

ODA Today

A publication of the Ohio Dental Association focusing on dentistry in Ohio

QuickBites

Enroll in the ODA health benefits plan

Open enrollment for the ODA's health benefits plan, the ODA Wellness Trust, is available from Oct. 15 through Nov. 15. The ODA Wellness Trust is available exclusively to ODA members and their staff.

The ODA Wellness Trust features a more extensive provider network than most individual health insurance plans and includes almost all of the hospitals in the state. It also has a wide range of deductible options to fit many different needs. Plus, most offices are able to save money on health benefit costs by joining the plan.

To learn more about the ODA Wellness Trust and to request a quote, visit www.odawt.org or speak to an ODASC representative by calling (800) 282-1526.

Inside

Support the Tooth Party From the Corner Office, page 2

ODA President Dr. Michael Halasz aims to keep dentistry the great profession that it is, page 2

Records and consent: what to do with patients from separated, unmarried or divorced parents Legal Briefs, page 3

New Connecticut virtual credit card law may have already been addressed in Ohio Dental Insurance Corner, page 8

Opinion & Editorial, pages 13 & 14

Classifieds, pages 16

2018 ODA Annual Session featured 3 top speakers in 1 convenient location

By Jackie Best Crowe
ODA Managing Editor

The 2018 ODA Annual Session – More Engagement = More Achievement – featured top-notch CE for the entire dental team, an Exhibit Hall where attendees could comparison shop and purchase products for their office, networking opportunities and team building.

More than 4,000 dental professionals attended the 2018 ODA Annual Session, including 1,108 dentists and 368 dental students.

"This was the best ODA Annual Session that I have been to ... by far," wrote an attendee in the Annual Session survey. "The speakers were great, it was well organized, every little detail was planned out well."

This year's Annual Session featured three of dentistry's most notable speakers – Dr. Howard Farran, Dr. Gordon Christensen and Dr. Roger Levin.

Farran was a first-time speaker at ODA Annual Session, and he also hosted a Q&A in the Exhibit Hall, where attendees had an opportunity to ask questions and hear Farran speak on issues affecting the profession.

This year's most popular courses included "New Game. New Rules. New Playbook" presented by Levin, "One-Day Dental MBA" presented by Farran, "Modulating Periodontal Inflammation Through Nutrition" presented by Dr. Timothy Donley, "Effective Anesthesia or Shots in the Dark" presented by Dr. Mel Hawkins, "The Christensen Bottom Line



ODA Staff

The 2018 ODA Annual Session featured many hands-on workshops, team building courses, front office courses and more.

Download your CE slips and course handouts

Attendees can obtain CE credit verification and download handouts for courses attended at the 2018 ODA Annual Session at <https://www.prereg.net/2018/oda>

See page 4 for more photos of the 2018 ODA Annual Session!

2018" presented by Christensen, "How Hygienists can Effectively Talk Perio" presented by Donley and "Stay Out of Jail: Avoid Coding Errors" presented by Dr. Charles Blair.

ODA Annual Session also featured many hands-on workshops, team building courses, front office courses and more.

"I traveled from Kentucky for your meeting specifically for pediatric dental CE," wrote an attendee in the Annual Session survey.

See ANNUAL SESSION, page 6

ODA House of Delegates adopts opioid prescribing policy, other resolutions

By ODA Staff

The Ohio Dental Association House of Delegates met Sept. 13 and 14 in conjunction with the 2018 ODA Annual Session in Columbus.

During the meeting, the House of Delegates adopted several resolutions, including:

- Adopting the association's policy on opioid prescribing,
- Adopting the association's position to urge third-party payers to support a dentist's right to receive a traditional paper check in lieu of alternative payment methods as payment for services rendered to a beneficiary of a dental benefits program,
- Amending the ODA Bylaws in order to align ODA membership categories with the ADA membership categories,
- Encouraging the Ohio Dental Political Action Committee to recruit an ODA member dentist for each Ohio State Senator and Ohio State Representative to act as a contact dentist for grassroots lobbying purposes,
- Directing the Annual Session Committee to study the possibility of holding a one-day

meeting of the ODA House of Delegates in conjunction with the ODA Annual Session and the ODA Leadership Institute, and to research the costs of providing WiFi in the ODA House of Delegates meeting room, and to report those findings to the 2019 ODA House of Delegates,

- Directing the Council on Access to Care and Public Service to study ways that dentists can assist hospital emergency departments with dental emergencies, including but not limited to having hospitals employ a dentist(s), funding a hospital-employed dentist in qualified areas through the Ohio Dentist Loan Repayment Program, and having Ohio dental school students or residents participate in a rotation in hospital emergency departments, and to report those findings to the 2019 ODA House of Delegates,
- Directing the Council on Dental Care Programs and Dental Practice and the Dental Education and Licensure Committee to study other states' dental assistant/basic qualified personnel nitrous oxide administration regulations, training and education requirements, and adverse occurrences

associated with their provision of this service and malpractice considerations, and to report those findings to the 2019 ODA House of Delegates,

- Directing the Council on Membership Services to study issues related to membership recruitment and retention processes, including the online and paper application renewal and join process, presentation of component dues amounts, and near boundary consent process, and to report those findings to the 2019 ODA House of Delegates,
- Directing the Council on Membership Services to gather specific membership recruitment and retention procedures by Ohio's component societies and what the results of those efforts are, and to report those findings to the 2019 ODA House of Delegates,
- Directing that the ODA House of Delegates advanced meeting materials be made available in electronic format and no longer mailed to members of the ODA House of Delegates and guests starting with the 2019

See HOD, page 3



Ohio Dental Association
1370 Dublin Road, Columbus, OH 43215-1098
www.oda.org



You can **Give Kids A Smile!**

Register your Give Kids A Smile event to receive free products!

To register an event, go to gkas.ada.org/sign-up or contact Kristy Kowalski, ODA manager of public service and the ODA Foundation at Kristy@oda.org or 614-486-2700. Oral health education presentations in schools, preschools and daycares count as GKAS too!

ODA President Dr. Michael Halasz aims to keep dentistry the great profession that it is

By Jackie Best Crowe
ODA Managing Editor

Dr. Michael Halasz, a general dentist in Kettering, was installed as president of the Ohio Dental Association on Sept. 14 during the ODA's 152nd Annual Session in Columbus.

As president of the ODA, Halasz will serve on the ODA's Executive Committee overseeing the management of the association throughout the next year. He will continue efforts of past presidents to best serve the profession of dentistry and residents of Ohio through advocacy and legislative efforts and oral health public service programs.

During his year as president, Halasz said he thinks the proposal to create dental therapists in Ohio will be one of the major issues facing the association.

The Kellogg Foundation, the Universal Health Care Action Network (UHCAN) Ohio and the Dental Hygienists' Association are pushing for the authorization of so-called dental therapists in Ohio. This radical proposal would allow a person with only three years of post-high school training to perform irreversible surgical dental procedures including the extraction of teeth, cutting tooth structure and gums, and the administration of local anesthetic injections.

"We need to keep pounding the message home in Columbus and at the Statehouse. We need to keep talking to legislators and make sure they know what our stand is on this," he said.

Another advocacy issue he said the association will continue to pursue is non-covered services legislation that would prohibit insurance companies from setting fees for services they do not cover.

One of Halasz's goals as president is for the Ohio Dental Political Action Commit-



ODA President Dr. Michael Halasz.

tee (ODPAC) to assign a dentist to each and every state senator and representative for grassroots lobbying.

"I think the most effective lobbying is done when there's consistency, not only in the message, but also the messenger," he said.

Halasz said increasing membership numbers is another big issue he expects the association to face during his presidency.

"It has been proven that the best way to increase membership is face-to-face, one-on-one contact," he said. "Pizza parties don't work. Social events don't work. Our members need to make personal contact with non-members, let them know what we can do for them, what the member benefits are, and invite them to join. Period. It works."

During his president-elect's address to the ODA House of Delegates, he chal-

lenged local societies to increase retention and membership numbers.

Halasz said he first became involved in organized dentistry because someone invited him to a meeting. He then became more involved when Dr. Ted Pope, a past president and past speaker of the ODA House of Delegates, asked if he was willing to serve on a council.

"And that was it, I fell in love with organized dentistry," he said.

Halasz said one of his favorite membership benefits is the camaraderie and the great friends he has made through the Ohio Dental Association as well as professional relationships.

He said he's looking forward to traveling to various component societies and meeting people around the state. He said his goal as president is to "keep dentistry the great profession that it is."

"My friends and colleagues, like you, I love the practice of dentistry," he said during his speech to the ODA House of Delegates. "And, like you, what I don't love are the interferences and distractions that make my life as a dentist difficult. My hope is that together we can make a difference. My hope is that together we can institute necessary and meaningful change. My hope is that together we can continue to make dentistry the best profession in the world."

Halasz said he always knew he wanted to do something in the health profession, but didn't necessarily want to deal with death or have to wake up in the middle of the night to deliver babies.

"Because I'm a people person, I think I have knack for making people feel comfortable, and using my sense of humor, so dentistry seemed like a good fit," he said. "Dentistry has a lot of advantages

See HALASZ, page 17



The
Director's
Chair

David J. Owsiany, JD
ODA Executive Director

Support the Tooth Party

Back in April of this year, ADA president Dr. Joe Crowley declared that "today, we are all part of the Tooth Party!" Dr. Crowley made that statement at the opening of the ADA Dentist and Dental Student Lobby Day in Washington, D.C., where more than 1,000 dentists, dental students, and other dental leaders gathered to meet with members of Congress from both major parties to discuss issues important to the dental profession and dental patients.

Similarly, in March, the ODA hosted its annual Day at the Statehouse in Columbus where more than 100 attendees met with state legislators from both parties to discuss dental therapists, ODA's non-covered services legislation and other important issues.

Crowley's message is important: when we engage in advocacy on behalf of the dental profession and dental patients, our issues cut across partisan lines. As ODA's former lobbyist, the late Darryl Dever used to say, "our issues are not abortion or gun control." That is why Dr. Crowley reminded

us that when we engage in advocacy on behalf of dentistry, we are not members of the Republican Party or the Democratic Party. We are members of the Tooth Party!

In fact, one of the key reasons for our success in advocacy is that we have had champions on our issues from both sides of the aisle. For example, legislators from both major parties see the folly in radical proposals to create a new mid-level dental provider called a dental therapist in Ohio. These legislators understand that this proposal potentially creates a dual standard of care for Ohioans where the most vulnerable patients may only have access to an under-trained provider. These legislators understand that all Ohioans should have access to the full range of dental services that only a dentist can provide.

Similarly, members from both parties at the Ohio Statehouse have opposed proposals to extend the state sales tax to dental services and to burden dental practices with unnecessary regulations.

Moreover, in recent years, members of both parties worked to enact legislation requiring the Ohio State Dental Board to provide fairness and due process to dental license holders and mandating that dental insurers promptly pay claims and streamline the credentialing process.

This year is an election year where all 99 of the Ohio House of Representatives seats and half of the Ohio Senate seats will be up for election. Moreover, we will elect a new governor and several other statewide offices, including attorney general and secretary of state.

The dental profession is made up of Democrats, Republicans and Independents. Many ODA member dentists are politically active because they understand that dentistry can be positively or negatively impacted by decisions our elected officials make. And they understand that, when it comes to dental issues, we are all members of the Tooth Party – regardless of any other political affiliation.

