

## MDA Partners with TDSC Members Could Save \$8,000 per Year on Dental Supplies

On September 7, 2018, the Montana Dental Association board of directors unanimously approved partnering with The Dentists Supply Company (TDSC) to provide a valuable new membership benefit in Montana. The contract was finalized in October and became effective on November 1, 2018.

TDSC, an e-commerce site that offers discounts on dental supplies for members of state dental associations, is helping to shake up the \$10 billion dental equipment market by offering private practice dentists a higher level of control over their supplies. MDA members now have access to a purchasing pool that offers more than 40,000 products in categories ranging from adhesives to X-ray

materials. Members are saving an average of 20 percent compared to retail prices. If a practice spends \$40,000 per year on supplies, the savings could equate to \$8,000 per year or more.

MDA Past President Dr. Jerry Martin, a member who voted for the partnership, called his son in California to ask if he knew anything about TDSC. His son related, "We love TDSC. As an orthodontist, we don't use as many supplies as a general practice, but I know several non-member dentists who joined the California Dental Association just so they could use TDSC." Dr. Martin's staff is in the process of comparing TDSC prices to their current online vendor. If they confirm the savings, they'll gladly make the switch.

TDSC is a full-service offering with the convenience of 24/7 access and includes the option for subscription ordering and saved shopping lists. Practice managers are recognizing how easy and efficient it is to shop online for supplies they have traditionally purchased through vendors. Standard shipping is free and most products can be shipped for next-day or second-day delivery.

"The best thing about TDSC is that it's completely optional," said MDA Executive Director Al Garver, "If

*Continued on Page 7*

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MDA has partnered with The Dentists Supply Company (TDSC) to offer members a new way to shop for dental supplies.

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More control.**

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*MDA is preparing to introduce members to TDSC via a stand-alone flyer in the annual dues statement being mailed in mid-November.*

## INSIDE

- 2 President's Message
- 4 ADA Practice Transitions Unveiled
- 5 ADA Increases Dues
- 6 Medicaid Rate Change, Dental Services Restoration
- 7 Montana Medicaid Lawsuits "Moot"
- 8 Dental Day at Legislature Registration
- 9 Youth Dental Day at Legislature Registration
- 12 MOHF Sets Up Dental Assistant Scholarship Fund
- 15 Career Center & Classifieds
- 16 Calendar

## Building Relationships

Dear Members,

It's been exciting to hear from members around the state about the positive legislative meetings that were held this fall. Many members related to me about conversations with their local legislators, learning about their concerns and perspectives. These conversations got me thinking about why these meetings are so important.

One of the determinants, if not the determinant to the long term success of your practice is your ability to build quality relationships with your clients, your team, your vendors, and your community. Quality relationships built through repeated positive interactions and conversations builds TRUST and as Stephen Covey says, "TRUST is the one thing that changes everything." Trust is the oil that makes the entire machine run smooth, minimizes breakdowns, and drives positive results for all parties involved.

Just like your business, the MDA is in the relationship business. Our job is to build quality relationships with the people of Montana, community leaders and policy makers in the state. Our job is to build trust

that we are the organization that represents the best in oral health for all Montanans, the organization that represents the well-being of thousands of employees and their families, and the organization that represents businesses that are the cornerstone of communities across the state.

Just like in your clinical practice, trust is not built at the delivery. Trust is built starting with the first handshake, strengthened through repeated conversations, and forged slowly and over time. We can't help shape policy in Montana if we are not trusted. We cannot be trusted if we have not built relationships. So please continue to take the time to lay the bricks of trust. Sit down with local representatives and community leaders and listen to their concerns, volunteer in your community, and continue your involvement with MDA legislative events.



DR. ANDREW ALTHAUSER  
*President*

Thank you,  
Andy Althausser DDS  
President Montana Dental Association

### EXECUTIVE COMMITTEE:

- |                             |   |
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# NEWS YOU CAN USE

## ADA Practice Transitions Unveiled at Annual Meeting

The ADA Business Innovation Group revealed the official name, logo and website of its new service to oversee and test pilot programs to foster relationships between dentists at key transition points in their careers. The article states: “Aptly named ADA Practice Transitions, the service will manage pilot initiatives, including the testing and assessment of an online platform that would match dentists who are looking to join a practice with owners who are seeking a partner, associate or someone to purchase their practice.” The goal of the program is to find buyers for practices that have been unable to find a buyer, often because of rural locations.

