

MDA lobbies for “Montana Action for Dental Health” in 2017 Legislature

When the 2017 Legislature convenes on January 2, it will be taking up MDA’s “Montana Action for Dental Health”, a package of MDA-sponsored legislation to protect dental practices and improve access to oral health. Other issues impacting dentistry are also on MDA’s radar. In all, 2017 will be the most important session for dental advocacy in recent MDA history.

“MDA’s legislative agenda can be successful with the help of dentists across the state taking time to lobby their legislators,” said Dr. Jane Gillette, MDA president. “This is a tremendous opportunity to advance dentistry’s interests and MDA cannot do it without a strong core of grassroots advocates.”

“I urge MDA members to come to Helena on Friday, January 27 for MDA’s Dental Day at the Legislature,” she said. “Your face-to-face conversation with your local legislators can make the difference in ensuring their support for MDA’s positions.”

(Please page 7 for details on Dental Day at the Legislature.)

Here’s a summary of key legislation with direct impact on dentistry. (Until they are introduced bills are identified with an “LC” number.)

General supervision for dental assistants

(LC0785) – MDA legislation requested by Sen-Elect Steve Fitzpatrick (R-Great Falls)

Why it’s important: MDA has drafted a bill to allow dentists to delegate some functions to dental assistants under general supervision. Currently, all dental assistant functions must be delegated under direct supervision. Under MDA’s bill, the Board of Dentistry would determine by rule which functions will be allowed under general supervision. This can expand access to care when the dentist is not present in the practice.

Anesthesia mandate (LC0528) – MDA legislation sponsored by Sen. Mary Caferro (D-Helena)

Why it’s important: MDA is preparing legislation mandating third-party coverage for anesthesia services for dental treatment for young children and the disabled in hospitals and other operating room facilities. Currently most insurance policies will cover anesthesia for other medical treatment, but not medically necessary dental treatment. This is a barrier to care. If you have information

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Montana delegates take action at ADA House

MDA members played key roles in the ADA’s House of Delegates when it convened in Denver in October. MDA representatives included delegates-at-large Dr. Roger

Newman and Dr. Doug Hadnot, alternate delegate and MDA president Dr. Jane Gillette and alternate delegate Dr. Kurt Lindeman. They joined more than 400 ADA leaders from other states to direct the ADA’s resources in fulfilling its mission to “Help every member succeed”.

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ADA delegates – MDA’s representatives at work at the American Dental Association 2016 House of Delegates in Denver. (L-R) Drs. Kurt Lindemann, Jane Gillette, Doug Hadnot, and Roger Newman.

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MDA member initiative to support dentists in quality documentation

In this year's ADA House of Delegates, Montana dentists led an initiative to direct the ADA to develop resources to support dentists in improving clinical documentation and Medicaid compliance. Specifically, the resolution stated:

"Resolved, that the appropriate ADA agencies develop a resource guide which contains sample chart entries for the 30 most common procedure codes and additional guidance on best practices which relates to documentation which supports Medicaid Compliance for use by dentist members."

The concept behind this resolution, which was referred to an ADA council for further consideration, originated within the MDA's Council on Dental Public Health and Health Planning. The Council is chaired by Dr. Jason Tanguay (Bozeman), the Sixth District member of the MDA Board of Directors and also includes Drs. Ron Jarvis (Kalispell), Jazmin Nelson (Missoula), Maria Bartoletti (Butte), Garry Pitts (Polson), Reed Thompson (Kalispell). Dr. Tanguay, who was present at the ADA House, testified on behalf of the resolution.



DR. JANE GILLETTE
President

This resolution is significant for dentists as descriptive, supportive, and accurate documentation of procedures and care within dental charts is essential in protecting dentists in the event of litigation or an audit. Inadequate documentation of diagnosis, clinical findings, and procedures performed can result in legal cases which are difficult to defend and in the case of a Medicaid audit, large recovery payments by the dentist to the state Medicaid program. In the case of Medicaid audits, it is currently Medicaid payers and contracted auditors who establish the parameters and best practices for the dental profession on satisfactory and complete documentation. Critiques and evaluation of dentist's chart entries during an audit are often completed by Medicaid auditors with no dental background. At times, this results in inaccurate, and even unjust, assessment of the quality of a dentist's documentation. Exasperating the issue, some dentists have not received adequate instruction on documentation which reduces risk-exposure and increases Medicaid compliance.

