

Governor proposes \$8.9 million cut to dental Medicaid budget

(Editor's Note: As this edition of the MDA News was being published, Governor Bullock called a Special Session to fix the budget. This article has been updated to reflect the proposed cuts to Medicaid dental services. MDA members are strongly urged to contact legislators and oppose cutting dental services. Visit www.montanadental.org for updates.)

An \$8.9 million cut in funding to dental Medicaid services has been proposed by Gov. Bullock's budget office as part of an across the board reduction in state expenditures mandated by a decrease in the state's revenue forecast. Elimination of a long-standing state contract to partially fund coordination of the Donated Dental Services program is also proposed.

"These proposed reductions will have devastating impacts on the oral health of children, the aged, blind, and disabled," said Dr. Kevin Rencher, MDA president.

The cuts include \$7.0 million from adult dental services covered by Medicaid, including dentures and other dental care for aged, blind, disabled, pregnant and other low-income adults; \$1.9 million in children's orthodontia; and

\$60,000 for the two-year DDS contract. The reductions would occur during the state's current and 2019 fiscal years.

These cuts are in addition to the 3.47% reimbursement rate cut for all Medicaid providers that is set to go into effect later this fall.

Appearing at an October 4 hearing before the Legislative Finance Committee, MDA past president Dr. Jane Gillette made an impassioned appeal to the committee to oppose the cut to adult dental services. She stressed the harmful impacts that would result if elderly patients in nursing homes were unable to obtain dentures. She also addressed the negative effect a cut in provider rates would have on participation of dentists in the Medicaid program. Helena orthodontist Dr. Jeff Foster explained how children with serious malocclusions would likely go without care if Medicaid denied funding for their treatment.

In response to these and more than \$200 million in other budget reductions, the legislative committee's October 5 statement to the Governor said that he "should evaluate

Continued on Page 6

MOHF establishes endowment fund to honor Dr. Doug and Sue Hadnot

The Montana Oral Health Foundation Board of Directors is pleased to announce the creation of the Doug and Sue Hadnot Oral Health Endowment Fund in recognition of their many contributions to dentistry and oral health in Montana and nationally. For more than three decades Dr. Hadnot has served as an MDA, MOHF and ADA leader. Ms. Hadnot

was recently installed as the President of the Alliance of the American Dental Association, the national association for dental spouses. Both have been active supporters of MOHF.

Dentists and the broader dental community can take advantage of the Montana Endowment Tax Credit when making contributions to this permanent fund, which will support MOHF scholarship and oral health program grants.

As an example of the benefits of giving in this manner, a \$5,000 charitable gift annuity for a donor age 60 in the 28% tax bracket could cost just over \$2,000 and provide permanent support to MOHF. Incorporated practices and other business can also contribute and receive a 20% credit in addition to a 100% deductible gift.

Please consider a gift before the end of 2017 to help build this fund. For more information please contact your professional advisor or Nick Dietzen, Planned Giving Officer at the Montana Community Foundation to learn more about the specific benefits to you. Nick can be contacted at 406-443-4271 or nick@mcf.org.

INSIDE

- 2** President's Message
- 4** News You Can Use
- 6** Dental Advocate
- 8** MDA Salutes New Members
- 10** Member Benefits
- 13** Find a Dentist
- 15** Career Center & Classifieds



Sue and Dr. Doug Hadnot

MDA LEADERSHIP

On July 1st, 2018, our executive director, Mr. David Hemion, will be retiring. Mr. Hemion has given untiring service and dedication to our association. No other individual has done more for our association than him. Our successes in legislation, advocacy, and membership can all be directly related to his efforts. We will miss him greatly. We hope he enjoys his well-deserved retirement.

The individual serving as our executive director is incredibly important, and is directly responsible for the continued success of our association. He or she serves as our chief managing officer. The search for a new executive director has begun. We have posted notices on top job listings services and with state and national association executive management societies. Our goal is to let as many people know of this opening as possible so that we can attract the best candidates for this position.

We are asking all MDA members to help in this search. If you know of qualified applicants, please encourage them to apply. Dentists know a lot of people, and we need to get the word out. MDA will be sending you an e-mail with the job description. Please post it on your social media page. This position impacts all of us, and we need all of us to help advertise.

Qualified applicants will possess significant management and executive level experience,

strong communication skills, and experience with legislation and regulatory issues. They will be proactive on issues related to our profession. Compensation will be commensurate with experience. We are asking individuals to mail a cover letter, resume, salary expectations, and other pertinent information to the Montana Dental Association. They can also e-mail applications to execdir@MontanaDental.org.

Applications must be received by December 31, 2017.

The Search Committee will recommend finalist candidates to the MDA Board of Directors at its January 27, 2018 meeting and the Board will select our next Executive Director. We plan to introduce our next executive director at our upcoming MDA Annual Session, May 3-4 in Missoula.

