

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

QuickBites

Have you renewed your ODA membership? Renew today!

ODA membership dues were due Jan. 1 for the 2019 membership year. If you have not already paid your dues, you are considered past due.

The fastest way to renew is online at www. oda.org/renew or by phone at (800) 282-1526. Members can also fax their payment to (614) 486-0381 or mail it in with the envelope that was included with their dues statement.

Renew your membership to continue receiving access to all the Ohio Dental Association has to offer. The ODA is here for you - we've got you covered!

If you are a retired life member or have already paid your dues, you do not need to take any action.

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More than 30 children receive care at Give Kids A Smile Ohio kickoff event —

By Jackie Best Crowe ODA Managing Editor

More than 30 children in need received dental care at the Give Kids A Smile Ohio kickoff event on Feb. 8.

At the event, volunteer dentists from the Keely Dental Society partnered with dental assisting students at Butler Tech Bioscience Center to provide free dental care, including exams, cleanings, X-rays, fluoride treatments and sealants. More than \$10,000 in free care was provided through the event. Care and oral health education was provided to children in need from the Rosa Parks Elementary School in Middletown.

"On Friday, Feb. 8, I participated in the Give Kids A Smile Ohio Kickoff event at the Butler Tech Bioscience Center," said Dr. Michael Halasz, ODA president. "We saw around 40 kids from Rosa Parks Elementary School. Most of the kids do not receive regular dental care and many of the kids have never been to the dentist. Without the event, most of the kids would not have access to quality dental care. The kids received hygiene instruction, prophies, exams and X-rays. It also benefited the Butler Tech students as they were able to see 'real life' situations. In fact, one little girl did not speak any English and we needed to use an interpreter. Without GKAS it is possible that this girl, or any of the kids, would not receive treatment."



ODA President Dr. Michael Halasz sees a patient at the Give Kids A Smile Ohio kickoff on Feb. 8 at the Butler Tech Bioscience Center. See pages 6 and 7 for more GKAS photos.

During the event, local leaders and policymakers, including Rep. Sara Carruthers (R-Hamilton), toured the Butler Tech Bioscience Center dental assisting program and learned about the Give Kids A Smile program and access to dental care in Ohio.

Through the Give Kids A Smile program, created by the American Dental Association, dentists and dental professionals across the state and nation volunteer their time throughout the year to provide screenings, treatments and oral health education to children.

The Give Kids A Smile Ohio kickoff event was just one of many events that will be held throughout the year. This year, more than 2,300 dentists, dental professionals and

See GKAS, page 15

Make a difference for your profession and your patients at ODA Day at the Statehouse

By Jackie Best Crowe ODA Managing Editor

ODA Day at the Statehouse gives dentists, dental residents and dental students a chance to meet with their legislators and educate them on issues important to dentistry, so that dentists can help protect their patients and their practices. This year's event will be April 10 in Columbus.

"Personally and professionally, I feel an obligation to help steer the trajectory of our profession towards a better outcome for both dentists and patients in Ohio," said Dr. James Smithson, a general dentist in Mount Gilead who attended for the first time last year. "Last year was not only rewarding, but effective! Many of the resolutions we were speaking to legislators about were passed into law over the course of the last year; knowing you are actually making a difference will compel you to attend year after year." Dr. Kip Beals, a general dentist in Marion who is a long-time Day at the Statehouse attendee, said he thinks it's important for dentists to meet with legislators because

ODA Day at the Statehouse how-to guide

The 2019 ODA Day at the Statehouse will be April 10. This how-to guide provides more details on what participation in the event is like.

Step 1: Register for ODA Day at the Statehouse

To register or for The ODA Day at the Statehouse or for more information, visit oda. org/events, email liz@oda.org or call the ODA at 800-282-1526. The ODA will ask for your home and office address in order to match you up with legislators.

Step 2: The ODA will help you schedule meetings with legislators The ODA will group together registrants who have the same legislators a few weeks before the event. A team leader will then be assigned to each group, and the team leader will schedule meetings on April 10 with legislators for their group. The ODA provides assistance and resources to team leaders to help guide them through the process of scheduling meetings.

See STATEHOUSE, page 11

Step 3: The ODA will prepare you for your meetings

Before the event, you will receive written materials to help you prepare for your meetings. Additionally, you have the option of participating in a conference call prior to Day at the Statehouse that will provide an overview of the issues you will be asked to discuss with legislators during the event. And finally, at Day at the Statehouse, the ODA advocacy team will provide briefings on current topics affecting dentistry in Ohio and tips on how you can effectively discuss those issues with legislators.