Statement of Ownership, Management and Circulation

Publication title: ODA Today
Publication number: 00009-846
Issue frequency: Monthly
No. issues published annually: 12
Annual subscription price: \$15
Publication & headquarters address:
1370 Dublin Rd., Columbus, OH 43215
Publisher: Ohio Dental Association
Editor: Dr. Matthew Messina
Managing Editor: Jackie Crowe
Total no. copies: 4440
Paid in-county subscriptions: 587

Paid/requested outside county
subscriptions: 3591
Sales through dealers/vendors: 0
Free outside county distribution by mail: 0
Free in county distribution by mail: 0
Total free distribution: 0
Total distribution: 4178
Copies not distributed: 262
Total: 4440
Percent paid and/or requested
circulation: 100%

ODA Today

Member of the American
Association of Dental Editors

Matthew J. Messina, DDS
Executive Editor

Jackie Best Crowe
Managing Editor

Amy Szmania
Advertising Manager

ODA Executive Committee:
Michael Halasz, DDS
President

Sharon Parsons, DDS
President-Elect

David Kimberly, DDS, MD
Vice President

Steve Moore, DDS
Immediate Past President

Najia Usman, DDS
Secretary

Brian Hockenberger, DDS
Treasurer

Denise Hering, DDS
Speaker of the House

ODA Management Staff:
David J. Owsiany, JD
Executive Director

Peg Cissell, CPA
Director of Finance, COO of
ODASC

Michelle Blackman
Executive Assistant/Director of
Governance and Operations

Eric S. Richmond, Esq.
ODA Director of Legal &
Legislative Services

Christopher Moore, MA
Director of Dental Services

Suzanne Brooks
Director of Meetings and
Conventions

Karli Hill
Director of Membership and
Marketing

Mike Spires, CPA
ODA Accounting Manager

Kristy Kowalski
Manager of Public Service and
ODA Foundation

Jackie Best Crowe
ODA Today Managing Editor

The Ohio Dental Association, although formally accepting and publishing the reports of committees and the essays read before it, holds itself wholly free from responsibility for the opinions, theories or criticisms therein expressed, except as otherwise declared by formal resolution adopted by the association. ODA TODAY (USPS# 0009-846) is published monthly for \$15 per year by the Ohio Dental Association, 1370 Dublin Road, Columbus, OH 43215-1098. Periodicals postage paid at Columbus, OH. POSTMASTER: Send address changes to Ohio Dental Association, 1370 Dublin Road, Columbus, OH 43215-1098. Inquiries regarding advertising should be directed to the advertising manager, at (614) 486-2700 or (800) 282-1526.



Records and consent: what to do with patients from separated, unmarried or divorced parents

Since the introduction of federal privacy regulations under the Health Insurance Portability and Accountability Act (HIPAA), dental offices have focused their attention on the security and safeguarding of the health information they gather on patients in the course of treatment. Concerns about patient privacy have forced offices to exercise caution on release of patient records. An issue that continues to arise for dental practices is the release of a child's records when the child's parents are unmarried, divorced or separated. Fortunately, Ohio law provides some guidance on this delicate issue.

Under Ohio law, courts may designate

parents into two categories: resident parents and non-resident parents. Different responsibilities and requirements may be assigned to these categories of parents by a court, but from a health care provider's standpoint, both parents should be treated identically barring intervening circumstances imposed by a court. The law dictates that dentists, physicians, hospitals and other people providing medical or surgical care for the child must allow both parents equal access to their child's records.

Moreover, the law creates a broad definition of what is considered a record in this circumstance. Ohio's legal definition of a medical record is "data in any form that pertains to a patient's medical history, diagnosis, prognosis or medical condition and that is generated and maintained by a health care provider in the process of the patient's health care treatment." Comparatively, Ohio Revised Code section 3109.051, which outlines parenting

visitation rights and responsibilities, considers a record to be any "document, file or other material that contains information directly related to a child," including those records maintained by a treating dentist. This subtle distinction in definitions could place an obligation on dentists and other providers to release not only treatment records, but also billing and other records upon the request of the parent.

While dentists are generally required to release the record upon request, there is an important exception to this requirement that dentists should note. A court could determine that allowing a non-residential parent access to those records is not in the best interests of the child and ban that parent from access to all or a portion of the record. However, it is not the dentist's responsibility to determine whether a court has issued such a restriction or ban. It is the responsibility of the residential parent to present the dentist with the court order that limits

the non-residential parent's ability to access the child's records. Consequently, the dentist does not need to serve as the arbiter in a dispute between the parents.

Once such an order has been shown to the office, the dentist is required to abide by the terms of that court order. Failure to comply may place the dentist in contempt of court. The office should retain a copy of this order for their records.

It is important to have a plan of action meeting prior to treating the children involved in these situations; dentists should consider speaking with both parents prior to the commencement of treatment, especially if there is a custody issue. The consultation with the parents should clarify which parent would be bringing the child in for treatment, if anyone else is authorized to bring the child, determine who may authorize treatment and who is responsible for payment, and disclose whether there are any applicable court orders or divorce decrees that impact the release of records or responsibility for payment.

With this plan in place the dental office will have a much clearer view of who can receive records and how to treat the patient from a consent standpoint. One question that can arise in these scenarios is what role can step parents play in office visits? This can be decided in the plan of action meeting prior to treatment with the dental office. It is important to have these conversations with biological parents or parents designated by the court, because step parents in Ohio have no legal right to records of a child, or to consent to treatment for a child, unless they have adopted the child or have legal documentation from a court showing they are a guardian of the child. Without such documentation or consent from the parents of the child, they have no rights on their own.

For more information on this topic, please contact the ODA legal department at (800) 282-1526.

HOD, from page 1

ODA House of Delegates meeting, and that all advance meeting materials for ODA councils, subcouncils and committees be made available in electronic format and are no longer mailed to members of ODA councils, subcouncils and committees starting after the 2019 ODA House of Delegates meeting, and

- Encouraging the ODA President to reappoint the Task Force on Dental Service Organizations for the 2018-2019 term in order to research the possibility of the ODA forming a union of dentists, and how the ODA can help negotiate with insurance companies in order to increase reimbursement rates for dentists, and to report those findings to the 2019 ODA House of Delegates.

For more information about all of the resolutions approved by the ODA House of Delegates, visit oda.org/news-and-events/house-of-delegates/.

Delegates also heard addresses from Dr. Joseph Crowley, president of the American Dental Association; Dr. Ronald Lemmo, treasurer of the American Dental Association; Dr. Billie Sue Kyger, 7th District trustee of the American Dental Association; Dr. Steven Moore, president of the Ohio Dental Association; Dr. Michael Halasz, president-elect of the Ohio Dental Association; and a report from the ODA executive director among other presentations.

The House of Delegates meets every year during the ODA Annual Session and is the policymaking body and supreme authoritative body of the ODA.



Practice Impact

"Making Practice Transitions Painless"

Thinking About Retirement?



Appraisals are free when listing your practice with Practice Impact.

- Free Consultation • Free Listing
- 100% Financing Available • Practice Appraisal
- Confidential • Smooth Practice Transition

1-800-735-5336

Or visit us online at:

www.practiceimpact.com

Dr. Michael Ress recently transitioned his Cincinnati, Ohio practice to Dr. Rohit Reddy and his team. Practice Impact would like to congratulate both parties on a successful transition.


5071 Forest Drive, Suite A, New Albany, Ohio 43054

Serving Ohio and Pennsylvania



FRANK R. RECKER & ASSOCIATES, Co, LPA

ATTORNEYS AT LAW




Frank R. Recker, DDS, JD and Thomas J. Perrino, DDS, JD

Representing Dentists Exclusively for over 25 years


Dr. Frank R. Recker has practiced general dentistry for 13 years and served as a member of the Ohio State Dental Board before entering the legal profession. Areas of practice include:

- Administrative Law before State Dental Boards
- Dental Malpractice Defense
- Practice-related Business Transactions

Dr. Recker also represents multiple national dental organizations and individual dentists in various matters, including First amendment litigation (i.e. advertising), judicial appeals of state board proceedings, civil rights actions against state agencies, and disputes with PPOs and DMSOs.



Dr. Perrino has been a practicing dentist for over 30 years. He is actively involved in organized dentistry, having served on numerous committees and councils at the local, state, and national level. Dr. Perrino was admitted to the Ohio Bar in 2014 and will be assisting in the representation and defense of dentists in all practice related matters.



Ms. Sandra Ertel, paralegal, has assisted Dr. Recker and Dr. Perrino in preparing for, and attending, depositions, court appearances and hearings in multiple states.

We are truly a distinguished firm in the dental/legal world.

Frank R. Recker & Associates Co., LPA

4th and Vine Tower | One W. 4th Street, Suite 2606 | Cincinnati, Ohio 45202

www.ddslaw.com

2018 ODA ANNUAL SESSION




AFTCO
 TRANSITION CONSULTANTS
 Since 1968

We are pleased to announce...

Sarah E. Ash, D.D.S
 has acquired the practice of
Mark R. Bedford, D.D.S.
 Bellefontaine, Ohio

We are pleased to have helped in this transition.

Call today for a
FREE MARKET VALUE ANALYSIS
 (\$5,000 value)

800.232.3826 | www.AFTCO.net
 Practice Sales & Purchases Over \$3.2 Billion

Watch your inbox for the ODA Membership Survey

An email was sent to ODA members from Dr. Michael Halasz (ODA president) at the end of September with the subject line "ODA Member Survey" that includes a link to the survey.

The ODA values your feedback, so please take the time to complete this important survey. Because we cover a significant amount of information, the survey may take you several minutes to complete. However, the information we gain is absolutely critical to allowing the ODA to continue to meet your needs. Please note that you are able to save your responses and pick up where you left off at a later time.

Members who complete the survey will have an option to be entered into a drawing to win one of five \$100 Amazon gift cards for completing the survey.

Nominations sought for Ohio State Dental Board positions

A call for nominations is now extended for dentist board member positions on the Ohio State Dental Board.

The Ohio Dental Association has the opportunity to recommend nominees to the Governor of Ohio for possible dentist board member openings on the Ohio State Dental Board (OSDB), which may be vacant in April 2019 or before. The board member positions are for general dentists and a dental specialist.

The ODA Executive Committee is seeking potential candidates who are interested in serving on the Ohio State Dental Board. The term of office for Ohio State Dental Board members is four years and the board meets on average eight to nine times per year.

Criteria that the ODA Executive Committee is seeking in candidates to the Ohio State Dental Board includes:

- being in practice at least five years
- being familiar with Ohio's Dental Practice Act
- having knowledge about regulatory issues related to dentistry
- having a history of support/involvement with ODA governmental affairs and activities such as ODPAC membership, grassroots efforts, etc.

Nominations for the Ohio State Dental Board member positions are due by Dec. 31, 2018 and should include a letter of nomination and the nominee's curriculum vitae. Please submit nominations to: Ohio Dental Association, Attention: David Owsiany, Executive Director, 1370 Dublin Road, Columbus, OH 43215, or to david@oda.org.

ODA seeking nominations for council positions

The Ohio Dental Association seeks members to fill potential upcoming at-large positions on ODA councils.

The ODA is seeking nominations for at-large positions on the association's Council on Access to Care and Public Service, Council on Dental Care Programs and Dental Practice and the Council on Membership Services. Nominations for these at-large council positions are open to all ODA members. The term of office for at-large council members is two years and the terms for these at-large council positions to be filled will be effective from October 2019 to September 2021.

At-large members may be nominated by individual ODA members, component societies, subdistricts or councils (and may include former council members) and will be appointed by the ODA's Ad Interim Committee.

