

## Montana Oral Health Foundation Presents \$25,000 Check to Great Falls College MSU Dental Hygiene Expansion Project

On September 24, 2021, Great Falls College MSU celebrated a ribbon-cutting ceremony for its expanded dental clinic, allowing the dental hygiene program to accept an additional seven students into the program each year. In addition, there will be increased capacity for dental assisting students, who take the program online and then come to Great Falls every few weeks to do their clinicals.

In November 2020, MOHF pledged to provide \$25,000 to the College to fund equipment in a new operatory that the Foundation will name. The campaign generated \$20,822! A portion of the donations came in as part of the annual dues renewal process, \$5,160 from first-time donors and \$4,662 from recurring donors. In addition to that amount, MOHF would like to thank the following major



*MDA Fourth District Board Representative Dr. Stephen Spencer presents a \$25,000 MOHF check to Sue Warren, MSU GFC development board chair, during the ribbon-cutting ceremony.*

donors: Linda Miller, CEO Paradise Dental Technologies Inc., Missoula, \$5,000; The 9th District Dental Society (Billings), \$4,000; and the 2nd District Dental Society, (Missoula) \$2,000.

The newly remodeled facility was operational at the beginning of the Fall semester.

To read more about MOHF's busy year, go to page 10

## MDA Continues Search for New Executive Director

The Board of Directors has enlisted the services of the Third Sector Company to help the search committee recruit, interview, and select MDA's new Executive Director. The process began in September and will conclude with the final interview and selection in mid-December. In addition, Third Sector will facilitate the executive onboarding and provide performance measurements for 60 days after the start date.

To view the position profile, visit [MontanaDental.org](https://www.MontanaDental.org).

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## A Message from Your President

I am currently watching my son's basketball practice, happy to be home from my trip to Las Vegas. The first annual SmileCon was the ADA's reimagined annual convention. The opening session was all Las Vegas: 8 am, neon lights, and a drum core to kick off an incredible motivational speaker. Michelle Poler spoke of her 100 days without fear project, a social movement empowering followers to step outside their comfort zone and tap into their full potential. It was a great message that allowed for introspection on what fears are holding us back, whether it be in our practices or our personal lives.

Fast forward to the end of the week, and the business of the house concluded. As a first-time alternate delegate, I didn't understand how the ADA House of Delegates accomplished business until I was immersed in it. First, resolutions are proposed, vetted by reference committees, and approved by the House of Delegates. Then, these resolutions are adopted as ADA policy. A real-time example of how these policies are used is the Medicare debate currently happening in congress. The ADA House created a policy on Medicare dental benefits several years ago



DR. INGRID MCLELLAN  
*President*

and has been used by ADA lobbyists on our behalf so that we could hit the ground running and gain traction with legislators. It's a streamlined process that gives us a voice and the ability to act quickly.

The candidates for president-elect and second vice president campaigned during the week as well. The common themes of these campaigns were membership, workforce shortages, and the Medicare dental benefit. I think we are all feeling the effects of workforce shortages. I don't know how many dentists I have spoken with recently that have commented that they have had an ad out for a hygienist or an assistant for six or more months. These shortages affect our ability to care for our patients promptly, and I fear the long-term repercussions of these shortages.

Knowing that the ADA is looking at solutions to help solve workforce shortages is critical. Your leadership within the MDA is also brainstorming ideas and solutions for these workforce issues, but these solutions may take time to implement.

*Continued on Page 6*

### EXECUTIVE COMMITTEE:

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

### BOARD of DIRECTORS:

- |                      |                       |
|----------------------|-----------------------|
| • Dr. Michael Bowman | • Dr. Jerry Martin    |
| • Dr. Matt Calkins   | • Dr. Matt Moen       |
| • Dr. April Foster   | • Dr. Stephen Spencer |
| • Dr. Mari Kiesling  | • Dr. Ryan Wallis     |
| • Dr. Julie Strong   | • Dr. Wade Wilde      |

### STAFF:

- |                             |                     |
|-----------------------------|---------------------|
| • Executive Director:       |                     |
| • Executive Administrator:  | Ms. Jean Strainer   |
| • Administrative Assistant: | Ms. Pamela Maslanka |

