

Dr. Kevin Rencher leads your MDA

MDA members have elected Dr. Kevin Rencher as president to lead the Association for 2017-2018. Members also elected Dr. Andy Althaus, president-elect; Dr. Ron Jarvis; vice president and Dr. Jane Gillette, immediate past president and delegate-at-large. Dr. Charles Wilson continues as secretary-treasurer and Dr. Doug Hadnot as delegate-at-large.

As a student at the University of Iowa College of Dentistry, Dr. Rencher served as the president of the American Student Dental Association and later was an ADA Congressional intern in Washington. His dedication to the legislative arena continues as a member of the Board of the Montana Dental Political Action Committee (MoDePAC), representing the Fifth District. He leads by example, hosting local grassroots meeting with legislators, attending political functions to champion dentistry and testifying before the



*New MDA President
Dr. Kevin Rencher*

Legislature. He regularly travels to Washington to lobby for children's dental legislation. After two terms on the MDA Board of Directors representing the Fifth District, he was elected MDA vice president and has been serving on the Government Affairs Committee.

The oldest of eight children growing up in southeastern Idaho, Dr. Rencher has always been surrounded by children. Following graduation from Brigham Young University and dental school, he completed two years of specialty training in pediatric dentistry at Schneider's Children's Hospital in New York City. He then opened his pediatric dental practice in Helena. Dr. Rencher is a leader in the state's cleft lip/palate clinic and involved in the American Academy of Pediatric Dentistry.

Dr. Althaus has been in private practice since 2007 and is the owner of Smile Missoula. He was formerly dental director and a staff dentist at Partnership Health Center. Dr. Althaus has served as president of the Second District, New Dentist representative and Second District member on the MDA Board. He has been a member of the Missoula Medical Aid Board of Directors, Partnership Health Center Board of Directors, and Missoula Early Head Start Board of Directors. He is chairing the MDA Administrative Review Committee.

Dr. Jarvis practices in Kalispell and has been serving

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Three join MDA Board

Drs. Ron Davis, Lars Swensen, and Sarin McKenna are new members of the MDA's Board of Directors.

Dr. Davis was elected by the First District Dental Society. He has served as president of the First District and on the Board of the Wichita District Dental Society in Wichita Kansas. Dr. Davis is a graduate of Graceland College in Lamoni Iowa and the University of Colorado School of Dentistry. He is a volunteer with the Shepherd's Hand Dental Clinic, Sealants for Smiles, Soroptimist Smile of Hope and Donated Dental Services.

Dr. Swensen is the new Board member representing the Seventh District Dental Society and practices in Havre. Dr. Swenson is a 2001 graduate of

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We need a strong Montana Dental Association

Dentistry is constantly under attack from outside forces. We need our association to protect dentistry and helps us succeed.

Recently, I had a patient's father come by who works as a physical therapist. I asked him about his business. He responded that it was becoming harder and harder to be a physical therapist in the current environment. One of the largest employers in his community changed their insurance policy for their employees. The new insurance plan would only cover physical therapy patients who sought treatment at a specific office. This has caused a dramatic loss of patients for my physical therapist friend. I asked him what his physical therapist association had done to help with this unfair situation. He said that their association has done nothing. He commented that their association was so weak and fragmented that it was powerless to advocate for change. I was shocked at this, and told him to get involved and create change. He informed me that it was too late. The physical therapists had neglected their association, and a culture of apathy had set in. There was nobody to help advocate for his profession.

A few months ago, I had lunch with a medical colleague from Great Falls. I asked him how his practice was doing. He responded that his practice is slower than ever. The government regulations and extra bureaucracy are negatively impacting his practice. He said he is working more hours than ever before, but making significantly less money. He is considering closing his practice, and taking an early retirement. I asked him what his professional association is doing to help him and his colleagues improve their tough situation. He responded that they were doing very little. Their association is weak and fragmented. It was unable to create the needed change. There was nobody advocating for his profession.

