

## Montana Oral Health Foundation Sources PPE Locally, Distributes to 601 Dentists in Eight Days

The Montana Oral Health Foundation (MOHF) teamed up with developers of the “Montana Mask” to donate masks and filters that meet the highest level of PPE to Montana dentists. MDA volunteers are now distributing critically needed masks and filters to MDA members in each local district dental society. The project did not disrupt normal supply chains for PPE.

The mask is a “Made in Montana” success story. In March, Billings dentist Dr. Spencer Zaugg developed a 3-D printed PPE mask. Spark R & D in Bozeman then developed the manufacturing process for 3-D injection molding using neoprene. The group then open-sourced the mask, allowing the project to be replicated anywhere in the world, without cost. To view the mask and open source permissions, go to <https://www.makethemasks.com/>.

According to Dr. Zaugg, the Montana Masks are soft and pliable, creating a great seal on any face. They can be sterilized and reused and filters meet the specifications for Level-3. Additional filters can be ordered through Flowmark High Tech in Billings, Montana. Every dentist in Montana, whether they are a member or non-member, will receive four small masks, one large mask, and 50 filters to get them started.

MOHF and the MDA moved at a breakneck pace to get these PPE masks into dental offices. On April 15, 2020,



*MDA volunteers gather in Bozeman to distribute Montana Masks, donated by the Montana Oral Health Foundation. (L-R) Dr. Dave Bull, Al Garver, Dr. Sven Bone, Dr. Will Samson, Dr. Shannon Jones, and Dr. Jake Taylor. Photo by MDA staff.*

the MOHF Board of Directors allocated up to \$20,000. On April 16th, MDA placed an order for 3,400 masks from Spark R & D in Bozeman and 30,000 filters from Flowmark High Tech in Billings. On April 22d a group of MDA volunteers converged in Bozeman at the office of Dr. Will Samson, MDA Sixth District Board Member. Other volunteers included MOHF Board President Dr. Dave Bull; MDA Executive Director Al Garver; Sixth District President, Dr. Sven Bone; MOHF Board member, Dr. Shannon Jones; and Dr. Jake Taylor from Billings. The crew sorted masks and filters into batches for delivery to MDA’s ten districts and at 5:00 p.m., three volunteers took off with trucks and SUVs.

Dr. Dave Bull delivered masks to Butte, Missoula and Kalispell. Al Garver delivered to Helena, Great Falls, and Havre. Dr. Jake Taylor delivered to Lewistown and Billings. Distributions began on April 23rd and district presidents were in charge of getting them out locally.

If you haven’t yet received a message from your district on how to get your masks and filters, please contact:

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## MDA Is With You in This

Thank you for being an MDA member and thank you for caring about our profession and our association. I am honored to be your new president of the Montana Dental Association. This will be an interesting year to say the least with COVID-19 and a legislative session ahead, but we have much to be thankful for.

Many of you know me, but for those who don't, let me make a brief introduction of how my life experiences have informed my world view. I have served as a volunteer with the MDA for eight years, six years on the board of directors as the Sixth District representative and two years on the Executive Committee. I have been an Alternate Delegate to the ADA for the past 3 years—I know the MDA and the ADA.

After dental school I completed a general practice residency and I have been practicing in Bozeman as a general dentist for the past nine years. Just last year, my partner and I moved into a new expanded practice location—I know the pressures of being a healthcare provider and a business person.

Before I became a dentist, I was a professional mountain guide and a high

school teacher. I learned many things from mountain guiding; one is—if it is worth doing, it is probably hard. I learned so many things from teaching; one is—if you challenge people, they can rise to the occasion. My world view is not identical to everyone in the MDA, and neither is anyone else's, but now you know a bit about where my ideas are rooted.

Our ADA/MDA/Local Dental Society tripartite membership is amazing!! Not every level will be equally useful to you all the time, but that is the beauty of the system. Right now, the resources that the ADA can offer are invaluable; clinical recommendations, CE and advocacy on a federal level, all as a result of staff and volunteer knowledge. Before COVID, the ADA was working on our behalf and after the dust settles the ADA will continue to do so. I'd like to say the MDA will be and can do everything for everyone, however, despite our incredible staff and dedicated volunteer dentists, that is not always possible. We are a very small organization with many demands. What I can say is that the MDA will work



DR. JASON TANGUAY  
President

*Continued on Page 7*

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# NEWS YOU CAN USE

## Six Steps to Recover Revenue Lost During Coronavirus

**Robert McDermott, President & CEO, iCoreConnect**

Nearly every Montana dentist is affected by the COVID-19 shutdown. The biggest concern: no patients presently in the chair means no incoming revenue. It's important to start planning now to recover lost revenue and make a smooth return to business. Here's how:

1. Analyze your weekly lost revenue due to virus closures and disruptions. What did you bring in last year in the same weeks? This will give you a specific target.

2. List your top three most profitable types of patient visits.



3. Use your practice revenue optimizer software to create a report for patients who have not completed needed visits in the last 6 months that correlate with #2.