CONTACT MDA

Telephone: (406) 443-2061  
Toll Free (in-state): (800) 257-4988  
Fax: (406) 443-1546  
Email: [info@montanadental.org](mailto:info@montanadental.org)  
Website: [www.MontanaDental.org](http://www.MontanaDental.org)

Mailing Address:  
MDA News  
Montana Dental Association  
PO Box 1154  
Helena, MT 59624

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# NEWS YOU CAN USE

## ADA House of Delegates Passes Resolutions Addressing Workforce Shortages and Reinstating Third-Party Payer Concierge Services

The American Dental Association House of Delegates met October 13-16 in Las Vegas, Nevada. Our delegates represented Montana dentists, Drs. Jane Gillette and Kurt Lindemann, and alternate delegates, Drs. Ingrid McLellan and Jason Tanguay. The House grappled with many issues facing dentistry today and passed resolutions that will positively affect Montana dentists.

Workforce issues were a recurrent theme in both speeches given by officers and private conversations among dentists in attendance. As a result, the House passed resolution 86RC with four parts to help address the dental team workforce shortage experienced nationwide. The first part calls on the ADA to distribute existing print and social media communications materials to state and local dental societies to use to promote and encourage middle and high school students to consider careers in dentistry, dental hygiene, and dental assisting. The next

*Continued on Page 7*



*MDA's delegation takes a break on the ADA House floor. Alternate Delegates Dr. Jason Tanguay and Dr. Ingrid McLellan stand with ADA Delegates Dr. Jane Gillette and Dr. Kurt Lindemann.*

## Big Sky Care Connect

BSCC is empowering informed, high-quality healthcare. Here's what one of our pharmacy partners had to say about her first experience with BSCC HIE: "Patient presented at the pharmacy for his 2nd Covid-19 vaccine. While questioning the Patient it was revealed that this Patient presented to the ER 24 hours after his first vaccine with TIA symptoms. Patient has a history of stroke. We then tried to contact the ER provider to no avail so we decided to try the [BSCC] portal. We were able to see his history on the portal and we also contacted his PCP to determine whether the Patient should proceed with the second dose. After discussing the case with his PCP it was determined to give the Patient the vaccine." - Dominique Preputin, Pharmacist at Western Drug. Having the right information, at the right time through BSCC's HIE can help MT providers avert risk and potentially prevent catastrophic results.

Dominique's experience is just one of many success stories that can be realized by using the statewide HIE. BSCC continues to make great progress with 25+ Montana health care organizations (100+ sites) now live on the Health Information Exchange (HIE) and 83 signed participants representing over 300+ sites. BSCC is currently in the process of onboarding various healthcare facilities in MT so providers can have timely access to their Patient's comprehensive, longitudinal record in the statewide HIE, including demographics, medication history, diagnoses, procedures, encounters, allergies, lab results, and radiology results.

If you are interested in joining BSCC's growing network, please [info@mtbscc.org](mailto:info@mtbscc.org), and/or check out [www.mtbscc.org](http://www.mtbscc.org).

# MDA Welcomes New Third District Board Member

Third District members have appointed Dr. Julie Strong of Butte to serve as a Board Director. Dr. Strong graduated from dental school at the University of Mississippi and completed her residency in endodontics at Saint Louis University.

Dr. Strong enjoys camping, hiking, and fishing with her husband, Michael, and their two dogs. They are proud to call Butte home and feel fortunate to live in a wonderful community of great beauty and even greater people.



*Dr. Julie Strong*



This project is funded in whole or in part under a Contract with the Montana Department of Public Health and Human Services. The statements herein do not necessarily reflect the opinion of the Department.

# Working Behind the Scenes—Your MDA Standing Committee Volunteers

Your volunteer committee members diligently work overtime to carry out the MDA mission outlined in the Constitution, Bylaws and Strategic Plan.