Please make plans to have your entire office attend MDA's

annual meeting. This is a great experience for the entire dental team. We have great speakers and activities. It is the one meeting of the year where all dentists and dental teams can get together and learn from each other. At this event, you will be able to thank Mr. Hemion personally for his years of dedicated service on our behalf. We will celebrate his amazing dental career at our President's Reception and you can meet and welcome our new executive director.

Thank you.



DR. KEVIN RENCHER
President

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NEWS YOU CAN USE

Reminder: Continuing Education requirement deadline is March 1, 2018

Do you have enough continuing education credits to meet the Montana Board of Dentistry's requirements?

"The CE requirement for dentists is 60 hours in a three-year cycle", said Dennis Clark, executive director of the Montana Board of Dentistry. "The three-year CE cycle started April 15, 2015. If your licensee is audited after April 15, 2018, you will be asked to provide proof of CE taken within the March 2, 2015 to March 1, 2018 timeframe."

Please note that you are required to keep a certificate or other documentation of attendance of continuing education completed and provide proof of CE credits you have earned if audited. MDA maintains a list of attendees of all CE sponsored by MDA. Please contact the MDA office, if you are audited and are missing your certificate. An amendment

to the rule is pending that will allow proration of required credits for dentists licensed one year after the new three-year CE cycle has begun. MDA lobbied the Board in 2015 to make CE reporting requirements less burdensome.

See the excerpt below from the Board's rules. The complete CE rule can be found at: <http://www.mtrules.org/gateway/Subchapterhome.asp?scn=24%2E138.21> or on the Montana Board of Dentistry website: <http://boards.bsd.dli.mt.gov/den>

24.138.2104 REQUIREMENTS AND RESTRICTIONS

(1) Starting April 15, 2015, licensees shall complete, within a three-year renewal cycle, the following minimum number of continuing education credits of instruction in acceptable courses of continuing education:

(a) for dentists, 60 per three-year cycle. Dentists who have deep sedation/general anesthesia permits must complete 20 hours of anesthesia specific continuing education as part of the 60 continuing education credits required. Dentists who have moderate sedation permits must complete 12 hours of anesthesia specific continuing education as part of the 60 continuing education credits required;

- (b) for dental hygienists, 36 per three-year cycle; or
- (c) for denturists, 36 per three-year cycle.

(2) For the purpose of compliance, one continuing education credit will be recognized for each 60 minutes of involvement. Credit will not be earned for time spent in introductory remarks, coffee and luncheon breaks or business meetings.

(3) Courses that are unacceptable for continuing education credit include, but are not necessarily limited to, the following:

- (a) self-help/pop psychology (i.e., personal goal development, transactional analysis, assertiveness training);
- (b) legislative/political issues;
- (c) unproven modalities or experimental techniques;
- (d) basic science courses;
- (e) basic life support/CPR.

(4) Continuing education may include presentation of lectures and/or participation courses related to subject matter(s) listed in ARM 24.138.2102.

(a) Three credits for each 60 minutes of initial presentation will be allowed for lecture and/or participation courses.

Continued on Page 7

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For Your Information - Montana Medicaid FAQs

Can I limit the numbers of Medicaid patients I see in my office?

Yes, simply make a business decision as to how many Medicaid members your office can handle. Many offices do this.

Can I accept or reject them on a case-by-case basis?

Yes, as long as you do not discriminate. When you sign up

as a Medicaid provider you agree not to discriminate on the grounds of race, creed, religion, color, sex, national origin, marital status, age or disability.

Brought to you by MDA's Dental Health and Access Committee. More Medicaid FAQs can be found on the DPHHS website: <http://medicaidprovider.mt.gov/faqs>

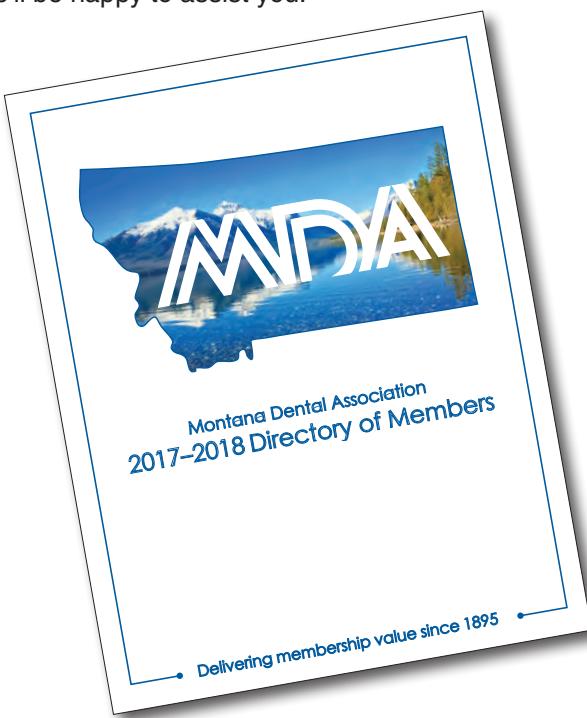
Time to update labor law posters

Avoid paying for required labor law posters. The Montana Department of Labor and Industry has made it easy for you to download updated versions of federally mandated posters, as well as those for the Montana Clean