*Continued on Page 15*

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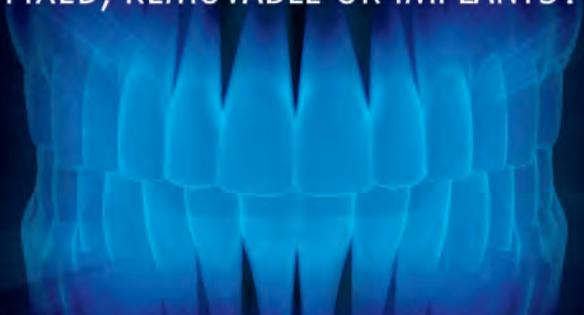
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# A Montanan's Reflections on Surviving Dentistry During the COVID-19 Pandemic

**Dr. Mandy Stebbins**

Today I feel strangely heavy. We have seemingly weathered the worst of this Covid storm, and yet Montana seems divided in spirit; I myself feel divided in purpose. These last six weeks have been a mad scramble to understand public policy and legislation, to figure out how to best take care of my staff and my patients, how to balance business and ethics. I feel tired, and ill equipped to handle it all. Turns out being unemployed is exhausting.

My experience in public health informs my reaction to the coronavirus situation. There seemed to be only two speeds of dentistry in the Indian Health Service: wait or overwhelm. When I would fly out in a little Cessna to tundra villages in Alaska and set up my portable gear in a corner of a community center, the need would feel insurmountable. I hunched over those children, working up to 14 hour days against the pop and candy and neglect, a cheerful Eskimo assistant by my side who never seemed to need a break. There was always one more kid that we could squeeze in. When the week was over we would pack up all that gear, which took several hours, and wait for the plane to return home. If the weather went down and the planes weren't flying, we had a decision to make. Did we unpack and set it all up again, treat a few more patients, and bet that we wouldn't be traveling for a day or two, or did we continue to sit on our gear and wait for the inevitable crazy old bush pilot who could land in the storm? I usually bet on that pilot.

*Dr. Stebbins after harvesting a caribou in Alaska. She began her career as a dentist in 2004, providing care to the Yup'ik Eskimo and Athabaskan people of the Yukon-Kuskokwim Delta. A fifth-generation Montanan, she returned to her home state to practice at the Blackfeet Community Hospital in Browning. She opened her private practice in Whitefish in 2013.*



I admit, I don't pivot easily. I've never been an early adopter. I am typically the person who puts her head down, leans in, and stays the course of action, sometimes for far too long. Working in public health taught me considerable patience and always that I was not in control, whether it was to keep new cavities out of my villages or to influence appointment policies in the clinic. This is vastly different than private practice, where I have become accustomed to being the ruler of my small world, until recently.

I think this dread that I feel right now is due to the fact that I know that there is no right decision this time. I will soon go back to work. Whether I'm in a hazmat suit in a negative pressure room, seeing only toothaches with a skeleton crew, or wearing pleated khakis and a polo shirt, doing 30 prophys a day while wildly brandishing a cavitron, I will undoubtedly contribute to the spread of this virus. Many of our protections will only serve to make us feel better; there is little evidence that even the most stringent forms of PPE help much. Indeed, we have little evidence to go on at all. What we do know is that every relaxed social restriction will contribute exponentially to contagion. Yes, we deal with infectious disease every day, but to me, it's never been so real before. It truly isn't something I've given much thought in the past.

The photos and videos that we see continually in the news break my heart. The people dying in the hospital hallways in Italy, the refrigerated containers serving as morgues in New York City, the nursing home patients dying alone, the broken spirit of doctors and nurses who haven't seen something like this before; these images weigh on my spirit. In Montana, we don't have it this bad. Our fortune has made our reaction blithe. When is the right time to go back to work, to school, to the movies? Whatever decision we make, whenever we make it, will contribute to more people getting sick, even if those numbers aren't as high here. This responsibility is heavy on my shoulders because I am a leader in my community, in my family, in my office. Taking care of people is my identity, but in this situation I cannot completely do that. And yet, what else can I do but move forward, clear eyed and braced for what will come? I suppose there is a freedom in accepting our lack of ultimate control.

It's what we do, right? We dentists make hard decisions, we do hard things, based on the best evidence we have today. We know, as I did years ago in those remote villages, that what we do helps a little, but often we are fighting a perpetual battle. A friend said to me the other day that as business owners, what we do is shoot the wolf that is