In the first quarter of 2019, Wisconsin and Maine will begin testing the online platform, and “ADA Practice Transitions will evaluate all elements of the program throughout the year and make recommendations for expansion by the end of 2019.” The Montana Dental Association will be monitoring the success of the program to determine if MDA members can/should be involved in the next group of states to sign on. For more information on ADA Practice Transitions, visit [ADA.org/PracticeTransitions](http://ADA.org/PracticeTransitions).

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## ADA Announces Pilot for Post-Doctoral Students/Residents Dues

The ADA is working on a pilot a program with post-doctoral students/residents that will be launching in January 2019. This program will offer free 2019 and 2020 dues to post-doctoral students and residents within select states that were invited to participate based upon their growth opportunity within the graduate student sector.

### Rationale

The Post-Doctoral Student/Resident Pilot Program has been designed with the following goals in mind:

- Increase membership across national, state and local levels
- Improve the quality of graduate student data collected and populated in Aptify
- Increase the conversion rate of graduate student members to full dues paying active dentist members

By decreasing graduate student and resident dues from \$30 to \$0 in 2019 and 2020, the ADA will work with participating pilot states to:

- Offer \$0 dues to graduate students and residents in 2019 and 2020

*Continued on Page 6*

# 2018 ADA House of Delegate Actions Include \$22 Dues Increase

The ADA News (10/24, Jakush) reports that the ADA House of Delegates on Oct. 22 approved a \$22 dues increase for 2019 but decided against a special assessment of \$58 and urged the ADA Board of Trustees to use reserve funds to pay for the remaining year of the Find-A-Dentist campaign. “As leaders, we are charged with ensuring a positive future for our members – not for maintaining the status quo – but for addressing disruption head-on and building and shaping a positive future,” ADA President

Jeffrey M. Cole was quoted saying, “I believe the actions of the 2018 House of Delegates moves us toward shaping a positive future.” The article also reported that Dr. Chad P. Gehani, ADA president-elect, applauded the House of Delegates for their measures. The article noted that these resolutions and other 2018 ADA House of Delegates actions will be reported in upcoming issues of the ADA News, in print and online.

## Tripartite Membership and Montana Dental Licensure Renewal Periods Approaching

Be on the lookout for your ADA, MDA and local component membership renewal statement; it will arrive in your mailbox the week of November 19. The membership renewal packet has a fresh new design, and it's filled with

information about services designed to add value to your membership. The tripartite association is here to help you achieve success as a dentist and ensure a strong future for your profession. Renewal period: November - March 31.

The Montana Board of Dentistry license renewal period runs January 1 – March 1. Go to <https://ebiz.mt.gov/pol/> for complete details.

## IRS Tells ADA “OK to Deduct Dues from Taxes”

Confusing verbiage in the new tax reform rules seemed to indicate dues could not be deducted if the dentist was an “employee” of a corporation. Some CPAs have been telling dentists they could no longer deduct dues and several ADA members asked for a formal legal opinion.

ADA staff contacted the General Counsel's office at the IRS, who confirmed that if employees had previously deducted dues as a business expense, they would be able to do so moving forward. The IRS indicated they are using precedent for trade association and other organizations of that type to determine the legitimacy of dues deductibility. Since ADA members have historically been able to deduct their dues, ADA members should continue to be able to do so regardless of employer/employee status. IRS staff also said that any sort of publication to clarify this is unlikely in the coming months, since they feel the statute is clear.

