

## MDA's Ambitious Legislative Agenda Underway

HELENA—MDA volunteers, staff and contract lobbyists have been preparing for more than a year to engage with the 150 legislators now ensconced in the Capitol building in Helena. One of those legislators—Dr. Jane Gillette—is a dentist and longtime MDA leader/volunteer. She will be carrying two of three important bills relating to dentistry. The MDA Government Affairs Committee is now meeting weekly, at 6:00 a.m. every Tuesday morning, tracking our three priority bills and other bills that dentists may need to weigh in on.

### HB 321 DENTAL PATIENT BILL OF RIGHTS

Dentists have long been frustrated by third party payer attempts to delay and deny payments. MDA selected four primary problems and crafted a bill to target them. The four issues are: Virtual Credit Cards, Assignment of Benefits, Down-Coding and Medical Loss Ratio. MDA's talking points on these four issues can be found on page 3. Representative Mark Noland is the House sponsor and Senator Jason Ellsworth is the cosponsor.

### HB 344 BOARD OF DENTISTRY RESTRAINT BILL

Over the past three years, the Montana Board of Dentistry (BoD) has come to believe—primarily due to bad advice from their Department of Labor and Industry attorneys—that they have the authority to declare regular

public schools as “Public Health Facilities,” so that Limited Access Practice hygienists can practice there. The BoD has ignored MDA's legal analysis that disputes this authority, so MDA has a bill designed to revise the language to remove the ambiguity. Dr. Jane Gillette is the primary sponsor of the bill.

### HB 343 TELEDENTISTRY BILL

The American Academy of Orthodontists (AAO) is championing a bill that would clarify key terms regarding teledentistry. The bill also seeks to prevent out-of-state entities from attempting to exploit teledentistry as a means to unlawfully conduct business in Montana. The MDA is an ally with AAO on the bill, which is also being sponsored by Dr. Jane Gillette.

*Continued on Page 3*

## Montana Dentists Reach 72% of \$25,000 Goal



*An artist's rendition of the Great Falls College Dental Clinic and Training Program*

In November, the Montana Oral Health Foundation pledged to provide \$25,000 to the Great Falls College Dental Training Program to fund equipment for an operatory in their new expansion. See full story on page 19.

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## Time to Citizen

In Montana we are now in the midst of something very special that happens only once every 2 years for 90 days... the Montana legislative session!!! This year is a little different than years past due to the current pandemic, and consequently we will not have an MDA organized in-person day at the capital. However, with the pandemic comes the opportunity of being able to testify for or against a bill via Zoom without driving to Helena.

The MDA will weigh in on many pieces of important legislation that have been vetted by the MDA Government Affairs Committee in our weekly meetings and we will ask for help from member dentists (and sometimes staff). Please open your emails from the MDA central office as they may contain time-sensitive legislative information. This is super-important for making sure dentistry continues to be a great profession in Montana and that our patients remain safe and well-cared for.



DR. JASON TANGUAY  
*President*

I think it is also important during this legislative session to remember that we are all healthcare providers. There will be important bills that are not directly related to dentistry and may not have official positions taken by MDA. I believe it is our duty as citizens (and healthcare providers) to spend some time looking into legislation and taking some extra time to advocate for our patients and for the health of Montanans.

I'll leave you with the MDA's mission statement:

The mission of the Montana Dental Association is to represent the interests of the members of the dental profession and promote the art and science of dentistry to improve the health of Montanans.

—Dr. Jason Tanguay  
*MDA President*

### EXECUTIVE COMMITTEE:

- |                             |   |
|-----------------------------|---|
| • President:                | Dr. Jason Tanguay                       |
| • President Elect:          | Dr. Ingrid McLellan                     |
| • Vice President:           | Dr. Ron Davis                           |
| • Secretary/Treasurer:      | Dr. Ingrid McLellan                     |
| • Immediate Past President: | Dr. Ronald Jarvis                       |
| • Delegates-at-large:       | Dr. Jane Gillette<br>Dr. Kurt Lindemann |

### BOARD OF DIRECTORS:

- |                      |                        |
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| • Dr. Michael Bowman | • Dr. Maria Bartoletti |
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| • Dr. Greg Seaman    |                        |

### STAFF:

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

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# MDA Welcomes New Members!

Dr. Margarita Angulo  
Bozeman  
University of California-Los Angeles

Dr. James Foster  
Havre  
University of Texas School of Dentistry – Houston

Dr. Heather Howell  
Polson  
Oregon Health Science University  
General Practice

Dr. Adam Huhn  
Fairfield  
10th Medical Group/USAF Academy  
General Practice

Dr. Eric Myers  
Stevensville  
University of the Pacific

Dr. Robert Starkel  
Libby  
University of Colorado  
General Practice

Dr. Cory Wood  
Helena  
Vanderbilt University Medical Center - TN  
General Practice

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## MDA's Ambitious Legislative...