Indoor Air Act and Montana Minimum Wage. Visit <http://wsd.dli.mt.gov/employers/labor-law-posters> to learn more about what's required for your office and how to obtain them at no cost.

Look for the new MDA Directory!

The 2017-2018 MDA membership directory has been mailed to your office. For updates and corrections, please contact the MDA office at (800) 257-4988 and we'll be happy to assist you.



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MONTANA DENTAL Advocate

ADA House establishes independent specialty recognition commission

The ADA House of Delegates has established a Commission on Recognition of Dental Specialties and Certifying Boards, in response to the need to assist state dental boards to address challenges related to dental specialty issues. By this action, the ADA has taken recognition of specialties away from the House of Delegates and placed it into a new independent commission.



Bozeman dentist Dr. Jason Tanguay debated the resolution on specialty recognition at the ADA House of Delegates meeting in Atlanta.

The new commission is a significant step in reforming the process of recognition of specialties and lessens the risk of litigation alleging restraint of trade. Federal courts recently have ruled against dental boards in Texas, Indiana and other states in cases brought by non-recognized specialty groups, including the American Society of Dentist Anesthesiologists and the American Academy of Implant Dentistry.

The ADA House decision has specific importance to the Montana Board of Dentistry. Under the Board's current rules for recognition of specialties, announcement of specialties and advertising, only those specialties recognized by the ADA are recognized by the Board. Amendments to the Board's rules have been proposed to eliminate ADA recognition as the standard. In September MDA asked the Board to delay action on any rule changes, pending the ADA House consideration of the new recognition commission. The commission will set criteria for recognition, which provides dental boards with a uniform national standard.

Dr. Jason Tanguay, an MDA alternate delegate to the House, provided compelling arguments favor of the Commission during debate at the House. Past 11th District ADA Trustee Dr. Roger Kiesling served on and ADA task force that developed the recommendation for the new Commission.

Governor proposes \$8.9 million cut ...

(Continued from Page 1)

which reductions can be made that would have the least possible impact on Montana's most vulnerable population."

MDA Executive Director David Hemion told the committee that MDA would support an increase in tobacco taxes, as it did during the regular 2017 legislative session earlier this year. A \$1.50 per pack tax increase on cigarettes and corresponding increase on other tobacco products is estimated to raise more than \$90 million in new revenue for the two-year state budget.

As of the date of this publication, Gov. Bullock and key Republican legislators remain at odds over the budget. MDA

members are urged to contact legislators and the Governor's office to express concern about cuts to dental services and support for increased taxes on tobacco.

You can comment to the Governor by email to: <http://governor.mt.gov/Home/Contact/shareopinion>

Find contact information for your senator and representative at: <http://leg.mt.gov/css/About-the-Legislature/Lawmaking-Process/contact-legislators.asp>

For more information, email Dave Hemion: dave@montanadental.org or call (800) 257-4988. Visit montanadental.org for updates.

Continuing education requirement ...

(Continued from Page 4)

(b) One credit for each 60 minutes will be allowed for repeat lectures from material previously presented.

(5) Continuing education credits will be allowed for attendance of multiday convention type meetings per year as follows:

- (a) two credits for dental hygienists;
- (b) three credits for dentists; and
- (c) two credits for denturists.

(6) Continuing education credits will be allowed for a dentist or dental hygienist holding an active license issued by the board to perform volunteer dental services in the state of Montana subject to ARM 24.138.2105.

(a) One credit hour of continuing education will be earned for every hour of verified volunteer dental services. The maximum continuing education credit allowed for volunteer dental services is 10 percent of the required credits per cycle.

(b) A licensee shall not accept any form of remuneration for providing volunteer dental services.

(c) All volunteer dental services performed shall be within the scope of practice of the licensee.

(d) A licensee seeking to earn continuing education credit for volunteer dental services must submit, upon request of the board, documentation from the dental facility director or person responsible for the program or institution attesting to the licensee's participation, including the date(s), location(s), and number of hours of service.

24.138.2105 REPORTING PROCEDURES

(1) Continuing education credits may not be carried over from one three-year cycle to another.