The at-large council positions include:

Council on Access to Care and Public Service

- The Council on Access to Care and Public Service develops and implements public service programs of the association and develops and implements ODA sponsored access to dental care programs.
- There are two at-large positions available on the Council on Access to Care and Public Service in October 2019. The members to fill the at-large positions would have a term of office from October 2019 -September 2021.
- Nominees for the at-large position(s) on this council should have an interest in access to care.

Council on Dental Care Programs and Dental Practice

- The Council on Dental Care Programs and Dental Practice assists the membership in addressing issues related to regulatory compliance, dental insurance, managed care, Direct Reimbursement, dental practice and risk management.
- There are two at-large positions available on the Council on Dental Care Programs and Dental Practice in October 2019. The members to fill the at-large positions would have a term of office from October 2019 -September 2021.
- Nominees for the at-large position(s) on this council should have knowledge of and interest in third-party reimbursement issues, managed care, direct reimbursement, dental practice, and environmental and dental practice management issues.

Council on Membership Services

- The Council on Membership Services coordinates and implements member recruitment and retention activities for the association.
- There is one at-large position available on the Council on Membership Services in October 2019. The member to fill the at-large position would have a term of office from October 2019 -September 2021.

Nominations for the council at-large positions are due by Dec. 31, 2018 and should include a letter of nomination and the nominee's curriculum vitae. Please submit nominations to: Ohio Dental Association, Attention: David Owsiany, Executive Director, 1370 Dublin Road, Columbus, OH 43215, or to david@oda.org.

TRUSTED. PROFESSIONAL.

In-Office Anesthesia Services • Pedo/Adults
Medicaid Provider • Twenty Years Experience

HMM

Harry M. Miller, M.D.
Diplomate, American Board of Anesthesiology

Tel: 800-853-4819
harry@nitrousm.com

ODA Meeting & Event Calendar

Oct.

5 Subcouncil on Peer Review (call)

Nov.

2 Council on Access to Care and Public Service
2 Subcouncil on New Dentists
6-7 Council on Dental Care Programs and Dental Practice
8-9 Executive Committee
9 ODA Foundation Board
9 ODPAC Board
14 Dental Education and Licensure Committee
16 ODASC Board
22-23 ODA office closed for holiday
30 Council on Membership Services

Congratulations to the ODA Foundation raffle winners!

Thank you to all those who purchased tickets for the ODA Foundation's raffle to support access to care grants and dental student scholarships. Your contributions and ticket purchases have allowed the Foundation to distribute over \$125,000 to many worthy students and organizations in 2018!

Congratulations to our 2018 ODA Foundation raffle winners:

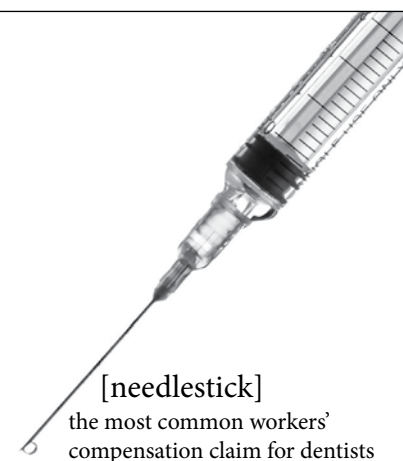
- 1st Prize – Mercedes lease through Crown Mercedes or \$20,000 cash: Dr. Roger Stine
- 2nd Prize – \$1,500 toward 2019 tripartite dues: Dr. Brett Pelok
- 3rd Prize – Jewelry from Laudick's valued at \$1,000: Dr. Jon Ash
- Early Bird Prize – \$500 cash: Dr. Johanna Nogay.

Like the Ohio Dental Association Facebook page!

The Ohio Dental Association Facebook page provides up-to-date information to members about advocacy, regulatory compliance issues, membership benefits, ODA events, deadline reminders and more.

To view the Ohio Dental Association Facebook page, visit facebook.com/ohiodentalassoc.

Reach your highest possible discount on Workers' Compensation premiums!



ODASC saves you money.

You can only enroll once a year!

- ▶ Quotes are currently being provided with final actual enrollment taking place in November.
- ▶ New applications are being accepted until November 18, 2018.
- ▶ We are currently accepting applications for plan year July 1, 2019 through June 30, 2020.

Group rating allows dental practices to "group" their workers' compensation claims history together. By grouping practices with few or no claims, all practices enrolled in the group can earn up to the BWC maximum discount on their premiums.

If you are already enrolled in ODASC's group rating program, you should have received your re-enrollment packet from CareWorksComp.

Contact ODASC today to request a free, no-obligation savings estimate and find out how to reach your highest possible discount.

ODASC
OHIO DENTAL ASSOCIATION'S DENTAL CARE PROGRAM

(800) 282-1526 | www.odasc.com

ANNUAL SESSION, from page 1

“Having a full day of courses in the same location was a luxury and the quality of CE was excellent. I will be attending more ODA meetings in the future.”

New this year, Annual Session featured Fireside Chats, which featured LIVE, interactive discussions on specific topics held in the Exhibit Hall. These courses were free to attendees, and featured a small group setting to facilitate discussion.

Another new feature this year in the Exhibit Hall was the Knowledge Bar, which was a learning lab where attendees could meet with a variety of companies in a non-sales, educational environment. Each day different topics were highlighted with knowledgeable colleagues and product representatives to answer questions.

This year’s Exhibit Hall featured more than 230 booths, and attendees had the opportunity to test different products, ask questions and comparison shop.

Callahan Celebration of Excellence

In conjunction with the ODA Annual Session, the Callahan Celebration of Excellence honoring outgoing ODA President Dr. Steve Moore took place on Sept. 14. The celebration also recognized the 2018 Awards of Excellence winners.

The 2018 Awards of Excellence winners include:

- Callahan Memorial Award – Dr. Rolf Behrents
- Distinguished Dentist Award – Dr. Kim Gardner
- Achievement Award – Dr. James Palermo
- Access to Dental Care Program – Children’s Oral Health Network and the Delta Dental Center at Oyler School
- Marvin Fisk Humanitarian Award – Dr.



The 2018 ODA Annual Session featured an Exhibit Hall with more than 230 booths. *ODA Staff*

- Steven Hoagland
- N. Wayne Hiatt Rising Star Award – Dr. Kyle Bogan

For more information about the award winners, visit www.oda.org or check the July, August and September issues of the “ODA Today.”

The ODA Leadership Pin was awarded to Dr. Roderick Adams, a general dentist from Cleveland. Adams has been active in councils and committees at all levels of the tripartite for many years, including having served as chair of the ODA Council on Access to Care and Public Service, Credentials, Rules and Order Committee and Subcommittee on Judicial Affairs, and as a member of the Ad Interim Committee, Leadership Nomination Committee, Council on Dental Care Programs and Dental Practice, Strategic Planning Committee, ODPAC Board, and as a member of the ODA House of Delegates. He also has served as a member of the ADA House of Delegates and as a long-term assigned

dentist to advocate on behalf of dentistry for Ohio’s 11th Congressional District.

In announcing Adams as the Leadership Pin recipient, ODA Immediate Past President Dr. Steve Moore said “this person sets the example of outstanding service and leadership in our profession and that delivers a powerful message that encourages others to take action.”

The ODA Leadership Pin recognizes members who demonstrate leadership in service to the ODA and their peers, a high level of volunteerism within the profession, and a commitment to organized dentistry. The ODA Executive Committee selects a recipient who is a positive influence in growth and development of the ODA – and who is a true role model for future leaders in organized dentistry.

Save the date for the 2019 ODA Annual Session: Oct. 3-6!

Ohio Dental Political Action Committee (ODPAC) awards were also presented at the celebration, honoring the Eastern Ohio Dental Society for the highest percentage of membership for a small society, the Akron Dental Society for the highest percentage of membership for a large society and the Akron Dental Society for “Deepest Pockets for Dentistry” (highest average contribution).

Table Clinics

On Sept. 14, ODA Annual Session attendees had the opportunity to earn up to two hours of free CE by attending Table Clinics. The presentations covered a wide variety of topics, and a panel of judges rated each of them.

This year’s winners are:

- Best of show – Dr. Cecilia Margraff
- Auxiliary – Elizabeth McClure and Shawna Staud
- First Place Dental Resident – Dr. Joseph DePalo
- Second Place Dental Resident – Dr. Payal Verma and Dr. Marissa Berghold
- Dental Pre-Doctoral – Caitlin Wright.

Save the date!

The 153rd ODA Annual Session will be Oct. 3-6, 2019, at the Greater Columbus Convention Center. Visit oda.org/events for more information and to register.

Have a question? Contact the Ohio Dental Association!
dentist@oda.org | (800) 282-1526 | (614) 486-2700

Healthy people need good health coverage too.

Get your quote

Open enrollment is here. Get smart health coverage with the ODA Wellness Trust.



Better Network

Access to an extensive provider network where you do not need to worry that your most needed providers are not in-network.



Better Plans

Offers traditional benefit plans, Health Savings Account plans, competitive rates, no employer contribution requirements, tax savings, attractive copay and deductible options.



Better Service

Representatives can walk you through the various health care benefit options available and are licensed agents who are salary-based and do not make a commission on sales, so you can be assured they have your best interest at heart.

Contact an ODASC agent today to receive a competitive quote for your renewal.



www.odawt.org | (800) 282-1526



ODA Foundation awards 2018 scholarships and grants

Access to care grant funding reaches record high

By ODA Staff

In September, the ODA Foundation awarded its 2018 grants and scholarships. For the second consecutive year, the total amount awarded was more than \$125,000. This year, the Foundation awarded a record high amount for access to care grants, nearly \$50,000.

"The growth of the awards has truly been amazing, giving increasing value in many ways to what our profession means to Ohioans," said Dr. Jim Karlowicz, ODA Foundation chair.

Grant Awards

The ODA Foundation awards grants for access to dental care initiatives to non-profits in Ohio. In 2018, the Foundation fielded 21 grant proposals and was able



Many of the 2018 dental student scholarship recipients gathered at the ODA Annual Session to meet the Foundation's trustees and thank them for supporting their dental education. ODA Staff

to fund 10 organizations with grants totaling \$47,500 of the Foundation's general funds, funding that comes directly from ODA member donations and support of

the annual raffle.

"We must give major credit to our contributing ODA members for building the funds available for our growing grant

applications," Karlowicz said. "This is recognized from year to year and we are so grateful."

The premier access to care award is the Callahan/Henry Schein Cares Award for Improving Access to Care, awarded from the Callahan Memorial Award Fund of the ODA Foundation. The 2018 recipient of the award was the Dental Center of Northwest Ohio.

"The Dental Center of Northwest Ohio had a great proposal to increase the amount of hygiene services they will be offering at their clinic, and we felt their plans for clinic expansion were worthy of this award," Karlowicz said.

Access to Care grants from the Foundation's general fund were awarded to the Dental Center of Northwest Ohio in Toledo, Miami County Dental Clinic in Troy, Ohio Hills Health Services in Barnesville, KidSMILES in Columbus, OPEN M in Akron, Viola Startzman Clinic in Wooster, AxessPointe in Akron, Care Alliance Health Center in Cleveland, Children's Oral Health Network in Cincinnati and Good Samaritan Free Health Center in Cincinnati. Watch future issues of the "ODA Today" for stories featuring some of these organizations and how they are improving access to oral health care with ODA Foundation grants.