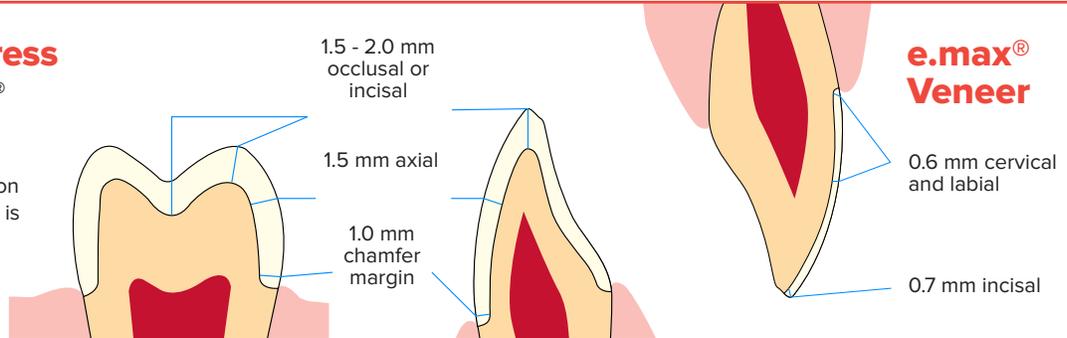
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# Minimum Tooth Reduction & Prep Guide

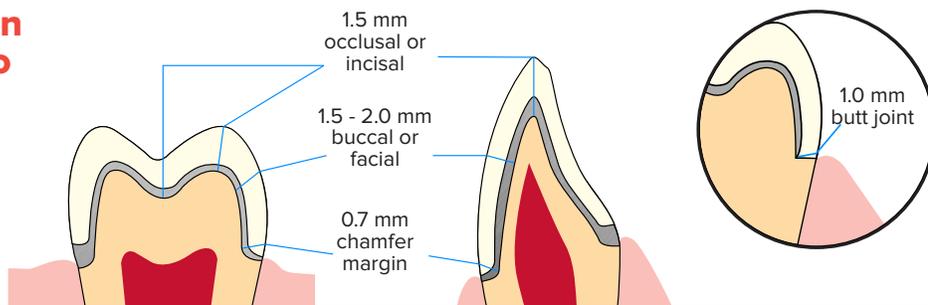
Prep recommendations for the most common restoration types.

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Bonding is necessary to maintain the structural integrity of the restoration if the occlusal reduction is less than 1.5 mm.



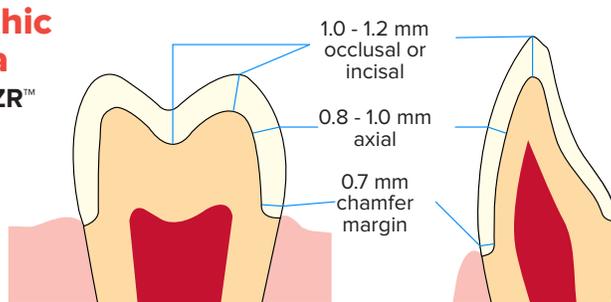
## Porcelain Fused to Metal



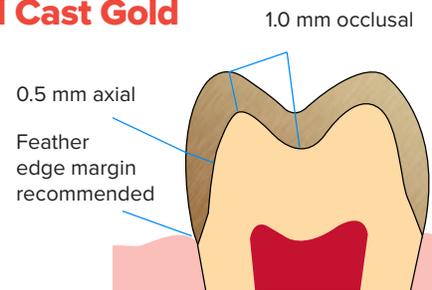
## Porcelain Labial Margin

The addition of a PLM requires prepping the tooth with a 1.0 mm butt joint.

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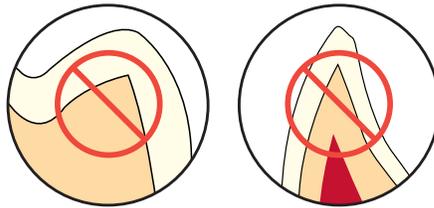


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## MDA Is With You...

*(Continued from Page 2)*

tirelessly to help inform our dentists, influence state policy and bring every resource to bear in doing so.

In talking with some dentists lately, they have wanted more direction from the MDA, (we all want more direction). Our state is large and diverse and your Board of Directors is doing everything they can for you and for the state as a whole. With that said, with COVID, a dentist in Bozeman is not necessarily facing the same situation as a dentist in Glendive. This is where your local district dental society, the third part of our tripartite organized dentistry partnership, comes in. Many districts have served as a hub for socializing and coordinating volunteer opportunities. While these are worthy, they can do more. I encourage each district to continually connect over the coming days, weeks and months to coordinate efforts by evaluating changing conditions and information, then developing local plans and recommendations for best practices in your community.

Lately, whenever I talk to dentists, the topic of conversation quickly turns to “what are you doing in your practice?” This has made me think of the notion of “early adopters vs. late adopters”. Some are eager to begin whatever new practice or buy whatever new product there is, accepting that there will be new versions later and with that will come a steeper learning curve when the troubleshooting guides have not been fully developed and the product may even be recalled or proven ineffective. Late adopters on the other hand are not able to take advantage of the “new thing” for some time and may miss out, but when they decide to make the change, it is usually smoother and easier.

Just because the ADA, or the Governor or your local district says it is ok to “get back to work” doesn’t mean

you need to jump back in and be an early adopter. Don’t feel pressured by colleagues or impatient patients. Make sure you have the correct PPE, have thought through your new procedures and feel confident in your decision.