*(Continued from Page 1)*

### **DENTAL PATIENT BILL OF RIGHTS**

Patients deserve dental insurance that protects them, removes uncertainties about coverage, and prohibits insurance companies from misleading them about what is covered or how to properly use coverage. The Montana Dental Association's Dental Patient Bill of Rights includes reforms to establish clear, simple and transparent insurance processes. This bill focuses on four key reforms: Medical Loss Ratio, Virtual Credit Cards, Down-Coding, and Assignment of Benefits. These changes to Montana insurance statutes would help patients better understand the dental coverage they have and help improve oral health by maximizing the impact of dental benefits. It would restrict insurance companies from methods that seek to delay or deny payments to providers and patients.

### **MEDICAL LOSS RATIO**

**THE PROBLEM:** Existing laws require major medical plans to report certain percentages of the collected premiums for medical care vs. administrative costs, but no such requirement exists for dental plans. It is estimated that unused dental premium dollars, constituting 40% or more of premiums, are kept by the insurance companies. This is of benefit to the insurance companies, but not to employers who fund these plans, nor patients who underuse their benefits.

**THE SOLUTION:** State laws establishing a reporting requirement on medical loss ratio (MLR) would ensure that dental plans are more transparent to the people they serve and should result in less expensive plans.

### **VIRTUAL CREDIT CARDS**

**THE PROBLEM:** Increasingly, insurance carriers are requiring dental providers to accept payment through a virtual credit card which includes a per transaction fee of as much as 5%. In some cases, insurance carriers even share in the revenue generated from these fees. These additional practice costs result in increased costs passed on to patients.

**THE SOLUTION:** Prohibit the use of virtual credit cards as a form of payment in Montana.

### **DOWN-CODING**

**THE PROBLEM:** Down-coding is an insurer strategy of paying dentists for less-expensive services than the ones the dentists actually performed and "coded for" on claim forms. Insurers often use an automated system to perform this function, without actually seeing the patient or having another provider review the claims. Patients are confused when informed that their dentists' services are called into question through down-coding. This constitutes interference in the Doctor-Patient relationship, since patients wonder if their dentist is trustworthy because their insurer is changing the claim.

**THE SOLUTION:** Prohibit down-coding in Montana. Dentists are required by law to code for the actual treatments they perform. Likewise, insurers should not be permitted to down-code with the sole aim of reducing the fee paid. If there are certain clinical reasons why down-coding is allowed, it should be limited and transparent. Patients will benefit if insurers are required to show why

*Continued on Page 19*



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recommend  
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NAllie@PayneWest.com.**



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MONTANA DENTAL

# Advocate

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## MDA Cancels Legislative Day, Moves Legislative Banquet

Due to ongoing uncertainty during the COVID-19 pandemic, MDA's Executive Committee voted to cancel the 2021 Legislative Day which had been scheduled for February 5. "There are just too many unknowns," said Dr. Jason Tanguay, MDA President. "The legislature may not even allow lobbyists or constituents access to the capitol building, so it would be unfair to dentists to have them travel to Helena if we can't engage directly with lawmakers.

The MDA had also contracted for a four-course wine-pairing dinner on February 5th at the Northern Hotel, but the Executive Committee postponed that event until Thursday, April 15th. Invitations to legislators originally went out in November, but included a caveat that the event might be rescheduled. It is likely that legislators will receive COVID-19 vaccinations, which will increase the likelihood of county health officials to approve a banquet for 120 guests.

## Interested in Becoming a Page During the Legislative Session?

### Legislative Page Program

The Montana Legislature offers a unique opportunity for young people to participate in the legislative process through its Legislative Page Program. Page applicants are juniors and seniors in high school who are at least 16 years old. Pages perform a variety of duties under the supervision of the Page Supervisor. Their duties include assisting legislators and House and Senate staff by running errands, delivering messages, and distributing bills, amendments, and other official documents. Pages also have the rare privilege of working on the floor of the House or Senate in the midst of legislative action.

Pages serve for one week and are paid minimum wage. Arrangements and expenses for housing and transportation are the responsibility of the student and his or her parents. The work week extends from 8:00 a.m. Monday to the close of Saturday's floor session. During the

week, pages have the opportunity to meet the Governor, Secretary of State, and other high-level officials.

Pages must fill out an application and be recommended to serve by a Representative or Senator. Representatives may each recommend two students to serve during a legislative session, and Senators may recommend one student and one alternate. Page designations are processed in the order received.

For information regarding the Montana Legislative Page Program, please contact the House or Senate Page Coordinator during legislative sessions or the Chief Clerk of the House and Secretary of the Senate during interims.

For application forms, go to <https://leg.mt.gov/engage-government/page-program/>

House Page Coordinator: (406) 444-4819  
Senate Page Coordinator: (406) 444-5241

# Angled Screw Channel Abutment Limitations



Alex Rugh, CDT  
Implant Specialist, O'Brien Dental Lab

Angled screw channel abutments make it possible to fabricate screw-retained restorations even when the angle of the implant normally wouldn't allow it.

In my last article, I introduced you to the types of abutments available, and in this article, I want to point out some of their limitations.