Scholarship Awards

The Foundation awards scholarships to dental students to help decrease their student loan debt, allowing them to worry less about the cost of their education and focus more on learning needed skills. In 2018, the Foundation received 24 scholarship applications, 21 from students at The Ohio State University and

See FOUNDATION, page 10

<h2 style="margin: 0;">INTERACTIVE DENTAL SEMINARS</h2> <p style="font-size: small; margin: 0;">Larry J. Sangrik, DDS, Instructor</p>	 <p style="font-size: x-small;">Approved PACE Program Provider FAGD/MAGD credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 09/01/17 to 08/31/21. Provider ID# 356173</p>
<h1 style="text-align: center; color: #2e7d32;">Nitrous Oxide Sedation</h1> <div style="border: 1px solid #ccc; border-radius: 15px; padding: 5px; text-align: center; margin: 10px 0;"> <p style="font-size: x-small; margin: 0;">Dentists, RDHs, EFDAs & all assistants 9 CREDITS WITH PARTICIPATION & LUNCH</p> </div> <p style="text-align: center; font-size: large; color: #2e7d32;">Saturday, Nov. 17, 2018</p> <p style="font-size: x-small; margin: 0;">Exceeds OSDB administration/monitoring requirements</p> <p style="text-align: center; font-size: x-small; color: #2e7d32;">Limited class size ✦ Register Today</p>	<h3 style="color: #2e7d32;">Other Courses Available</h3> <ul style="list-style-type: none"> <li style="margin-bottom: 10px;">✓ Medical Emergency Preparedness <i>Why CPR Is Not Enough</i> ✓ Dental Fear <i>Successfully Treating the Apprehensive Patient</i>
<p style="font-size: large; margin: 0;">Call (440) 286-7138 or visit us at</p> <p style="font-size: x-large; margin: 0;">www.interactivedentalseminars.com</p>	



On average, it takes **200 hours to sell** a dental practice.

As a group of former dentists and experts in practice management, we have successfully guided hundreds of dentists through transitions.

Let us do the work.

Get started today with a **free consultation.**
614-450-0993 or dryoung@omni-pg.com
Practice listings: omni-pg.com

Donations make scholarships and grants possible!

The ODA Foundation is supported by the donations of ODA members. To help ensure that the Foundation can award even more grants and scholarships in 2019, consider supporting the Foundation in one of the following ways:

- Mail a donation to the Foundation at 1370 Dublin Rd., Columbus, OH 43215
- Give to the Foundation when renewing ODA membership for 2019
- Give a donation in honor or memory of a friend or loved one
- List the ODA Foundation in estate plans and for memorial contributions, when the time comes

Dental Insurance Corner

New Connecticut virtual credit card law may have already been addressed in Ohio

By Christopher A. Moore, MA
ODA Director of Dental Services

A recently adopted law in Connecticut has prompted a number of questions from Ohio Dental Association member dentists concerning similar situations in Ohio. The Connecticut statute, which went into effect on Oct. 1, allows dentists in that state to refuse insurers' virtual credit card claims payment methodology (i.e., "single-use credit cards exclusively provided in electronic or digital formats").

The state of Ohio does not have a law that directly addresses this type of payment methodology. The need for one, however, appears to be mitigated by the history of how the issue has been addressed in the state over the past decade.

The ODA first received reports of third-party payers trying to pay dentists with virtual credit cards about eight years ago. They involved a small number of third-party administrators (TPAs), and not major insurance companies, who instead of reimbursing the dentist via check or electronic funds transfer sent the dentist a credit card or a credit card number to pay for those dental services the dentist had submitted a claim for. None of the dentists had requested to be paid in this manner and none was in any sort of contractual relationship with the TPAs.

Dentists who processed the payment found that they incurred a transaction fee that was much higher than a typical credit card transaction.

Some of the TPAs asserted their decision to utilize this payment method was justified by state law.

The section of the law they cited was contained in legislation that established the operating budget for the state of Ohio. It contained a provision (Ohio Revised Code 3901.381(F)) requiring third-party payers that receive electronic claims from contracted providers, including dentists, to electronically pay those providers for those claims. The law, which became effective on Oct. 16, 2010, also prohibits providers from refusing to accept these payments because the payment was transmitted electronically.

The Ohio Department of Insurance (ODI) subsequently provided regulatory guidance to the insurance industry relative to this law. In a Sept. 27, 2010, letter, ODI stated insurers are required to make a good faith effort to obtain a provider's account information in order to make electronic payments.

However, if an insurer is unable to obtain that information either because the provider refuses to provide it or for any other reason, the insurer must continue to make timely payments to the provider in the same manner it had prior to the Oct. 16 effective date of the law.

A number of insurers responded by

giving dentists the option of opting out of being paid electronically.

"We saw a handful of TPAs cite the 2010 Ohio law as justification for their efforts to get dentists to accept their reimbursement of dentists via credit card numbers. We believe their arguments were a misapplication of Ohio law," said Dr. Manny Chopra, chairman of Council on Dental Care Programs and Dental Practice. "The ODA has previously expressed our strong concerns to TPAs that have utilized these payment methods without the dentist's consent. We believed in 2010 and still believe today that this practice unnecessarily increases the dentist's cost to provide care without adding anything to the quality of the care. Dentists who do not want to be paid in this manner should be free to opt out of it and be reimbursed via other acceptable means."

Many dentists reported when they informed the TPAs of their desire to opt out of the credit card payment method that the TPAs agreed to pay them via check. Some of the TPAs indicated that payment would be delayed for four to six weeks so that they could recover the funds that had

been allocated to the payment card. In the years since and up through today, dentists have reported similar experiences when they informed a TPA of their desire to be paid by a method (usually a paper check) other than a credit card.

It is unknown what the TPAs would send to patients of dentists who do not accept assignment of benefits. It is also unknown how a credit card issuer would respond to a complaint that a dentist refused to accept a credit card payment made by a business such as a TPA as opposed to an actual patient.

"The ODA Dental Insurance Working Group continues to monitor and respond to this situation as warranted," Chopra said.

In fact, at its just-completed meeting, the 2018 ODA House of Delegates addressed this issue through the unanimous adoption of Resolution 02-18. This resolution formally establishes the ODA's position urging third-party payers to support a dentist's right to

See PAYMENTS, page 10

ODA members who would like to submit a dental insurance related question, problem or concern may do so by sending the appropriate information to the ODA Dental Insurance Working Group, 1370 Dublin Road, Columbus, OH 43215, or 614-486-0381 FAX, or chris@oda.org. To see past issues of the Dental Insurance Corner, visit www.oda.org/news and choose the category "ODA Today" and subcategory "Dental Insurance Corner."



Dr. Marc D. Hoffrichter
Chairman
Chief Executive Officer

David R. Bickerton
President

Stephanie A. Grey
Vice President
Office Manager

Never Underestimate The Value Of A Good Night's Sleep.

Risk versus reward. The eternal struggle. The team at MDH Investment Management, Inc. has successfully balanced levels of risk and reward for the past 30 years. Through equity and fixed income investments, we've helped our clients profit and sleep soundly.

MDH

MDH Investment Management, Inc.

1216 Forsyth Place
East Liverpool, Ohio 43920
(330) 386-4452 • www.mdhinv.com

For management of portfolios of \$250,000 or more



FALL FORUM

THE PSYCHOLOGY OF TRANSITION

**Exit your practice with clarity,
confidence, coordination
and satisfaction.**

REGISTER AT

PRACTICENDEAVORS.COM/EVENTS
740.924.6294

CINCINNATI

NOV. 30
8:30-11:30 AM

COLUMBUS

NOV. 30
1-4 PM

CLEVELAND

DEC. 1
8:30-11:30 AM

FEATURING



Orange Kiwi specializes in working with advisors and practice owners to achieve successful business transitions. They are experts in the psychology of entrepreneurs at significant points of transition and exit.

REGISTER FOR FREE TODAY
GET 3 HOURS CE

FOUNDATION, from page 7

3 from students at Case Western Reserve University. Scholarships were awarded to 13 students.

"Our scholarships continue to elevate and recognize dental student excellence in a number of areas," Karlowicz said. "It can only enhance the professional attitude of each individual and stand as an example to all students."

This year's scholarship awards also included the ODA Foundation's three memorial scholarships. The Dr. E. Karl Schneider II Humanitarian Scholarship is awarded in memory of Schneider who passed away in 2017 while serving as the ODA Foundation's chairman. The Darryl Dever Advocacy Scholarship is awarded in memory of the ODA's longtime lobbyist. And the Forward Ever Scholarship is awarded in memory of Dr. R.E. "Jim" Snelson for his leadership in organized dentistry.

Adel Hasan, fourth year OSU dental student, received the Forward Ever Scholarship for his commitment to organized dentistry throughout dental school.

"I am honored to be selected for the Forward Ever Scholarship because of my leadership in organized dentistry. I want to continue this passion and hope to give back as much as Dr. Jim Snelson. Thank you!" Hasan said.

Bryan Kuhlman, fourth year OSU dental student, received the Dr. E. Karl Schneider II Humanitarian Scholarship for his various volunteer involvements throughout his undergraduate and dental school studies.

"I am extremely honored and deeply appreciative to have been selected as the Dr. E. Karl Schneider Humanitarian Scholarship recipient," Kuhlman said. "As I move forward in my career, I will strive to practice the humanitarian spirit and commitment to community that was exemplified by Dr. Schneider."

Anthony Matteotti, third year OSU dental student, received the Darryl Dever Advocacy Scholarship. Matteotti serves as the OSU ASDA legislative liaison and works closely with the ODA to engage dental students in lobbying efforts.

"I am honored and humbled to have been chosen as the recipient of the 2018 Darryl Dever Advocacy Scholarship," Matteotti said. "I have thoroughly enjoyed advocating for my patients and fellow providers, and will continue to do so in the future."

The Dr. James F. Mercer Leadership Scholarship was awarded again from the Mercer Fund, a designated fund within the ODA Foundation. The Mercer family selected Gabriel Quinones-Betancourt, fourth year dental student at the OSU College of Dentistry, to receive the award due to his commitment to leadership both in dental school and in his community, especially his efforts to raise funds for Hurricane Maria victims in Puerto Rico.

The ODA Foundation also honors past presidents of the ODA who continue their commitment to organized dentistry through their support of the ODA Foundation. Seven dental students received 2018 Past President Scholarships, which honored special donors who served as ODA president during the 2000s: Dr. Joseph Crowley, Dr. Sam Fick, Dr. Burton Job, Dr. Billie Sue Kyger, Dr. Joseph Mellion, Dr. Jeanne Nicolette and Dr. Ted Pope.

The ODA Foundation also supports dental auxiliaries who plan to expand their abilities in the dental office by attending an EFDA program. Two EFDA students received scholarships to assist in their studies.

"I am so proud of our ODA Foundation, its trustees and most especially the dedication our ODA members have to move our profession forward in improving oral health in Ohio!" Karlowicz said.

PAYMENTS, from page 8

receive a traditional paper check in lieu of alternative payment methods as payment for services rendered to a beneficiary of a dental benefits program. The resolution also opposes third-party payer payment methodologies that require a dentist to accept virtual credit card payments, electronic funds transfer (EFT) payments or any other payment options as the only payment option without an opportunity to choose a paper check.

"We do not currently hear many complaints from dentists regarding this payment issue," Chopra said. "However, I encourage ODA members who encounter these types of objectionable reimbursement schemes to: 1) speak up about them to the third-party payer and 2) inform the ODA's Dental Insurance Working Group about their situation so the ODA will be in a position to also respond to it as needed."

www.oda.org

Save the date for the 2019 ODA Annual Session

Mark your calendar for the 2019 ODA Annual Session, which will be Oct. 3-6, 2019 at the Greater Columbus Convention Center.