(2) Licensees are required to keep a certificate or other documentation of attendance of continuing education completed and make this available to the board if so requested. The certificate or document of attendance shall include at a minimum:

- (a) licensee name;
- (b) course title;
- (c) course date;
- (d) presenter or sponsor; and
- (e) number of credit hours earned.

(3) Licensees shall affirm their understanding of and compliance with continuing education requirements with the license renewal.

(4) Failure of licensee to produce certificates of attendance of required continuing education may result in disciplinary action. Following an audit failure, the licensee will be afforded a one-year period to gain the appropriate continuing education requirements. If compliance is not attained, disciplinary action pursuant to 37-1-312, MCA, will be taken.

(5) The department will conduct a random audit of the licensees every three-year cycle. The audit shall include ten percent of active dentists, ten percent of active dental hygienists, and ten percent of active denturists.



As Thanksgiving approaches, we want to express our gratitude for the opportunity to serve the Montana dental community.

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Northwestern University

Dr. John Lohman passes



Dr. John Lohman, 1921-2017

Dr. John Lohman, former MDA Executive Secretary, has passed away at the age of 96. Dr. Lohman served as MDA President from 1970 to 1971 and as Executive Secretary from 1972 to 1987.

Dr. Lohman was born in Butte in 1921. He attended Boys Central, Carroll College, and Loyola Dental School in Chicago. Dr. Lohman returned to Butte and practiced there until his retirement.

"For John, dentistry was a holy grail, a shining star on a very high hill", said Dr. Ev Lynn, a long-time friend and Helena dentist. "Time is money and he gave all he had."

Dr. Lohman became executive secretary at the time that MDA was administered by the Montana Medical Association.

"His role separating us from the MMA and moving us to a stand-alone entity was quite significant," Dr. John Smith, past MDA president, recalled following a visit he had with Dr. Lohman at his home in Butte. "He said his time in dentistry was rewarding and enjoyable."

His family suggests donations to The Shepherd's Inn, P.O. Box 51735, Idaho Falls, ID 83405.

A tribute to John William Lohman

John W. Lohman, D.D.S., was, truly, "A Man to Match Our Mountains." Recollections of our times shared together bring a big smile.

While coordinating events and goals of the MDA sponsored Delta Dental Plan of Montana (currently The Delta Plan), I, as its Executive Director, and he, as MDA Executive Director from 1969-1975, became fast friends. You soon know each other inside and out working together.

A person of all occasions, he was at home on both a one to one basis, or with various group activities, be they a cocktail party or a state MDA meeting. His measured personal approach was highly effective during professional events, including MDA testimony given during Montana Legislative sessions.

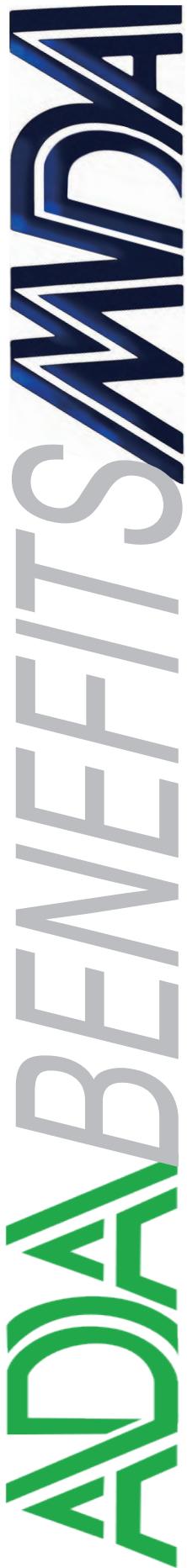
John had a great sense of humor to go with his matter of fact business approach. He had his own opinions which he would defend, but was neither opinionated nor dogmatic. Disagreements ended with a laugh.

Looking back I ask, where would we ever find another man so dedicated to the profession of dentistry to carry the torch of duties over the unbelievable span of some twenty years while yet conducting his dental practice and performing his family duties?

All told, John (Jack) Lohman must have had an idealistic concept of the dental profession, his "Shining City upon a Hill," acting as a personal guide during his years of service.

—Everett L. Lynn, D.D.S.

An advertisement for AFTCO Transition Consultants. It features a photo of a dentist wearing blue scrubs and a surgical mask. The AFTCO logo is prominently displayed. Text on the ad includes: "FREE PRACTICE APPRAISAL", "Visit our website at www.AFTCO.net or call 800.232.3826", "AFTCO TRANSITION CONSULTANTS Since 1968", "FREE PRACTICE APPRAISAL (\$5,000 value)", "CAN BE USED FOR: Practice Sales Partnerships Second Opinions Insurance Coverage Personal Net Worth Retirement Planning", and "Practice Sales & Purchases Over \$3.2 Billion".