See HOW TO, page 11



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

Day at the Statehouse Wednesday, April 10 The Athletic Club of Columbus

OHIO DENTAL ASSOCIATION Informing - Representing - Serving • Meet with your legislators

- Get the latest legislative updates
- Help voice dentistry's message at the Statehouse

Register today! www.oda.org/events



ODA Executive Director

According to last year's ODA membership survey results, member dentists rate "lobbying on behalf of the dental profession" as the ODA's highest priority. As practicing dentists, members understand that dentistry is a highly regulated profession and that it is important for policymakers to understand how their decisions might impact oral health care in Ohio. ODA's annual Day at the Statehouse is scheduled for Wednesday, April 10, 2019 at the State Capitol in Columbus. This event gives dentists the opportunity to speak one-on-one with legislators about issues important to dentistry and advocate for patients, dental practices and oral health in Ohio.

Over the years, the ODA has experienced many successes in the policy arena as a result of strong advocacy efforts that include active involvement by member dentists delivering a positive message for dentistry during the ODA's Day at the Statehouse. These successes include:

- Passing legislation requiring prompt payment of claims by dental insurance companies.
- Defeating attempts to eliminate Medicaid dental coverage for adults.

Advocacy takes center stage at ODA's Day at the Statehouse —

• Educating policymakers on the folly of dental therapists.

• Passing legislation providing for teledentistry.

• Passing legislation creating loan repayment and scholarship opportunities for dental school.

• Defeating attempts to require nearly all dentists to secure terminal distributor licenses from the Ohio Pharmacy Board.

• Passing legislation requiring dental insurers to streamline the provider credentialing process.

• Defeating proposals to extend the sales tax onto dental services.

• Passing legislation ensuring dentists are treated with fairness and due process in all Ohio State Dental Board investigations.

We will build on these past successes in our 2019 advocacy efforts. Below is a brief overview of some of the issues we will focus on at this year's Day at the Statehouse.

Dental therapists

The Kellogg Foundation has funded an effort in Ohio through the Universal Health Care Action Network of Ohio to promote the creation of a new provider called a dental therapist. This concept would allow a dental therapist, with just three years of training after high school, to engage in a very broad scope of practice that includes diagnosis, treatment planning, extractions, restorations, administration of local anesthesia, and supervision of dental hygienists and dental assistants.

The ODA's lobbying team has diligently worked to educate policymakers on the dangers of this radical proposal. We have explained that the proposed scope of practice for these dental therapists is much too extensive for the minimal training proposed. We also explain that only a licensed dentist should perform irreversible surgical dental procedures. Moreover, this proposal would divert precious resources from other valuable oral health programs that truly improve access to quality, comprehensive dental care, such as Medicaid reform and loan repayment.

Non-covered services

In the last several years, dental insurers began telling dentists what they can charge for services the insurers don't even cover. This insurance company tactic is creating hardships for dental offices and interferes with the dentist-patient relationship, often acting to limit patient choices, forcing some patients to forgo preferred treatment options or disrupting continuity of care by forcing patients to go to other dentists for certain procedures. The ODA is supporting legislation that would prohibit dental insurance companies from being able to dictate fees dentists charge for

See ADVOCACY, page 11



Michael Halasz, DDS ODA President

Have we become too PC for our own good?

In a recent interview with the BBC, Mel Brooks, one of my comedic heroes, called the current political correctness culture "stupid." He further said that, "It's not good for comedy. Comedy is the lecherous little elf whispering in the king's ear, always telling the truth about human behavior." Brooks' famous film, "Blazing Saddles," would not have made it in today's culture, for it drew on the unpopular theme of racial prejudice to create its laughs. Brooks concedes that sensitivity to the feelings of others is a good thing. However, he also hints that obliterating humor due to oversensitivity is unhealthy. Which brings up an important point - America is a melting pot of cultures and ideas. We come from African, Anglo-Saxon, Asian, Hispanic and many other heritages. We represent various religious backgrounds and political ideologies. Naturally, we also reflect the traits and tendencies of those cultures, beliefs and groups. If we have eyes to see these "stereotypes," they really are quite amusing. As many of you know, I used to dabble in stand-up comedy. I say "used to" because about 12 years ago, I retired from drinking alcohol and now nothing's funny anymore. (It's OK to laugh at that!) I have a good friend, Vince Morris, whom I've known for over 30 years. We both started

doing open-mike nights in Columbus around the same time. Vince has made a successful career doing stand-up, while I made a successful career being a semifunny dentist.