I understand that many dentists are business owners in addition to healthcare providers. I am too and I still have student and practice loans looming. Stressful times like these can test our resolve. We need to keep in mind that healthcare should always come before business. A mentor of mine once told me that “business will follow if we take good care of our patients.” We often like to discuss how oral health affects systemic health. At times like this we can’t forget that we need to keep our patient’s systemic health in mind when we are determining the necessity of treatment. Dentistry is hard, and it will likely be even harder for the foreseeable future, but it is worth it. I believe all of you, the dentists of the MDA, can rise to the occasion.

At the beginning of this article, I referenced that we have much to be thankful for. You may be asking yourself what that is. I am thankful for the ADA and its resources. I am thankful for my MDA colleagues. I am thankful for my staff and my patients and my dental partner. I am thankful for my wife and kids and the time I have had with my family over the past few weeks (and I am also thankful for my kid’s teachers with whom they will soon hopefully be reunited!).

And, despite the challenges ahead, I’m thankful that I can serve as your MDA president this year. We’re all in this together, so lastly, I am thankful for your dedication and support as we rise together to meet these hard challenges.

*Dr. Jason Tanguay is 2020-2021 MDA President*

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## A Montanan’s Reflections...

*(Continued from Page 5)*

closest to the door, but I think this is oversimplified. We do shoot the wolf at the door, but we do it while reloading, tending the fire, rocking the baby, and wondering what crop to plant tomorrow. The decision making and hard work, and most especially the adapting, never end.

In the midst of hard realities, I am grateful to my friends in the MDA for your help and support as we all navigate this situation for ourselves. Never have I been more proud to be a part of an organization. I am continually impressed and heartened by the dedication and intelligence of my colleagues. In First District, we have had weekly Zoom

calls and lots of email chains and phone calls to help each other through. Montana dentists across the state proved themselves leaders in the past weeks, solving the mask shortage, adapting homeless shelters, and providing emergency care. I am proud of who we are, and so very thankful that you are in it with me. The camaraderie of MDA has been good for my business, and good for my soul. And so, on the verge of re-entering the fray, it is time to draw a deep breath, look around, and step forward, together. You all are my crazy old bush pilots, and I’m counting on you.



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# The Montana Oral Health Foundation Brings Hope to a Young Man

**Dr. John Smith, Past President,  
Montana Oral Health Foundation**

Marshall grew up in Bozeman and attended Bozeman High School. He was a two-time AA State Wrestling Champion and had a bright future with his selection to the wrestling program at the University of Michigan. His wrestling career ended at Michigan one year later due to a video game addiction and a lack of self-esteem attributed to his facial appearance.

Marshall's face stopped growing when he entered high school and appeared much different than his twin brother's by the time he finished high school. He didn't think too much about it at the time, but appearance insecurities have contributed to a ten-year period of depression and a feeling of a "life on hold".

Dr. Kris Hansen and Dr. Clark Taylor began working with Marshall and battled with insurers, unsuccessfully, to obtain medical insurance to cover Marshall's need for corrective facial surgery. Without help from insurance,



*Dr. Kris Hansen, Marshall, Dr. Clark Taylor (L-R)*

Marshall could not afford the cost of surgery. Then MOHF entered the picture.

In 2019, MOHF received an anonymous donation designated to help a youth with craniofacial problems. MOHF sent a letter to all oral surgeons, orthodontists and pedodontists in the state, notifying them of this donation to see if they knew of someone in need. Doreen Huey in Dr. Hansen's office replied with a tearful and heartfelt response, which swayed the MOHF Board of Directors to select Marshall.

You can see from the pre-op photos in this article that Marshall had developed maxillary hypoplasia, vertical maxillary insufficiency, and a concave profile. Marshall's maxilla and mandible were advanced on March 13 of this year in a double jaw procedure that also required a bone graft from his hip. The post-op photos were taken three weeks after the surgery.

The donation to MOHF did not cover the total cost of the surgery, but Dr. Taylor readily agreed to operate for much less than the cost and Dr. Hansen stepped up to donate much of his time for Marshall's care. Dr. Brian Chisdak has also assisted to provide care.

I asked Marshall what he looks forward to now that his surgery is over. He exclaimed emphatically "Eating - I haven't had much enjoyment from eating for years because it hurt to chew and I could never chew well. My jaws would just get too sore." He added that he was most surprised to experience a radical improvement in his breathing.

"The first night I was so swollen, I didn't notice it, but the next day, I could hardly believe how much better my breathing was. I have never been able to sleep on my back because I felt like I was suffocating, but now I can sleep on my back. It is amazing. I didn't realize how much better it made me feel."