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ADA service expedites credentialing process

In an effort to reduce administrative burdens for all dentists, the ADA and CAQH have formed a strategic alliance to help streamline the credentialing process for dentists, dental plans and employers. The ADA® credentialing service, powered by CAQH ProView®, enables dentists to enter their professional and practice information one time in an easy-to-use, fast and protected digital platform.

"We hope the days of dentists submitting multiple credentialing applications are coming to an end," said Dr. Joseph Crowley, ADA President. "This collaboration is a great opportunity for all dentists to simplify the business of dentistry through a smart, efficient solution that's currently in use by more than 1.4 million other healthcare providers and over 900 participating organizations."

Any U.S. practicing dentist can participate in this service by visiting ADA.org/godigital and then selecting the "My Credential" icon. By accepting the terms and conditions, the dentist will be redirected to the CAQH ProView Welcome Page. There, he or she will see certain prepopulated information from the ADA—or the information attested to previously—making it easier and quicker for the dentist to complete and attest.

Once a profile is complete and attested, dentists grant permission to the dental plans and other participating organizations they choose to access their data. The information can be used not only for credentialing, but also for provider directories, network adequacy and other business needs. A number of dental payers already participate in CAQH ProView; view the full list at CAQH.org/proviewdentalplans.

"Collaboration is a hallmark of all CAQH initiatives," said Robin Thomashauer, CAQH Executive Director. "Our alliance with the ADA will reduce the costs and administrative burdens for both dentists and dental plans alike, and further establishes CAQH ProView as the healthcare industry's go-to choice for collecting and sharing provider data."

Dentists can update their information any time. Automatic reminders will encourage dentists to review and attest to their information every 120 days so that profiles remain timely and accurate. The system will also prompt users if their licenses or other documentation are about to expire.

Learn more about the ADA credentialing service at ADA.org/credentialing. Learn more about CAQH ProView at caqhproview.org.

MDA Medicaid Symposium draws 150

More than 150 dentists and office staff participated in the October 6 Medicaid Symposium continuing education program, presented by MDA's Dental Health and Access Committee (DHAC).

Dentist Best Practices for Medicaid Success: Making your Medicaid business model work for your practice event provided an opportunity for MDA member dentists and staff to learn from experts and from each other.

"It was amazing to have an opportunity to hear dentists from around Montana sharing their best practices, successes and challenges in working with patients with Medicaid insurance," said Dr. Jason Tanguay, committee chair and moderator for the Symposium. He debuted a peer chart audit review form, newly-developed by the committee, which has become a model for the ADA's efforts to educate dentists about Medicaid audits. He also demonstrated his scheduling system to maximize flow of Medicaid patients.

Dr. Jessica Meeske, Nebraska pediatric dentist and national Medicaid reform advocate, shared practical tips on documentation and billing practices to help prevent unpleasant surprises, if a dentist undergoes an audit by state or federal regulators.

Dr. Mari Kiesling, Helena pediatric dentist, related her experience when she was audited by DPHHS. Staff members from Brewer Dental in Billings explained how auditors conduct their review of charts and records and cautioned about red flags that alert auditors. MDA president Dr.



Nebraska pediatric dentist Dr. Jessica Meeske (center) discusses managing Medicaid patients in her practice with MDA President Dr. Kevin Rencher and Dr. Mari Kiesling.

Kevin Rencher updated participants on MDA's leadership in drafting and passing legislation in 2017 to reform the Medicaid audit process and statutorily protect Medicaid providers from overly-burdensome audits.

"The symposium was a smashing hit!" MDA past president Dr. Jane Gillette said. "The goal of the symposium was to share best practices related following Medicaid rules and achieving profitability. It was quite unique in that

Continued on Page 12

A professional portrait of Dr. Bill Blatchford. He is a middle-aged man with glasses, wearing a grey suit jacket over a blue shirt and a red patterned tie. He is smiling and has his arms crossed. To the right of the portrait, there is text about his new company, Blatchford Transitions.

Blatchford Transitions

After more than 30 years of coaching Doctors, Blatchford Solutions is excited to announce a new, full-service brokerage business, Blatchford Transitions, Inc. Blatchford Transitions will offer services nationwide, helping dentists to buy and sell dental practices.

We are here to help Doctors prepare for and make rewarding transitions by expanding their thinking beyond what is presently being offered by other brokerage firms.

We look forward to working with you when it is your time to buy, sell or merge a practice. Please visit our website blatchfordtransitions.com or call us toll-free at (844) 735-7600 to discuss your transition needs.

Dr. Bill Blatchford

ADA House funds second year of Find-a-Dentist campaign

After chalking up impressive initial advertising results, the ADA's Find-a-Dentist patient marketing campaign will continue into its second year. At its annual meeting in Atlanta, the ADA House approved allocation of reserve funds, in lieu of a member assessment to fund the campaign.