Vince is African-American. Check that, he prefers to be called black. The reason I point that out is because a lot of his routine is about how overly politically correct the U.S. has become. He tells it like it is, making jokes out of stereotypes as many comics do. But Vince's style is a bit more sophisticated than that of, say, Kevin Hart. Vince not only makes you laugh, he makes you think. You soon come to the realization that stereotypes do, indeed, come from reality and sometimes this realization makes people uncomfortable.

Anyway, at one particular show, Vince aggravated a group of people, who happened to be black. I have seen white comics upset black people and I have seen black comics upset white people. But I have never seen a comic agitate people of the same ethnicity. Apparently, Vince struck a chord that those people found intolerable. The people became so hostile that they were asked to leave the club. Has society become so overly sensitive that it's gotten to the point where we cannot take a joke in a comedy club? Perhaps Mel is right. Perhaps we have become too PC for our own good. But I think we can also learn something from all this. Several weeks ago, actress Verna Bloom passed away. You might know her as Marion Wormer, wife of Dean Vernon Wormer in the classic comedy "Animal House." I posted the news story to my timeline on Facebook. A childhood friend of mine pointed out that this used to be one of his favorite movies, but he is now uncomfortable with one scene in particular that he says, "normalizes predatory behavior." In the scene, the president of Delta Tau Delta fraternity is defending said fraternity in a hearing. At one point he says, "The issue here is not whether we broke a few rules, or took a few liberties with our female party guests - we did [winks at Dean Wormer]." Does this truly normalize predatory behavior? I could see why one could come to that conclusion. But in the context of the movie, is it simply an arrogant womanizer making a joke?

Remember that the movie takes place in 1962. Times were different then. Men and women had different places in society. Women were not treated as equals, as they are today. While that behavior is certainly not acceptable by today's standards, does a scene in a comedy "normalize" that type of behavior? I'd argue that it does not. I'd argue that we need to take it for what it's worth, a funny moment in a movie, period. It by no means gives one an excuse to treat another human being as an object or a "conquest." We must learn to separate fiction from reality.

The example above is where we, as a society, have a disconnect. In my humble opinion, we need to quit taking ourselves so seriously and simply lighten up. Comedy imitates life. We laugh at funny stuff because it's true. Comedy is about looking at real life from a different angle. The trouble is, we seem to have lost the ability to be mutually self-deprecating, a special talent amongst my Jewish brethren. When we lose that and can't laugh at ourselves and appreciate our differences, are we not in a bit of trouble? Is it healthy to walk around on eggshells, live with a chip on our shoulder, and constantly live on edge? This PC rut also inhibits us from thinking creatively, a fact which another entertainer, Carol Burnett, made not long ago. According to Burnett, when the PC culture abolishes creative humor, locker room jokes of the teenage boy genre take its place, making comedy crude and downright boring. Whether one likes the humor of Brooks and Burnett or not, the concerns of these entertainers seem legitimate. In making political correctness the all-encompassing trait of society, are we also making ourselves mentally weaker, less creative and less able to embrace, enjoy and be amused by the differences that exist in society? It is time to lighten up and recognize political correctness for the joke it is.

ODA Today

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Jackie Best Crowe ODA Today Managing Editor

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

Reporting abuse and neglect

Dentists are well respected professionals and are trusted members of any community. As such, state law and the ADA Principles of Ethics and Code of Professional Conduct (Code) place obligations upon dentists to report abuse and neglect at certain times. It is important for dentists to be familiar with the legal and ethical requirements surrounding this important subject.

Section 3 of the Code, titled "beneficence" or "do good," calls on dentists to "become familiar with the signs of abuse and neglect and to report suspected cases to the proper authorities, consistent with state laws." Further, the Code outlines that at a minimum a dentist's ethical obligation must be consistent with the dentist's legal obligation. Section 3.E. Abuse and Neglect.