The **Board of Directors** acts as the governing body of the Association. District Directors are as follows: First District, Dr. Mike Bowman; Second District, Dr. April Foster; Third District, Dr. Julie Strong; Fourth District, Dr. Steve Spencer; Fifth District, Dr. Mari Kiesling; Sixth District, Dr. Ryan Wallis; Seventh District, Dr. Jerry Martin; Eighth District, Dr. Matt Moen; Ninth District, Dr. Wade Wilde; Tenth District, Dr. Matt Caulkins. We are still looking for a New Dentist Representative. Directors are appointed by their district and serve three-year terms, with a two-term limit. The Board meets three times each year, and members usually serve on committees as well.

The **Executive Committee**, commonly referred to as ExCom, acts in the Board's capacity when not in session and reviews the management of the central office. This year's Executive committee consists of President, Dr. Ingrid McLellan; President-elect, Dr. Ron Davis; Vice-President, Dr. Will Samson, and Immediate Past President, Dr. Jason Tanguay. These offices are all one-year terms. Our Delegates are Dr. Jane Gillette and Dr. Kurt Lindemann, serving staggered three-year terms. Treasurer, Dr. Greg Seaman, is serving his first three-year term. ExCom, Delegates, and the Treasurer are elected by the General Assembly at our annual meeting.

The **Financial Oversight Committee** reviews the financial position of the Association and oversees the budget process. It is comprised of members-at-large and EXCOM members; MDA's Treasurer is the chair. They meet quarterly and more frequently during the budget process.

The **Government Affairs Committee** studies and develops recommendations on legislation and state and national issues related to dentistry. It is comprised of members-at-large and EXCOM members. They meet monthly during non-legislative years and weekly during the legislative session.

The **Membership Committee** recommends recruitment and retention goals and assesses and recommends member benefits and services. It is comprised of members at large. They meet at least three times per year.

The **Dental Health and Access Committee** formulates plans and recommends policies concerning dental health, preventive dentistry, and access to dental care. It is comprised of members at large. They meet monthly.

The **New Dentist Committee** formulates and proposes practical and feasible activities related to new dentists in making the transition to active membership and participating in organized dentistry and to provide insight into trends, needs, interests, and issues of the new dentist in Montana. It is comprised of New Dentists from each district, and the New Dentist Board Member is chair. They meet at least three times per year.

The **Continuing Education Committee** reviews and recommends continuing education speakers, considering each speaker's financial impact and program quality. It is comprised of members at large. They meet when necessary.

If you are interested in serving on any of these committees, please contact the MDA office at 800.257.4988 for more information. Job descriptions are available.

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## A Message from Your President...

*(Continued from Page 2)*

Membership is what gives our organization strength. Your dues statement will arrive in the mail soon, and I ask that you join me in giving our association a strong voice for our profession. One of the best remarks that I heard at the ADA meeting on why you should remain or become a member: if you received a PPP loan, PPE distribution, or a provider relief fund grant, you benefited from the ADA's lobbying power. The call to action and quick lobbying (over 100,000 of us lobbied our congressional leaders!) enabled us to be included in these benefits and be considered essential workers for reopening our practices.

If that's not a testament to our strength as an association and why you should be a member, then I don't know what is!

Thank you for the opportunity to attend SmileCon, learn, and represent you and our association. I am grateful for the experience. I look forward to seeing you in person or virtually as I visit individual districts in the coming months.

Until then, be well!

—Ingrid

# ADA House of Delegates...

(Continued from Page 4)

part is to study the issue of dental hygienist and dental assistant employment tenure to determine variables that lead to attrition and high employee turnover, as well as variables that encourage long term employees. The research will be used to develop a toolkit that dentists can use to help increase the tenure of dental team members. The next section calls on the ADA to meet with ADEA (American Dental Education Association) and collaborate in conducting a study of accredited dental hygiene and assisting programs and formulate ideal enrollment recommendations by state and or region and make this information available to state and local dental societies, as well as dentistry, hygiene and assisting education administrators. The final part directs the ADA to investigate financial incentives, such as possible tax abatements and grants, to motivate educational institutions to create or expand existing dental hygiene and dental assisting programs to expedite the workforce issue's resolution.