Through social media advertising, the campaign has generated 121 million ad views in its first six months, leading to nearly 350,000 ADA member profile views.

MDA encourages you to update your Find-a-Dentist practice profile to profit for ADA's new online marketing campaign. Ensuring that your practice is effectively presented in the directory is the first step for your participation. Visit ADA.org/MyADA and login using your user ID (member number) and password to update your profile. Prospective patients will be able to search by payment options, benefits accepted, dental specialty, zip code, and other information. They can then contact the practice via phone or email to make an appointment.

If you're unsure of your ID or password, call the ADA Member Service Center at (800) 621-8099.



MDA delegates-at-large and alternates with ADA's newly installed president, Dr. Joe Crowley, at the ADA House of Delegates session in Atlanta, (L-R) Dr. Doug Hadnot, Dr. Jane Gillette, Dr. Crowley, Dr. Jason Tanguay and Dr. Kurt Lindemann.

MDA Medicaid Symposium ... (Continued from Page 11)

attendees at the symposium shared their collective expertise on these topics. I know I personally learned a ton."

She said that DHAC is discussing additional educational courses on Medicaid, including one on Dental Medicaid Coding and is reaching e-mail listserv so that members can continue to ask questions and share expertise on treating Medicaid patients.

The symposium was presented without charge as a member benefit and was underwritten by an ADA State Public Affairs grant. Improving dental Medicaid is a key goal of "Action for Dental Health," ADA's state and federal advocacy project funded by member dues.

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At O'Brien, we've built an unmatched team of professionals who strive to deliver the highest level of service, education, innovation, and reliability. If our customers are successful, then so are we. That's the guiding principle in how we operate our company. We support your practice with everything from case consultation to continuing education. No other dental lab is as committed to your success! O'Brien Dental Lab is your partner for **Successful Dentistry®**.

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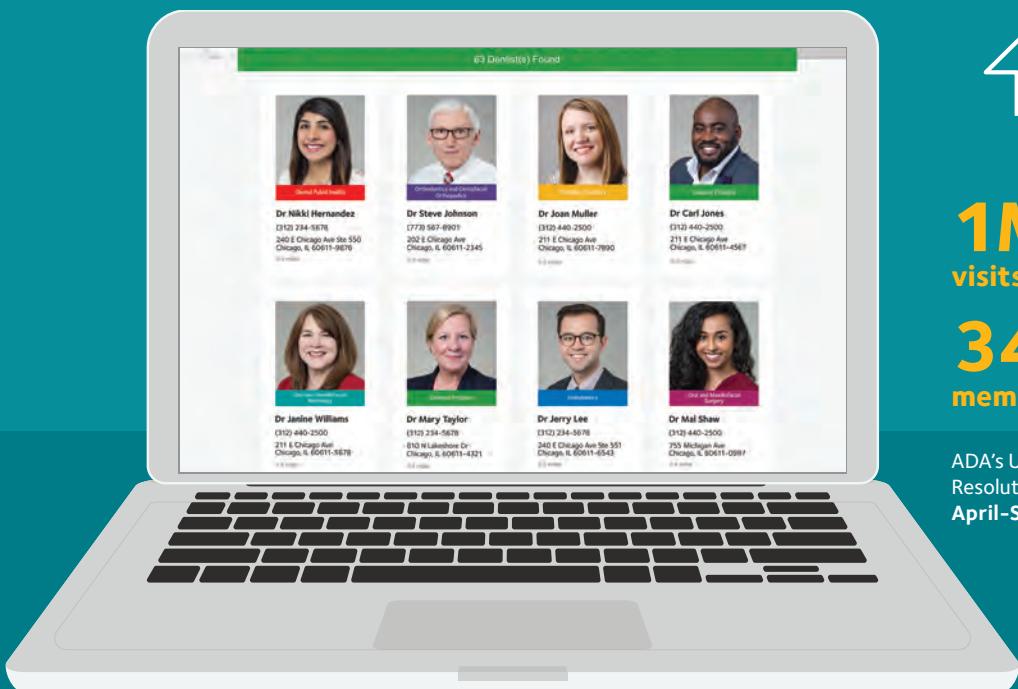
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Put your best face forward

The new Find-A-Dentist is live — and it's a hit with patients.



1MM
visits to Find-a-Dentist
348K
member profile views

ADA's Utilization Campaign
Resolution 67H-2016 Results to Date
April-September 2017

Update your profile in 5 minutes or less!



Patients can see your location, office hours & more



Photo profiles get 11x more clicks



More complete profiles appear higher in search results.



Don't have time? Ask a staff member to do it for you.



ADA's Find-a-Dentist® campaign is designed to help bring in new patients.



Learn more about the ADA campaign to help build your practice.
Visit ADA.org/UpdateNow to check your profile and add your photo.