These two experiences have increased my appreciation of the American Dental Association and the Montana Dental Association. Their role is to help advocate for our profession. Their job is to protect us and help preserve our doctor-patient relationship. For this advocacy to be effective, we need to all be more involved in our association. We cannot become weak and fragmented like so many other professional



DR. KEVIN RENCHER
President

Continued on Page 11

EXECUTIVE COMMITTEE:

- | | |
|-----------------------------|--|
| • President: | Dr. Kevin L. Rencher |
| • President Elect: | Dr. Andrew C. Althausen |
| • Vice President: | Dr. Ronald Jarvis |
| • Secretary/Treasurer: | Dr. Charles S. Wilson |
| • Immediate Past President: | Dr. Jane Gillette |
| • Delegates-at-large: | Dr. Douglas S. Hadnot
Dr. Jane Gillette |

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| • Dr. Sarin McKenna | • Dr. Jason Tanguay |
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NEWS YOU CAN USE

Tobacco cessation counseling

If you are not doing it already, here are two reasons to start

Dr. Jason Tanguay

Mark Twain once said, "Quitting smoking is easy. I've done it a thousand times." Hopefully it won't take your patients that long, but it is a difficult road and they need all the help they can get, including you and your dental team.

Reason #1 - Their health: In addition to being detrimental to oral health there are many documented risks to overall health. You could save your patient's life!

Reason #2 - You can get paid for it: ADA code D1320 (Tobacco counseling for the control and prevention of oral disease) is something you can bill for and Montana Medicaid currently reimburses this code at \$37.16.

How do you do it? Ask, Advise, Assess, Assist and Arrange. In my office, my team members will usually ask (if patient is using), advise (education about health risks), and assess (inquire if the patient is interested in quitting).

The assist and arrange is done in conjunction with the Montana Tobacco QuitLine (1-800-QUIT-NOW). We fax in a referral (available at montana.quitlogix.org) and they take it from there following up with the patient and providing them with resources to help them Quit!

More information can be found on page 12 and on the MDA website: www.MontanaDental.org.

If you are interested in training your staff further, contact MDA for free copies of "Treating Tobacco Use and Dependence – A Toolkit for Dental Office Teams."

ASSIST AND ARRANGE - TOBACCO CESSATION

Ask

Tobacco use (current, former, never) is a vital sign. Chart patient response.

Advise

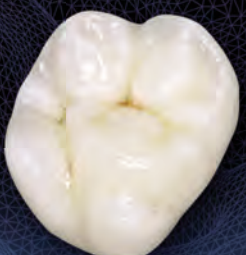
Give clear, strong, personalized advice to quit. "Quitting tobacco is the most important thing you can do for your health. I will help."

Assess

Is the tobacco user willing to make a quit attempt at this time? "Are you ready to try to quit tobacco?"

- Yes – Help the patient create a quit plan
- No – Enhance the patient's motivation to quit

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Dental team volunteers for the State Summer Special Olympics held in Missoula on May 19 provided brushing instructions using puppets and handed out oral hygiene goodie bags. (L-R) Dr. Minde Meng, Dr. Graham Meng, Dr. Joe Meng, Charlotte Iverson and Heidi Halverson RDH.

Help patients find you!

ADA® Find-a-Dentist™, ADA's three-year digital consumer advertising campaign, is underway. ADA is investing \$18 million to target 19.6 million potential patients who value oral healthcare, are under-utilizing oral health services and have the ability to pay for care.

MDA encourages you to take advantage of this unique opportunity to increase your practice's marketing through ADA® Find-a-Dentist™. Paid search and digital ads targeting these potential patients will direct them to the ADA® Find-a-Dentist™ website to book an appointment.

It's easy for you to participate. The first step is to update your practice profile by visiting ADA.org/MyADA, and login using your user ID (member number) and password. If you're unsure of your user ID or password, call the ADA Member Service Center at 800.621.8099.

New fields of information have been added: business hours, practice focus, multiple business addresses, types of patients you treat and which forms of payment and benefit plans you accept. Be sure to include a practice description, website, photo and email so your future patients can learn more about you and easily connect. Prospective patients will be able to search by payment options, benefits accepted, dental specialty and zip code. They can then contact the practice via phone or email to make an appointment.



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MONTANA DENTAL Advocate

The session is over

The 2017 session of the Montana Legislature adjourned sine die on April 28, leaving follow-up work for the MDA as it addresses rulemaking on important affecting dentistry issues. From a new wave of bills attempting to control healthcare costs by changing patient behaviors, to expanded scope of practice for dental hygienists, 2017 was a challenge which the MDA met head on.

"We had an incredible session. One of the best ever," said Dr. Kurt Lindemann, Government Affairs Committee chair. "MDA pulled together a great advocacy team; Government Affairs Committee, grassroots dentists, lobbyist, attorney and executive director."