Marshall noted that he would like to get off of antidepressants and move on with his life. There is a list



*Before treatment*

*After treatment*

*Continued on Page 16*

# MDA Annual Awards Honorees

The Montana Dental Association annually recognizes dentists and allied dental staff for their outstanding contributions and leadership benefiting their patients and respective professions. The awards for 2020 were to have been presented to them personally at MDA's Annual Meeting in Big Sky, which was canceled due to the COVID-19 pandemic. MDA is proud to announce our 2020 award recipients. Presentation of the awards will take place at a later date.

## 2020 T. T. Rider Award Dr. Jane Gillette, Bozeman

In 1967, the Montana Dental Association established award to be presented to MDA members who have "rendered outstanding service to the profession and to their community." The first recipient of the award was Dr. Thomas Thiel Rider of Missoula and the award has been presented in his name ever since.

It's almost an impossible task to sum up in a limited article all the ways Dr. Jane Gillette has used her talents to serve the profession of dentistry. Leader, scholar, teacher, innovator, social entrepreneur, humanitarian,



*Dr. Jane Gillette*

and visionary; those are just a few of the words that describe where her innate curiosity and drive have led to so many productive pathways. In recognition, MDA is proud to bestow its 2020 T. T. Rider Award on Dr. Gillette.

In its extensive letter of nomination, the Sixth District Dental Society notes:

"Dr. Gillette's singular goal has been

to advance the profession through supporting dentists in becoming leaders in their communities, the State, and the Nation. The model she uses to achieve this lofty goal includes enabling dentists to care for society's most vulnerable, while at the same time advocating for protections of the profession.

"The volunteer career hours that she has spent on the local, state, and national level advocating on behalf of the public and the profession are far and above any typical volunteer. Our profession is indebted to her for her service."

Here are highlights of Dr. Gillette's many contributions:

- **Innovation:** an "inspiring clinical practice model in nursing homes, caring for our most frail and vulnerable".
- **Advocate for the Underserved:** Champion for the MDA/DPHHS partnership to develop AbCd MT, a nationally recognized model assuring Medicaid funding for the most in-need young children and the Human Resources Development Council's Future Generations Award, recognizing her contribution to advancing the wellbeing of disadvantaged children.
- **MDA Leadership:** first woman President of the Montana Dental Association! Current and Delegate and past Alternate Delegate to the ADA House of Delegates. Service on the Montana Oral Health Foundation Board and MoDePAC Board; member of and chair of several MDA committees, including Government Affairs, Financial Oversight, Strategic Planning, Nominations and Bylaws, and Dental Health and Access.
- **Dental Advocate:** Action Team Leader for Senator Steve Daines and Congressman Greg Gianforte (and member of Rep. Gianforte's Healthcare Advisory Committee).
- **ADA Leadership:** Past Chair, ADA Council on Access, Advocacy, and Prevention; Chair, Choosing Wisely Campaign and of the ADA's National Prevention Summit.
- **Evidence-Based Dentistry:** ADA Spokesperson for Evidence-based Dentistry; ADA Scientific Reviewer; author of ADA's "Evidence-informed Policy Making"; and inaugural award winner of the ADA Evidence-based Practice Award
- **Mentor:** Guidance to new dentists in their careers and to future organized dentistry leaders.
- **Educator:** academic appointments to the University of Washington and University of Pittsburg dental schools; teacher for MSU College of Nursing; national continuing education lecturer.

Congratulations Jane!

# For Outstanding Dentists

## Clinical Excellence Award

### Dr. Scott Lawson, Bozeman

In 1987, Montana Dental Association presented the first Clinical Excellence Award to annually honor a member for excellence in clinical skills and commitment to continuing dental education through teaching, publishing, clinical work, and related activities.

In its letter of nomination, the Sixth District Dental Society lauded Dr. Scott Lawson's skill set in IV sedation, grafting, implants, fixed prosthesis, endodontics and oral surgery. He has completed 500 hours of advance training in removal of impacted third molars; multi-year UCSF, Pankey and Spear Institute training in aesthetic dentistry; and the year-long Medical College of Georgia MaxiCourse in Implantology.



Dr. Scott Lawson

He is a Fellow of the International Congress of Implantologists and Associate Fellow of the American Academy of Implant Dentistry. Dr. Lawson is a member of the Montana Dental Association, American Dental Association, Academy of General Dentistry, and American Academy of Sedation Dentistry.

Dr. Lawson has practiced dentistry for 34 years and opened his practice in Bozeman in 2000. He is a graduate of the University of the Pacific Dugoni School of Dentistry.

Dr. Lawson, his wife Lori, and daughter Sumner reside in Bozeman and enjoy all the outdoor activities Montana has to offer. His interests include photography, sculpture, and, and woodworking, among other hobbies.

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# Outstanding Dental Hygienist Award



*Kathy Ullman RDH*

The Montana Dental Association annually presents the Outstanding Montana Dental Hygienist Award to a dental hygienist who demonstrates outstanding professional proficiency, knowledge, and ethics; a commitment to excellence in continuing education; involvement in community; and leadership to peers and other members of the dental team. MDA is pleased to present the 2020 Montana Outstanding Dental

Hygienist Award to Kathy Ullman RDH. “To watch her become a fantastic mother and wife, to see her gain the trust and confidence of her patients and peers, and to see her become a seasoned professional who gives her all. It’s been my privilege to have worked side-by-side with her for our entire 29-year careers.”

