

MDA honors service and excellence

During the MDA Annual Meeting, MDA presented the 2016 T. T. Rider Award to Dr. Robert Bowman (Kalispell) in recognition of his outstanding service to the profession and his community. Dr. Mark Hameig (Cut Bank) was presented the 2016 Clinical Excellence Award in honor of his excellence in clinical skills and commitment to continuing dental education.

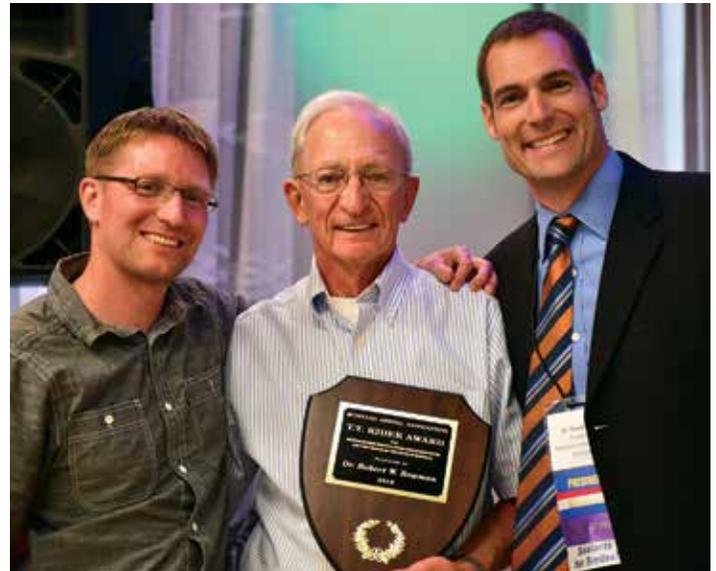
Joan Reilly RDH (Great Falls) was recognized as the 2016 Outstanding Montana Dental Hygienist and Ms. Kasi Root (Helena) received the 2016 Outstanding Montana Dental Assistant Award. These awards are presented for commitment to professional skills, continuing education, community, and leadership with members of the dental team.

Dr. Bowman was recognized for the many ways he has contributed to Montana's oral health, the advancement of patient care, his community, his profession and the MDA over more than 43 years as a dentist. In the words of his First District colleagues, "Bob represents the epitome of what we stand for as dentists in our profession."

"He exemplifies ethics, morality, excellence, mentorship, compassion, perseverance, tenacity, kindness, gentleness, and quality of care. He has used all of these to contribute to his profession, family, friends, community, and colleagues across the country in a way he feels worthy of his hard work and support."

Following graduation from Montana State University, Dr. Bowman joined the US Air Force, which led to assignment as a researcher at the Brooks School of Aerospace Medicine in San Antonio, dental school at the University of Washington School of Dentistry, a Public

Continued on Page 13



2016 T.T. Rider Award Recipient Dr. Robert Bowman, his son and 1st District president Dr. Mike Bowman (L), and MDA past president Dr. Dave Kiem (R).

Insights on clinical excellence

Dr. Mark Haemig, MDA's 2016 Clinical Excellence Award recipient, shared these remarks at the Awards Presentation on May 5, 2016

"I'd like to think that I am accepting this award for several hundred unsung dentists across our state.

You have toiled silently without recognition for all of your careers. You've witnessed a sea change in dental materials and techniques. Forty years ago, our state board exam involved placement of a gold foil. No composites. Can you imagine that now?

You've adapted, kept up on your continuing education, participated in study clubs, and invested a lot of time and money to keep current.

You've developed a sense of humility—think of all the times you have carefully examined, planned, made preparations, worked all morning, or more, and things didn't quite turn out the way you or the patient wanted them to.

When things didn't turn out the way you wanted, you had the courage to admit that things were going to have to be done over. You explained it honestly to the patient.

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Getting there takes a plan

Imagine you are in charge of leading a two-month long sailing excursion from Everett, Washington to La Paz, Mexico. Which of the following preparation scenarios has the highest likelihood of resulting in a successful journey?

Approach #1: Long before the launch, carefully plot your course and the time and resources needed to get you and your guests safely to La Paz.

Approach #2: Show up the day of the launch with nothing more than your swim suit and sun glasses.

Approach #2 is certainly the most carefree strategy, but it's also the least likely to get you to La Paz or even out of the port. Most would agree, Approach #1 has the greatest likelihood of getting you to the beautiful beaches of La Paz.