Child abuse and neglect

Ohio law confers a special obligation upon certain trusted members of society to take action in suspected cases of child abuse. Ohio Revised Code section 2151.421 requires dentists, physicians, attorneys, nurses and others when acting in their professional capacity to immediately report that a child has suffered or faces a threat of suffering abuse or neglect. For purposes of the requirement, a child is defined as any minor under the age of 18 or developmentally disabled or physically impaired child under the age of 21.

The directive for dentists in Ohio law is clear, but what constitutes "abuse" and "neglect" may not always be as clear. Fortunately, state law tries to provide some guidance on this issue. The law defines an abused child as one who has been the victim of sexual activity or exhibits evidence of any physical or mental injury inflicted not by accident.

A neglected child is defined as a child who is abandoned, lacks adequate parental care or suffers physical or mental injury due to a parent or guardian's omission. Additionally, a child whose parent(s) or guardian(s) refuse "to provide proper or necessary subsistence, education, medical or surgical care or treatment, or other care necessary for the child's health, morals, or well-being," also meets the definition of a neglected child. This guidance is helpful, but even within these definitions there is guite a bit of discretion placed upon the practitioner to determine whether a child is suffering from abuse or neglect. A dentist must evaluate the situation thoroughly and make a determination as to whether a reasonable person in his or her position would believe the situation constitutes abuse or neglect. If so, then the decision is clear. A dentist must report the issue to the proper authorities, in this case a local child services agency or law enforcement officer in the county in which the child resides.

information in writing. This written report should include the name and address of the child and parent(s)/guardian(s), the child's age and nature of the injuries, abuse or neglect that was suffered, and any other information that may be helpful in establishing the cause of the injury, abuse or neglect. Under the law, a dentist may take photographs of any areas of trauma on the child, and if medically indicated, take a radiograph.

In almost every instance, a report is considered confidential and the information contained within it and the name of the person who reported it is not to be released. Additionally, the information in the report and name of the person filing the report cannot be used as evidence in any civil action brought against the person making the report. Ohio law recognizes that these good faith reports are essential in order to protect the well-being of at-risk children and confers these necessary protections on those who report suspected abuse.

Adult abuse and neglect

Legal and ethical obligations also exist for dentists when confronted with the suspected abuse of an adult. These issues can be much more difficult to identify and respond to for a dentist.

Under Ohio law, Revised Code section 5101.61, a dentist (along with attorneys, physicians, podiatrists, chiropractors, psychologists, nurses, hospital employees and others) must immediately report their reasonable belief that an adult is being abused, neglected or exploited or is in a condition that is the result of abuse, neglect or exploitation.

For purposes of this requirement, an adult is a person who is 60 years of age or older who is "handicapped by the infirmities of aging" or has a physical or mental impairment that prevents the person from providing for their own care.

Abuse is defined as the infliction of injury, unreasonable confinement, intimidation or cruel punishment resulting in physical harm or mental anguish. Further, the law defines neglect as the failure of the adult or a caretaker to provide the goods or services necessary for the person to avoid physical harm, mental anguish or mental illness.

Similar to suspected cases of child abuse, dentists must evaluate any suspected incidents of adult abuse thoroughly and make a determination as to whether a reasonable person in his or her position would believe the situation constitutes abuse or neglect. If so, then the dentist must report the situation to the county department of job and family services. The report to the department can be made orally or in writing. However, the department may request additional information be submitted in writing should a dentist make the report orally.

A dentist who has reasonable cause to believe that an adult is suffering abuse, neglect or exploitation is protected under Ohio law when making a report on the incident. Any person who makes a report is immune from both civil and criminal liability unless they are deemed to have acted in bad faith or with a malicious purpose.

Although dentists and the other professionals listed above are required to report suspected cases of abuse, any other person may also take action to file a report, which could include employees of dental offices. It is important to note that an employee of a dental office or any other business who reports such an incident cannot be discharged, demoted, or retaliated against in any way by an em-

See ABUSE, page 15



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An agency that receives the report may ask the dentist to follow up with additional

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street. Over 3100 active patients with an average of 50 new patients monthly. Five operatories and room to expand. Building for sale.

Dr. Eyad Aldara has acquired the practice of Dr. Anthony Schiavone in Warren, Ohio

"My experience with Farrah Zemke & Bridgeway was great. I was able to sell my practice in the manner that I wanted and in the time span that I needed. I can't thank Farrah enough for her efforts; she is truly a first class individual." ~ Dr. Anthony Schiavone **Cincinnati:** Collecting \$430K on 3 days a week. 40 new patients/month. 5 ops-room to expand. Real estate available.