“Kathy is one of the most ethical, conscientious people I have ever met,” Dr. Hayes said. “She always does what’s right for everyone. She puts herself and her own needs at the bottom of the list and gives her all in every circumstance.”

Dr. Hayes notes that as the daughter of a teacher and coach, Ms. Ullman displays strong leadership and teamwork skills and a passion for educating her colleagues and patients.

“I appreciate Kathy’s willingness to share her knowledge of dentistry with her patients,” Dr. Hayes said. “She loves to educate and inform patients whenever she can. More often than not I hear her sharing something she had recently learned at a continuing education meeting with her patients.”

Ms. Ullman earned her dental hygiene degree at Sheridan College and her bachelor of science in dental hygiene at the University of Wyoming. While a student she spent her summers working for the Colorado Migrant Program.

Ms. Ullman is a leader in her profession, having served as President-Elect, President and Past President of the

*Continued on Page 14*

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# Outstanding Dental Assistant Award

The Montana Dental Association annually presents the Montana Outstanding Dental Assistant to a dental assistant who demonstrates outstanding professional proficiency, knowledge, and ethics; a commitment to excellence in continuing education; involvement in community; and leadership to peers and other members of the dental team.

The Montana Dental Association is pleased to present the Montana Outstanding Dental Assistant Award to Chelsea Bagnell CDA.



Chelsea Bagnell CDA

Dr. William Samson established Summit Dental with two dental chairs and one assistant, Chelsea Bagnell CDA.

“Over the years, Summit Dental has grown significantly,” Dr. Samson states. “I truly believe our growth and success is due in very large part to an incredible staff and Chelsea is the rock of our unbelievable staff.”

“Chelsea leads through example. She is a dedicated employee who always puts the patients first. Her work ethic, calming demeanor, and knowledge translate into respect from her fellow employees, causing others to strive to rise to her level,” he said.

Ms. Bagnell graduated from Great Falls College–Montana State University Dental Assistant Program in 2012 and she has earned the Certified Dental Assistant designation. Dr. Samson noted her commitment to continuing professional improvement and education, learning new office-technology, implants, endo, oral surgery, CBCT, digital radiology, and dental materials. She was the lead assistant in setting up Summit’s implant program.

Dr. Samson lauds her dedication to service. “From day one, eight years ago, Chelsea has been by my side performing school dental screenings throughout the Gallatin Valley, traveling to local daycares and preschools to educate young children on oral health care, attending health fairs. She has volunteered for Project Homeless Connect, the St. Jude radiothon cancer fundraiser, and Sealant for Smiles programs in Willow Creek and Whitehall.”

Ms. Bagnell is an exceptional athlete and horsewoman. Through her hard work and dedication, she became the Montana Class A State shot-put champion and earned multiple belt buckles in numerous horse events throughout high school.

“Her value to our office as a leader, patient advocate, and a friend are priceless”, Dr. Samson states.

“Employees such as Chelsea are rare and don’t come along often. I am fortunate to have her as both an outstanding assistant and an incredible friend.”

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## Outstanding Dental Hygienist...

*(Continued from Page 12)*

Montana Dental Hygienists’ Association. “She comes by leadership naturally,” Dr. Hayes said. “It isn’t something I have asked her to do. This is what she does because she can’t imagine it any other way. That’s a leader. A true leader.”

Ms. Ullman has been a volunteer for Special Olympics, school dental screenings and National Children’s Dental Health Month. She has served on Parent Advisory committees and with youth sports, including Legion Baseball and the Bozeman Hawks.