Similar to planning for a sailing journey, many large endeavors, including running your dental practice and managing an organization such as the Montana Dental Association, benefit greatly by adopting a strategy to accomplish the mission. Successful groups, businesses, and organizations develop a strategy to serve as the framework to guide the choices that

determine the nature and direction of the organization. They then formalize and communicate the framework, the "strategic plan", to others.

In 2015 the MDA Board of Directors, with technical assistance from the American Dental Association, completed development of the MDA 2015-2017 Strategic Plan, which is included in this newsletter. In order to achieve the Plan's mission, which is "To represent the interests of the members of the Montana Dental Association", the Strategic Plan has three goals: increasing the percentage of Montana dentists who are MDA members, maintaining the resources required to meet member needs, and ensuring MDA is financially sustainable. Additionally, in an effort to become a more data driven and disciplined organization, the MDA leadership also developed a quarterly monitoring report to assess and quantify the organization's success in achieving the goals of the Strategic Plan.



DR. JANE GILLETTE
President

With a new strategy in place to plot the course of the Association, the MDA Officers, Board of Directors, numerous committees, and staff are ready to negotiate both calm warm waters and storms. In preparation for a fun-packed journey, I personally am packing my snorkel and fins!

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NEWS YOU CAN USE

MDA's strategic plan serves our members

In 2016 the MDA Board, Executive Committee, and staff completed a two-year strategic planning process to focus MDA's resources for the coming years. The plan recognizes that serving the needs of MDA members is MDA's reason to exist. Also recognizing that the Montana Dental Association, American Dental Association and Montana's local district dental societies are united and each provides services to the same member, MDA's plan aligns closely with the ADA's Strategic Plan.

MDA Strategic Plan 2016-2018

MISSION STATEMENT: To represent the interests of the members of the Montana Dental Association.

VISION STATEMENT: Provide the best possible value for MDA members.

MEMBERSHIP GOAL: The MDA will maintain 85% market share through member loyalty and engagement.

Objective 1. The MDA will develop and maintain member benefit programming.

- 1.1 Assess the value of programs to members.
- 1.2 Provide and increase use of members-only benefits and services.
- 1.3 Align organizational activities and policies with members' key interests.

Objective 2. The MDA will effectively communicate with and engage its members, components, leaders, government agencies and the public.

- 2.1 Effectively communicate the value of the Tripartite to members.

Objective 3. The MDA and its members will be recognized leaders of oral health in Montana.

- 3.1 Monitor, assess, and respond to legislative, regulatory, and emerging critical issues.

- 3.2 Provide effective advocacy through the advancement of the MDA's legislative and regulatory agenda.
- 3.3 Promote oral health literacy through public awareness efforts.

ORGANIZATIONAL GOAL: The MDA will have the organizational capacity necessary to meet member needs.

Objective 4. The MDA will have an effective and efficient governance structure and operations.

- 4.1 Implement continuous strategic planning to guide decisions on policy, organizational structure and resource allocation.
- 4.2 Maintain clear organizational policies and procedures.

Objective 5. The MDA will consistently have committed and skilled leaders.

- 5.1 Provide organizational leadership training to all Board of Directors.
- 5.2 Support, train, and mentor current and emerging leaders.

FINANCE GOAL: The MDA will be financially sustainable.

Objective 6. Unrestricted reserves will be targeted at no less than 60% of annual operating expenses.

- 6.1 Budget for a surplus consistently year to year.

Objective 7. Non-dues revenue will be at least 55% of total revenue.

- 7.1 Develop and expand ways to increase non-dues revenue.
- 7.2 Increase member utilization of existing products and services and pursue new markets

Group Benefits Trust Health Plan terminated

The Montana Dental Association Group Benefit Trust (GBT) Board of Trustees terminated its member health plan effective July 31, 2016. The plan was incorporated in 1999 to provide health insurance coverage for participating MDA members, families and staff. The plan became a self-insured Multiple Employer Welfare Arrangement (MEWA) in 2009.

“In summary, we are taking this action because we feel the financial well-being of the Trust is threatened by increasingly high medical costs,” said Dr. Patrick V. Quinn, chairman of the Board of Trustees, in a letter to

MDA members covered by the GBT plan.