Medina County: Grossing \$150K per year on 2 days/week. 100% FFS. No lease, great merger opportunity.

NW Dayton: Grossing \$330K per year on 2 days/week. 1300 active patients, 30 new patients/month.

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2019 ODA ANNUAL SESSION HIGHLIGHTS

Featured speakers:

- Dr. John Alonge
- Dr. Lee Ann Brady
- Dr. Rick Cardoza
- Nancy Dewhirst, RDH
- Dr. Michael Fling
- Dr. Brian Gray
- Sheri Kay, RDH
- Dr. Mark Kleive
- Dr. Deepak Krishnan
- The Madow Brothers
- Dr. Mark Murphy
- The Pankey Experience
- Laci Phillips
- Christine Taxin
- Dr. Stephen Towns

Featured topics include:

Thursday, Oct. 3

- Dental materials
- Shading workshops
- Oral surgery
- Dental lasers
- Office collections
 Orthodontics
- OrthodonticsRestorative dentistry
- 3D imaging

Friday, Oct. 4

- Sleep apnea for dental hygienists
- Practice management
- Oral surgery workshop
- Digital marketing
- Radiography review
- Oral pathology
- Insurance codingEndodontics
- Endodontics
- Clinical tips
- Instrument sharpeningPeriodontics

Saturday, Oct. 5

- Medical emergencies
- CPR
- Medical billing
- New patient experience
- Perio panel
- Biofilms
- Treating severe dental wear
- Topics for new dentistsRisk management

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

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

Highlights of this year's ODA Annual Session

- The Pankey Experience, where Pankey Institute Faculty will present lectures and workshops throughout Annual Session.
- The Madow Brothers, who are known for their entertaining, spontaneous style and content-packed programs, will present on Friday.
- Fireside Chats, which are small interactive group discussions on specific topics, will be held in the Exhibit Hall.
 MATCH @ ODA Annual Session is a unique event to help match dentists and students looking for a job with dental offices looking to hire or sell.

Register now before prices go up!

Register now for the 2019 ODA Annual Session at oda.org/events before prices go up. Course registration will be live on May 1. Early registrants will have the opportunity to select CE courses and events before course registration opens to general attendees.





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Sunday, Oct. 6

- OSHA review
- Regulatory compliance
- Restorative dentistry

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Don't forget to renew tripartite membership

Ohio Dental Association membership dues must be paid by April 30 for the 2019 membership year in order to continue receiving exclusive member benefits.

Any member who did not pay their dues by Jan. 1, 2019, is considered past due. Dentists who have not already renewed their membership should do so as soon as possible so that membership benefits, including receiving the "ODA Today," do not lapse at the end of April.

The fastest way to renew is online at www.oda.org/renew or by phone at (800) 282-1526. Members can also fax their payment to (614) 486-0381 or mail it in with the envelope that was included with their dues statement.

Dentists can also pay their dues using Reward Program Payment with Benco Dental. The Reward Program Payment allows dentists to redeem their Benco Dental BluChips® for a dues credit toward their ADA, ODA and local dental society dues. In order to use this payment option when paying dues, dentists will need to contact Benco Dental by logging onto mybencorewards.com or calling (800) GO-BENCO ext. 2005 and request that their BluChips be redeemed for membership dues.

If you are a retired life member or have already paid your dues, you do not need to take any action.

Are you receiving all of our updates from the ODA Facebook page?

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

Once you've liked the ODA Facebook page, you can take a few extra steps to make sure you're receiving ALL of our updates, which we post several times each week.

- On the Facebook app on your phone or tablet:
- · Visit our Facebook page at www.facebook.com/ohiodentalassoc
- Like our page if you haven't already done so
- · Tap the three dots next to the "Message" button just below our name
- Tap "Following"

· Choose the option that says "See First" so new ODA updates will be at the top of your newsfeed

· If you would like to get notifications when we post, tap the button next to "Get Notifications"

On a browser on your computer:

- Visit our Facebook page at www.facebook.com/ohiodentalassoc
- Like our page if you haven't already done so
- · Click on the "Following" button just beneath our header photo

· Under "In Your Newsfeed" click "See First" so new ODA updates will be at the top of your newsfeed

· If you would like to get notifications when we post, under "Notifications" click "On (Highlight Posts)"

Download and print employment posters online

ODA members can download and print employment posters from the ODA's website for free. All employers are required to post numerous employment posters in their offices. To download the posters, visit oda.org/member-resources/employment-posters/. These posters are only available to ODA members.