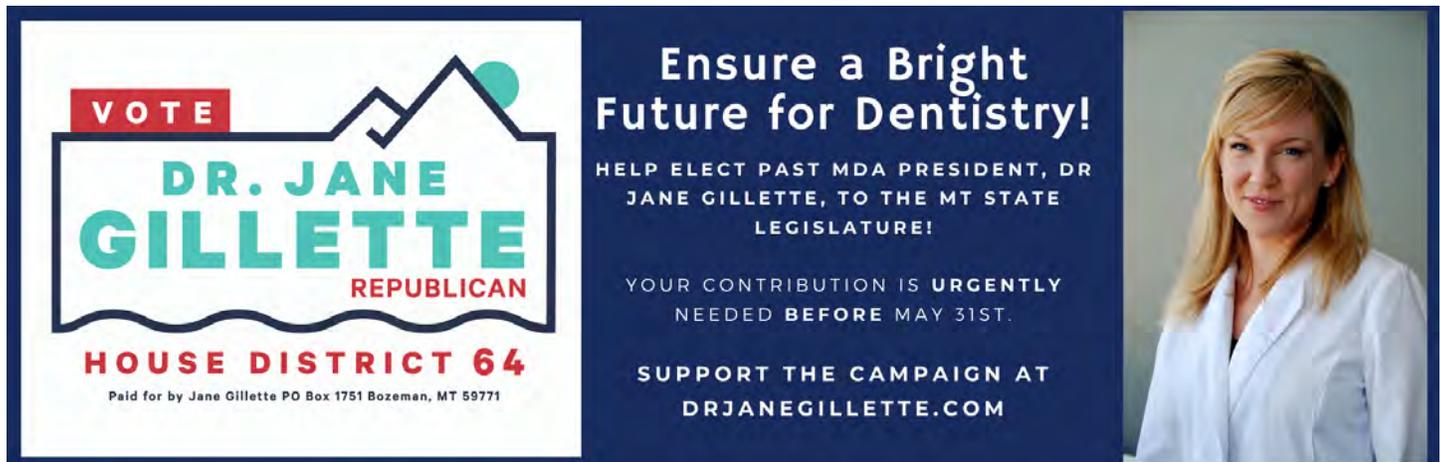
“There has never ever been a moment when I wasn’t positive that she loves what she does,” states Dr. Hayes. “She is proud to be a dental hygienist and shows it by giving extraordinary patient care, by being a true team leader and team player and by being a loyal and dedicated employee.”

## Six Steps to Recover Revenue...

(Continued from Page 4)

4. For open calendar slots, ask staff to prioritize patients in the report alongside those displaced in the down weeks. You may need to consider expanding work hours.
5. Use a tight task-management solution to maximize staff daily efficiency and communication.
6. Set daily revenue goals and monitor in real time.

iCoreConnect provides Montana Dental Association members with four endorsed services. During the Coronavirus outage, iCoreConnect is also making its dental revenue experts available directly to MDA members. Visit <https://live.vcita.com/site/iecbfpy3xrqkui7/online-scheduling?service=xywtenqzjnnwjm9e&staff=qw7si2vfmtnofwxo> to schedule a free, half-hour revenue recovery planning session to talk through your specific goals.



**VOTE**

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REPUBLICAN

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**Ensure a Bright Future for Dentistry!**

HELP ELECT PAST MDA PRESIDENT, DR JANE GILLETTE, TO THE MT STATE LEGISLATURE!

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SUPPORT THE CAMPAIGN AT [DRJANEGILLETTE.COM](http://DRJANEGILLETTE.COM)

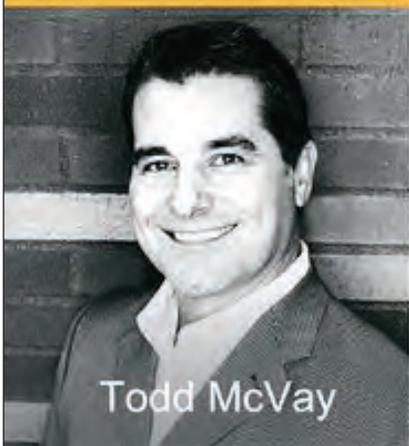


## Thinking About Selling Your Dental Practice?

*How can we help you in 2020?*

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Todd McVay



Julie Hawken



Julie serves Washington, Oregon, Idaho and Montana.

[knutzenmcvaygroup.com](http://knutzenmcvaygroup.com)

## MOHF Makes Rapid Response...

(Continued from Page 1)

District 1, Kalispell, Dr. Verne Reed, 406.755.3636

District 2, Missoula, Dr. Kevin Miltko, 406.721.1550

District 3, Butte, Dr. Kyle McIntyre, 406.498.3632

District 4, Great Falls, Dr. Nate Stevenson,  
406.205.3586

District 5, Helena, Dr. Brandon Sheahan, 406.461.6476

District 6, Bozeman, Dr. Will Samson, 406.548.4707

District 7, Havre, Dr. Lee Laeupple, 406.265.1790

District 8, Lewistown, Dr. Matt Moen, 406.538.2376

District 9, Billings, Dr. Jake Taylor, 406.696.2548

District 10 masks were disbursed to representatives from larger cities:

Glasgow, Dr. Charles Wilson, 406.230.0627;

Sidney, Dr. Erin Fink, 507.341.0195;

Miles City, Dr. Eric Hogan, 406.853.4721;

Glendive, Dr. Matt Calkins, 406.377.8265.

If you do not live in any of the cities listed above, your

masks and filters have been mailed directly to you. If you did not receive them, please call Pam at the MDA office, 800.257.4988.

If you appreciate MOHF's initiative to donate masks to dentists, please consider making a contribution to MOHF to replenish the funds expended for the project. Send a check (payable to MOHF) to the MDA central office at 38 S. Last Chance Gulch, Suite 205, Helena, MT 59601.



*Pam Maslanka, MDA Administrative Assistant, demonstrates the easy fit of a Montana Mask in the MDA central office. Photo by MDA staff*

## The Montana Oral Health Foundation Brings Hope...

(Continued from Page 9)

of things he wants to accomplish in life and getting his "face fixed" was number one on the list.