## What's your practice worth?



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# MONTANA DENTAL Advocate

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## Montana Medicaid Reimbursement Rate Change and Restoration of Dental/Denturist Services to Adult Members

The Montana Department of Health and Human Services (DPHHS) is increasing the dental services, denturist, oral surgeon, and dental hygienist provider reimbursement rates retroactive to July 1, 2018. In addition, the Department will also restore the adult dental services effective October 1st, 2018. The covered dental services will mirror the services that were covered prior to the March 2018 reduction, such as coverage for dentures and crowns. Providers will note some differences from previous fee schedules that allow the department to make both fee schedule and benefit restoration effective dates work in one rule change.

The Department wants to highlight how it incorporated both the July 1, 2018, reimbursement restoration and the October 1, 2018, adult dental benefit restoration on the same fee schedule. Providers can distinguish the change as follows:

- On the fee schedule under Max Age (and on the cover sheet) you will notice a 999\*, this indicates the benefit is open to members through age 20 ONLY from July 1, 2018 through September 30, 2018;
- Effective October 1, 2018, the benefit will then be open for members of all ages;
- Service limits apply (meaning the limits as noted on the fee schedule and manual, such as, “Full dentures, ten years old or older, may be replaced when the treating dentist documents the need for replacement.”).

Due to the rule timing process, the department will begin reimbursing for services rendered after October 1st starting the week of October 22nd. Department staff anticipates minimal programming time to begin processing claims for the restored services and will publish provider notices to let providers know when the claims processing system can begin processing claims for the restored services. The Department will also begin adjusting claims to pay the higher rate in late October 2018. The adjustment process will take several months to complete and providers will not need to do anything in order to be paid at the increased rate.

If you have any questions, please contact Kelly Aughney, Medicaid Dental and Transportation Program Officer at 406-444-3182 or via email at [KAughney@mt.gov](mailto:KAughney@mt.gov).

The proposed rules, fee schedules, and updated dental manual are posted on the DPHHS’s provider website: <https://medicaidprovider.mt.gov/>.

For claims questions or additional information, contact Provider Relations at 1-800-624-3958 (toll-free, in/out of state) or 406-442-1837 (Helena) or via email at [MTPRHelpdesk@conduent.com](mailto:MTPRHelpdesk@conduent.com).

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## MDA Announces Pilot...

*(Continued from Page 4)*

- Engage and actively recruit and retain graduate student members via an outreach strategy that communicates the value of membership to this market

At the conclusion of the pilot in 2020, the ADA Council on Membership will assess the results and

metrics. Assuming the pilot validates the position that \$0 post-doctoral and resident member dues is a useful recruitment/retention tactic for member growth, the Council will ask the ADA House of Delegates to change its current dues policy so that all post-graduate students and residents are exempt from the payment of dues.

# Montana Medicaid Lawsuits Partially Dismissed as “Moot”

Attorneys for a coalition group of Medicaid providers, including the Montana Dental Association, recently received a notice from the court that three of six primary points had been dismissed as moot. A nearly identical order was also issued in the nursing home case.

Provider groups had banded together to launch lawsuits against the office of the governor for failure to follow Montana law when the budget director made 2.99% cuts to Medicaid reimbursement rates without going through prescribed processes. The lawsuit contended the cuts were arbitrary and capricious and violated the Montana Administrative Procedures Act (MAPA).

When the state realized in August of 2018 that there would be a surplus of revenue, they announced restoration of the cuts (a 3.07% increase in Medicaid services, retroactive to July 1, 2018). It was for this reason the judge in the case rendered some points in the lawsuit moot. Provider groups involved are considering whether to appeal the case, since the court did not address the illegality of the process in ignoring MAPA, nor did it address damages claims associated with the request for declaratory judgement.

# Montana Dentists Prevail in Board of Dentistry Debate

On September 14, 2018, MDA member dentists successfully countered a request by hygienists to have the board blanket adopt four public schools in Libby to allow LAPs to treat children. There was nearly 90 minutes of testimony by both sides. The motion to allow the blanket-adoption failed on a 4-4 tie vote. Key testimony by MDA included:

1. MDA Executive Director Al Garver cited an attorney’s opinion that the statute does not allow authority to the BOD for blanket adoption of schools.
2. Dr. Ron Jarvis read a letter on behalf of Dr. Burke, from the CHC in Libby.
3. Dr. Jane Gillette introduced statistics that Libby school families are not significantly more financially distressed or lacking in oral health access than other counties in Montana.
4. Dr. Kevin Rencher testified that allowing hygienists access to public schools would not result in true referrals to dentists.