Here's a summary of what happened in the Legislature, why it's important, and what's next.

Prescribing authority for dental hygienists; local anesthesia under general supervision

SB 120, sponsored by Sen. Nels Swandal (R- Wilsal) at the request of the Montana Dental Hygienists Association, was enacted and allows dental hygienists to prescribe drugs limited to fluorides, topical anesthetics, and nonsystemic antimicrobials. The Board of Dentistry will now begin writing rules to implement prescribing authority, including hygienist education and competency requirements, as well as percentages of active ingredients in drugs that are prescribed. Hygienists cannot begin prescribing until the Board of Dentistry adopts rules.

The bill also allows dentists to delegate local anesthesia under general supervision. Those provisions in the bill are now in effect.

Teledentistry

The legislature passed SB 129, a bill requested by MDA and sponsored by Sen. Mary Caferro (D-Helena), to require third-party reimbursement for dental services delivered through teledentistry. This will include dentistry in a statute covering other healthcare providers. A dental offices or other provider can transmit diagnostic data, such as patient x-rays and intraoral video, to a dentist in another location to diagnose and prescribe treatment. The bill goes into effect on January 1, 2018.



"Transparency/Shoppable Healthcare"

Republicans and Democrats pushed for new statutes to regulate providers and insurers in an effort to control the cost of healthcare. "Transparency" mandates require insurers and providers to give patients more data about the cost and quality of treatment. Some believe that armed with additional information, patients will change their behaviors and choose lower cost treatments, resulting in savings to patients and to employers paying for health insurance. premiums.

From the perspective of providers, especially dentists and other small practices, the four transparency bills in the 2017 session created difficulties and MDA led a successful effort to exempt small practice providers from transparency mandates.

At the close of the session, SB 362 by Senator Ed Buttrey (R-Great Falls) was the only bill to pass, but was then vetoed by Gov. Bullock. The Legislature is voting by mail on a motion to override the Governor's veto. A resolution passed by the House will require the Economic Affairs Interim Committee to conduct a study of transparency in healthcare costs and report to the 2019 legislative session, so the issue remains a removing target going forward.

Medicaid audits

The Legislature passed SB 82, the bill sponsored by Sen. Albert Olszewski (R-Kalispell) and requested by MDA, to set fair and reasonable standards to reform

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Dr. Kevin Rencher leads MDA...

(Continued from Page 1)

as the First District Dental Society representative on the Board of Directors. Following graduation from the Brigham Young University with a degree in manufacturing engineering, Dr. Jarvis worked as an engineer for 14 years

before starting dental school at age 40. He graduated from Virginia Commonwealth School of Dentistry in 2008 and opened his practice in Kalispell in 2010.

Three join MDA board...

(Continued from Page 1)

Tufts University School of Dental Medicine. Following graduation, he completed an Advanced Education in General Dentistry program and served in the US Navy Dental Corps. He began practice in Havre in 2004. He has served as president and in other leadership positions for the Seventh District and is a member of MDA's Financial Oversight Committee.

Dr. McKenna has been appointed as the New Dentist Representative to the Board. She will also chair the New Dentist Committee. Dr. McKenna is the dental clinical director for the Confederated Salish and Kootenai Tribes – Tribal Health Department. Dr. McKenna earned bachelor's and master's degrees in nutrition from the University of Florida and is a 2015 graduate of Oregon Health Sciences University School of Dentistry, where she served as class treasurer and co-founded a women's dental interest group with the goal of developing women

dentist leaders. She is a registered dietitian/nutritionist, member of the Academy of Nutrition and Dietetics and serves as a consultant to the ADA Council on Advocacy for Access and Prevention. Dr. McKenna is a volunteer with Sealants for Smiles! and project Homeless Connect.



New MDA board members (L-R): Dr. Ron Davis, Dr. Sarin McKenna, and Dr. Lars Swensen.

HAPPY ANNIVERSARY!

"Dear Wendy & Robert,

Today is the one-year anniversary of the sale of our practice. We are still moving into this new phase of our life. We want to thank you again for bringing Dr. Larson to us. We have heard so many wonderful compliments about him from our patients. This is what every dentist wants as he/she passes on the baton. Again, many, many thanks for your expertise and care in the process."