The ODA typically holds Annual Session in September, however, the American Dental Association annual meeting will be held Sept. 5-9, 2019 in San Francisco. Because of the ADA's meeting date, the ODA Annual Session will be in October to avoid a conflict.

Registration is now available for the 2019 ODA Annual Session at oda.org/events.

"The 2019 ODA Annual Session is going to be extremely exciting," said Dr. Mark Bronson, the general chairman for the 2019 Annual Session. "We're bringing in the Pankey Institute, and that's going to be an awesome experience, especially for people who have not been exposed to the Pankey experience before. We're also going to have a lot of the foremost dental speakers that are going to deal with a lot of the nuts and bolts to help your practice and your business evolve to the next level. I'm looking forward to seeing you in Columbus next year!"



DISCOVER THE Superior Difference

Superior Dental Care's (SDC) knowledgeable dentist and member services team has over 114 years of combined dental experience and is committed to providing you with superior service and support.

With SDC you enjoy:

- **Efficient claim processing**—within 24 hours!
- **Quick claim payments**—99.3% within 10 days of receipt!

Giving you more time to focus on dentistry and patient care...*now that's something to smile about!*



800.762.3159
superiordental.com



Our health care attorneys have provided legal representation to more than 600 dental professionals.



(Seated) Tamara Zwick & Dean Kadri
Back Row Left-Right: Cheryl DeVore, Chad Hanke, Terry Thomas & Nikki Mesnard

Thomas Law Group has over 90 years combined experience providing legal services and business advice for dental and medical professionals.

- Practice sale and purchase agreements
- Associate and employment agreements
- Dental board disciplinary action defense
- Complaint resolution/liability protection
- Corporation and limited liability company formation and management
- General business matters
- Employer/employee contracts and related matters
- Lease/commercial real estate purchases

614-761-7701
www.thomaslawgroup.com

5148 Blazer Parkway
Suite A
Dublin, OH 43017



Fast-Track Clinical CE Courses

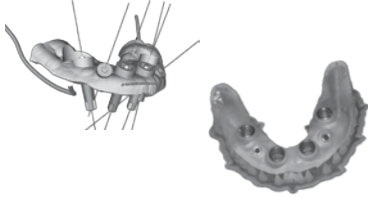
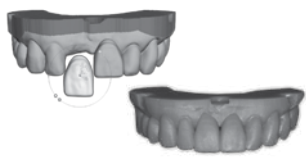
\$25 OFF Coupon Code: FASTTRACKOH18

www.FastTrackDentalCE.com

Volume 2
Just Released

Digital Dentistry & 3D Printing

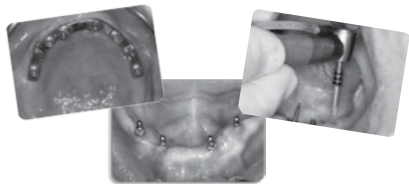
Video-Based Education & Techniques Demonstrating Intraoral Scanning, Software, CBCT, and Surgical Guides!



Courses Taught by Ohio State Alumnus!

Full-Arch Implant Overdentures

In Depth Video-Based Education Covering Step-by-Step Surgical and Restorative Techniques!



Digital Dentistry
Online CE Credits by:

UNLV

School of DENTAL MEDICINE



UNLV School of Dental Medicine is an ADA CERP approved provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply endorsement of any course by the issuer of this advertisement.

ADA CERP

This activity has been planned and implemented in accordance with the standards of the Academy of General Dentistry Program Approval for Continuing Education (PACE) through the joint program provider approval of UNLV School of Dental Medicine and Dr. Scherer. UNLV School of Dental Medicine is approved for awarding FAGD/MAGD credit. FAGD Post-Provider 2018. Nominally Approved From 8/2017 - 5/2022.

\$25 off Coupon Expires 1/31/2019

member benefits BUZZ

ODA health benefits plan can save you money

By ODA Staff

The Ohio Dental Association's health benefits plan, the ODA Wellness Trust, is available exclusively to ODA members and their staffs, and most participants are able to save money on health benefit costs by joining the plan.

The Wellness Trust is a unique health benefits plan that can't be found anywhere else. It features a more extensive provider network than most individual health insurance plans and includes almost all of the hospitals in the state. It also has a wide range of deductible options to fit many different needs.

The ODA Wellness trust is an employer plan, but it does not have to cost the employer anything. By joining the ODA Wellness Trust, employers must offer their employees access to the plan, but no employer contribution is required. In fact, it may even save employers money because the cost of the plan can be deducted from employee paychecks with pre-tax dollars, which saves both the employer and the employee money.

Additionally, Ohio Dental Association Services Corp. staff is available to help plan participants with administrative support. ODASC staff provides support throughout the whole process, making it as turn-key as possible for offices and helping to relieve the administrative burden that offices might encounter with other health plans. Plus, when an office has a question, they are able to call the Ohio Dental Association and speak directly with an ODASC employee.

Another unique aspect of the ODA Wellness Trust is that it is a self-insured plan, which means the plan uses the money it collects from participants to pay the claims. It was created by dentists exclusively for dentists and their staffs.

Open enrollment for the ODA Wellness Trust is from Oct. 15 through Nov. 15, 2018. Offices can request a quote during this time to secure coverage beginning Jan. 1, 2019.

To learn more about the ODA Wellness Trust and to request a quote, visit www.odawt.org or speak to an ODASC representative by calling (800) 282-1526.



Why should I enroll in the ODA Wellness Trust?

- It could save you and your staff money
- To provide health benefits to you and your staff
- To receive better administrative support
- It has a large network of providers
- No employer contribution is required

www.oda.org

NPT NATIONAL PRACTICE TRANSITIONSSM



Practice Appraisals & Sales



Pre-Transition Consulting



Associate Placement



Practice Protection Plan

- ◆ Free Practice Appraisal & Legal Drafts
- ◆ 99% Sale Rate & 100% Success Rate
- ◆ Face-To-Face Consultations & Practice Showings
- ◆ Structuring of Sale to Minimize Tax Liability
- ◆ Single Representation- Not Dual Rep
- ◆ Maximize Patient & Staff Retention
- ◆ Founded & Owned by Two Successful Attorneys
- ◆ No Up-Front Fees & Only Paid if Successful

OH PRACTICES AVAILABLE "FOR SALE" OR "ASSOCIATESHIP"

ASSOCIATESHIP
General Practice
Preble County, OH
#OH-1296

General Practice, 6 ops
Franklin County, OH
#OH-1341

General Practice, 10 ops
Franklin County, OH
#OH-1366

General Practice, 6 ops
Lawrence County, OH
#OH-1293

General Practice, 3 ops
Mahoning County, OH
#OH-1342

General Practice, 4 ops
Montgomery County, OH
#OH-1374

Pedodontic Practice, 5 ops
Cuyahoga County, OH
#OH-1333

General Practice, 3 ops
Mohoning County, OH
#OH-1364

General Practice, 5 ops
Scioto County, OH
#OH-1380

General Practice, 4 ops
Montgomery County, OH
#OH-1398

General Practice, 3 ops
Franklin County, OH
#OH-1381

Visit our website frequently for new opportunities or register for immediate notifications.

John Evans
Regional Representative

LOCAL: 614-401-2400, 229
TOLL FREE: 877-365-6786, X229

J.EVANS@NPTDENTAL.COM
WWW.NPTDENTAL.COM

Register your Give Kids A Smile events by Nov. 9 to receive free products

Give Kids A Smile registration is now available on the ADA Foundation website. Events registered by Nov. 9 will qualify for free products to give to kids at events and dental supplies to provide screenings, cleanings, fluoride varnish and sealants.

GKAS activities include free dental care and/or free oral health education for children. Many dental offices hold qualifying events already and should register these activities as GKAS to receive product support, volunteer CE for dentists and hygienists providing free dental care and promotional materials. Oral health education activities in schools and other com-

munity settings also qualify for GKAS, including events that do not involve a dentist.

To register an event, go to <https://gkas.ada.org/sign-up> or contact Kristy Kowalski, ODA manager of public service and the ODA Foundation at Kristy@oda.org or 614-486-2700.

GKAS events can be educational, screening, preventative or restorative!



Oral health education presentations

Throughout the year, Dr. Kyle Bogan's dental team visits about 250 to 300 children in local daycares and preschools to present oral health education.



"We've held a GKAS event in our office for the past two years providing free dental care for kids and have enjoyed the benefits of registering this as a GKAS event to get planning help, free products and supplies and volunteer CE. But we didn't realize that when we were sending our dental team into the community to educate kids at preschools and daycares that those activities actually count as GKAS events too. We're registering all of these activities in 2019 so we can get the free products to pass out to the kids and so these activities are counted toward Ohio's GKAS totals." - Dr. Kyle Bogan.

Screening day

Dr. Ruchika Khetarpal and her dental team provided dental screenings and education to 60 kids during Green Township's Kids Fun Day in August.



"Our Give Kids A Smile event took place at Green Township's Kids Fun Day. The Fun Day occurs every summer so this year we thought we could participate within the community and make it our GKAS! It was an easy event to prepare for as our screening kits were provided by the ADA Foundation and the booth was set up by the township. All we had to do was bring some patient education materials, fun decor and a welcoming smile. The staff loved volunteering and we can't wait to do it again next year!" -Dr. Ruchika Khetarpal.

Free dental day

In August 2018, Kondas Dental Group in Huber Heights held their first GKAS event in their office. For their first event, Drs. Chris Kondas and Jonathan Wells along with the entire staff saw 27 children for over \$11,000 of free dental care. They provided exams, cleanings, x-rays, fluoride treatment, dental sealants, fillings and extractions and greatly improved the smiles of all children seen that day just in time for them to go back to school.



"We decided to host our GKAS event simply because it provided us with a way to reach out to children within our community who may not have access to dental care and oral health education. We are very much appreciative for the help and guidance we received from Kristy at the ODA, which made it very easy to set up and organize. My team brought complete enthusiasm, the excitement level was high, we met some great and very appreciative families and most of all, everyone had fun." - Dr. Chris Kondas



**WICKENS
HERZER
PANZA**



A FULL SERVICE LAW FIRM



William P. Prescott, E.M.B.A., J.D.

Wickens Herzer Panza
35765 Chester Road • Avon, OH 44011
Phone 440/695-8067
Cell 440/320-8984
Fax 440/695-8098
WPrescott@WickensLaw.com
www.PrescottDentalLaw.com

Practice Transition and Dental Attorney Former Dental Equipment and Supply Representative

- Practice Sales and Acquisitions
- Associate Buy-Ins and Owner Buy-Outs
- Practice Succession and Entry Planning
- Employment Agreement Design
- Group Practice Operations and Planning
- Fringe Benefit and Retirement Plan Design
- Entity Formation, Maintenance and Dissolution
- Practice Valuations
- Dispute Resolution
- Practice and Personal Representation

Letter to the Editor

Antibiotic prophylaxis: Community collaboration can lead to improved communication, implementation of evidence-based treatments

I read with interest the "ODA Today" article about the recent meeting of orthopedic surgeons and dentists to discuss antibiotic prophylaxis for patients with prosthetic joints who are undergoing dental procedures. I applaud Dr. Goff for organizing this long needed collaboration to build consensus among practitioners in this area. While the most recent ADA Clinical Practice Guideline (CPG) was published in January 2015 and the American Academy of Orthopedic Surgeons Appropriate Use Criteria (AUC) was published in 2017, they have not been widely adopted by the dental and orthopedic communities. As health care professionals we have an obligation to our patients to follow evidence based treatments when possible.