5. Dr. Gabe Dawson testified about the access to care in Libby, due to his opening a satellite office there, open two days per month. He also cited the dental staff at the CHC had openings for more kids.

Following the Libby schools vote, the BOD discussed silver diamine fluoride and whether hygienists should be allowed to administer it. Dr. Rencher testified that SDF was technically a caries arrest therapy which requires diagnosis first. Dr. Andy Althaus testified that allowing hygienists to administer SDF would not meet the standard of care required or expected by dental professionals. The BOD voted to move the SDF discussion to the November 30, 2018, meeting.

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## MDA Partners with TDSC...

*(Continued from Page 1)*

an MDA member likes a product vendor rep and has a longstanding relationship, they can keep purchasing through them. They can use TDSC for a few purchases or for all supply purchases.”

TDSC was started as a subsidiary of the California Dental Association and Montana is the fifth state to officially sign on as a partner. Dentist’s Money Digest wrote a substantive article on TDSC, including the following statement: *“Disruption can be defined as a disturbance that interrupts an event, activity or process—and that is exactly what a growing e-commerce site plans on doing to the dental supply purchasing market. Starting*

*in California and branching outward, the state dental association is helping members lower costs associated with dental practices and patient care.”*

James Stevens, DDS, was also quoted in the Dentist’s Money Digest: “When you have a private practice and are fending for yourself... when you get out of dental school with almost no business training, this was a chance to feel like I’m not just subjected to being manipulated by the market... a company that is thinking about me first and profit second. I like that.”

MDA member dentists can sign up and learn more at [tdsc.com](http://tdsc.com).

# MDA Dental Day at the Legislature

## January 25, 2019



### Schedule

7:30 - 8:45 a.m.

#### **Breakfast Buffet and Legislative Briefing**

Delta Hotels Helena Colonial, 2301 Colonial Drive

ALL DAY

#### **Meet Your Legislators**

State Capitol Building, 1301 E 6th Ave.

**TIPS:** Contact your legislators prior to January 25 for a time to meet.

The MDA office can provide contact information for you.

**Capitol Parking & Transportation:** Free parking is available at the east end of Capital Hill Mall. A free shuttle to the south doors of the Capitol Building runs 6:30 a.m. to 6:15 p.m.

12:15 p.m.

#### **Dental Advocate Lunch with Senator Bob Keenan**

Montana Education Association, 1232 E 6th Avenue (north of Capitol)

5:30 – 8:30 p.m.

#### **Reception and Four-Course Wine Pairing Dinner Honoring Legislators**

**This is a ticketed event. Please RSVP no later than December 16th.**

**Call Pam at 800.257.4988 to reserve your seat.**

**\*Dinner pairing without alcohol is an option.**

**\*Please let us know if you have dietary restrictions.**

**No admittance without ticket. (your ticket will be mailed prior to the event)**

(Dinner is free for members and spouses.)

Great Northern Hotel, 835 Great Northern Blvd.,

For Hotel Room Reservations Call: (406) 457-5500

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**PLEASE CALL PAM at 800.257.4988 to reserve your seat no later than December 16th.**

**Choices include:**

- Breakfast Buffet Briefing at Colonial
- Dental Day/Lunch (*dentists only*)
- Wine Pairing Four-Course Dinner
- \*Four-Course Dinner without alcohol.
- \*Dietary Restrictions
- MDA Youth Dental Day Participant (see details on next page)

***Please let Pam know if you intend to invite a legislator to the event.  
If so, MDA will provide you with invitations and instructions.***