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NEWS YOU CAN USE

Board of Dentistry focusing on infection control

The Board of Dentistry has established an Infection Control Committee to review and update the infection control checklist used for office inspections. The committee will use the Centers for Disease Control (CDC) *Guidelines for Infection Control in Dental Health-Care Settings – 2003* as the basis for its new inspection checklist. The CDC document has been adopted by the ADA as the standard for dental practices.

“I urge all dentists and their staffs to review the CDC recommendations and spend the necessary time to review their infection control protocols, said Dr. Kevin Miltko, a member of the committee.

According to the CDC, transmission of infection is rare, but continues to occur in the dental setting. In September, seven children were hospitalized for oral cellulitis after visiting a dental clinic in Southern California. It is important that all dental health care personnel understand and follow infection prevention recommendations.

When an infection occurs in the dental setting, investigators often find that proper infection prevention practices were not used. In December 2003, CDC published a comprehensive and evidence-based resource for infection prevention recommendations in the dental office, developed to protect both dental staff and patients.

A CDC review found the guidelines to still be the standard of care, but there were documented occurrences of inconsistent compliance with recommended infection

prevention practices. The 2016 *Summary of Infection Prevention Practices for Dental Settings: Basic Expectations for Safe Care* provides tools and resources to help dental staff adopt and follow appropriate infection prevention procedures described in the guidelines.

This resource includes:

- **A summary** of basic infection prevention recommendations for the dental settings
- **Links** to references and additional resources
- **An adaptable checklist** to evaluate how well dental staff are following the guidelines
- **New recommendations** relevant to dentistry that CDC published after 2003.

The ADA offers “*The ADA Practical Guide to Effective Infection Control*”, a training program for dental offices. The 40-minute DVD and workbook includes the 2016 CDC guidelines on respiratory hygiene and cough etiquette in dental practice settings. This easy-to-navigate resource covers:

- Principles and fundamentals of infection control
- Actual clinical procedures
- The difference between sterilization and disinfection

The workbook includes self-assessment checklists, goal-setting worksheets, and unit review questions. Participants can earn 3 hours CE credits. To learn more, visit adacatalog.org or call 800.947.4746.

MDA lobbies for “Montana Action for Dental Health”...

(Continued from Page 1)

on how this issue has affected your practice and patients, please contact the MDA.

Teledentistry (LC0527) – MDA legislation sponsored by Sen. Caferro

Why it’s important: The MDA will require third-party payers to reimburse dentists for covered services, such as diagnosis, delivered remotely through telemedicine.

Medicaid overpayment audits (LC0819) – MDA legislation sponsored by Sen-Elect Albert Olszewski (R-Kalispell)

Why it’s important: In 2015 MDA sponsored legislation to create fair and reasonable standards for Medicaid overpayment audits that will protect providers while still ensuring overpayments are recouped. MDA led the healthcare provider coalition that resulted in nearly

Continued on Page 5

MDA member initiative to support dentists...

(Continued from Page 2)

A major benefit to the profession, and to ADA/MDA members, would be the development of example clinical chart entries for use by dentists to increase and support quality documentation in dental records. A clinical chart entry for a Medicaid insured patient must always include a justification, and supporting documentation, of why the intervention was “medically necessary”. This is a puzzling and unfamiliar term for dentists, but correlates to the diagnosis or clinical rationale, and includes a description of the clinical findings and how they were determined (i.e. radiograph, visual, tactile).

The development of example clinical

chart entries by the ADA, instead of outside third parties, promotes the unbiased and accurate assessment of dentist documentation as it is the profession articulating the best practices in documentation instead of outside organizations with little to no knowledge on such topics.