Perhaps the most significant limitation is the amount of angulation that can be corrected. Most of the angled solutions can correct up to around 20 degrees, though the exact amount varies depending on the system you are using. That means they may be able to correct a case where the access hole is coming out the incisal edge or cusp, but not if it's through the facial or buccal surface.



Angles can be corrected up to about 20 degrees

Additionally, even though the screw channel is being angulated, the abutment will still come straight out from the implant. This can result in bulky facial contours or a dark spot where the abutment is showing through the restorative material. When using a custom solution such as Atlantis AS or Nobel ASC, this isn't typically an issue.

Another drawback of the titanium bases is that they typically only have one margin height option which can be an issue for deeper placed implants. The width of the base in addition to the thickness of the restorative material can cause excessive blanching or even bone interference.



Excessive blanching or bone interference are both potential issues

replace the screw the crown would have to be separated from the abutment.

Finally, all of the angled screw channel abutments require a special screwdriver. The reason for this is that the angle of the screw doesn't change, just the angle at which the screw can be engaged by the screwdriver.



The screwdriver engages the screw at an angle

In order to engage the screw at an angle, a driver with a ball-end must be used. There are two variants of the ball-end design, the ball-end hex and the ball-end torx, and each variant has multiple size options. Because of this, it's uncommon for any two systems to use the same driver which means you will typically need a separate driver for each angled screw system you use.

We hope you found this article helpful. If you have any questions or comments, please email us at [implants@obrientalab.com](mailto:implants@obrientalab.com). To subscribe to our educational videos and articles, please visit [obrientalab.com/subscribe](http://obrientalab.com/subscribe).



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# MDA Op Ed Runs in Four Montana Newspapers

On December 22, 2020, the U.S. Senate passed one of ADA's highest priority bills. U.S. Senator Steve Daines had championed the bill for more than two years while working directly with MDA leadership. Over the Christmas holidays, the MDA Central office penned an Op Ed and pushed it out to Lee Newspapers. During the first week of January, it ran in the Helena Independent Record, The Montana Standard (Butte), the Missoulian, and the Ravalli Republic. Senator Daines' Health Policy Advisor sent a follow-up e-mail thanking MDA for the positive article. The article is as follows:

## Senator Daines Deserves Credit for Landmark Insurance Reform Bill

*By Al Garver, Executive Director,  
Montana Dental Association*

During the 2020 election, U.S. Senator Daines was hammered by detractors as beholden to insurance companies. Nothing could be further from the truth, as evidenced by a landmark insurance reform bill that passed last week, with Senator Daines as its foremost champion.

While all eyes were watching the pandemic stimulus bill vote in the U.S. Senate on December 22, 2020, there was another significant bill that passed with little fanfare. The Competitive Health Insurance Reform Act (CHIRA) will remove antitrust exemptions from medical and dental insurance companies, and that change is expected to have a dramatic effect on insurance premiums in the coming years.

The intent of the McCarran Ferguson Act of 1945 was to return insurance regulation to the states, but ended up with insurance companies effectively operating under a shield that exempts them from federal antitrust lawsuits. The American Dental Association has been pursuing a full repeal of the act for more than 20 years. Unable to do so, their legislation was scaled back to target only medical and dental insurance.

After CHIRA first passed in 2017 in the U.S. House of Representatives on a bipartisan vote of 416-7, not one single U.S. Senator would sponsor the bill in the U.S. Senate. Frustrated but undeterred, the American Dental Association (ADA) asked the Montana Dental Association (MDA) to enlist U.S. Senator Steve Daines as the primary sponsor. In November of 2018, Senator Daines and key staff met with leaders of ADA and MDA in his office on Capitol Hill. After subsequent discussions, he agreed to champion the bill and introduced it in December of 2018 with U.S. Senator Patrick Leahy (D-VT) as the Democratic cosponsor. It never got to a floor vote, so they reintroduced it in on February 19, 2019. Throughout 2019 and 2020, Senator Daines and his legislative staff worked diligently to add more and more cosponsors to the bill, making it a truly bipartisan effort. It passed with unanimous consent in the U.S. Senate in the early morning hours of December 22, 2020 and is now on its way to President Trump's desk.

The bipartisan CHIRA bill amends the McCarran-Ferguson Act to restore the application of federal antitrust laws to the health insurance industry, but does not otherwise interfere with or impact the authority of state authorities to regulate health insurance provided under the act. This bill will help address instances of artificially higher premiums, unfair insurance restrictions, and harmful policy exclusions.

The 600 licensed dentists in Montana appreciate the work of Senator Daines to directly engage with these powerful insurance companies. He tackled a problem that had been seeking a true champion for more than 20 years. Senator Daines did what others could not or would not do and he is an invaluable asset to those of us who live and work in Montana.

## 2021 Tripartite Membership Dues

**Renew your tripartite membership today.** Dues are payable by March 31.

Continue to enjoy the many services designed to add value to your membership. ADA, MDA and your local district dental society enhance your ability to achieve success and your excellence as a dentist, and ensure a strong future for the profession.