# MDA Youth Dental Day at the Legislature

Bring one of your kids, ages 12-18.  
January 25, 2019



Montana Historical Society

Original Governor's Mansion



Montana Senate Chamber

## Schedule

- 7:30 - 8:45 a.m. **Breakfast Buffet with Dentists**  
Delta Hotels Helena Colonial
- 9:00 - 10:00 a.m. **Tour the Capitol Building**  
With MDA Executive Director, Al Garver
- 10:30 a.m. - 12:30 p.m. **Tour and have lunch at the Original Governor's Mansion**  
302 N. Ewing Street
- 1:00 - 2:15 p.m. **Montana Wild Education Center**  
Montana FWP, 2668 Broadwater Avenue 
- 2:30 - 3:45 p.m. **Tour the Montana Historical Society Museum**  
Capitol Complex, 225 N. Roberts Street
- 3:45 - 4:15 p.m. **Museum Gift Shop**  
Each youth will receive a \$20 gift card to shop with while waiting for parent.
- 5:30 - 8:30 p.m. **Reception and Dinner Honoring Legislators**  
Four-course dinner designed for youth.

Transportation between venues provided by Last Chance Tour Trains. Tour chaperoned by MDA staff.

**This is a ticketed event. Please RSVP no later than December 16th. Call Pam at 800.257.4988 to reserve seat.**

**\*Please let us know if your teen has any dietary restrictions. No admittance without ticket. (ticket will be mailed to member prior to the event)**

**○ \$100 tour fee, payable to MDA (check or credit card accepted)**

**PLEASE CALL PAM at 800.257.4988 to reserve seat. Choices include:**

- Breakfast Buffet Briefing at Colonial**
- Four-Course Dinner Designed for Youth**
- \*Dietary Restrictions**

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<https://insurance.ada.org/contact-us.aspx> Existing participants call (800) 568-2001; First time buyers call (888) 463-4545.

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## Responsible Amalgam Waste Recovery with the Rebec – HealthFirst Program

Contact HealthFirst: (888) 963-6787

Learn more at: [www.HealthFirst.com/ADA/amalgam/](http://www.HealthFirst.com/ADA/amalgam/)

HealthFirst offers MDA members a cost-effective amalgam waste recovery solution that meets the ADA's recommended best practices for the responsible handling of amalgam waste, preventing dental mercury from entering our water supply. Over 17 states and 27 counties have already passed amalgam separation mandates for dental practices. In addition, the Environmental Protection Agency (EPA) has passed the Dental Amalgam Rule, which requires dental offices to install and maintain amalgam separators by July 2020.

Is your office ready to comply? Compliance is easy with the Rebec - HealthFirst Amalgam Recovery Program, exclusively for MDA members. Along with a vetted solution, MDA members receive the following exclusive benefits:

- Up to 33% off retail
- The only lifetime product warranty in the industry
- Wastewater pollution fine indemnification
- 1 amalgam filter recycle per year—guaranteed

Key features of the Rebec amalgam separator system:

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- Custom-sized solution for each office
- Ability to expand amalgam filter capacity based on growth of operations

#### *Simple to Use*

- No cleanup or waste handling for you or your staff
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- Window in filter unit for visual monitoring of amalgam waste
- No vacuum loss before, after or during annual dealer service
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- No moving parts requiring replacement or service

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- Free shipping on every order
- Verified vendor sourcing

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## Check out our top product categories

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Dispensing and Mixing Products

Isolation Evacuation Products

Preventatives

Show of hands – who loves higher prices on dental supplies because they're a smaller practice?

*We didn't think so.*

You are not alone. Dentists nationwide are feeling the pressures of rising costs of running a practice and looking for ways to gain control of these costs in critical areas of their business.

As a member of organized dentistry, you will soon be able to leverage the benefits of group purchasing power through **The Dentists Supply Company**.

### What is TDSC?

We are more than a dental supply company, we are a collective of dentists that believe our profession should be shaped by those that practice it. We support members of organized dentistry by leveraging the power of the group to negotiate savings on supplies you love from brands you trust. Our collective purchasing power results in significant savings on dental supplies so you can reduce overhead and stay competitive not just for today, but for generations to come.

When you shop at tdsc.com, you can trust that you are getting consistent, competitive pricing on the items you need to continue to provide quality care to your patients.

*Ready to see how much you could save?*

TDSC.com will officially be open for business in your location in early November, but you can get started today with a free, custom price comparison to show just how much you could be saving.