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ODA Meeting & Event Calendar

- 1 Finance Committee Mar.
 - 8 ODASC Board
 - 14 Executive Committee
 - 14 Annual Session Committee
 - 15 Ad Interim and Strategic Planning Committees
 - 15-16 ODA Leadership Institute
 - 15 ODA New Dentist Beer School Social
 - 16 MATCH @ Leadership Institute
 - 16 Subcouncil on New Dentists
 - 16 ADA Leadership Nomination Committee
 - 2 ODAWT Board

Apr.

- 9-10 Council on Dental Care Programs and Dental Practice 10 ODPAC Board
 - 10 Day at the Statehouse
 - 12 Callahan Memorial Award Commission
- 19 ODA closed for holiday
- 26 Council on Access to Care and Public Service
- 29 ODA Foundation Board (call)

Microsoft to end support for Windows 7

Windows 7 will go into an "End-of-Life" status on Jan. 14, 2020, and Microsoft will no longer release security updates for Windows 7.

Without updates from Microsoft, dental offices that continue to run Windows 7 or older operating systems could be at an increased risk for serious security problems from viruses, spyware and other malicious software capable of stealing or corrupting confidential patient or practice information or operational problems that could compromise the computer's reliability, performance and ability to properly work well with other software and hardware.

Dental offices currently using Windows 7 should discuss their options with their IT consultant before Jan. 14, 2020.

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2019 Give Kids A Smile Ohio kickoff event

More than 30 children in need received dental care at the Give Kids A Smile Ohio kickoff event on Feb. 8. At the event, volunteer dentists from the Keely Dental Society partnered with dental assisting students at Butler Tech Bioscience Center to provide more than \$10,000 worth of free dental care. Photos by ODA staff.



A student from Rosa Parks Elementary School shows off her smile.



Dr. Jesal Patel provides care to a patient.



Dr. Daisy Thomas provides care to a patient.

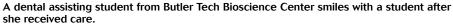


Dr. Steve Moore, Jr. with State Rep. Sara Carruthers.



Dr. Mack Hoban provides care to a patient.

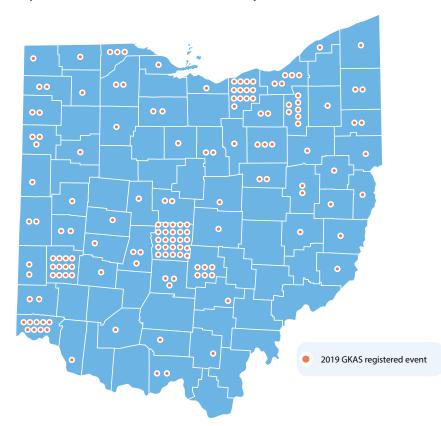




A dental assisting student teaches children about oral hygiene, including how to properly brush and floss their teeth.

Give Kids A Smile around the state

This year, more than 2,300 dentists, dental professionals and educators will volunteer to educate children about good oral health and provide dental services to nearly 38,000 children in Ohio. Photos submitted from GKAS events.

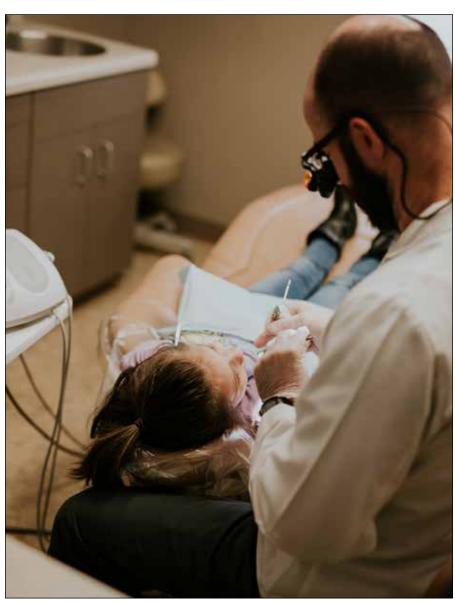


Thank you GKAS volunteers!



Stark County Dental Society members Dr. Byron Rossi and Dr. Steve Dowell with Stark State Dental Assisting student Emily Gauding and Stark State Dental Hygiene student Danielle DiCato at Minerva Elementary School. Stark County Dental Society volunteers along with dental hygiene and dental assisting students from Stark State College provided screenings to about 900 children in pre-school through second grade at about 13 area schools.