Please call the Montana Dental Association for more information. Visit [MontanaDental.org](http://MontanaDental.org) to view your statement and pay your dues online.

Montana Dental Association, 800-257-4988.

 **Montana Dental Association**  **American Dental Association®**  
America's leading advocate for oral health

## Medicaid - Did you know . . .

If you have a Medicaid patient who is 20 years old or younger and you need to perform a procedure that is medically necessary but not listed as covered on the fee-schedule, you can email the Medicaid dental program officer and request that a specific code be opened for one day for one patient. In fact, if a code is requested often enough this can help lay the groundwork for getting this code covered in the future.

## Dentistry's Top Game Changers: 20 Innovations for Successful Teams

Presented by Dr. Mark Hyman  
Thursday, 8:00 am–4:30 pm | 6 CEC | Lecture

When living life in the fast lane of private practice, how do you improve each patient's experience as you deliver optimal care? Highly successful teams constantly reimagine, reinvent and implement change to assure success during turbulent times. Prepare to laugh and learn about the Top 20 Game Changers!

### Learning Objectives:

Evaluate and implement advances in dentistry.

Capitalize on individual skills of your dental team members to improve productivity.

Apply new techniques for keeping your team focused and enthused.



**Dr. Hyman** is a renowned dentist in Greensboro, NC, and a public speaker whose work is characterized by his warmth, enthusiasm, sense of humor, and passion for dentistry. As an accomplished seminar speaker, he has lectured throughout North America and Europe at every major dental meeting.

Since 2001, Dentistry Today magazine has selected Dr. Hyman as one of the top speakers in dentistry. Dr. Hyman currently serves as an Adjunct Full Professor at the University of North Carolina Adams School of Dentistry in Chapel Hill, NC.

## THURSDAY NIGHT MUSIC

The **SunsAh406** are a Helena, Montana, 3-piece ensemble. Tight harmonies and unique song choices make for an ear-catching sound and great dance music. In 2018, they opened for Sawyer Brown's concert in Montana.

*Sponsored by Paradise Dental Technologies.*

## Battling and Beating the Demons of Dental Assisting

Presented by Kevin Henry  
Thursday, 8:00–11:00 am | 2 CEC | Lecture

*Dental assistants want to be compensated fairly, feel respected and look forward to the work they love to do.*

Every day, dental assistants face a variety of challenges in their job. How those challenges are met can affect the professional and personal lives of these valuable team members. In this fast-moving and interactive course, dental assistants will learn how to identify the issues that can "get under their skin" and how to deal with them.

We'll explore the typical dental assistant's four main job-related concerns (money, respect, teamwork and attitude) and identify steps to embracing one's own potential and leadership mindset. Additionally, dental assistants will learn why they are a key part of the dental practice's business success and what they can do to not only enhance their own careers, but also the bottom line of the business.

### Course Objectives:

Identify on-the-job challenges that could affect performance and happiness

Understand the steps that can be taken to minimize the effects of those challenges

Explore how to have a more productive and fulfilling career as a dental assistant



With more than 16 years in the dental publishing industry, **Kevin Henry** is the former group editorial director for Dental Products Report and managing editor for Dental Economics. He now serves as the co-founder for IgniteDA.net, a community designed to empower, enlighten and educate dental assistants. He speaks to dental assistants throughout the country, reminding them of the important role they play every day in their practice. Kevin was recently named as one of the top five influential voices in the industry on Twitter. You can follow him at @kgh23.

## Radiography Study Class

Presented by Salish Kootenai College Dental Assisting Instructors Danica Luedtke, CDA ,BAS and Jennifer Hoff, CDA, BAS

Thursday, 1:30–3:30 pm | 2 CEC | Lecture

Montana dental auxiliaries must be certified by the Montana Board of Dentistry before they are allowed to take radiographs. This course offers a comprehensive radiography review for dental assistants needing to take the DANB (Dental Assisting National Board) Radiation Health and Safety exam, the only exam approved by the Board of Dentistry for dental assistants who have not previously been certified.

## Reducing Stress and Finding Work-Life Balance

Presented by Kim McCleskey

Thursday, 1:30–5:00 pm | 3 CEC | Lecture

In January 2019 a study of 2,053 dentist in the UK indicated that more than half of dentists say that stress is affecting their practice. 17.6 % say that they have considered suicide. Research shows that 43% of adults suffer adverse health effects from stress. The cost to individuals and organizations continues to climb and we have very little information to implement protocols to combat the issues.

In this lecture you will gain a deeper understanding of what stress does to you and those around you. We'll uncover the difference between negative stress and plain old stress of a hard day at work, and provide practical solutions to reduce negative stress and find the pathway to health and happiness.

### Learning Objectives:

Stress is a killer—learn how to identify and implement positive change to protect your health, business, and personal life.

Learn the difference between good stress and negative stress, and tools to make the kind of change that will give you quality of life.

Learn how to reframe stress to use it as a catalyst for change.

## SPONSORS Thank You!

MDA appreciates this special group of companies whose sponsorship underwrites this meeting.