Claims made for services covered by the GBT plan exceeded premiums by \$1.2 million from October, 2015 through May, 2016, forcing the Trust to tap into its reserve account at a rate considered unsustainable, he explained.

“The reserves that have been in place to offset these fluctuations are not enough to offset a change of this proportion. Imposing a rate increase that would take our plan out of its relatively lower cost structure and asking our members to pay more than they would on the open market was simply not an option,” Dr. Quinn said. “The Trust was established as a means to provide coverage as a benefit to our members, but the current healthcare marketplace no longer supports our goal of providing this benefit.”

Three join MDA Board of Directors

Drs. Joseph Meng, Katherine Sims Slocum, and Wade Wilde have been selected by their district dental societies as members of the MDA’s Board of Directors.

Dr. Meng, a Missoula prosthodontist, is a recent Second District president. He attended the University of Iowa College of Dentistry and received his certificate in prosthodontics from Baylor University College of Dentistry. He has served as dental director for the Montana Special Olympics.

Dr. Slocum is the owner of Anaconda Dental Works. She is a 2009 graduate of Creighton University School of Dentistry and is a member of the Academy of General Dentistry. Dr. Slocum is the vice president of the Anaconda Community Foundation.

Dr. Wilde is the immediate past president of the Ninth District Dental Society. He graduated from the Oregon Health and Science University in 2006, where he served as his class president. He is an active volunteer in Dentistry from the Heart and the Sealants for Smiles programs. He is Boy Scout leader and member of the Rocky Mountain Elk Foundation.



Dr. Joseph Meng

Dr. Katherine Sims Slocum

Dr. Wade Wilde

General Assembly sets 2017 dues

MDA members at the annual General Assembly approved a 6.7 percent increase for 2017 dues and approved four amendments to the MDA’s Constitution and Bylaws. The full-active member 2017 dues rate will be \$475.

The assembly adopted a proposal from the Constitution and Bylaws Review Task Force, chaired by Dr. Doug Hadnot, for a complete revision of MDA’s current Constitution and Bylaws to make it easier to read and understand.

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Medicaid dental reimbursement rates increase

Reimbursements for dental services covered by the state Medicaid program were increased by approximately 1.8% on July 1. The increase will change the dental conversion factor from \$33.18 to \$33.78.

CDT code D7283 has been added to allow reimbursement for placement of devices to facilitate eruption of impacted tooth for ages 0-20. The new fee schedule includes age ranges, limits, and prior authorization requirements per procedure code and is posted on the DPHHS Provider Information website at <http://medicaidprovider.mt.gov>.

For more information, please contact Jan Paulsen at 406-444-3182 or jpaulsen@mt.gov.

For claims questions or additional information, contact Provider Relations at 1-800-624-3958 (toll-free, in/out of state) or (406) 442-1837 (Helena) or via e-mail at MTPRHelpdesk@xerox.com.



MONTANA DENTAL Advocate

MDA getting ready for 2017 legislative session

David Hemion, Executive Director

While the 2017 Montana Legislature won't convene until January 9, the MDA is already gearing up for what could be a major session for dentistry and health care. MDA has adopted a proactive strategy in past sessions and bills are now being prepared, MoDePAC is making contributions to legislative candidates and plans are being made for your participation in grassroots lobbying and the January 27 Dental Day at the Legislature.

MDA will sponsor legislation that requires third-party reimbursement for services delivered by tele-dentistry. MDA's continues to play the leadership role



FUNDRAISER—Drs. Christopher Bruch (L) and Tom Bigelow (C) visit with Senate candidate Steve Fitzpatrick (R) (R-Great Falls) at a 4th District/MoDePAC campaign fundraiser.



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with legislation in 2015 to reform Medicaid overpayment audits. The Government Affairs Committee (GAC) is also researching legislation on other issues, including general supervision for some dental assistant functions, mandating third-party coverage for anesthesia services for dental treatment in hospital ORs, oral health in nursing homes, school oral health screenings, and funding for dental education. GAC is monitoring legislative proposals from others, including increased oversight of professional licensing boards, scope of practice for non-dentists, and the state budget. The MDA Board has postponed action on legislation to authorize expanded function dental auxiliaries, pending further exploration of this concept with members.

Here is a summary of MDA's evolving legislative agenda.