FREE INVOICE COMPARISON

\*Price comparisons are made to the manufacturer's list price. Actual savings on TDSC.com will vary on a product-by-product basis.

# Montana Oral Health Foundation Funds Two New Requests

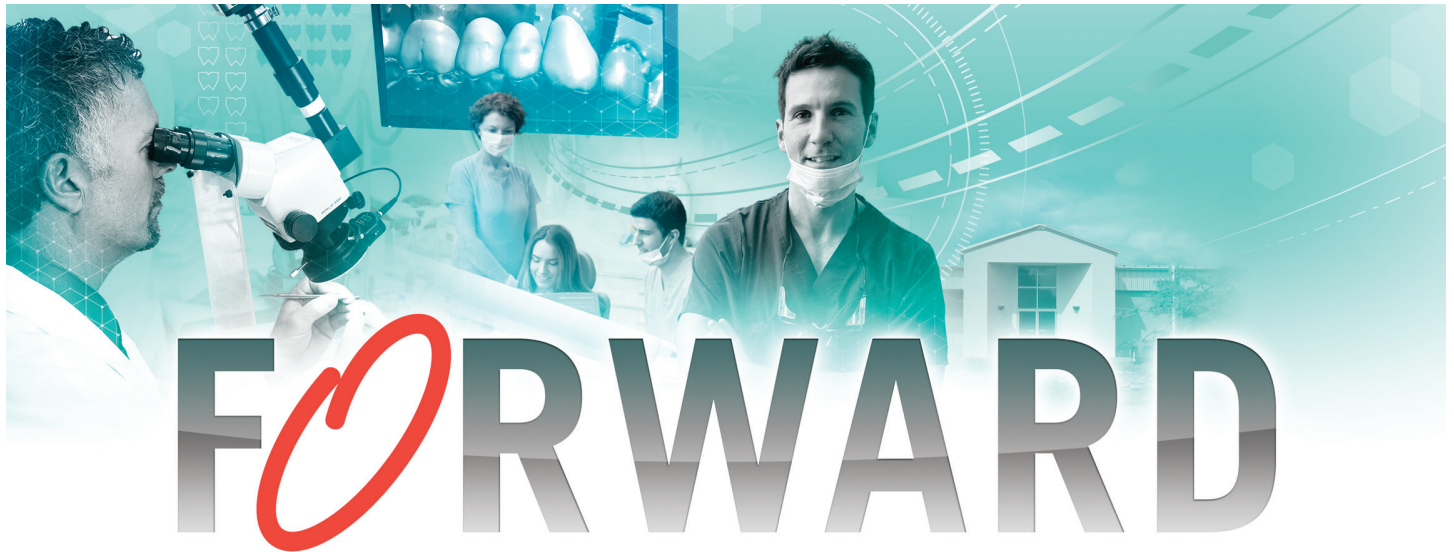
The Montana Oral Health Foundation (MOHF) met in October. Board members discussed the need for more well-trained dental assistants and voted to approve the creation of a dental assistant scholarship fund for students at the Salish Kootenai dental assistant school. Dr. Dave Keim spoke highly of the school and the quality of graduates. MOHF also reauthorized funding for several existing scholarships and agreed to provide \$2,000 for lab work needed by Montana's Dental Lifeline program, which ran out of budgeted funds in October.

MOHF also discussed how to further promote the Doug and Sue Hadnot Fund in the coming weeks at your dental society meetings. This fund was created last year in conjunction with the Montana Community Foundation to allow dentists to take advantage of the Montana Endowment Tax Credit in their giving. A \$5,000 gift to this fund will be offset by nearly \$3,000 in state tax credits and federal tax write-offs. MOHF is seeking 50 dentists to donate \$5,000 to the fund in 2018. The more assets in the endowment, the higher our guaranteed return will be. Checks can be made out to the Doug and Sue Hadnot Fund and sent to the MDA office.



*Dental assisting students observe an instructor demonstration. Photo courtesy of Salish Kootenai College.*

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# Can Volunteering Make You Healthier?