Having served on the expert panels who wrote the ADA CPG and the AAOS AUC, I would like to review the current guidelines and clarify some remarks in the recent article. There is a misconception that the ADA and AAOS Guidelines have diverging recommendations. They do not. They both agree the vast majority of patients should NOT use antibiotic prophylaxis. The AAOS AUC simply identifies a limited number of high risk patients where it would be appropriate to consider antibiotic prophylaxis. As with all clinical decisions, you must weigh all the risks and benefits for any treatment for each individual patient.

THE CURRENT ADA GUIDELINE STATES "IN GENERAL FOR PATIENTS WITH PROSTHETIC JOINT IMPLANTS, PROPHYLACTIC ANTIBIOTICS ARE NOT RECOMMENDED PRIOR TO DENTAL

PROCEDURES TO PREVENT PROSTHETIC JOINT INFECTIONS." THE AAOS AUC CONCURS THAT THE VAST MAJORITY OF PATIENTS DO NOT REQUIRE ANTIBIOTIC PROPHYLAXIS. HOWEVER, THERE ARE VERY LIMITED SITUATIONS WHERE THEY STATE IT WOULD BE APPROPRIATE TO CONSIDER USING ANTIBIOTIC PROPHYLAXIS. THIS VERY NARROW COHORT OF PATIENTS ARE ALL SEVERELY IMMUNOCOMPROMISED AND ALSO ARE DIABETIC AND/ OR HAVE HAD A PREVIOUS PROSTHETIC JOINT INFECTION.

Although the AAOS AUC identifies a very small subset of patients who are appropriate to consider using antibiotic prophylaxis prior to invasive dental procedures, there is no evidence to support its use, or that the antibiotic prophylaxis prevents a prosthetic joint infection (PJI). Antibiotics taken prior to invasive dental procedures will reduce the bacteremia but not necessarily prevent an infection. Additionally, while there are a number of pre-existing medical conditions that may put a patient at a higher risk of a PJI, and some joint replacements are surgically more complex, these conditions are independent of and unrelated to any additional risk from dental treatment. There is no evidence that these higher risk patients are at any increased risk of bacteremia related infection from dental procedures.

THE BEST AVAILABLE SCIENCE SHOWS THAT DENTAL PROCEDURES ARE NOT ASSOCIATED WITH PROSTHETIC JOINT INFECTIONS. AND THERE IS EVIDENCE THAT ANTIBIOTICS

PROVIDED BEFORE DENTAL TREATMENT DO NOT PREVENT PROSTHETIC JOINT INFECTIONS. ADDITIONALLY THE BACTEREMIA FROM NORMAL DAILY ACTIVITIES (BRUSHING, FLOSSING AND CHEWING FOOD) IS SIMILAR TO THE BACTEREMIA FROM MOST INVASIVE DENTAL PROCEDURES. FOR THE VAST MAJORITY OF PATIENTS THE BENEFITS OF ANTIBIOTIC PROPHYLAXIS MAY NOT EXCEED THE POTENTIAL HARMS OF ANTIBIOTIC USE.

And the risks of antibiotic use are increasing. It is estimated that there are 500,000 C. diff infections occurring in the hospital or requiring hospitalization each year, leading to 28,000 deaths. And this is data reported from 2011. Another estimated 23,000 deaths occur yearly from antibiotic resistant infections. The top three risk factors for C. diff are a recent hospitalization, recent antibiotic use and being over the age of 65. All three are common to most joint replacement patients. And while most physicians and dentists think a single dose of antibiotic

is not likely to cause harm, a recent study showed 13 deaths per million single 600mg doses of Clindamycin; primarily related to C.diff. While Amoxicillin is considered to be much safer, will it be 10 years from now?

I am working with Dr. Goff to partner with the ADA, ODA, and OSU College of Dentistry to enlist local hospitals, orthopedic surgeons and dentists throughout the state to meet and discuss this important issue. Hopefully we can build consensus in local communities to align recommendations from orthopedic surgeons and dentists. Changing long held clinical dogma is always difficult, but hopefully these kinds of community collaborations will lead to improved communication. A better understanding and adoption of the evidence based guidelines will eventually eliminate conflicting advice to patients and minimize the risks related to improper antibiotic use. Look for a future meeting to discuss this topic in your community.

— Dr. Tom Paumier
ODA Past President



Access articles from
current and past issues of
ODA Today by visiting
<http://www.oda.org>.

THERE ARE MANY REASONS TO GET A PRACTICE VALUATION... PROTECTING YOUR FAMILY MAY BE THE BEST.

Your practice is likely your biggest asset.

You should know what it is worth.

Use **Henry Schein Professional Practice Transitions** for your practice valuation.

Because how it's done—matters.



HENRY SCHEIN[®]
PROFESSIONAL PRACTICE TRANSITIONS

www.henryscheinppt.com
1-800-988-5674

■ PRACTICE SALES ■ VALUATIONS
■ TRANSITION CONSULTING/
PLANNING ■ ASSOCIATESHIPS



The Explorer

Matthew J. Messina, DDS
Executive Editor

Herd immunity

According to the Centers for Disease Control (CDC), herd immunity (also known as community immunity) is a situation in which a sufficient proportion of a population is immune to an infectious disease (through vaccination and/or prior illness) to make its spread from person to person unlikely. Even individuals not vaccinated (such as newborns and those with chronic illnesses) are offered some protection because the disease has little opportunity to spread within the community. The level of vaccination required to achieve herd immunity varies by disease but ranges from 83-94 percent. When enough people are vaccinated, the infection can't travel as easily from person to person, and the entire community is less likely to get the disease. Herd immunity protects everyone, which is why we, joining with our medical colleagues, recommend vaccination. The U.S. Department of Health and Human Services website (vaccines.gov) even leads with the probing question, "Did you know that when you get vaccinated, you're protecting yourself and your community?"

As an ADA Consumer Advisor, I recently had the privilege of representing our profession providing the dentist's perspective for an Associated Press story headlined Experts Question Benefits of Fluoride-Free Toothpaste. I spoke with the reporter and reinforced the ADA's position that brushing with fluoride toothpaste is necessary to prevent cavities. The story has been featured in over 644 print and broadcast media outlets, including "The New York Times" and ABCnews.com, leading to more than 824 million impressions. The "Today Show," which is watched by more than 4 million people each day, also did a segment following the AP story and I was able to thoroughly brief the "Today Show" producer prior to their coverage. ADA Communications shared an image depicting age-appropriate amounts of fluoride toothpaste, which was used in the segment and credited to the ADA. Our recommendation is for "The Healthy 4" – brush twice a day with a fluoride toothpaste, clean between your teeth (floss) once a day, eat a healthy diet and see your dentist on a regular basis. Our statements are respected because I tell reporters that I represent the 161,000 members of the American Dental Association.

Professor David Rehr of George Mason University recently surveyed congressional staff concerning their impression of organizations advocating for policy on Capitol Hill. They compared the ADA with organizations such as the American Medical Association (AMA), the Pew Charitable Trusts, Delta Dental, and the

American Association of Retired Persons (AARP) among others. The ADA ranked extremely highly in all categories, including in credibility (No. 2 behind only Pew and ahead of AARP!), effectiveness, favorability (higher than AMA) and visibility. We have built the relationships to hang with the big dogs like AARP. The ADA has clout on Capitol Hill, and in statehouses around the country, because we represent nearly 70 percent of all dentists, where the AMA now has a membership of less than 25 percent of physicians. The ADA has credibility because we have a reputation for building relationships with members of all sides of the political spectrum. As we tell both Republicans and Democrats, we are the Tooth Party.

When I talk with dentists, both young and more seasoned, they tell me that the things they value most from the profession are advocacy and representation. From a membership perspective, these attributes come whether someone is a member or not. All dentists benefit from the ADA's efforts in communications. We are the source for evidenced-based recommendations to the public. Our patients place a high value on the ADA Seal of Acceptance and look to us for guidance in answering their questions on oral health. All dentists benefit from the ADA's tireless efforts on Capitol Hill and in state legislatures around the country. We advocate for patients who can't speak for themselves and provide one voice for the profession. The ADA is the only professional dental organization that bridges the power of the public and the practice of dentistry. It is something that we have traditionally

done well and we should be rightly proud.

However, nothing is immune to change. Herd immunity is known to be vulnerable to what is called the "free rider" problem. Individuals who lack immunity, primarily those who choose not to vaccinate, "free ride" off the herd immunity created by those who are immune. As the number of free riders in the population increases, outbreaks of preventable diseases become more common and more severe due to the loss of herd immunity. Individuals are more likely to "free ride" if vaccination rates are high enough so as to convince a person that they may not need to be immune since a sufficient number of others already are.

Membership in the American Dental Association has traditionally been exceptionally high, due to the exemplary commitment to the profession shown by our predecessors. This has provided a high level of herd immunity to us all. When we are all members, we have the ability to inoculate the profession against a number of outside forces. As membership percentages decline, we risk losing our ability to speak forcefully for the profession.

Yes, all dentists benefit from the ADA – whether they are members or not. But we have a personal obligation to the profession of dentistry, the community of dentists, and our patients to stay strong. An ADA speaking with one voice, united, represents the best hope our patients have for their oral health. Did you know that when you become a member, you are protecting yourself and your community?

Dr. Messina may be reached at docmessina87@gmail.com.



It's Your Choice

Robert Buchholz, DDS
Guest Columnist

Attitude

We all can agree there are certainties that accompany our daily lives. With our birth there will eventually be our demise. The sun rises and sets, thus there's light and darkness during what we refer to as a 24 hour day (arctic areas excluded).

My next statement is a bit more sketchy. Our conscious actions produce either positive or negative results and more importantly "like" thoughts. For instance, chances are you drove somewhere yesterday or today. If you didn't have an accident, receive a ticket for a traffic violation or have to flash a digit at someone and vice versa receive one, then that was certainly a positive moment in time.

If I could be with each of you right now, I'd probably hear some contentious comments about this philosophic mantra and they'd be deserved because I left out one huge consideration. What is the context that the actions are occurring within?

Since "ODA Today" focuses on the dental profession, let's begin our analysis in that arena, with everything beginning just beyond everyone's entrances to their

facilities where they ply their skills.

More than a few times I've referenced the "Great Recession" as being a tipping point for reimbursement models relative to the procedures we perform for our patients. Following 2009, the percentage of patients covered by indemnity insurance dental benefits declined while preferred provider dental benefits increased.

Please understand, dental insurance is totally different from medical insurance. The insurer ALWAYS knows exactly what its' worst case financial scenario will be. Each insured individual can only receive a maximum annual dollar benefit, if they were to have X amount of work done ... regardless of whether it's performed within the confines of the indemnity model or the PPO model. The insurance company ALWAYS knows what its' maximum

annual expenses will be, for the specific group. They also know, based on historical norms, that the maximum amount of utilization will be 50 percent of the employees and their dependents. The math can't be simpler! All the insurers need to do is reduce the allowable dollar amounts that dentists charge/procedure(s) and their profit instantly goes up – SIGNIFICANTLY MORE! Throwing into the mix NO COST OF LIVING fee schedule increases for the life of the group's contract (usually three years) and one can easily see why the PPO insurance model, dentistry wise, is so profitable.

Chalk up a positive for the insurance industry!

Post "Great Recession," some businesses, with coaxing (salesmanship) from the insurance industry, immediately

changed exclusively to PPO type benefits. To be honest with each of you, I'm surprised that a significant portion of the public continued to choose the indemnity dental option over the PPO option for as long as they did.