Aesthetic Oral Arts



AVITUS DENTAL  
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## Actions and Algorithms for Medical Emergencies: How to Save a Life (Including Your Own)

Featured Presentation by Dr. Daniel G. Pompa  
Friday, 8:00 am–4:30 pm | 6 CEC | Lecture

A crisis situation can, and likely will, occur at some time in your practice. Many potential medical emergencies can be prevented. Gain a comprehensive command of the essential knowledge and skills needed to handle a life-threatening medical crisis.

Medically compromised patients are coming to our offices more than ever before. Acquire “up to the minute” knowledge of actions for dealing with a medical emergency while challenging preconceived or outdated ideas. Dr. Pompa discusses the prevention, preparation, recognition, and management of medical emergencies. The presentation is delivered in an interactive, high energy, multi-media presentation frequently described by attendees as “highly informative,” “engaging,” and “exceptional.” A step-by-step medical approach using basic physical diagnostic methods is reviewed, giving the attendee a clear understanding of these medical findings.

Explore how “conversational history” will uncover medical issues not revealed by the standard health history form. Learn simple, non-invasive critical tests that can reduce overall risks. Define indications for emergency drug use and proper dosages, as well as demonstrate how to assemble and maintain an ideal emergency drug kit. The newest techniques for drug administration will be shown for participants to hone their skills utilizing simulation models and real drugs.

Attendees will receive and review color-coded instructional cards depicting the most common life-threatening situations, providing an easy to follow action-plan for both dentists and team members. Review legal and moral obligations that are presented during a medical crisis.



**Dr. Daniel G. Pompa**, practiced Oral and Maxillofacial Surgery for over 30 years in New York and now lectures full-time. Dentistry Today has cited Dr. Pompa as a “Leader in Continuing Dental Education” for 2018 and 2019”. He has presented over 600 lectures worldwide.

He is a Fellow in both The American Association of Oral and Maxillofacial Surgeons and the International Congress of Oral Implantologists. Dr. Pompa is also an inventor, having been issued a US Patent for his contribution in developing a protocol for CT Guided Surgery in Dental Implantology.

## Learning Objectives:

- Discover three simple chair-side, non-invasive tests to help avoid an emergency
- Recognize the most frequent life-threatening emergencies and know when and why they occur
- Review a systematic approach to treat the most common life-threatening scenarios
- Learn how to develop a plan for the office team when dealing with a crisis event
- Determine when to administer the essential “Top 10” emergency drugs
- Understand legal and moral obligations presented by medical emergencies

## MoDePAC BREAKFAST

with Governor Greg Gianforte

Friday, May 7 at 7:00 am

**Governor Gianforte will review key law changes that will benefit small business owners in Montana.**



## Building Your Practice through Internal Marketing

Presented by Kim McCleskey  
Friday, 8:00 am–12:00 pm | 3 CEC | Lecture

Enhancing the patient experience is the secret to a successful growing practice and it can only be done through a focused and intentional Internal Marketing Strategy. In this course, we will lay the foundation and discover the 4 pillars necessary to create a powerful internal marketing strategy.

With 30 years of experience in the dental field, **Kim McCleskey** has managed individual practices and overseen multiple practices simultaneously as Director of Operations. Kim owned and operated her own consulting business specializing in practice start-ups, practice management, strategic business planning, leadership coaching, team development, and acquisitions. In 2017 Kim merged her company with the Avitus Group to start Avitus Dental Management Solutions, where she built a successful Virtual Insurance Billing company. Today Kim is a practice transition consultant and broker for Professional Transition Strategies.

Kim is a certified professional business coach, a member of the Academy of Dental Management Consultants (ADMC), Dental Expert Network (DEN), and a fellow with the American Association of Dental Office Managers (AADOM).

### Learning Objectives:

- How to stop the revolving door of patient attrition. For good.
- Discover what you have to offer your patients that will persuade them to refer everyone they know to you.
- How to implement a Referral and Reactivation Program

## TRADE SHOW VENDORS

See the latest in dental technology and practice services and visit with company representatives at Montana's largest dental trade show. "Walk-around" lunch buffets and breaks will be served in the exhibition area. MDA appreciates the participation of these exhibitors. (List as of January 15, 2021)

<b>Aesthetic Oral Arts</b>	<b>Directa, Nordent, Preventech,</b>	<b>PDT/Paradise Dental</b>
<b>AFTCO Transition Consultants</b>	<b>Shofu</b>	<b>Technologies</b>
<b>Artisan Dental Lab</b>	<b>Goldbay Refining</b>	<b>Practice Management</b>
<b>Assured Dental Lab</b>	<b>iCore Connect</b>	<b>Associates</b>
<b>Avitus Dental Group</b>	<b>Impladent Ltd</b>	<b>Precision Dental Labs</b>
<b>Bank of America Practice</b>	<b>Intrepid Credit Union</b>	<b>RDH on Demand</b>
<b>Solutions</b>	<b>The Knutzen-McVay Group</b>	<b>Sprout Oral Health</b>
<b>Brasseler USA</b>	<b>Montana Dental Laboratory</b>	<b>Surgitel</b>
<b>Burkhart Dental Supply</b>	<b>Montana Med Express</b>	<b>Unified Smiles</b>
<b>Consani &amp; Associates</b>	<b>MMA Health Plan</b>	<b>Univision Computers</b>
<b>Ddsmatch</b>	<b>NSK Dental</b>	<b>VITA North America</b>
<b>Dentsply Sirona Endodontics</b>	<b>O'Brien Dental Lab</b>	<b>Waypoint Wealth Management</b>
<b>Designs for Vision, Inc.</b>	<b>Orascoptic</b>	<b>Wells Fargo</b>
<b>Digital Doc, LLC</b>	<b>PayneWest Inc.</b>	<b>Zimmer Biomet Dental</b>