Dr. Robert Lustig in his new book “The Hacking of the American Mind” thinks it does. The book describes the neurochemistry behind reward and contentment. He details how the pursuit of pleasure, especially through digital entertainment, damages our brains. He further expounds on the four “C’s” of hope (Connect, Contribute, Cope, Cook) to help us live healthier and happier lives. Volunteerism is a great method to both connect and contribute.

“Can we change our brain’s biochemistry?” asks Dr Lustig. “Of course we can, and without drugs. Although we don’t have the hard neuroscience behind it, one easy way to increase contentment and derive health benefits is through volunteerism. By offering your spare time to

a cause bigger than yourself, without thought of personal gain, you can derive meaningfulness and contentment and eudemonia... Perhaps volunteering can even change adolescents for the better. In a randomized study of Canadian high school students, those who volunteered to tutor elementary school kids for four months demonstrated lower BMI, lower inflammatory markers, and improved cardiovascular risk factor. So, making the world a better place also tends to make a better you.”

The MDA is always seeking new volunteers to fill vacancies on various committees through the end of this year and all of 2019. We could sure use your help!! Please call the MDA office and let them know you would be willing to give some back and get involved.

## Puns for Patients

**Q. What do you get when you cross a reindeer with a ghost?**

A. A cariboo.

**Q. What do you get when you cross a snowman with a vampire?**

A. Frostbite.

**Q. If April showers bring May flowers, what do May flowers bring?**

A. Pilgrims.

**Q. Why can’t you take a turkey to church?**

A. Because they use fowl language.

**Q. What type of music did the pilgrims prefer?**

A. Plymouth Rock.

**Q. How did Santa’s psychologist diagnose his depression?**

A. Low elf esteem.

**Q. Which reindeer is the most obnoxious?**

A. Rude-olf.

**Q. Why does Santa prefer going down chimneys?**

A. It soots him.

**Q. What do young elves have to do every day after school?**

A. Gnome-work.

**Q. What’s the difference between a knight in shining armor and a team of flying reindeer?**

A. One slays a dragon and the other is draggin’ a sleigh.





## Mark Your Calendar MDA Continuing Education

**Friday, March 8, 2019, Helena**

**Dr. Edward Feinberg** teaches a unique three-dimensional step-by-step approach to crown and bridgework that creates ideal architecture for longevity and eliminates the guess-work. Dr. Feinberg's presentations point out common pitfalls where practitioners experience difficulty with crown and bridgework. Many teeth that are being extracted in favor of implants can actually be saved.

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

**Thursday, May 9 and Friday, May 10, 2019, Helena**

**MDA Annual Meeting featuring Dr. J. William Robbins**, "The Global Diagnosis—A New Vision of Dental Diagnosis and Treatment Planning," and **Dr. Roger Levin**, "The Successful 21st Century Practice." Additional classes include Dental Assistant preparation for Dental Radiography exam, Risk Management, Medicaid Updates, Front Office staff leadership and more. Registration begins in February.

### So Long and Thank You!

After 18 years of helping dentists transition, the time has come for Robert & I to accomplish our own transition. We will be retiring as of September 1, 2018. We have loved working with all of the buying and selling doctors in Montana. You have become friends as well as clients, and it would be more than an understatement to say we are going to miss you all. The good news is that **Jared Franson, DMD** is joining the Consani team. Dr. Franson graduated from Oregon Health & Science University (OHSU) in 2003. Over the course of his dental career, he did a startup and bought and sold several practices. Dr. Franson will do a wonderful job and will continue to give you the personal service you have come to expect.

Thank you for your trust and confidence. We have so much enjoyed our time serving you and the Montana dental community.

Best wishes, Wendy & Robert Hirai



Thinking about your own transition?  
Call for a complimentary practice analysis!