Dr. Jim & Mary Ann Bigelow



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Montana Dental Association Annual Meeting 2017



MDA honors service and excellence

MDA recognized leaders in dentistry, dental hygiene, and dental assisting during the 2017 annual meeting in Missoula. Dr. Leslie Hayes received the 2017 T. T. Rider Award in recognition of her outstanding service to the profession and her community. Dr. Don Moen was presented the 2017 Clinical Excellence Award in honor of his excellence in clinical skills and commitment to continuing dental education.

Dr. Hayes is widely recognized for her contributions as a leader of the Academy of General Dentistry in Montana and nationally. She is now in her second round as president of the Montana Academy of General Dentistry and represented MAGD as a delegate to the AGD House of Delegates. Dr. Hayes was the chair of the AGD Self Instruction Committee and is the current chair of the AGD Fellowship Exam Committee Team C.

Dr. Hayes was the first woman dentist in Bozeman and has served as the Secretary, Treasurer, Vice President and President of the Sixth District Dental Society. She has supported her community, as Chair of the Executive Committee of the Cancer Family Network of Montana, as a member of the Board of the American Red Cross, as a leader of National Children's Dental Health Month and as a volunteer for the Gallatin Dental Alliance Oral Health Screening Program

Practicing in Lewistown, Dr. Moen has earned the respect and admiration of his colleagues statewide for the standard of excellence he sets for clinical practice and delivery of quality care to his patients in rural Montana. He is a member of the Spear Study Club and the American College of Dentists. He has served as District Eight president, vice president, secretary, treasurer, and representative to the MDA Board of Directors.

Dr. Moen is a Sealants for Smiles! volunteer for the Lewiston school district, an active leader in Scouting, Knights of Columbus, and the Bowhunter Association.

Ms. Vanessa Ternes RDH was recognized as the 2017 Outstanding Montana Dental Hygienist and Ms. Jossolyn Becker received the 2017 Outstanding Montana Dental Assistant Award. These awards are presented for commitment



Dr. Don Moen



Ms. Vanessa Ternes RDH



Dr. Leslie Hayes received MDA's 2016 T.T. Rider award for outstanding service to the profession and community. (L-R) Dr. Timothy Lawhorn, Dr. Hayes and Dr. Jane Gillette, outgoing 2016-2017 president.

to professional skills, continuing education; community; and leadership with members of the dental team.

Ms. Ternes was the Montana Dental Hygienists Association "Rookie of Year" for her service to her profession. She is the coordinator for MDHA in Bozeman and has served as MDHA Secretary. She is also a leader in her community as a volunteer with Eagle Mount, providing therapeutic recreational opportunities for people with disabilities; Haven, a Bozeman organization that offers support and assistance for families affected by domestic abuse; Dentistry from the Heart; Project Homeless Connect and the Bozeman Rotary.



Ms. Jossolyn Becker

Ms. Becker was nominated by Dr. Wendy Nickisch, dental director of Flathead Community Health Center. "Jossolyn is a profoundly capable leader", states Dr. Nickisch. "She is the team leader and advocate for her peers and serves as a role model. Jossolyn is the first person they go to if there are any issues in regards to the clinic and she is always able to lend a helping hand. She is committed to providing excellent customer service and care to all clients."

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We need a strong Montana Dental Association ...

(Continued from Page 2)

organizations. We need to strengthen our association! Get involved! Make a difference! I would challenge all of us to do more to keep our profession strong. Attend our local dental association meetings. Volunteer in our

communities. Establish relationships with legislators and policy makers. Volunteer to serve on MDA committees. There is much we can do to protect our profession. If we do not protect our profession, nobody else will.

Tobacco cessation counseling ...

(Continued from Page 4)

Assist

Help create a quit plan.

- Set a quit date within two weeks
- Review past quit attempts
- Avoid other tobacco users
- Tell family and friends
- Remove tobacco from home, work, and car
- Avoid alcohol

Recommend or prescribe pharmacotherapy.

Enhance motivation to quit.

- **Relevance** – Ask the patient why quitting is personally relevant

- **Risks** – Ask the patient to identify consequences of tobacco use
- **Rewards** – Ask the patient to identify benefits of quitting tobacco
- **Roadblocks** – Ask the patient to identify barriers to quitting and ways to circumvent them

Refer to tobacco counselor, telephone quit line for help.

Arrange

Schedule in-person or phone follow-up, offering reinforcement and encouragement.

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Brian Goff, CDT

Foreground
Alex Rugh, CDT

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HOW YOU CAN HELP YOUR PATIENTS QUIT TOBACCO.