*We are pleased to announce...*

**Jay D. Aye, D.D.S.**  
has acquired the practice of  
**Garret C. McFarland, D.D.S.**  
Miles City, Montana

*We are pleased to have represented  
both parties in this transition.*



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*Practice Sales & Purchases Over \$3.2 Billion*

Marshall has expressed his thanks to Dr. Hansen and Dr. Taylor and their office staffs for the help they have given him over the past years. He teared up with his thoughts and noted how many times they tried to help him with insurance and how kind and caring they were to him at every appointment. (That sure made me proud to be a dentist. Don't you think caring for patients like they are your extended family is a hallmark of dentistry and sets us apart in a positive light from current trends in medicine?)

Marshall shared this final insight: "People don't put enough weight on how important dental health is. I know this has had a bigger impact on my life than anything other doctors have done for me. I wish insurance companies would have looked at me as more than just a cosmetic problem. They don't understand how much this has helped."

Marshall is very thankful for everyone involved with MOHF. I also want to extend a big thanks to all of you who have supported the foundation. The MOHF Board strives to make a difference within our state and your donations are deeply appreciated. You can find out more about MOHF by clicking on the MOHF tab on the MDA website.



# Let's Work Together.

Because when independent dentists work together, it can lead to big savings on dental supplies for practices of every shape and size.

TDSC is proud to be affiliated with the **Montana Dental Association** to help save members more on supplies than they pay in dues.

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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**

**Eastern Montana** - 2 office location, high production and lots of room to grow. The selling dentist is willing to stay on as an associate and help the practice grow. Both locations are large and able to have multiple providers. Collections well over 1.6 million. Call today to discuss this opportunity. Dr. Jared Franson 208-949-0868 or email 208-949-0868.

**General Family Dental Practice in NW Montana** - Established practice has a loyal patient base and welcomes an average of 18 new patients a month. Spacious stand-alone building of 1,557 sq. ft. with 3 ops, could expand to accommodate another treatment room. Treatments referred out are molar endo, surgical extractions, implant placement AND restoration, advanced perio, and ortho. Building for sale or lease with option to purchase. For more information, please call Lynne or Donna at 406-389-0123. [info@pmaadvisors.org](mailto:info@pmaadvisors.org)

**Northern Montana, Highline, NEW LISTING** - Nice office located on the highline area of Northern Montana. Seller is motivated and ready to sell. Seller is relocating out of area. Produce in the \$500 range. Digital office, and ready for new Doctor. 4 op practice and fee for service patients. Rural living in northern Montana. Great opportunity. Call Jared at 208-949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com).

**Southern Montana** - (Pending) Large metropolitan area. Small 3 op practice producing over 400K. Great location and building for sale also. Great way to get foot in the door in the community or even may be a merger. Please contact Dr Jared Franson @ 208-949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com)

**Western Montana** - Associate to partner. large clinic looking for a partner to help manage and grow the already large office. Producing over 1.5 million and a partner is retiring. So It would be a readymade practice with little to no out of pocket until partnership is established. Contact Dr Jared Franson @208-949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com)

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.

## CLASSIFIEDS

### **Locum Dentist**

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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 [drgillette@SproutOralHealth.org](mailto:drgillette@SproutOralHealth.org) or 406-868-1549.

## MDA Component Meetings 2020

### District 1 - Kalispell

May 19, 6:30 pm, Jagz Rest.

*Weekly meetings by Zoom.*

### District 2 - Missoula

May 19, 6 pm, Depot Rest.

### District 3 - Butte

May 7, 6 pm, Rib & Chop House

### District 4 - Great Falls

May 12, 6:30 pm, Montana Club

### District 5 - Helena

May 12, 6 pm, 38 S Last Chance Gulch

### District 6 - Bozeman

May 12, 6:30 pm, 14 N Restaurant

### District 7 - Havre

May 4, 7:30 pm, 35 3rd St.

### District 8 - Lewistown

May, No Meeting

### District 9 - Billings

May, No Meeting

## Montana Board of Dentistry Meetings 2020

June 5, 10:00 am

September 11, 10:00 am

December 4, 10:00 am

*Note: Until further notice, Board meetings  
are by phone conference only.*

## MDA/ADA Meetings 2020

July 19-24, ADA Conference Week, Chicago

July 31 - Aug 1, Western States Presidents

Conference, Monterey, CA

September MDA Board of Directors Meeting,

TBA

September 18-19, Eleventh District

Pre-Caucus, Seattle

October 15-19, ADA Annual Session/House

of Delegates, Orlando

## MDA/ADA Meetings 2021

January MDA Board of Directors, Helena, TBA

January MDA Legislative Day, Helena, TBA

May 5, MDA Board of Directors, Missoula

May 6-7, MDA Annual Meeting, Missoula

September 17-18, Eleventh District Caucus,

Seattle

October 12-15 ADA Annual Session/House

of Delegates, Las Vegas