Another resolution that Montana dentists will find to be of benefit was resolution 88 — Reinstatement of ADA Third-Party Payer Concierge Service. Do you wish there was a free concierge service you could call with insurance

questions or issues? Well, there was, and then it went away, but it is back by popular demand! Here are the sorts of things this service can help you with:

- Providing guidance in the appeals process when a claim has been denied.
- Contacting dental plans to revise explanation of benefits language that impugned on the dentist-patient relationship.
- Connecting individual dentists with a dental plan's consulting dentist.
- Clarifying requirements on electronic fund transfer payments.

The ADA can help dentists with dental benefits-related and coding problems, questions and concerns. Call the ADA's Third Party Payer Concierge at 1-800-621-8099 or email [dentalbenefits@ada.org](mailto:dentalbenefits@ada.org).



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# Your MOHF Donations at Work!

In September, the MOHF Board of Directors approved the purchase of 1,200 toothbrush kits that will be packed in Christmas boxes for active military personnel by the Adopt-A-Sox program. Adopt-A-Sox's mission is to recognize and thank deployed Montana service men and women. Photos from the November packing event will be published later this year.

Throughout the year, MOHF distributed \$5,500 in scholarships to dental hygiene and dental assisting students. Below are the recipients' photos and thank you notes.

Thank you for the scholarship! This money will be very helpful in covering the fees to take my CDA exam.  
—**Avery**

I am sincerely honored to have been selected to receive the scholarship provided to help us with our exams. This is a fantastic opportunity for us to expand our careers in the dental world further. As we complete our education at Salish Kootenai College, we will think of your generosity, and we are thankful for such an amazing gift and opportunity. —**Emily**

Thank you so much for the scholarship money. It will be very helpful in assisting with the cost of the CDA exam. Again, thank you so much. I am very grateful. —**Emily F**

Thank you for the scholarship money. It is greatly appreciated. It will help cover some of the CDA exam fees.  
—**Mariah**

Thank you so much for the scholarship! The money will be helpful with the cost of the CDA exam. It is very much appreciated. —**Lillianna**



Salish Kootenai College dental assistant scholarship recipients from left Avery, Emily, Emily F, Mariah, and Lillianna

## Great Falls College Dental Assisting Scholarship Recipients



Breanna

I want to thank all donors for making the Montana Oral Health Foundation Dental Assisting Scholarship possible. I can now attend Great Falls College MSU more comfortably. The school has been great and keeps getting better. Thank you again for your generosity. I am honored to be this year's recipient. —**Breanna**



Stormi

I would like to give everyone involved in helping with this scholarship a huge thank you! It is amazing that with everyone involved, this scholarship could be granted. I am fortunate and blessed that I was awarded this scholarship. This will help me complete the program and give me the tools I need to become the best dental assistant I can be! Thank you again. —**Stormi**

# Great Falls College Dental Hygiene Scholarship Recipients



*Kyler*

I am very honored and appreciative to have received this scholarship. Thank you for reviewing my application and awarding me the Montana Oral Health Foundation Dental Hygiene Scholarship. This award will help me greatly with my financial need and reach my career goal. I am sincerely grateful. Thank you again for your generous gift. —**Kyler**



*Rebecca*

I wanted to send you a letter of thanks for awarding me a \$1,000 scholarship. The scholarship will help me get through my final semesters of the program. The program has helped me grow and learn more than I could ever fathom. But the cost of instruments, books, tuition, and living expenses has made it financially challenging. However, the scholarship has given me a sigh of relief, and I

am grateful. My goal after graduation is to get my tuition and school loan paid off within one year. —**Rebecca**

## MOHF Update on Orthognathic Surgery Patient

Last year MOHF in cooperation with Providence Hospital in Missoula covered the surgical costs for treatment of a craniofacial patient named Marshall. He had the treatment performed in Bozeman, and you may recall an article in the MDA News showing his before and after images. I spoke with Dr. Chisdak in Bozeman today, and he wanted to let me know that this person's life has really changed. He said he saw Marshall recently and

felt the differences in his outward demeanor and ability to smile were incredible. He also said he spoke with Marshall's father, who noted tremendous improvements in his brain function as well as his self-esteem. Dr. Chisdak wanted dentists to know that the investment MOHF made in this young person's life was worth every penny. Thank you for your support of MOHF!