As a dentist, you play a fundamental role in fighting tobacco use, the number one cause of preventable death and disease in the United States. You are often the first care provider to see smoking-related damage in your patients', making you the direct link between a tobacco user and the help he or she needs to quit. Here's how you can help.



Ask About Tobacco Use



Urge Patient to Quit



Provide Quit Line Referral Form

How to Refer Patients



All patients who use tobacco should be referred to the Montana Tobacco Quit Line. Download referral forms at QuitNowMontana.com



Urge your patients to call the Montana Tobacco Quit Line for more information.
1-800-Quit-Now



Give patients the Montana Tobacco Quit Line website for more information.
QuitNowMontana.com



The Montana Dental Association is partnering with the Montana Tobacco Quit Line to help make it easier for you to help patients get the help they need.

By referring patients to the Quit Line, you are saving lives, helping stop irreversible damage to patients and their families.

This information is provided by the DPHHS Oral Health Program and the MDA.

For more information: MontanaDental.org or QuitNowMontana.com



The session is over ...

(Continued from Page 6)

Medicaid audits. Since 2014, MDA has led the coalition of providers lobbying for audit reform. Similar legislation was vetoed by Gov. Bullock in 2015. In this session, Sen. Olszewski worked with DPHHS and the coalition to pass a bill which the Governor has now signed. It limits record requests and look back periods for Medicaid audits and allows providers to request peer review of clinical issues when an adverse decision is made. These provisions remove concerns some providers have in serving Medicaid patients. MDA will monitor DPHHS rulemaking as it implements the bill. MDA members are urged to contact the Association, if you are audited and have concerns.

Medicaid dental program

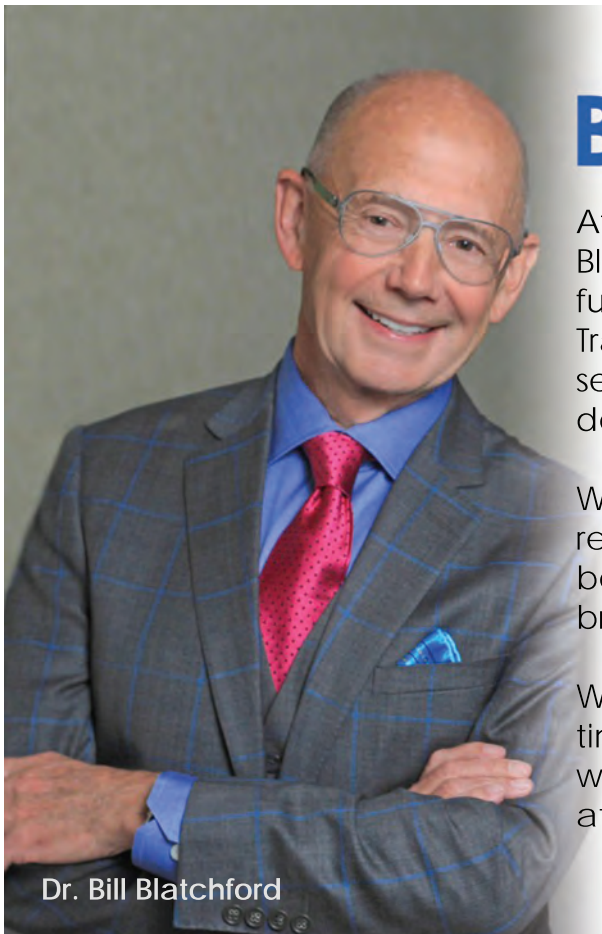
MDA opposed reduction in funding for dental Medicaid. The budget passed by the Legislature reduced funding to DPHHS, but allows the department flexibility in making those cuts. A projected shortfall in collection of income taxes will trigger reductions across all state government funded programs. MDA will continue to work with DPHHS to ensure those reductions do not fall on dental services.

General supervision for dental assistants

The Senate Business, Labor, and Economic Affairs Committee tabled SB 80, the bill sponsored by Sen. Steve Fitzpatrick (R-Great Falls) to allow some assistant functions to be delegated under general supervision of the dentist. MDA will continue work on this issue in preparation for the 2019 session.

Looking into the future, Dr. Lindemann is optimistic. "I'm certain we will continue our momentum into the next session in 2019. In preparation, MoDePAC (the Montana Dental Political Action Committee) will have work to do for the 2018 election. Stay tuned on how you can help your profession remain strong in protecting you and your patient's autonomy in care decisions and maintaining a business environment that will foster that goal."