## REGISTER NOW and SAVE \$25

Fee increases after  
March 15, 2021 and  
April 15, 2021

Register online at  
[www.MontanaDental.org](http://www.MontanaDental.org)  
OR complete the registration  
form and mail to MDA.

## HOW TO REGISTER

All attendees must be registered to participate in courses or events.

Include all names of attendees as you would like them to appear on the conference badge. Use additional sheets if necessary.

Fill in Registration Code and Fee for each attendee.

Fill in Course and Event Codes that each participant will attend. Please include the daily luncheon buffets you plan to attend.

Total conference fees for all participants and complete the payment form.

• *Partial registration is not permitted.*

• *Due to COVID, meeting packets will be mailed to dental offices. Please review the packet for accuracy upon delivery.*

## FEES

	By Mar 15	Mar 16– Apr 15	After Apr 15
1 MDA Member	\$350	\$375	\$425
2 ADA 11th District Member of AK, ID, OR, WA	\$365	\$390	\$440
3 MDA Retired Member	\$85	\$110	\$150
4 ADA Member outside 11th District	\$355	\$380	\$430
5 Non-Member Dentist	\$750	\$775	\$825
6 Hygienist	\$120	\$145	\$175
7 Dental Assistant	\$120	\$145	\$175
8 Lab Technician or Office Staff	\$120	\$145	\$175
9 Guest Attending Class or Meals	\$120	\$145	\$175
10 Dental School, Hygiene or Assistant Student	\$30	\$30	\$45

## REGISTRATION CODES

### THURSDAY COURSES

- A Dr. Mark Hyman | 6 CEC
- B Battling and Beating the Demons of Dental Assisting | 3 CEC
- C Dental Radiography Review | 2 CEC
- D Reducing Stress... | 3 CEC
- G Montana Medicaid

### THURSDAY EVENTS

- H President's Lunch/ General Assembly (dentists only)
- I Thursday Trade Show Buffet Lunch
- J President's Reception/ Award Ceremony

### FRIDAY COURSES

- E Dr. Daniel Pompa | 6 CEC
- F Building Your Practice through... | 3 CEC

### FRIDAY EVENTS

- K MoDePAC Breakfast with Gov. Greg Gianforte
- L Friday Trade Show Buffet Lunch

## MDA CONFERENCE REGISTRATION

Dentist Name or Employer Name \_\_\_\_\_

Phone \_\_\_\_\_ Primary Email \_\_\_\_\_

Badge Name: First \_\_\_\_\_ Last \_\_\_\_\_

Email \_\_\_\_\_

Registration Code (circle number) **1 2 3 4 5 6 7 8 9 10** Fee \$ \_\_\_\_\_

Course Codes (circle letters) **A B C D E F G** Event Codes (circle letters) **H I J K L**

Badge Name: First \_\_\_\_\_ Last \_\_\_\_\_

Email \_\_\_\_\_

Registration Code (circle number) **1 2 3 4 5 6 7 8 9 10** Fee \$ \_\_\_\_\_

Course Codes (circle letters) **A B C D E F G** Event Codes (circle letters) **H I J K L**

### LODGING

#### Convention Site

Missoula Hilton Garden Inn  
3720 N Reserve St, Missoula  
(406) 532-5300

#### Off-site Room Block

DoubleTree Inn  
100 Madison St, Missoula  
(406) 728-3100

*MDA has contracts with two hotels for this conference: The Hilton Garden Inn and the Doubletree Inn. We have negotiated the best rates possible for these two hotels, who want our conference to be a success. These hotels also provide discounts on meeting space and food and beverage, so we can control registration costs. We respectfully request that you make your hotel reservations at these two hotels until our contracted room blocks are full. At that point, we encourage you to find and utilize other nearby hotels.*

- Cancellations must be made by April 23, 2021 to receive a refund. No refunds will be issued after that date.
- No refunds can be issued for unattended events or meals.