## Interested in Donating to MOHF?

You may choose to contribute to MOHF when renewing your tripartite dues. Donations are also accepted anytime throughout the year by visiting [MontanaDental.org](http://MontanaDental.org) and clicking on the green and black MOHF tab. You may

also mail a check to MOHF, PO Box 1154, Helena MT 59624. Or, you may donate to the Doug and Sue Hadnot Endowment Fund by visiting the Montana Community Foundation.

# Half a Loaf? Low-Income Seniors Only Get One Thin Slice of Medicare Dental Benefit

**An op-ed from ADA Past President, Dr. Klemmedson, has been published in the *Hill***

There's a saying: "Half a loaf is better than none." Under Congress's current Medicare dental benefit proposal, low-income seniors don't get half a loaf, they barely get a slice.

If you think of the proposed dental benefit in simple terms—as a loaf of bread—Congress is trying to slice it so it feeds all Medicare-eligible seniors. The problem is that each slice is so thin that everyone goes hungry. Middle or high-income seniors have the means to buy extra bread (dental benefits), but what about low-income seniors? For them, that thin slice of bread is all they have.

I applaud Congress for recognizing that oral health is integral to overall health. Now is the time for them to consider who needs a dental Medicare benefit the most.

By and large, thanks to good oral hygiene, a healthy

diet, avoidance of tobacco products and regular dental visits, Americans' oral health has greatly improved over the decades. Yet for low-income seniors who may rarely see a dentist, it is a far different story. According to the American Dental Association's Health Policy Institute, 26 percent of Medicare beneficiaries do not seek dental care because they cannot afford it. Over time, a lack of care can result in multiple oral health problems which can also greatly impact overall health.

As a dentist and a physician, I see firsthand the tragic consequences of severe dental disease—people in severe pain seeking dental care in hospital emergency departments, people unable to have organ transplant

*Continued on Page 13*

# Dr. Linda Edgar Eyes ADA Presidency

Reprinted with permission, University of Washington School of Dentistry, DentalAlumninews, Fall 2021

Dr. Linda Edgar ('92), one of our school's most prominent alumnae, will seek the presidency of the American Dental Association, she has disclosed.

"I decided to run for ADA president about a year ago," Dr. Edgar told the *Dental Alumni News* in late July. "I had several past ADA presidents encourage me to run for this position since I started as trustee in 2018." She discussed her plans with dental community leaders in her district and they voted to support her candidacy, she said. Dr. Edgar will officially announce her candidacy at the ADA House of Delegates meeting Oct. 13-16 in Las Vegas, and the election for president-elect takes place in October 2022. If she wins, she will be ADA president in 2023-24.

Dr. Edgar has already served as a national dental officer, holding the presidency of the Academy of General Dentistry (AGD) from 2013 to 2014. She also served as AGD past president, president-elect, and vice president (2011-15) and served two terms as national secretary (2007-2011). The experience, she said, gave her eight years leading at the national level. She also met leaders from all the other dental specialty organizations and officials with the U.S. Department of Education and the federal Health Resources & Services Administration.

"I believe collaboration is very important, and I know it can move dentistry forward into more new and innovative programs and ideas," she said.

She is a forceful proponent of continuing education and holds an AGD mastership in recognition of more than 2,000 hours of postdoctoral course work. "I had a vision in 1995 to start an educational group to help dentists further their education and become more successful," she said. "The AGD has taken that first study club dream and turned it into a Global Education Center with 12 chairs where they do hands-on supervised CE and treat the underserved at the same time." She also has a master's degree in education and said she knows that helping dentists further their skills after dental school is paramount to their success.

As an ADA trustee, she said, "we have been working on issues I feel are vital to dentists' success. One is insurance legislation to help patients and dentists. Our District XI brought a resolution to the ADA in 2018 to allot money for states to help with better insurance transparency and fairness. That passed as a pilot program in 2018, and now more than 31 states have insurance legislation that has helped members. This has been one of the most successful resolutions I have seen create a difference for dentists."

She is also a member of the ADA's Business Innovation Committee, which has developed a coding course to help dental office front desk staff get better reimbursement.