Telemedicine is allowed by Montana law and third-party payers must reimburse providers for covered services delivered remotely through telemedicine. This law applies to most healthcare professionals including physicians, pharmacists, and podiatrists, but does not apply to dentists. MDA will sponsor a bill to add dentists to the telemedicine statute.

MDA's Medicaid overpayment audit bill overwhelming passed the Legislature, then was vetoed by the Governor,

Continued on Page 7

Governor appoints Dr. Miltko to Board of Dentistry

Governor Steve Bullock has appointed Dr. Kevin A. Miltko, Missoula, as a new member of the Board of Dentistry. Dr. Miltko served as MDA president in 2009-2010. The Governor also appointed Cherry Loney as a public member of the Board. She is director of grants development and administration at Benefis Health System in Great Falls. Both were appointed to four-year terms.

Dr. David W. Johnson, Great Falls, was elected as president of the Board at its June 10 meeting. He was the MDA's 2005-2006 president. Dr. George Johnston, Dillon, was elected vice president and Dr. Dale Chamberlain, Helena, was elected secretary. Dr. Chamberlain is a past MDA vice president.

MDA getting ready for 2017 legislative session...

(Continued from page 6)

and ended up as the foundation for possible DPHHS rules that will be unveiled by the department the summer. Following the session, MDA has been in negotiation with DPHHS to achieve the key provider objectives contained in House Bill 237, including the role of clinical peers in reviewing audit outcomes, record request and timeline limits, and restrictions on the use of extrapolation in determining overpayments.

Dentists may delegate functions to dental assistants only under direct supervision. MDA is exploring legislation to allow general supervision for some tasks. This would require legislators to amend dental practice statutes. Scope of practice changes may be proposed by others regulated by the Board of Dentistry.

Legislators on the Economic Affairs Interim Committee have been reviewing a bill that would increase oversight over licensing boards by the Department of Labor and Industry in response to a recent US Supreme Court case that requires more active supervision by states over their professional regulatory boards. The Court upheld the Federal Trade Commission's ruling against the North Carolina Board of Dental Examiners that found the board's teeth-whitening regulations were anticompetitive. Similar questions are being raised in

Montana. The Denturists Association of Montana sued the Montana Board of Dentistry in 2014, alleging its rule prohibiting denturists from placing dentures over implants is illegal restraint of trade. In May the Montana Supreme Court returned the appealed lawsuit to District Court, where the denturists lost the case and directed it to rule on that question.

MDA's legislative agenda will be shepherded by members of the Government Affairs Committee, including chair Dr. Kurt Lindemann, and Drs. Jane Gillette, David Keim, Kevin Rencher, Doug Hadnot, Kevin Miltko and Macy Hyvonen.

You can learn more about MDA's legislative agenda at the Association's MontanaDental.org website.

General Assembly sets 2017 dues...

(Continued from page 5)

Other approved amendments include:

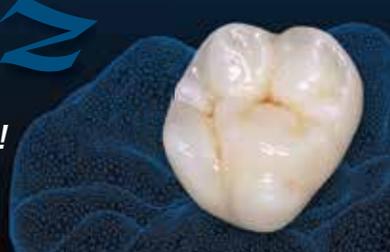
- Allowing retired members to vote and hold office. Retired members will continue to not be required to pay MDA dues.
- Adding the New Dentist member of the Board of Directors to the New Dentist Committee and permitting a district dental society, if it is unable to appoint a new member dentist, to be represented on the Committee by a new dentist from another district.

The revised Constitution and Bylaws is available on the MDA website at <http://montanadental.org/who-we-are/mda-governance>

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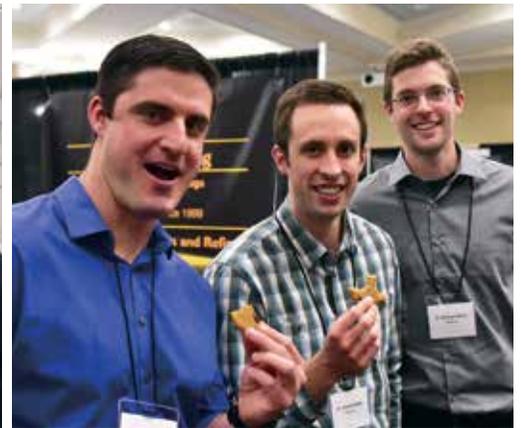


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Thank you for attending MDA's



CLOCKWISE FROM TOP:

Page 8: (L-R) Anthony Strainer, Robert and Wendy Hirai, and Dr. Bill Fraser; Drs. (L-R) Brandon Sheahan, Dr. Joseph Crepps, and Dr. Michael Welch; Entertained and informed by Dr. Brian Novy; Dr. Vince Meng (L) and Joel Maes (R) at the ICD Dinner; Dr. Joseph Crepps says "OK!"