In addition to national leadership on this topic, the MDA Council on Dental Health and Health Planning also recently completed a major revision of the MDA’s BrightSmilesMontana.com website. This revision includes an instructional video on Medicaid compliance best practices, including guidance AbCd Montana reimbursement.

Thank you to the MDA Council on Dental Health and Health Planning for your ongoing commitment and leadership in supporting dentists on both the state and national!!!

MDA lobbies for “Montana Action for Dental Health”...

(Continued from Page 4)

unanimous passage of HB 237, only to see it vetoed by Gov. Bullock. MDA will again attempt this legislation. At the same time, MDA is proposing draft rules to DPHHS to address some of the audit problems that have been identified, including allowing peers to review adverse audit findings involving clinical judgment and limiting use of extrapolation in determining overpayments due from providers.

Donated Dental Services – MDA legislation sponsored by Sen. Caferro

Why it’s important: Montana’s Donated Dental Program has resulted in more than four million dollars in dental services donated by dentists for low income patients over the past 20 years. The program coordination is funded by DPHHS, but the expense exceeds the amount of that funding. MDA is seeking an additional \$20,000 annually to address the shortfall and to enable coordination of care for more needy patients on waiting lists.

Hygienist local anesthesia under general supervision (LC0657) – Montana Dental Hygienist Association legislation requested by Sen. Nels Swandal (R-Wilsall)

Why it’s important: MDA is reviewing legislation that would allow dental hygienists to administer local anesthesia under general supervision.

Limited Prescriptive authority for hygienists (LC0657) – Montana Dental Hygienist Association legislation requested by Sen. Swandal

Why it’s important: MDA’s Government Affairs Committee is reviewing this legislation that would allow hygienists limited prescriptive authority for preventive procedures under general supervision. The committee will offer recommended language for this bill.

Supervision of professional and occupational licensing boards (LC392)

Why it’s important: The Department of Labor and Industry (DLI) is proposing legislation to require rules and actions of licensing boards, including the Board of Dentistry, to be reviewed by the DLI Commissioner for possible restraint of trade. The bill is in response to a 2015 US Supreme Court ruling upholding the Federal Trade Commission’s case against the North Carolina Board of Dental Examiners, which found that a rule that prohibited non-dentists from providing teeth whitening was a restraint of trade. The court said that licensing boards have immunity from restraint of trade when an action is pursuant to expressed public policy (such as protection of public health and safety) if that action is reviewed by a supervisor (in this case the DLI Commissioner) who can approve or veto the board action. MDA has concerns with the restrictions this places on boards to regulate licensees. MDA created a coalition of associations representing physicians, optometrists, CPAs, dental hygienists, chiropractors and other professions and occupations to address those concerns through amendments to the bill written by MDA’s legal counsel.

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MONTANA DENTAL Advocate

MDA lobbies for "Montana Action for Dental Health"...

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Coverage for dental services under Medicaid expansion

Why it's important: More than 60,000 low-income adult Montanans have enrolled under Montana's Medicaid expansion program. MDA lobbied in the 2015 Legislature for inclusion of dental care in the expansion program and many low-income adults have benefited from timely oral health services. Implementation of the expanded dental program, which has an annual maximum limit of \$1125, has been frustrated by an outdated Medicaid claim system. MDA has lobbied to fix this problem. Medicaid

dental services for adults are optional for states and always threatened by state budget concerns. MDA will continue to advocate for Medicaid services for qualified disabled and low-income adults.

MDA members are encouraged to begin contacting legislators about MDA's legislative agenda. You can learn more at the Association's MontanaDental.org website or contact MDA's executive director David Hemion at (800) 257-4988; Dave@MontanaDental.org.