### PAYMENT OPTIONS

\_\_\_\_\_ Total Registration Fee  
*payment options below*

- Check payable to MDA
- MasterCard | Visa | Discover | AMEX

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ CVV Code \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_  
*(required for receipt)*

**MDA** | PO Box 1154, Helena, MT 59624  
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# Introducing your newest MDA Member Benefit

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↑ Point Camera ↑

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888.810.7706

# Why Every Prescription Should be Electronic

Robert McDermott, President and CEO, iCoreConnect

On January 1st, the Medicare mandate to electronically submit prescriptions for all controlled substances under Part D went into effect. That means if you prescribe any controlled substances covered under Medicare Part D, you must create and send the prescription through specialized electronic prescribing software. The federal mandate is part of the 2018 law enacted to fight the opioid epidemic across the country.

Improve patient care and protect your practice when you electronically prescribe all medications, including controlled substances. Key integrations and automations help remove human error, verify correct prescriptions, and reduce the risk of misuse.

## e-Prescribing is more secure than written prescriptions

Electronic Prescribing for Controlled Substances (EPCS) requires a one-time identity proofing process by a Credential Service Provider and a multi-factor (two or more) user authentication required to prescribe a controlled substance. These steps prevent someone from impersonating you to illegally obtain prescriptions for controlled substances.



## Access the Montana Prescription Drug Registry (MPDR)

In just a few clicks patient verifications are complete. By July 1, all doctors will be required to check the MPDR every time you prescribe an opioid or benzodiazepine.

## e-Prescribing is flexibility

e-Prescribe any medication, including controlled substances. Streamline your workflow to just one method to manage. Use your desktop computer, laptop, tablet or phone. Your staff can still prepare the prescription for you to review and approve. Then it's sent with a click.

*Pro Tip:* Make sure each of the key functions listed in this article are included in the flat-rate subscription fee.

iCoreConnect, an MDA Endorsed Partner, develops cloud-based technologies to improve and protect your practice. MDA members receive special discount pricing on iCoreRx e-Prescribing software. Reach out through [iCoreConnect.com/montana](https://iCoreConnect.com/montana) or 888.810.7706 for a demo of iCoreRx and the three other iCoreConnect MDA endorsed services.

4.0 Transitions by  
  
Practice Management Associates, LLC

### Good News for Practice Acquisitions!

- Dental practice values remain strong through COVID-19
- It continues to be a Seller's Market
- We have qualified buyers looking all over Montana
- Sellers receive 100% cash out at closing
- 2020 weaker revenue due to office closures can be mitigated



Lynne Nelson  
Transition Advisor



Donna Carlson Lowell  
Transition Advisor

(406) 389-0123  
info@pmaadvisors.org • www.pmaadvisors.org

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# Great Falls MSU Dental Expansion

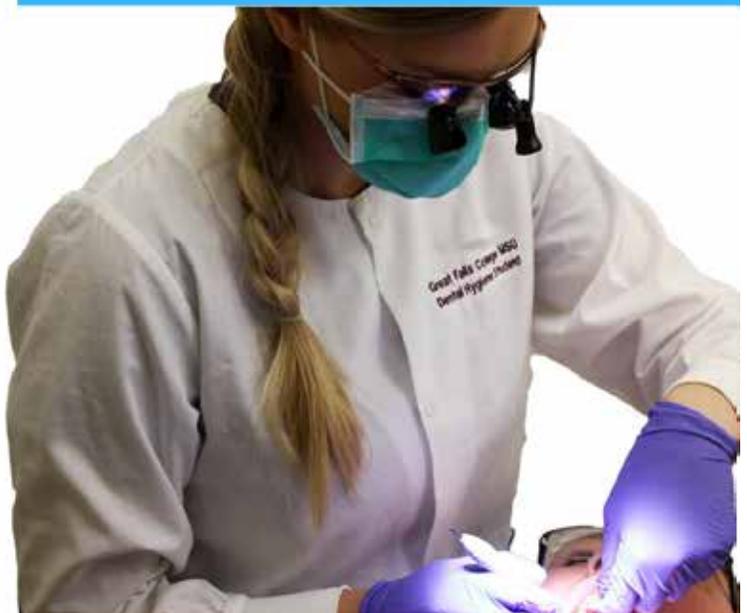
## Current Capacity

3,109 square feet  
 Dental Hygiene space for 16 operatories  
 Student intake: 18  
 First & second year  
 Dental Hygiene student population: 36

## Expanded Capacity

12,000 square foot new construction  
 6,600 Remodeled Space  
 Dedicated lab & clinic space  
 Nine additional operatories  
 Three more Radiology Rooms  
 Potential annual Dental Hygiene intake of 25  
 Potential annual Dental Hygiene student population of 50  
 Space to Meet ADA and HIPPA requirements

Great Falls College MSU offers the only Dental Hygiene program in Montana. The two-year degree program provides highly skilled hygienists, **who are key to the success of dental practices.** 38 prospective students applied to the Dental Hygiene program for Fall 2020. 18 were accepted due to limited space. Retention and graduation rates are consistently near the 97% mark and 100% of students pass their licensure exams. The current space no longer meets the demands of modern teaching practices, technology, space needs, nor does it meet the current American Dental Association or HIPPA patient privacy requirements. The 2019 Legislature provided \$4.25M to Great Falls College to build an addition to the college dental spaces. The college has invested \$1.09M in institutional and donated funds to date. The addition will house 25 operatories; allowing an intake of 25 students. The college is raising additional resources for the furnishings and technologies for the dental spaces to support both the dental hygiene and dental assisting students. **Your donation is critical to good oral health in the State of Montana.**