There have been several economic blips during my years of practice from 1974 up to 2008. But the enormous negative psychology that accompanied the 2008/2009 downturn, with its high unemployment percentage, reduction of wages and the downsizing that was occurring throughout our economy ... it was frankly quite frightening for American workers, including myself. Tack on the paper losses in everyone's 401k(s) and one can understand people's newfound

See ATTITUDE, page 17



**Maximum Suction
Minimum Tissue Plugging**

The Original E-VAC Tip
Fits Standard Evacuator Tubes

- Inexpensive
- Disposable
- Non-Toxic
- 100 Tips/Pk

**PROTECT YOUR PATIENT FROM PAINFUL TISSUE PLUGS
PROTECT YOUR EQUIPMENT FROM COSTLY REPAIRS**

CONTACT YOUR LOCAL DENTAL SUPPLY FOR THE E-VAC TIP

E-VAC INC.®
Made in USA

Phone: (509) 448-2602 • EMAIL: kenevac@hotmail.com
FDA Registered

The views expressed in the monthly columns of the "ODA Today" are solely those of the author(s) and do not necessarily represent the view of the Ohio Dental Association (ODA). The columns are intended to offer opinions, information and general guidance and should not be construed as legal advice or as an endorsement by the ODA. Dentists should always seek the advice of their own legal counsel regarding specific circumstances.

Callahan Memorial Award: Dr. Rolf Behrents

By Jackie Best Crowe
ODA Managing Editor

Dr. Rolf Behrents has been a leader in orthodontics education and research throughout his career. In recognition of his efforts, he received the Callahan Memorial Award from the Ohio Dental Association on Friday, Sept. 14, at the Callahan Celebration of Excellence, held in conjunction with the 152nd ODA Annual Session.

"We are always looking for a special person who has provided profound and impacting contributions to the art and science of dentistry and whose hard work, dedication and genius have improved the level of the oral health of the public," said Dr. Joseph Mellion, chairman of the Callahan Commission. "The Commission feels Dr. Behrents is that individual."

Behrents said he is honored and humbled to receive the award.

"I am deeply honored to receive the Callahan Memorial Award," he said. "This award honors the memory and contributions of John Ross Callahan. He died



By ODA Staff
Dr. Rolf Behrents, the 2018 recipient of the Callahan Memorial Award, with Dr. Joseph Mellion, chairman of the Callahan Commission.

100 years ago, in 1918, after a lifetime of contribution to dentistry through research and leadership. And since that time his award has been given to many important people. I am humbled to be considered to be one of them."

Behrents said he didn't really have a career plan when he started college, and he ended up in orthodontics by accident.

"I would like to say that I had a plan when I prepared for my career, but that is not the case," he said. "Everything happened quite by accident and according to the encouragement of others. A roommate in college suggested I apply to dental school; I applied and was accepted (he applied but was not accepted). In dental school I had a roommate that suggested I apply to an orthodontic program; I applied and was accepted (he applied but was not accepted)."

He received his DDS from Meharry Medical College in 1973 and went on to receive his orthodontic training and Master of Science degree from Case Western Reserve University in 1975. While at Case Western, his professor Lysle Johnston (a former recipient of the Callahan Award) encouraged him to pursue an academic career instead of going into practice. He then went on to receive a Ph.D. in human growth and development from the University of Michigan.

"Subsequently, I was fortunate to have the opportunity to teach, do research, and practice at Case Western Reserve University, The University of Tennessee, Baylor College of Dentistry, and Saint Louis University," he said.

Behrents has conducted research on many basic science and clinical topics. His main focus has been on craniofacial growth and development, particularly during young adulthood and middle age. A second area of interest of his is the development of expertise.

Behrents currently teaches at Saint Louis University on a part-time basis where he is a professor emeritus of orthodontics. At Saint Louis University he also has served as the executive director of the Center for Advanced Dental Education, the Lysle E. Johnston, Jr. professor of orthodontics, and director of the Orthodontic Program.

He also serves as a research associate at the Bolton-Brush Growth Study Center of Case Western Reserve University in Cleveland and has served as co-director of GORP (Graduate Orthodontic Residents Program) since 1999. He also serves as the editor-in-chief of the "American Journal of Orthodontics and Dentofacial Orthopedics."

Behrents said that interacting with students has been his favorite part of his career.

"I have enjoyed everything that I have ever done for the past 40 years, but I have really enjoyed interacting with about 500 very bright students; I have learned a great deal from them," he said. "Even better, I have watched them grow and then succeed. In addition, I have also enjoyed my patients; treating them has been challenging but in all ways a joy."

Behrents feels education is extremely important.

"Education allows opportunity to know what is possible, to know what excellence looks like, and to be able to serve the needs of others with the greatest amount of knowledge and skill," he said. "Beyond that, teachers never know where their influence will end."

Behrents is a member of the American Association of Orthodontists, the World Federation of Orthodontists, the American Dental Association, the American Dental Education Association, the American College of Dentists, the International College of Dentists and the American Association of Dental Research, among others.

He said he finds organized dentistry important because the collective efforts of a group are better able to serve the



BridgeWay
PRACTICE TRANSITIONS

Knowledgeable. Compassionate. Attentive.
Practice transitions done differently.

BridgeWay Practice Transitions assists dentists in the planning and execution of all types of practice transitions. From a recent dental grad planning a first acquisition, to the established dentist ready for retirement, we are there every step of the way, providing the best customer experience in the industry.

Practices for Sale

NE Cleveland Suburb: Well established general dental practice. 4 operatories with room to expand. Grossing \$400,000. Mix of FFS, PPO and Medicaid. Over 2500 active patients and 80 new patients monthly.

SE Columbus: Grossing \$438K on 3 days a week. 1600 active patients. Cerec included. Mix FFS, PPO, some Medicaid.

Columbus: Grossing \$677K. 2800 active patients. 40 new patients per month. 6 ops, nicely equipped. Mix FFS, PPO, some Medicaid.

Trumbull County: General dental practice located in Trumbull County for sale. Mix of FFS, PPO and Medicaid. Consistently collecting \$180K+. Locat-

ed at busy intersection. Lease month to month; great merger opportunity.

NW Dayton: Collecting \$450K on only 2.5 days a week. Predominantly PPO with some FFS and no Medicaid or Managed Care. Over 2200 active patients. Real estate for sale.

SE of Toledo: Grossing over \$700K. Free standing building on a busy street. Over 3100 active patients with an average of 50 new patients monthly. Five operatories and room to expand. Building also for sale.

NE Columbus: Grossing \$300K per year. 3 ops w/room to expand. 28 new patients/month. Over 1500 active patients.



Farrah Zemke
Transition Consultant



Tiffany Stewart
President

Complimentary practice appraisals. Complimentary consultations.

800-516-4640 | www.bridgewaytransitions.com | info@bridgewaytransitions.com

Associate Wanted

Associate Dentist wanted for a busy, well established practice in North Canton, Ohio. This is a full time position with a well-trained experienced staff. Great patient base, fully computerized office, including CAD CAM design. Practice is FFS only and compensation would be a guaranteed minimum plus production. To inquire call (330) 958-6390 or send CV to NorthCantonDDS@gmail.com.

Associate dentist wanted for busy growing dental office in Poland, OH. Recently expanded from 4 ops to 7 ops. 3 hygienists. Part time to start with opportunity to quickly grow to full time. Future partnership possible. Please call (330) 757-7713 or send resumes to Jrothra11@yahoo.com.

Associate dentist wanted for practice purchase. Looking for associate General Dentist to transition to practice purchase in a couple of years. 6 ops, 2+ Hygienists. Good opportunity to be your own boss. Located in Xenia. Contact: Dr. Mark Buchwalder, northxen@gmail.com.

Associate position available in Kettering, Ohio 2 days per week. Opportunity to increase to 3-4 days per week. Please call Mr. Sullivan @ (937) 430-4317.

Columbus: Dentist and Assistant for New Holistic Children's Private practice in New Albany. If you are into nutrition, organics and whole body health this would be perfect for you. Send resume and head shot photo to naadultdentistry@gmail.com. (614) 775-9300.

Dentist associate opportunity, full or part time. Generous compensation for the right candidate. Future partnership/ownership possible. Residential suite adjacent to office is available. Practice located east of Cincinnati. Call Mr. Sullivan at (937) 430-4317.

Dentists needed for in-school opportunities. Part-time or full-time positions for dentists to provide quality in-school dental care. Join our team and help alleviate poor oral health care among children in Ohio. No evenings or weekends. Benefits w/full time. Contact Jennifer Fallscheer at 888.960.6351 or jfallscheer@mobiledentists.com.

Do what you do best - practice dentistry, while we take care of the rest. ImmediaDent is seeking Full Time and PRN Dentists with a passion to provide quality comprehensive dental care in our modern offices throughout Ohio, Indiana, and Kentucky. ImmediaDent offers all phases of general dentistry to a mix of new and existing patients on a scheduled and walk-in basis in all 25+ locations.

The ideal dentist for ImmediaDent enjoys performing a variety of dental procedures and is experienced in all phases of general dentistry including oral surgery and endodontics; new graduates with great clinical skills are encouraged to apply. Relocation and Sign-on Bonus up to \$10k available for specific locations. To apply today, visit www.immediadentcareers.com or contact Chad Johnson at (913) 428-1679 or via email at chadjohnson@immediadent.com to learn more.

Established Pediatric/Orthodontic/Sports Dentistry Practice in Findlay, Ohio. 2600 square feet, two story, stand-alone dental office in downtown area. Owner is looking for associate/associates transitioning to ownership. To inquire call (419) 348-9555 or E-mail: win58@woh.rr.com.

Flexible Locum Tenens Opportunity - Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you'd like! May involve travel with overnight stays. Typically includes 32-36 hours/week when needed. Opportunities are available at practices across the country. Contact Carly Shimmel at (715) 225-9126 or cshimmel@midwest-dental.com.

Great Dentists Wanted - Shelby, Cincinnati, Westerville OH. Midwest Dental is seeking great dentists to lead our Merit Dental practices in Harrison and Macedonia. This position offers excellent compensation and benefits, a great work-life balance, and unlimited opportunity for professional development. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. If you possess a passion for providing quality care and are looking for a rewarding career opportunity, please contact Colleen Bixler at (717) 847-9069 or cbixler@midwest-dental.com.

Miamisburg Family Dental, a respected, established Dental Practice, located in Miamisburg, Ohio, a south suburb of Dayton, is seeking a part-time general dentist for its friendly and family-oriented office. The right candidate should have experience in all phases of restorative and prosthetic care including composites, crown, implant restorations, fixed and removable prosthodontics, simple endodontics and extractions. Softdent software knowledge preferred but not required. The position is currently for two days a week. If interested, please email your resume and salary requirements to William D. Almoney DDS, joanh@almoneybrowndental.com.

This is the opportunity you've been waiting for! MAK Dental Group is expanding!

We are looking for a patient focused, hardworking, and motivated general dentist to work at one of our 3 locations. We are offering a part-time and full time position. Days can be flexible. Excellent attitude, self-driven and the ability to lead are key qualities we look for in our associate dentists. Our dentists possess clinical freedom and autonomy enjoyed in a traditional private practice without worrying about the additional financial or administrative burdens associated with practice management. Dentist can expect a stable patient base and long-term practice growth. Please send your resume to info@makdentalgroup.com or call (937) 901-3847.

We're overwhelmed! Our five location multi-specialty group practice has grown to the point that we simply have too many patients. Our full time General Dentists are currently seeing 80+ new patients per month with an average annual income ranging from \$150,000 initially to \$300,000 for the more seasoned doctor. Our doctors providing specialty care are receiving significantly greater levels of compensation. Doctors receive an initial salary, incentives and a full benefit package while enjoying the freedom that our experienced management team provides. Enthusiastic, quality oriented professionals seeking independence, growth and financial stability may contact Dr. Michael Fuchs at (513) 505-9987, (513) 697-2640 or fdca1jmf@gmail.com. Full or part time positions are available. No evenings after 7pm and no weekends. We very much look forward to speaking with you.