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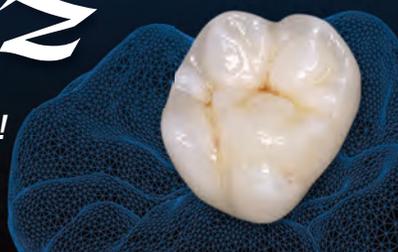
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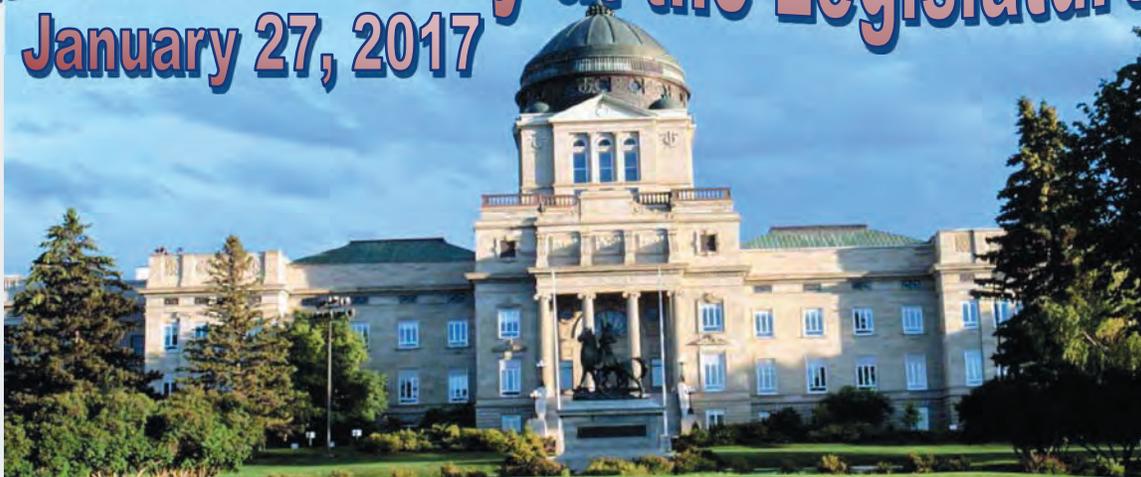


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MDA Dental Day at the Legislature

January 27, 2017



Schedule

7:30 - 9:15 a.m.

Breakfast Buffet and Legislative Briefing

Jorgenson's Restaurant, 1720 11th Ave.

ALL DAY

Meet Your Legislators

State Capitol Building, 1301 E 6th Ave.

TIPS: Contact your legislators prior to January 27 for a time to meet. The MDA office can provide contact information for you.

12:15 p.m.

Dental Advocate Lunch

MT Education Association, 1232 E 6th Ave.

6:00 – 8:30 p.m.

Reception and Dinner Honoring Legislators

Great Northern Hotel, 835 Great Northern Blvd.

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Please list legislators you can contact before and during the 2017 session:

(please check which events you plan to attend-no charge)

Breakfast Dental Day/Lunch Dinner (Number Attending: _____)

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 6:00 p.m.

Planning to stay overnight? Mention Montana Dental to receive the Dental Day discounted room rate.

Great Falls College enrolling dental assistant students

Dental Assisting offers rewarding healthcare careers working in a team environment. Dental assistants are needed throughout Montana and across the U.S., and the need for dental assistants is expected to continue to grow. Dental assistants with formal training are particularly in high demand.

The Dental Assistant program at Great Falls College MSU prepares students to sit for the Dental Assisting National Board Exam to become a Certified Dental Assistant (CDA). Students can complete the program in 11 months and gain in-depth knowledge about dental procedures, materials used in the dental setting, and skills including taking alginate impressions, dental sealant placement, coronal polishing, custom temporary crown fabrication, suture removal and more. GFC MSU dental assisting graduates are radiology certified in Montana and graduate with over 300 hours of clinical experience

and more than 40 hours of practical digital radiograph instruction and applications.

To learn more about the dental assistant program visit: www.gfcmsu.edu or contact admissions at 406.268.3700.

Know a prospective dental assisting student?