**208.949.0868**

[www.mydentalbroker.com](http://www.mydentalbroker.com)  
[jared@mydentalbroker.com](mailto:jared@mydentalbroker.com)



## CAREER CENTER

### **Practices for Sale**

**IN BOZEMAN** - An almost turn key 3-operatory dental suite, 1,200 sq ft +/- with full infrastructure in place: N2O, water, air, and vac all plumbed in walls; some cabinetry; > 20 years as a dental office. Great access and parking at one of Bozeman's most busy intersections. Fine for GP, Specialist, or as a Satellite. Priced just right for sale or lease. Contact broker Dennis Erickson at 406-579-8967 for more details and/or for tour of space.

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

**North Central Montana** - Lots left to do in this growing practice collecting \$900,000. Fully digital office has six ops and is loaded with technology. Plenty of room to grow. Strong hygiene program. Walk away sale. Contact Dr. Jared Franson (208) 949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com).

**South Central** - Associate to Partner opportunity with multiple doctors, great opportunity in large practice. Buy in within 1-2 years with excellent beginning salary considerations. Doctors are eager to bring in associate to help with the growth of this well-established practice. Please email CV to [Jared@mydentalbroker.com](mailto:Jared@mydentalbroker.com) Consani and Associates. Or call 208-949-0868.

**Northern Montana** - A small town is a great place to raise a family. And a gorgeous six operatory building is a great place to have a practice collecting \$1.2 million. With all of the technology that you could want, yet only 50% overhead you just can't go wrong. Doctor refers out endo, extractions and some implants. Definitely room and opportunity to grow this wonderful practice. Hunting, skiing, hiking, snowmobiling and fishing all within an hour's drive or less. Great farming community. Contact Dr. Jared Franson (208) 949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com).

**Southwest Montana** - Flexible seller would stay on for 6-9 months and then walk away. Well laid out three operatory practice with plenty of storage and great exposure in multi-tenant, condominiumized building. Seller's suite available for sale also. Bread and butter family practice with tremendous opportunity for growth. Contact Dr. Jared Franson at (208) 949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com).

**Western Montana** - Centrally located to just about everything in Western Montana. Near-by world class fishing and skiing. Efficient, four operatory practice generating \$500,000 - \$600,000 on only 10-12 days per month. Great cash flow – very low overhead. Fully digital with CBCT; some implants referred out, as well as some endo and complicated 3rds. Owner does a small amount of ortho. Contact Dr. Jared Franson (208) 949-0868 or email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com).

## CLASSIFIEDS

### **Locum Dentist**

**LOCUM DENTIST WITH 20 YEARS** of experience available to assist you with all aspects of general dentistry while you must be away from your practice. Butte native. Please contact Dr. Murphy at 406-299-3596.

### **Repair Services**

**INTRAORAL X-RAY SENSOR REPAIR/SALES.** Repairs with rapid turnaround. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also buy/sell dental sensors. Call us 919-229-0483 [www.repairsensor.com](http://www.repairsensor.com)

### **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 [drjillette@SproutOralHealth.org](mailto:drjillette@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](mailto:info@montanadental.org). Visit [www.MontanaDental.org](http://www.MontanaDental.org) for more information and opportunities.

## DRAGON BOAT DENTISTS



*District 1 dentists participated in Bigfork's Dragon Boat Festival on September 8th and 9th. A drummer beats the drum in front, one team member stands in the back and operates the rudder, and 18 others try to row in rhythm. The better the teamwork, the faster the race time. The event drew 56 teams to compete and raise money for local charities. Participating dentists included Dr. Reed Thompson, Dr. Greg Seaman, Dr. Kurt Lindemann, and members of their dental teams.*

## 2018

Nov 30 • Board of Dentistry

## 2019

Jan 25 • Dental Day at the Legislature, Helena

Jan 26 • MDA Board of Directors, Helena

Mar 8 • MDA CE, Dr Edward Feinberg, Helena.  
See page 14

May 9-10 • MDA Annual Meeting, Helena  
Dr. William Robbins and Dr. Roger Levin. See page 14

June 7 • Board of Dentistry

Sept 6 • Board of Dentistry

## 2020

May 7-8 • MDA Annual Meeting, Dr Dan Pompa,  
Missoula

## 2021

May 6-7 • MDA Annual Meeting, Dr Mark  
Hyman, Missoula