Looking for a great Associate! Our practices in Columbus & Dublin are ready to welcome an associate (part time or full time) You will be working in a great environment with a great team! If available at least 2-4 days a week and interested please contact us at: (614) 202-2355 or drsafavian@gmail.com.

Equipment for Sale

Equip an Entire Office! Consolidated two offices to one! The following are immediately available and in great condition. Call or email for a complete listing: Chairs- Pelton & Crane (2), Marcus, Royal Domain, Marcus Rear-delivery Unit(2), MidmarkM11 Ultraclave, Planmeca Xray Units (3), Belmont Acuray Xray, Apollo Compressor, AT Vacstarcc 40, Soredex Pan(nondigital), Morita RootZXII, ScanX & Film Eraser, Doc/Assist Stools and much more. All reasonable offers accepted. Please contact dstine3@neo.rr.com or call (419) 663-0070.

Intraoral X-ray Sensors Repair/Sales. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also

buy & sell dental sensors. Call us at (919) 229-0483. www.RepairSensor.com

Practice for Sale

Washington C.H. 1000 square foot Dental Building with off street parking. Three equipped operatories, lab, and business office and private office. Includes all equipment, supplies, and patient records. For more information call (740) 335-6340.

Space Available

1500 SF Office Space Ready for Buildout. Located in Upper Arlington, Ohio. Free standing building. Tenant would share foyer with busy orthodontic practice. Mutually beneficial for pediatric dentist startup or general dentist. Preliminary plan completed by Team DDS. Leasehold improvement allowance or negotiable rent. (614) 679-1766.

Office for sale. Fully equipped dental office in Eastern Ohio. 3 operatories, central suction, nitrous oxide, oxygen. Ideal for first practice or satellite office for specialist or group practice. Located in small town is a stand alone building on a busy street. Call (765) 506-0171 for information.

Professional Dental Services

In Office Anesthesia Services. Exceptionally seasoned medical anesthesiologist, national expert in transitioning your Peds or Adult practice from a hospital/surgical center to the comfort and ease of your office and parents and dentists both love this! Medicaid (CareSource/ Buckeye/Paramount/Molina, etc.) and most medical insurances accepted. Twenty years experience. Call now (800) 853-4819 or info@propofolmd.com.

Classified Advertising

Classified ads appear in each issue of *ODA Today*. The cost is \$55 for members (\$88 for non-members) for the first 40 words. Each additional word is \$1. Ads may be submitted via mail or fax to the attention of Amy Szmania, advertising manager, or by email to amy@oda.org. The deadline to place, cancel or modify classified ads is the 1st of the month prior to the month of publication.

ODA Classifieds can also be found online at <http://www.oda.org>.

Advertisers Index

AFTCO	4	ODASC	5, 6
Bridgeway Practice Transitions	15	Omni Practice Group	7
Dr. Harry Miller	5	Paragon Management Associates	18
E-VAC Inc.	14	Paragon Practice Transitions	17
Fast Track Dental CE	11	Practice Endeavors	9
Frank Recker DDS, JD	3	Practice Impact	3
Henry Schein Professional Practice Transitions	13	Superior Dental Care	10
Interactive Dental Seminars	7	Thomas Law Group	10
MDH Investment Management	8	Wickens, Herzer, Panza, Cook & Batista	12
National Practice Transitions Network	11		

Save the date for the 2019 Leadership Institute!

The 2019 ODA Leadership Institute will be held March 15 and 16, 2019 at the Hilton Columbus at Easton Hotel in Columbus.

Leadership Institute is the ODA's award-winning program developed to help all ODA members become more successful and effective leaders. Attendees consistently rank the event as one of the top leadership development workshops. This event is free for ODA members, dental students and dental residents.

Watch future issues of the "ODA Today" for more details.

ATTITUDE, from page 14

desire to cut expenses wherever possible.

During the 80s and 90s, our medical colleagues caved to the whims of insurance companies. For years, patients have been receiving Explanation of Benefits (EOBs). When perusing their statement(s), they'd see that their "greedy" rich physician had charged X dollars for a procedure(s) but their "Knight In shining armor"/insurance company had knocked that fee down and reduced the bill to a pittance of what it would have been, had there been no benefits at all (POSITIVE vibe ... again ... for the insurance carrier and NEGATIVE for the physician)!

So here we are, closing in on the third decade of the 21st century, and there are very few dentists that aren't contractually obligated to accepting what insurance companies dictate concerning fees for specific services.

Those of you that graduated in the 80s and 90s have been privileged to practice during dentistry's "Golden Years" but now you feel like you're practicing in the "Bronze Age," thanks to a heavy dose of managed dental care. And those of you that graduated after the year 2000 ... you know nothing other than PPO (discounted) dental Insurance.

While a large portion of our society is clamoring for single payer government run health care that would include dental care ... they don't understand they already have it! A significant number of citizens believe health care is a "right" and only our government can administer health care benefits better than our country's established health insurance companies!

For our mature dentist ODA members, I feel your pain!

Right now, the majority of you have reached "critical mass." I can hear you mumbling, "If my office manager comes in my office and tells me for the umpteenth time that XYZ insurance company is only paying me X dollars for that partial denture and that amount of money will barely cover my lab bill" ... I want to say to you ... STOP! You're heading into NEGATIVE territory. The next thing you know, you'll carry that bad attitude into that operator that contains your next apprehensive patient. Your patients have absolutely no stake in the decision making concerning the type of dental benefits they receive. When you cross that operator threshold, your attitude better be nothing but positive.

Dr. Paul Casamassimo, a few op-eds previous to this one, suggested the possibility that our profession might be in need of unionization. I never envisioned being a member of the AFL-CIO in my lifetime ... but I can and do now. I've spent over two decades fighting with the insurance industry. There has to be a way to level the marketplace! And if not, in a few decades our citizens can expect to be receiving dental care from mid-level health care workers. After all they're just teeth they'll be working on!

Dr. Buchholz may be reached at rbuchh@windstream.net.

2018-19 Executive Committee installed

By ODA Staff

The ODA installed new Executive Committee officers for the 2018-19 term on Sept. 14 during the House of Delegates meeting.

The Executive Committee is the managing body of the ODA. The committee administers the policies established by the ODA House of Delegates and the Ad Interim Committee.

The 2018-19 Executive Committee Officers are:

- President: Dr. Michael Halasz, Kettering
- President-elect: Dr. Sharon Parsons, Columbus
- Vice president: Dr. David Kimberly, Akron
- Immediate past president: Dr. Steve Moore, West Chester
- Secretary: Dr. Najia Usman, Medina
- Treasurer: Dr. Brian Hockenberger, Norton
- Speaker of the House of Delegates: Dr. Denise Hering, Reynoldsburg



Dr. Kevin Laing, past president of the ODA, installs the 2018-19 Ohio Dental Association Executive Committee. From left: Dr. Michael Halasz, president; Dr. Sharon Parsons, president-elect; Dr. Steve Moore, immediate past president; Dr. David Kimberly, vice president; Dr. Najia Usman, secretary; Dr. Brian Hockenberger, treasurer; and Dr. Denise Hering, speaker of the House of Delegates.

CALLAHAN, from page 15

profession as a whole.

"Organization allows for greater advancement than can be achieved by individual effort alone," he said. "Dentists serve their patients; organized dentistry serves the collective membership and the whole of society."

Behrents has received many honors and recognitions. In 2001, he was awarded an honorary degree (Doctor Honoris Causa) by the University of Athens in Greece. In 2007 he received the Blair Distinguished Service Award from the AAOF and received the Jarabak International Teacher Award in 2011. He has received several awards for his research, has authored and co-authored numerous articles pertaining to clinical orthodontics and facial growth, and has lectured extensively across the country and abroad.

Behrents and his wife, Eileen, have two children, Nathaniel and Jenna. He said neither of them wanted to be dentists when they were growing up, but it has turned out that Nathaniel is an endodontist and Jenna is an orthodontist.

The Callahan Memorial Award Commission was established in 1920 by the ODA to honor the work of John Ross Callahan, one of Ohio's noted dental researchers and a leader in organized dentistry. Since its establishment, the award has continued to grow in prominence in the dental profession.

The Callahan Memorial Award recipient receives a \$5,000 gift via the ODA Foundation to be donated to a charity of their choice. Behrents has decided to designate the gift to the Orthodontic Education and Research Foundation in St. Louis.

Employers not required to accommodate an employee's use of medical marijuana

By ODA Staff

Effective Sept. 8, 2018, House Bill 523 legalizes medical marijuana in Ohio for certain medical conditions. However, employers should note that this has a limited impact on BWC programs.

According to the BWC, nothing in the law requires an employer to accommodate an employee's use of medical marijuana. The law does NOT prohibit an employer from refusing to hire, discharging, or taking an adverse employment action because of a person's use of medical marijuana.

Additionally, if an employee is injured as the result of being intoxicated or under the influence of marijuana, that employee is not eligible for workers' compensation even if the marijuana use was recommended by a physician.

The BWC recommends that employers can protect themselves and their workers by establishing a drug-free workplace.

HALASZ, from page 2

that other types of health professions don't have."

Halasz received his DDS degree from The Ohio State University and is a general dentist in private practice in Kettering.

He served as the speaker of the ODA House of Delegates from 2009-2017. He is a past president of the Dayton

Dental Society, former chair of the ADA's Council on Ethics, Bylaws and Judicial Affairs, past member of the ADA Council on Dental Practice, and past chair of the ODA's Council on Dental Care Programs and Dental Practice. He is a member of the International College of Dentists, Pierre Fauchard Academy, National Association of Parliamentarians and American College of Dentists.

Interested in advocating on dentistry's behalf? Want to make a difference in the practice of dentistry?

Make an appointment with your local legislator to discuss the issues facing your profession. The ODA department of governmental affairs offers information and tips on meeting with legislators.

Contact the ODA at (800) 282-1526 today to help voice dentistry's message at the Statehouse.



PARAGON is proud to be a part of another successful dental transition in your area.

Christopher R. Pardee, D.D.S.

has acquired the practice of
William J. Mangano, D.D.S.
North Ridgeville, Ohio

Your local PARAGON dental transition consultant
Jennifer Bruner

PARAGON
DENTAL PRACTICE TRANSITIONS

To start your relationship with PARAGON
Call: 866.898.1867 Email: info@paragon.us.com paragon.us.com

Like the ODA Facebook page!



Is Your Practice Growing by at Least 7% Each Year, Every Year?



DR. STEVE SATO

DAYTON, OH

5 YEARS of Growth as a Paragon Client

“I’ve been with Paragon for five years. We have doubled two and a half times.”



DR. PATRICIA WILSON

UNIVERSITY HEIGHTS, OH

5 years of Growth as a Paragon Client

“Prior to working with Ken my growth was stagnant, and I didn’t know how to improve my growth or my production. Recently, we’ve grown 34%. We went to a meeting in St. John, which inspired us. Since then, our production and collection has grown. So, we are feeling really great.”

THE PARAGON PROGRAM™

DENTAL PRACTICE MANAGEMENT SINCE 1986

**GROWTH, PROFITABILITY
and FINANCIAL INDEPENDENCE.
IT’S WHAT WE DO.**

No Hype. No Tricks. No Gimmicks. Just over 30 Years of Results.

800-448-2523 | theparagonprogram.com/grow