*"I believe collaboration is very important, and I know it can move dentistry forward into more new and innovative programs and ideas."*

"I am passionate about creating actual dollar value for members," she said. She will chair the committee next year and will direct efforts to help ADA members realize more savings: "I want ADA members to be able to say, 'Now, that program saved me a lot of money.'"

If she becomes ADA president, she said, "I would like to do something about the excessively high student loan percentages that are presently charged. If we are creative, I think we can do something about this problem."

Another area of focus would be addressing the country's dental workforce shortage. "With my education background" – she taught high school and junior high in Auburn, Wash., for 14 years before starting dental school – "I would like to see ADA be more proactive helping young people and diverse groups choose careers in dentistry."

She cited other issues:

- "I am also very frugal with members' money, and as Budget and Finance [Committee] chair" –she will assume that post next year, on top of her Business Innovation duties – "will continue to work to develop new non-dues revenue opportunities while still being generous with ADA service. We need to keep our membership dues as low as possible and be efficient so we can still provide exceptional service to each member."
- "I want all our members to feel special and listened to and connected."
- "We have started investing in digital transformation to use artificial intelligence to meet our members' individual needs for help and information. I would like to see this through."
- "I would also like to see collaborations between specialty groups and general dentistry groups to help each other."

"These are only a few of the reasons I have chosen to run," she said. "There are many, many more."

Dr. Edgar and her husband, Dr. Bryan Edgar ('76), practiced together in Federal Way, Wash., for 27 years before retiring in 2020. They have been two of our school's most visible ambassadors and supporters, co-chairing our successful "Campaign UW: Creating Futures" from 2000 to 2008 and serving as Dean's Club co-presidents. Their

*Continued on Page 13*

## Dr. Linda Edgar ...

(Continued from Page 12)

generosity as donors has earned them UW Distinguished Benefactor status.

Now Dr. Linda Edgar has her sights on a fitting capstone to her career. As she said, "I would like to see a

little less conversation and a little more action. I think I have the leadership skills developed over the last 25 years in dentistry to help pick the best teams to make things happen for our patients and our dentists."

## Half a Loaf ...

(Continued from Page 11)

surgery because the infection in their mouths can spread throughout their bodies, and people who have lost all of their natural teeth. These are just a few examples.

That is why the American Dental Association believes policymakers should provide a comprehensive dental benefit to nearly half of all Medicare-eligible seniors—those with incomes of approximately \$38,000 each (up to 300 percent of the federal poverty level).

Comprehensive Medicare dental coverage means providing low-income seniors with a full range of affordable dental services they need to have a healthy mouth...to get them out of chronic pain and be able to comfortably eat and sleep.

Concentrating Medicare benefits on low-income seniors will help improve health equity. Approximately 67 percent of Hispanic seniors and 70 percent of Black seniors have incomes below 300 percent of the federal poverty level. Achieving health equity is a goal of the Biden administration according to HHS Secretary Xavier Becerra.

Why not provide a dental benefit to all Medicare beneficiaries? For one good reason:

The current House bill does not help those who need it the most, and that is a tragically missed opportunity. The proposed dental benefit in the House bill imposes

*Continued on Page 17*

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# Donated Dental Services (DDS) Program Restores Patient's Health

Dental Lifeline Network • Montana Donated Dental Services (DDS) program provides comprehensive dental treatment for Montana's most vulnerable people through a volunteer network of 191 dentists and 43 labs.

Thanks to MT DDS program volunteers, many patients like Jaime are able to confidently smile again. Jaime, 43, lives in Gallatin County and suffers from multiple health issues including severe nerve damage in her neck and shoulders. After Jaime had surgery a few years ago, her stomach became severely infected and ruptured and she was on a feeding tube for several months. After it was removed her teeth began falling apart, leaving her with broken teeth. Most were rotted to the gum line.

Unfortunately, Jaime could not afford dental treatment. Unable to work, she survives on food stamps and a small Social Security Disability benefit, and struggles to make ends meet.

Thankfully, she was referred to the DDS program and Dr. Jason Tanguay and O'Brien Dental Lab, Inc. agreed to come to her aid. Thanks to this generous team of volunteers, Jaime's smile was restored and her dental health enhanced.