Please forward this article and the following page to anyone who could be a prospect for the Great Falls College–MSU Dental Assisting Program. Graduates of the program can enhance excellence in dental practices and further their careers in dental care. MDA is committed to promoting this valuable educational opportunity.

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Great Falls College Program and Curriculum:

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BY THE NUMBERS

7.6%

Expected increase in positions in Montana in the next year

1,256

Number of dental assistants currently employed in Montana

3

Semesters to complete the program

\$6,437

Estimated cost for resident students, including books, supplies and fees

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Montana delegates take action...

(Continued from Page 1)

“Member value was a common thread in most all of our discussions,” said Dr. Hadnot. “The ADA fully recognizes that we need a growing and vibrant membership to remain valid as an organization.”

“The most important issue the House decided was to engage in a three-year marketing program to promote dental care,” said Dr. Newman.

Dr. Lindemann, a member of the ADA Council on Communications, calls the program “an unprecedented plan designed to address membership concern about busyness issues in their practices.” As he explains “this multiple year \$18.3 million program will use digital media

to target specific healthcare consumer groups, educating them and ultimately driving them to ADA member dental offices across the country.”

“The plan is comprised of four parts: First, a redesign of the ADA “Find a Dentist” online tool and then paid search advertising to ensure ADA members appear first when prospective patients are searching online for a dentist. Second, a nationwide digital and social media campaign that will drive patients to member offices. Third, matching funds for state and local societies that want to amplify local patient promotion efforts. Fourth,

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ADA-endorsed American Health Insurance Exchange (AHIX) provides you with both on and off exchange health plans. Learn more about the options available through the **ADA-endorsed AHIX website**. For additional information and help in searching for health insurance plans to meet your needs, contact a licensed representative at the ADA members-only toll-free number: 888.715.6592.

Montana delegates take action...

(Continued from Page 11)

toolkits available to individual members to help attract and retain patients.”

“This program is one that hits at the core of membership concerns (busyness) and will begin to brand the ADA dentist in the eyes of the public, targeting those most able and receptive to dental care and who are not already seeking it on a regular basis,” he said.

“Montana can be proud of the work of Dr. Kurt Lindeman and the ADA Council on Communications for this work, said Dr. Newman.

Continued on Page 13

NEW MEMBERS

Dr. Samantha Clark
Polson
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Polson
Marquette University

Dr. Sarah Fontana
Kalispell
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Billings
Arizona School of Dentistry

Dr. Casey Shepherd
Oral and Maxillofacial Surgery
Kalispell
University of Nevada – Las Vegas

Montana delegates take action...

(Continued from Page 12)

MDA delegates led in several other areas. Dr. Gillette presented a resolution to direct the ADA to create sample chart entries members can use to improve documentation for claims submission. The measure was referred to an ADA council for follow-up (see Dr. Gillette's Leadership column on Page 2 for a complete report). Dr. Hadnot introduced a resolution to address the concerns of some members about the accuracy of the assessment of need used to allocate funding for community health centers. Although recognized as a problem, the resolution was not adopted.

The House also approved revised guidelines for administration of moderate sedation, amendments to the Code of Ethics regarding specialty announcement and limitation of practice, and recognition of Operative Dentistry as an interest area in General Dentistry.

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MDA Presents Dr. Jon B. Suzuki, DDS, PhD, MBA

Peri Implantitis: Etiologies and Potential Therapies *and*
Contemporary Clinical Periodontology and Oral Implantology

February 24, 2017, Helena – Register at www.MontanaDental.org

Peri Implantitis: Etiologies and Potential Therapies

Increasing problems facing dental clinicians in the era of Implantology require innovative treatment planning. Etiologies are defined for Peri Implantitis and predictable Implant therapies. Clinical approaches for implant rescue will be presented, including applications of lasers.

Dr. Suzuki is Professor of Microbiology and Immunology and Professor of Periodontology and Oral Implantology, Temple University. He chairs the FDA Dental Products Panel and on the faculty of Walter Reed National Medical Center.

