quality

furniture throughout office, includes monitors, copy machines. Approximately 1800 Sq ft leasable space on ground floor of modern attractive 10 year old building. Excellent opportunity to be an independent dentist in your own practice without having to purchase \$200,000-\$300,000 dollars in new equipment to start your practice. Email at gmolsen83@gmail.com. Phone 406-370-5879

Help Wanted

Dental Hygienist - General Dentistry practice in Western Montana seeking a Hygienist to join our awesome team. If you are someone who loves educating people, taking care of your patients, have outstanding technical skills and want to come to work to have some fun, then our full-time position may be the opportunity that you are looking for. We offer great compensation and benefits. If interested please email your resume to accounting@bagnelldental.com. Frenchtown www.bagnelldental.com

CLASSIFIEDS

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For Sale

NO COST DENTAL EQUIPMENT available for dental outreach events. Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drjgillette@SproutOralHealth.org or 406-868-1549.

Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or info@montanadental.org. Visit www.MontanaDental.org for more information and opportunities.

MDA Annual Meeting – April 7-8, 2022 – Big Sky, Montana

<https://montanadental.org/what-we-do/continuing-education>

2021

- July 29-31 Western States President's Conf – Monterey
- Aug 15 ADA President-Elect Conf – Chicago
- Aug 27 MDA Board of Directors – Big Sky
- Sept 24 Board of Dentistry – virtual
- Oct 11-13 ADA SmileCon – Las Vegas
- Oct 13-16 ADA House of Delegates – Las Vegas
- Oct 15-16 Montana AGD CE – more info:
(406) 541-2889
- Dec 3 Board of Dentistry – Virtual

2022

- Mar 4 Board of Dentistry
- Mar 20-22 ADA National Lobby Day – Washington DC
- Apr 6 MDA Board of Directors – Big Sky
- Apr 7-8 MDA Annual Meeting – Big Sky
- June 3 Board of Dentistry
- Oct 13-17 ADA SmileCon – Houston
- Oct 17-20 ADA House of Delegates – Houston

2023

- Jan 68th Legislative Session Convenes
- May 11-12 MDA Annual Meeting – Missoula