For additional information contact MDA Executive Director David Hemion: dave@MontanaDental.org, (800) 257-4988.



Dr. Bill Blatchford

BlatchfordTransitions

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CE UPDATES

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Mark your calendar

October 13

Medicaid Symposium sponsored by MDA Committee on Dental Health and Access, the symposium will assist dentists and their staff members to maintain practice viability while serving Medicaid patients. Look for details later this summer.

November

Back by popular demand! A day-long panel discussion led by dental specialists from across the state. Panel members from the fields of endodontics, oral and maxillofacial surgery, orthodontics, pediatric dentistry, periodontics, as well as general dentists will describe clinical cases they have encountered and offer appropriate treatment plans. The course is geared to general dentists and their staff. This is an open forum and dentists are encouraged to come prepared to present their difficult clinical cases for examination and discussion with these skilled specialists. Helena. Brochure and online registration to follow.



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Eastern - Seller ready to retire. Modern practice with seven equipped operatories (room for more). Collections of \$1.4 million, with 41 new patients per month. Rural practice with extensive new equipment and updates. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Eastern - Flexible seller: Associate-to-purchase or purchase with Seller work back. Established practice with six operatories and annual collections of \$950,000. With 25 new patients per month, there is plenty of work for two doctors, and plenty of room to do it in. Owner refers out 3rds, difficult extractions, difficult endo and implant placement. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

North Central - Smaller practice is ready for energetic doctor to step in and update/grow. Large building is also available for lease or sale – plenty of room grow and expand. Building is plumbed for 8 operatories. More information to follow. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

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 and click on Employment Opportunities for details or call MDHA at 406-256-7384.

Philipsburg - Newly remodeled, 3 operator, turn-key dental office in Philipsburg, MT. Philipsburg is a rapidly growing community in SW Montana. This office would be great for a startup practice or satellite location. All contents of building including supplies and instruments are included in sale. New Dell computers, Dentrix software, digital x-rays, brand new Midmark autoclave, new Kavo handpieces. The office has a nice size lab and sterilization room, private office and full basement. Sale also includes a retail rental space next to office (generating 400/mo). Building was recently remodeled for a satellite dental office and I don't have the time to devote to this practice anymore. \$279k. 406-533-5436.

Endo - Beautifully appointed endo practice with great equipment, including high end scopes. Moderate sized practice in a good location ready for someone to step in and grow. Some implant placement and hygiene component. Contact Wendy Hirai – Consani Associates Ltd. (866) 348-3820 – wendy@mydentalbroker.com

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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.

For Sale

Cranex 3+ with a digital upgrade
Model PT-11 P. Manufactured July 2000. Serial No. K07768. \$4,500 O.B.O. Contact Kerena or Dr. Christopher Hall at 406-586-2117 for more information and/or questions.

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.

Unitek Metalcraft Ortho Chair (tan color), **Adec Micro-Cart Model #2514** (with slow and high speed Midwest American handpieces), and **Ritter Super Starlite Model K dental light** (pole mounted) are all in excellent condition and being sold together as a unit. Call Dr. Pardo at (406) 585-8498 or ipardo@q.com. Bozeman

Fotona DT Er:YAG Hard Tissue / Nd:YAG Soft Tissue Laser. 2 separate lasers in one unit. Turn-key unit includes hand pieces and fibre-optics. Training available. True hard tissue capability. \$25,000. Laser dentistry will change your practice. Contact Dr. Scott Green, sgreen@bigsky.net

DenOptix digital scanner. Includes 2 drums and phosphor plates. \$850. ADEC monitor mounts with assistant's package (2 available) - \$450 each. KAVO Electrotorque handpiece. \$450. Call 406-241-3330.



Photo by Dr. Joel Maes

2017

- Sept 15 • MDA Board of Directors, Helena
- Sept 22 • Montana Board of Dentistry, Helena
- Oct 13 • Medicaid Symposium, Helena
- Oct 19-24 • ADA Annual Session, Atlanta
- Dec 1 • Montana Board of Dentistry, Helena

2018

- Jan 26 • MDA Board of Directors, Helena
- May 2 • MDA Board of Directors, Missoula
- May 3-4 • MDA Annual Meeting, Hilton Garden Inn, Missoula, Dr. Gordon Christensen
- Sept 27 - Oct 2 • ADA Annual Session, Honolulu

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