Contemporary Clinical Periodontology and Oral Implantology

New concepts in Periodontal Diagnosis and Treatment Planning, making non-surgical and surgical modalities of therapies more predictable. Pathogenesis and immunology related to periodontal diseases extensions to systemic diseases and conditions. Advances in periodontal therapies; ultrasonics, selective use of systemic antibiotics, local drug delivery systems, and periodontal surgical concepts. Case presentations on non-surgical and surgical periodontal therapies, implant, site preparation and ridge preservation surgeries.

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Ed Butcher, MA
Senior Consultant

Ed has 20 years experience assisting Montana dentists select: the right practice, the right partners, or the right purchaser.

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Move to the Mountains! - A well designed dental office with 5 treatment rooms, consult room, central sterilization/lab, x-ray room, and more. Equipment does not convey. Red Lodge is 60 miles south of Billings, Montana's largest city. Located at the foot of the Beartooth Mountains. Current owner is retiring, but has had a highly successful practice since 1989. Please call or email Tera Reynolds, Coal Creek Realty, 406-425-3913, rski@montana.net. Pictures at www.coalcreekrealty.com

South Central - Great merger opportunity with month-to-month lease; long term lease also available. Stable practice with 3 ops collecting approximately \$475,000. Want to grow it yourself? Doctor refers out most endo and oral surgery so opportunity to grow by keeping procedures in-house. Owner is provider for Delta Premier and Blue Cross/Blue Shield only. No PPO or Medicaid. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Billings - Associate to purchase. \$150,000 minimum income guarantee. Mentor with the best for a year; then purchase, and the Seller will stay on to work for you. Incredible fee-for-service practice. New Stand-alone building with plenty of room for two doctors. Practice collects \$1.1 million with no virtually no advertising or insurance discounts. Owner ready to cut back to ensure a busy associate. New grads welcome! Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

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

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

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

Northwest - Owner retiring and prefers to sell building as well (2 suites total). Smaller practice, but 100% fee for service on 3 days/week. Great satellite or merger opportunity. Small amount of Medicaid. Contact Wendy Hirai - Consani Associates Ltd. (866) 348-3820 - wendy@mydentalbroker.com

Front Desk Position

Lewistown - Immediate position open for a reliable, high energy, dependable front office person interested in making high quality dental work available to our local community. Excellent organizational skills, ability to work both independently and as part of a team a must. Willingness to assist in the back office helpful. Desirable qualities include: attention to detail, highly professional communication and customer service skills, cooperative, flexible, self-starter. Eaglesoft knowledge a plus. (208) 691-6457 - dholecek714@yahoo.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.

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For Sale

2012 Biolase waterlase iplus for sale. 25K. Please email mfpaul@hotmail.com for more information.

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. Cal Dr. Pardo at (406) 585-8498 or ipardo@q.com. Bozeman

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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.



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Treat Street! Superheros from the offices of Butte Pediatric Dentistry, Andrews Orthodontics and Laslovich Orthodontics handed out toothbrushes, toothpaste and glow-in-the-dark vampire teeth at Butte's Halloween "Treat Street." More than 2,700 trick or treaters participated in the annual event at the World Mining Museum.

2016

- Dec 9 • Montana Board of Dentistry, Helena

2017

- Jan 27 • Dental Day at the Legislature, Helena, Legislative Reception and Dinner, Great Northern Hotel

- Jan 28 • MDA Board of Directors, Helena

- Feb 24 • MDA CE: Dr. Jon Suzuki, Peri Implantitis: "Etiologies and Potential Therapies, and Contemporary Clinical Periodontology and Oral Implantology," Helena (see page 14)

- May 3 • MDA Board of Directors, Missoula

- May 4-5 • MDA Annual Meeting, Hilton Garden Inn, Missoula. Featuring Dr. Uche Odiatu, "Oral Systemic Dynamics" and Dr. DeWitt Wilkerson, Six "Best Practice" Principles for Success

- Oct 19-24 • ADA Annual Session, Atlanta

2018

- 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