*"I seriously can NOT express my thanks in enough words to how happy I am to be on the road to a healthy mouth and happy smile. I am so thankful that I have such an amazing Dr. and staff and that you all are going to be on this amazing journey with me. Thank you so much."*  
—Jaime, DDS patient

When you volunteer with the DDS program, you provide care to people with great needs right here in Montana. By seeing just ONE patient a year, you can help provide comprehensive dental care to those who otherwise could not afford it. The donated dental treatment since inception 24 years ago has exceeded \$5.5 million and served more than 1,500 Montana residents.



*Dr. Jason Tanguay, DDS, DLN, and DDS patient Jaime*

"DDS makes it easy, they do the screening; it is low pressure and if it is not a good match with the patient on the first visit, you are not obligated to see the patient; and any lab bills will be taken care of through donations, so there is not a huge financial commitment either. You should definitely volunteer for a patient and try it out."  
—Dr. Jason Tanguay, DDS, DLN • MT Board of Directors and MDA Immediate Past President

There are currently people in Montana waiting for treatment. To help decrease our waitlist, please consider volunteering to see ONE patient. Sign up today by contacting Margaret Petrick at 406.449.9670, visit [WillYouSeeOne.org](http://WillYouSeeOne.org) or use the QR code.

Dental Lifeline Network • Montana is part of a national organization and a strategic partner of the American Dental Association. More than 15,000 volunteer dentists and 3,400 laboratories participate in DLN's DDS programs nationwide.

*Scan this QR code with your smart phone to sign up as a volunteer for the Donated Dental Services program.*





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# Three Ways to Keep Your Third-Party Vendors from Becoming Your Biggest Cyber Crime Liability

**Robert McDermott, President and CEO, iCoreConnect**

How many cyberattack attempts were aimed at your practice today? That's probably not a question you get asked or think about very often. In general, hackers successfully (not just attempt to) attack an internet-connected computer every **39 seconds!**

Criminals are looking at the entire "ecosystem of vendors" linked to healthcare, including your third-party vendors. The value of third-party business associates relationships isn't in question. The main question is whether you, and they, understand the security of their services, actual requirements of HIPAA compliance and how those impact *your* overall security and revenue. Here are three proactive next steps you can take:

## 1) Renew Your Security

### and Compliance Commitment.

The best way to gain a foundational understanding is to do basic fact finding of your own business. How old is your practice management system? How secure is your secure email? Is your secure email *fully* HIPAA compliant?

## 2) Find out if your Vendors Are "Walking the Walk" with Security and Compliance.

Use the information you gained during your practice forensics to approach each vendor for a current

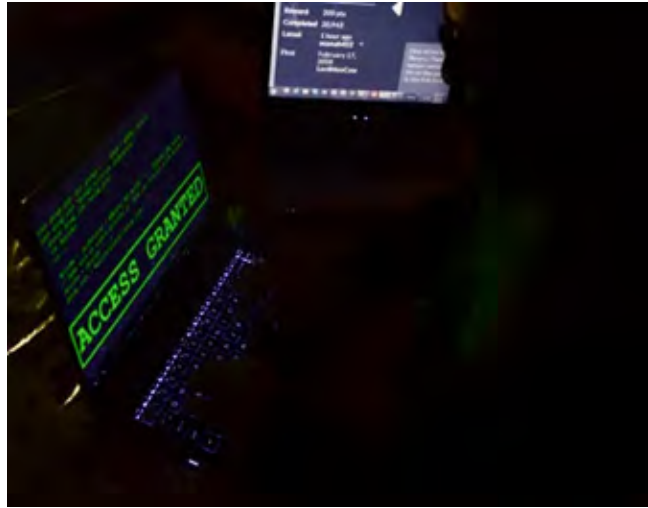
cyber security conversation. With each vendor, don't hesitate to ask specifics about their products and services *and* expect answers that satisfy your curiosity.

## 3) Not Satisfied with What you Learn?

### Find New Vendors.

Third-party vendors are critical to your business. The Association has resources and recommendations to connect you with partners who strive to keep your data and revenue secure.