Page 9: Dr. Brian Novy; Dr. Heidi Browne says "Volunteer for DDS!"; Past presidents Dr. Gerry Olson (L) and Dr. Dave Bull (R) and executive director Dave Hemion (C)

(All Meeting photos by Dr. John Smith)



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"You helped me so much even though you represented the seller. Your honesty and integrity made me comfortable with the whole process. Thank you for treating me so well during our conversations and negotiations." **Dr. Cyrus Larson**



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Insights on clinical excellence...

(Continued from page 1)

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You discovered that if you worried less about the money, and concerned yourself with doing the very best job that you could for the patient, that the money followed. You also discovered the joy of giving your professional skills away to someone in need.

You also learned to treat your employees right. They do a much better job for you if they like you.

As the years went by, you developed a lot of respect for your patients. You shared in the triumphs and tragedies of their lives. They sensed you cared and appreciated not



(L-R) Drs. Steve Lowery, Mark Haemig, and past president Dave Keim

only what you were doing for them, but also acquired a respect for our beloved dental profession.

I think we can all agree that dentistry is a challenging and fulfilling profession. I am glad that I have been able to associate and form friendships with many of the people in the MDA over the years. I am also glad that we have the MDA to speak up for dentistry in the public arena. Please take the time to mentor and nurture the younger dentists you associate with. I am especially appreciative of Bill Jones, Mac Johnson, Dave Downey, and Frank Searl for taking the time with me. I'm very thankful that I became a dentist and have been able to live in this wonderful state of Montana.

I hope you all feel the same. Once again, thanks for the award."

Dr. Evon Heaser has acquired the Practice of Dr. Roger Newman - Columbia Falls, Montana



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Dr. Roger Newman

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Dr. Evon Heaser



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The ADA Center for Professional Success, Success.ADA.org, is a unique Web portal for dentists seeking success as dental practitioners and small business owners.

The website includes everything from frequently asked questions about dental codes to debt calculators to day-to-day tasks of running a business, and continuing education opportunities. Dentists can easily find help managing their careers; expanding their knowledge; and balancing their lives.

Some of many topics and tools include:

- ADA Oral Pathologist App, a chairside reference to oral pathology conditions to assist dentists with confirming their diagnoses and considering potential treatment options.
- Employment Agreements: The Devil's in the Details, Success.ADA.org/employment-agreements, alerts employee or employer dentists to the key legal terms they should understand before they sign an agreement. Members also can download the free white paper "Dentist Employment Agreements: A Guide to Key Legal Provisions."
- Dentists can use the several financial calculators offered on the website at Success.ADA.org/calculators. These calculators assess the cash flow generated by their practice and determine how long it would take to get a return on their operatory investment and calculate basic loan term, loan payment, debt load and overhead.
- Investing in technology
- HIPPA compliance
- Computer virus protection
- Getting ready for EMV Chip cards

The ultimate goal of the Center for Professional Success is to provide specific and accurate answers to questions members have as they balance their professional lives with their personal goals.

CE UPDATES

Register at www.montanadental.org

September 16, 2016

Precision, Productivity and Profitability of Implant Prosthetics in Private Practice

Helena

Featuring Dr. Robert C. Vogel

This fast moving course is designed for the entire implant team and covers state of the art treatment, tips and step-by-step techniques in implant prosthetics. Dr. Vogel's presentation stresses ideal interaction to simplify even the most advanced implant cases with reduced chairtime, and increased predictability and profitability.

Focus is on treatment planning, ideal restorative materials and cement selection, provisionalization, screw retained vs cemented, simplified overdentures and implant retained partial dentures including foolproof fee determination and patient presentation techniques. Dr. Vogel will discuss the Newest Components & Technologies.