Dr. Luke Walz sees a patient at Defiance Dental Group's GKAS event, where they provided prophys, fluoride, X-rays and fillings for children in need in their office.



Dr. Laura Martin Miller examines a child at the Akron Dental Society's GKAS event. At the event, volunteers provided free dental exams for about 60 children from Leggett Elementary school in Akron.

Dr. Lata Stefano poses with a patient at a GKAS event. Stefano Dental and the Erie County Health Department Dental Clinic partnered to provide free walk-in dental care to children in need.

ODA member benefit: resources for your GKAS event

The Ohio Dental Association and American Dental Association partner with dentists and local dental societies to help make the Give Kids A Smile



program a success. As a benefit of membership, offices can receive product support, volunteer CE for dentists and hygienists providing free dental care and promotional materials for their GKAS events. GKAS activities include free dental care and/or free oral health education for children and can be held anytime throughout the year. For more details or to register an event, visit https://oda. org/community-involvement/give-kids-a-smile/.

Dental Insurance Corner

Tips for avoiding reimbursement problems for core buildups

Christopher A. Moore, MA ODA Director of Dental Services

The Ohio Dental Association continues to see problems for many dentists when it comes to obtaining thirdparty payer reimbursement for core buildups. Sometimes these problems have resulted in the third-party payer requesting additional information from the dentist, denying the claims for the service or disallowing the claim in question. (Generally speaking, a denial means the claim is denied but the dentist may bill the patient for the service whereas a disallowance means the claim is denied and the dentist is contractually prohibited from billing the patient for any part of the denied service.) The problems are typically caused by a determination made by the insurance company's dental consultant, a benefit plan restriction or limitation or the dentist's failure to properly utilize the core buildup code.

The D2950 (core buildup, including any pins when required) code is defined by the ADA's CDT 2019: Dental Procedure Codes (CDT) as the "building up of coronal structure when there is insufficient retention for a separate extracoronal restorative procedure. A core buildup is not a filler to eliminate any undercut, box form, or concave irregularity in a preparation."

While the D2950 procedure code, nomenclature and descriptor are straight forward, inappropriate use of the code by third-party payers or dentists can cause problems for all involved.

To legitimately use the D2950 code, the tooth must be rebuilt beyond the point of simply providing a filler, improving its form or eliminating concave irregularities or undercuts. According to the ADA's "CDT 2019 Companion: Help Guide for the Dental Team," it would not be appropriate to use the D2950 code "if the material is used only to eliminate undercuts or to yield a more ideal form for a subsequent indirect restoration. In this situation the procedure would be documented as 'D2949 restorative foundation for an indirect restoration.'"

In "Coding with Confidence: The 'Go To' Dental Coding Guide: (2017 CDT Edition)," Dr. Charles Blair notes that it is "misleading to report a core buildup (D2950) when the affected tooth after preparation would be retentive enough to support a crown without the core buildup. Core buildups to improve 'box form,' eliminate 'concave irregularity' or 'undercuts' and 'fillers' should not be submitted for reimbursement. A core buildup must be necessary for crown retention to be considered a core buildup. The core buildup should rebuild the internal anatomy of the tooth structure as prepared for a crown."

Blair also points out "it is misleading to report a one-piece Cerec or E4D fabricated crown, as a crown (D2740) and a separate core buildup. A core buildup is a separate component apart and separate from the CAD/CAM crown. Cerec 3D or E4D users may report unspecified restorative procedure, by report (D2999) for a one-piece 'endo-crown,'" and should not expect an alternative benefit for both a core buildup and crown, but rather only an alternative benefit of a crown.

Blair goes on to caution that it is "misleading to report a core buildup as a direct amalgam/composite restoration" or with an inlay or onlay. "A restoration is built to occlusion, with normal anatomy, proximal contacts, and is in full function. A filling restores the tooth to full form and function. Amalgams and composites reported shortly before the crown preparation may be deducted from the subsequent crown reimbursement amount." Relative to inlays and onlays, a core buildup is "only justified when placed in a tooth to allow for the retention of the extracoronal restorative procedure."