Third-party vendors can be one of your greatest weapons against these criminals. Take time to understand your own vulnerabilities and have direct conversations with your business allies. You both will be more confident in the partnership when you do.



MDA endorses iCoreExchange HIPAA-compliant email. iCoreExchange not only meets or exceeds every compliance and security requirement, it also allows you to attach as many large files as you want to any single email. Speed up your workflow, protect patients and your practice. Visit [land.icoreconnect.com/MT03](http://land.icoreconnect.com/MT03) to check out this convenient and compliant service or call 888.810.7706. MDA members receive a substantial discount on iCoreExchange.

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## Half a Loaf ...

*(Continued from Page 13)*

high patient co-pays. That thin slice of dental benefit bread gets even thinner. For low-income seniors, who often must choose between food and housing, the high Medicare co-pays for major dental procedures will make access to dental care unattainable.

Congress has a simple choice. Provide a meager dental benefit to all Medicare patients, rich and poor alike, or provide low-income seniors with a comprehensive

affordable dental benefit that will significantly help those in need.

Let's hope that Congress makes the right choice.

*Daniel J. Klemmedson, D.D.S., M.D., of Tucson, Ariz., is the past president of the American Dental Association (ADA).*



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**DR. JARED FRANSON**  
 Broker  
 Montana, Idaho  
 (208) 949-0868  
 Jared@mydentalbroker.com



**PAUL CONSANI**  
 President, Broker  
 Alaska, Hawaii  
 (866) 348-3811  
 Paul@mydentalbroker.com



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 Oregon, Washington  
 Joe@mydentalbroker.com



**DR. MIKE SHIRTCLIFF**  
 Broker  
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 Washington  
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## CAREER CENTER

### Practices for Sale

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

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.

**In Bozeman** - Virtually a turn-key, 3-operatory **dental suite** available immediately. It has low overhead, approximately 1,150 square foot space with full dental infrastructure in place: N<sup>2</sup>O, water, air, and vacuum all plumbed into walls, as well as internet. The suite has a long history (26 years) as a dental office. It is very conveniently located, with sufficient parking, at Bozeman's most busy intersection. Occupancy available now: just install and connect your equipment. Priced just right for **sale or lease**. Ideal for start-up or satellite practice in the growing Northwest. Contact broker Dennis Erickson at 406-579-8967 for more details and a tour of the suite.

### Help Wanted

**General Dentist Needed!**  
**Near Kalispell.** We are in need of a great general dentist; we are located in Columbia Falls. We are growing like crazy! We pay great and have the best staff! We are looking for someone full time, Monday through Thursday. We are a year old practice (new buildout and new equipment). Looking for someone to hire ASAP! Please call or text with any questions. Mitch, 801-717-7129.

## CLASSIFIEDS

### Locum Tenens

**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 559-681-4020.

**MONTANA DENTIST WITH 36 YRS** experience, available for temporary services. Contact Dan Harrington, [danph12@hotmail.com](mailto:danph12@hotmail.com) or 406-491-3926

### 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 919-229-0483, [www.repairsensor.com](http://www.repairsensor.com)

### For Sale

**DIGITAL PANO** - Gendex GX-DP 300, manufactured in July, 2014. Selling to upgrade to CBCT. Takes quality images and is in great working condition. \$10,000 OBO Photos available upon request. Call 406.564.7352, ask for Dr. Klinker.

### For Use

**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.

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

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



*MDA delegates take a break from the action to hike the Arizona Hot Springs area near Hoover Dam.*



# MDA Calendar

## 2021

- Nov 25-26 MDA office closed for Thanksgiving
- Dec 3 Board of Dentistry – virtual
- Dec 26 MDA office closed for Christmas

## 2022

- Jan 6-7 MDA Board of Directors – Helena
- Mar 4 Board of Dentistry
- Mar 20-22 ADA National Lobby Day – Washington DC

## (2022 cont.)

- Apr 6 MDA Board of Directors – Big Sky
- Apr 7-8 MDA Annual Meeting – Big Sky
- June 3 Board of Dentistry
- Oct 13-17 ADA SmileCon – Houston
- Oct 17-20 ADA House of Delegates – Houston

## 2023

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