November 4, 2016

Airway and Sleep Prosthodontics: Improved Decision-Making for Airway Management and Resolution

Helena

Featuring Dr. Jeffrey S. Rouse

Dr. Rouse maintains a private practice in San Antonio, Texas and practices with Drs. Gregg Kinzer and Frank Spear in Seattle, Washington. He is also an Adjunct Assistant Professor in the Department of Prosthodontics at the University of Texas Health Science Center at San Antonio.

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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.

Move to the Mountains! - A well designed dental office with 5 treatment rooms, consult room, central sterilization/lab, x-ray room, waiting room, front office, private office, break room and 2 bathrooms. Plumbed for water/O2-N2 lines, 2 GFA furnaces, 2 AC, staff parking—6 spaces, client parking—4 spaces. Equipment does not convey. Red Lodge is 60 miles south of Billings, Montana's largest city. Located at the foot of the Beartooth Mountains, this ideal recreational town features summer and winter recreational opportunities: Summer: gateway to Yellowstone National Park, Custer National Forest with hiking, packing, open spaces. Winter: downhill skiing at Red Lodge Mountain Resort, cross country trails and snowmobiling. Current owner is retiring, but has had a highly successful practice since 1989. Please call or email Tera Reynolds, Broker with Coal Creek Realty for more information. 406-425-3913, rlski@montana.net. Additional pictures at www.coalcreekrealty.com

Great Falls Montana - Dental office for sale or lease, available now. 1750 sq. ft. on the main floor. Includes a large reception area, 5 operatories one with an x-ray machine, 2 private office spaces, a sterilization area, a darkroom with a processor, a panoramic x-ray room with an x-ray machine, a wet lab, and 2 bathrooms. Large basement has a room for another office or break room, a bathroom with a shower and dressing room with lockers, and shelving for much storage, and an area plumbed for a washer and dryer. Located very close to the hospital in a complex with 4 other buildings housing an endodontist, a periodontist, and three general dentists. Contact Dr. Jay Tuomi (406) 781-8340.

Bozeman, Turn Key Dental Space - Real estate and equipment associated with four operatory dental practice available summer of 2016. Located close to downtown and directly across the street from High School. All digital radiography including 2 year old Instrumentarium OP 300 pano. Dr. is relocating, patient base is not for sale. Space is part of a 4 unit condominium already occupied by dentist and orthodontist. Price negotiable depending on equipment purchased. Please contact Reed at 406-579-4900.

Oregon - Established endodontic practice in a small university town of about 12,000, drawing from surrounding population of about 58,000. Perfect town to raise a family. Over 2400 square feet building with 4 operatories; two operatories with G6 microscopes. A third operatory is for the occasional emergency to squeeze in; and the fourth is the CBCT room, equipped with a K9000. Plus basement storage and equipment space. Recreational opportunities abound for outdoor enthusiast. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist who wants to move. Contact email: oregonpractice@gmail.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.

CLASSIFIEDS

Locum Dentist

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

Repair Services

INTRAORAL X-RAY SENSOR REPAIR
We specialize in repairing Kodak/Carestream, Dexis, Gendex & Schick CDR sensors. Repair & save thousands over replacement cost. We purchase old/broken sensors refurbished sensors are also available for purchase. www.RepairSensor.com / 919-924-8559

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. \$6,000 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 drjillette@SproutOralHealth.org or 406-868-1549.

Unitek Metalcraft Orth 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



Photo submitted by Dr. John Smith, Helena

2016

- Sept 16** • MDA Sponsored CE, Dental Implants, Dr. Robert Vogel, (see page 16)
- Sept 23** • Montana Board of Dentistry, Helena
- Sept 30 – Nov 1** • MT AGD, Bozeman, Esthetics and Implants. MontanaDental.org or contact Dr. Leslie Hayes at (406) 580-1714.
- Oct 7** • MDA Board of Directors, Helena
- Oct 20-25** • ADA Annual Session, Denver
- Nov 4** • Helena Study Club and Montana Dental Association present Dr. Jeffrey Rouse, "Prevent bruxism and apnea before they become a problem in adulthood". Helena.
- Dec 9** • Montana Board of Dentistry, Helena

2017

- Jan 27** • Dental Day at the Legislature, Helena, Great Northern Hotel
- Jan 28** • MDA Board of Directors, Helena
- 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, Director of Dental Medicine, Dawson Academy, 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
- Sept 27 – Oct 2** • ADA Annual Session, Honolulu