Mark Your Calendar
MDA Annual Meeting
May 3-4, 2018
Missoula

Thursday, May 3

Dr. Paul Homoly, CSP, is a leading voice on the topics of case acceptance for complete dentistry, practice development, and influential communications. For over three decades his work has enabled all members of the dental profession to experience the rewards they've earned and deserve. His seminars touch every aspect of the patient treatment experience resulting in happier patients, engaged team members, and dentists doing the dentistry they love.

Susan Wingrove, RDH, BS, dynamic innovator, writer, International speaker, & 2016 Sunstar RDH Award of Distinction recipient. Co-designer of the Wingrove Titanium Implant Set, ACE probes, & Queen of Hearts instruments (PDT, Inc.). Susan is member of the American Dental Hygienist's Association, International Federation of Dental Hygienists, Western Society of Periodontology, & Academy of Osseointegration.

Friday, May 4

Gordon J. Christensen, DDS, MSD, PhD, THE CHRISTENSEN BOTTOM LINE-2018, this fast moving "bottom line" course includes the areas of dentistry with the most activity and change in any given year. It is easily understood and has numerous summaries that help attendees to interpret the ongoing advancements in the profession. The course encourages audience participation, and questions and answers and is presented in an enjoyable and humorous manner.



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C A R E E R C E N T E R

Practices for Sale

Butte - Spacious 2400 sq. ft. dental office for lease. Great views of Country Club golf course and Rocky Mountains. Plenty of on-site parking. Employee lounge includes separate bathroom. Private office includes shower. Questions? Call (406) 490-2203.

Eastern - Flexible seller - Purchase with or without seller work-back or Associate-to-purchase. Spacious practice with seven equipped operatories (room for more). Collections of \$1 million with 25 new patients per month on an average of 170 days per year. Practice has digital radiography, including digital pano, electric hand pieces and CAD/CAM. Seller refers out implant placement & third molars, as well as difficult endo and oral surgery. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Eastern - Seller ready to retire. Go where you're needed and where you're the only dentist in town. 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. Building available for lease or sale (preferred). Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

ENDO - Beautifully appointed endo/perio practice with beautiful equipment, including high end scopes. Good location - moderate sized practice waiting for you to step in and grow. Much more affordable option than start-up and possibly a good merger candidate. Some implant placement and hygiene component. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

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.

N Central - Cash flow & more! Beautiful 6-op office loaded with technology. Collections at \$1.2 million with low overhead. Stunning, standalone building can be leased or purchased. Easily accessible to metro area and airport. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

N Central - Lots left to do in this growing practice collecting \$900,000. Six ops - fully digital, with strong hygiene program. More information to follow. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

North Central - Smaller practice is ready for energetic doctor to step in and update/grow. Large building is also available for sale. Plenty of room to grow and expand. Building is plumbed for 8 operatories. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Northwest - Associate-to-Own - rare opportunity to stake your claim in beautiful Northwest Montana. If you're patient and financially able to grow your own patient base, you can end up owning a premier practice in 2-3 years. Newer building has plenty of capacity for two, and the owner is looking for the right person to work alongside with and help fill it. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Northwest - Stunning setting. 100% fee for service practice with room for growth! Collections of \$450,000 on a relaxed schedule. Owner refers out endo, 3rd molars and implant placement. Building also available for sale. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

S Central - Save \$\$ on marketing - fold this small practice into yours and increase your patient base. Well established practice with small staff and reduced schedule. Retiring doctor is very conservative. Good satellite office or enjoy the relaxed pace and the great location. Building for lease or sale. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Southwest - Strong practice with plenty of opportunity for continued growth. Owner refers implant placement, ortho & molar endo and has a stellar location near the university and downtown. The practice is fully digital, has paperless charts, and limited insurance. Collections are averaging \$800,000 on 3 days (5 ops). New residential development nearby - building for lease or sale. Owner prefers walk away sale but willing to assist in transition. Contact Wendy Hirai – Consani Associates Ltd. at 208.870.8623 or email wendy@mydentalbroker.com

Practice Opportunities

Need a Dental Hygienist? Post your job opportunity on the MDHA website. Ads on the MDHA website are e-mailed to almost 600 Montana dental hygienists. Go to www.montanadha.org and click on Employment Opportunities for details or call MDHA at 406-256-7384.

C L A S S I F I E D S

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.