# Montana Dentists Reach 72% of \$25,000 Goal

In November, the Montana Oral Health Foundation pledged to provide \$25,000 to the Great Falls College Dental Training Program to fund equipment for an operatory in their new expansion. In less than 70 days, the campaign has generated \$18,162 in pledges, and it looks as if the districts are just getting warmed up. To date, a total of \$7,162 has come in as part of the annual dues renewal process. This represents nearly double the amount given in a normal year (44 recurring donors plus 33 new donors), so individual members are responding to this new campaign. In addition to that amount, MOHF would like to thank the following three major donors to the effort:

- Dr. Linda Miller, of Paradise Dental in Missoula, pledged \$5,000!
- The 9th District (Billings) pledged \$4,000!
- The 2nd District (Missoula) pledged \$2,000!

MOHF hopes to far exceed the \$25,000 amount, so the excess amount will fund normal MOHF operations and grants for the year. If you haven't paid your dues yet, please check the box for a \$100 donation to MOHF for this project. If you're a district leader, please encourage your membership to fund a district pledge. It's so great to see that the financial hit from COVID-19 in 2020 hasn't impacted the generosity of MDA members!

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## MDA's Ambitious Legislative...

*(Continued from Page 3)*

any claim was altered and must explicitly inform the patient that their dentist acted properly.

### ASSIGNMENT OF BENEFITS (AOB)

**THE PROBLEM:** Patients typically make a decision in conjunction with their dental providers about where their dental insurance reimbursement should be sent

(assignment of benefits from the insurance company: to the dentist or to the patient). Insurance companies routinely ignore the claim submissions indicating an AOB and often send reimbursement to the wrong party, creating unnecessary extra work, time, and frustration for patients and dental providers. This also represents interference in the Doctor-Patient relationship.

**THE SOLUTION:** Insurance companies should be required by statute to pay the way the insurance claim submission directs (either to the dental office or to the patient directly). If patients opt to assign their benefits to their dental office, the funds should go there and if patient opts to have their reimbursement come directly to them the insurance company should follow these simple instructions.



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I hope this message finds you and your family well. The Consani Associates team has been engaged full time throughout the Covid-19 outbreak working with sellers, buyers and financial institutions.

We are advising buyers to take this time to find an opportunity that looks to be of interest then visit the practice and the community. If the practice looks like it is a good fit, we can structure a sale, including financing, leases and closing documents, and then wait to close when you say that you are ready.

We are doing everything we can to take advantage of the fact that doctors have the time to research opportunities and to prepare for the next steps towards practice ownership.

Serving Montana, Idaho, Oregon, Washington, Alaska and Hawaii.

Call us at (866) 348-3820 to discuss possibilities.



## CAREER CENTER

### Practices for Sale

**Bozeman** - Dental Space / Condo. Virtually a turn-key, 3-operator dental suite available soon. Low overhead, approximately 1,150 square foot space with full infrastructure in place: N2O, water, air, and vacuum all plumbed in walls, as well as internet; long history as a dental office. Convenient, great access and parking at Bozeman's most busy intersection. Occupancy available May 2021. Priced just right for sale or lease. Contact broker Dennis Erickson at 406-579-8967 for more details and a tour of the suite.

**Eastern Montana** - 2 office location, high production and lots of room to grow. The selling dentist is willing to stay on as an associate and help the practice grow. Both locations are large and able to have multiple providers. Collections well over 1.6 million. Call today to discuss this opportunity. Dr. Jared Franson email [jared@mydentalbroker.com](mailto:jared@mydentalbroker.com)

**Missoula** - Almost new dental office, 3 fully-equipped operatories with top line A-DEC equipment, chairs, cabinets, lights. Gendex Pan, Gendex intra-oral x-ray units with sensors. Room for one more operatory. Fully-equipped sterilization room and A-DEC cabinetry plus lab room and equipment. Quality furniture throughout office, includes monitors, copy machines. Approximately 1800 Sq ft leasable space on ground floor of modern attractive 10 year old building. Excellent opportunity to be an independent dentist in your own practice without having to purchase \$200,000-\$300,000 dollars in new equipment to start your practice. Email at [gmolsen83@gmail.com](mailto:gmolsen83@gmail.com). Phone 406-370-5879

### Help Wanted

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## CLASSIFIEDS

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### For Sale

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Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or [info@montanadental.org](mailto:info@montanadental.org). Visit [www.MontanaDental.org](http://www.MontanaDental.org) for more information and opportunities.

**MDA Annual Meeting – May 6-7, 2021 – Missoula Hilton Garden Inn**

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



*POLSON, MT—First District polar plunge participants, from left to right: Amy Gustafson, Heather Howell, Mandy Stebbins, Verne Reed, Seth Perrins, Dave Bull, and Kurt Lindemann. T-shirts designed by Dave Bull.*