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For Sale

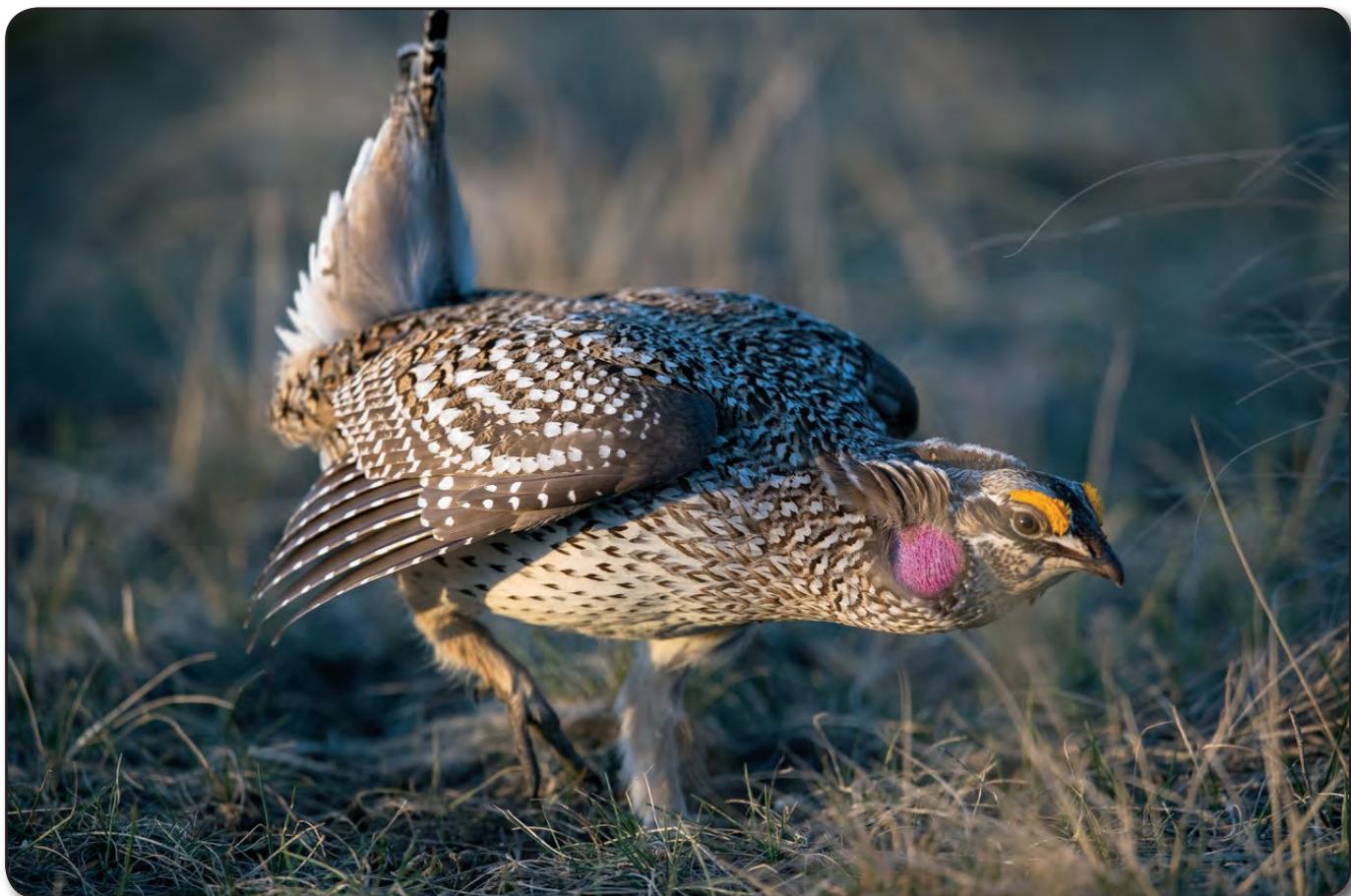
DenOptix digital scanner. Includes 2 drums and phosphor plates. \$850. ADEC monitor mounts with assistant's package (2 available) - \$450 each. KAVO Electrotorque handpiece. \$450. Call 406-241-3330.

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

No Cost Dental Equipment Available for Dental Outreach Events. Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drgillette@SproutOralHealth.org or 406-868-1549.

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

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.



At the Benton Lake Wildlife Refuge. Photo by Dr. Joel Maes.

2017

Nov 10 • MDA Fall CE, Specialists Panel, Helena

Dec 1 • Montana Board of Dentistry, Helena

2018

Jan 26 • MDA Board of Directors, Helena

Mar 9 • Montana Board of Dentistry, Helena

May 2 • MDA Board of Directors, Missoula

May 3-4 • MDA Annual Meeting, Missoula Hilton Garden Inn, Dr. Gordon Christensen, Dr. Paul Homoly

June 8 • Montana Board of Dentistry, Helena

Sept 14 • Montana Board of Dentistry, Helena

Sept 27 • ADA Annual Session, Honolulu

-Oct 2

2019

May 9-10 • MDA Annual Meeting, Helena

2020

May 7-8 • MDA Annual Meeting, Missoula

2021

May 6-7 • MDA Annual Meeting, Missoula