"Proper documentation is key to obtaining initial reimbursement for the core buildup code and then effectively responding to any subsequent insurance company audit questions," said Dr. Manny Chopra, chairman of Ohio Dental Association Council on Dental Care Programs and Dental Practice. "Unfortunately the anecdotal reports we receive from insurance companies indicate that the recordkeeping of many dentists they review is not good and oftentimes quite poor. Inadequate documentation represents a preventable problem that dentists can correct."

It is advisable for dentists to include a narrative with every core buildup claim. Doing so enables the dentist to inform the third-party payer to the necessity of, and justification for providing the service. In addition to providing the appropriate radiograph, information to detail the necessity of the core buildup in the narrative as suggested by Blair may include: a listing of any missing cusps; estimated percentage of healthy tooth structure left after fracture, caries and/or any previous restoration that is removed; documentation of "any existing circumferential caries at gingival margin and extensive caries detectable by explorer under existing crown;" a statement if the "tooth has existing or planed root canal therapy;" the tooth's endodontic and periodontal prognosis; and, if applicable, a statement that the tooth has less than 2mm of remaining vertical height "the number of degrees

See CORE, page 9

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 chrism@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."



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CORE, from page 8

of circumference of the tooth where this exists, e.g., 'only 1mm of vertical tooth height remains around 270 degrees of tooth circumference.'"

All of this information should also be documented in the patient's chart. Diagnoses, codes and progress notes should be clear and easy to understand.

Benefit plan limitations

Dentists should also be mindful that there is no uniformity between dental benefit plans when it comes to core buildup coverage. This is especially important when communicating with patients relative to services their insurance will/will not cover and/or the level at which the services will be covered.

Chopra noted, "As always, dentists should realize that benefit plan limitations and insurance company administrative practices will determine if the core buildup code is covered and/or the extent to which it is covered."

Many dental benefit plans exclude core buildups from coverage unless endodontic treatment has been previously performed. Some, however, do cover them in addition to the crown, generally at a frequency of once per tooth every five years. Many carriers also categorize buildup claims as being subject to dental consultant review and typically expect the dentist to have radiographs as documentation of the procedure's necessity.

If a core buildup has been done on a tooth that subsequently needs a post and core (D2952 or D2954) within a 60-month time frame, then some carriers will allow the post and core claim with a deduction for the fee previously paid for the D2950.

Carriers may waive the 60-month limitation if a tooth that has had a buildup is subsequently treated with endodontic therapy and then requires another core buildup. A core buildup done by the same dentist within 12 months of a four or more surface restoration will often be disallowed if root canal therapy is not performed in the intervening time. Some payers allow buildups on endodontically treated posterior teeth with multiple surface restorations.

Third-party payers may also deny buildup claims that are performed in conjunction with inlays.

Many carriers consider a core buildup inclusive of the post and core services (D2952, D2953, D2954, D2957) and will not reimburse the separate charges if the services are provided on the same date of service. Crowns and core buildups that are submitted with the same date of service may also both be denied unless there is documentation to show the crown was actually seated at a later date. Some payers may also deny buildup claims that are performed on the same date of service as a crown (which is also seated on the same date) unless the crown is created by a Cerec machine. the carrier's internal auditing or review process and contractual obligations between the carrier and their employer client are all possible reasons for the insurance company to take a greater interest in a particular dentist's utilization of the D2950 code.

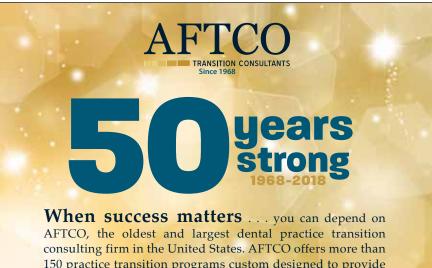
Some carriers have even gone to requesting dentists provide them with post-operative core buildup x-rays or photographs. In the eyes of the ODA Dental Insurance Working Group, there is no diagnostic or treatment reason to justify this request. It appears the carrier is unwilling to accept the dentist's word that a core buildup was actually provided. Chopra noted the ODA has and will continue to express its concerns to carriers whose actions or policies appear to step over the line of appropriate activity.

Resources

Participating provider contracts and manuals should be readily accessible to the dentist and billing staff and must be complied with to ensure the dentist is fulfilling his/her contractual obligations.

Participating provider manuals can also be helpful to non-participating dentists by providing insight to the carrier's expectations with respect to documentation and other matters.

The dentist should ensure his/her practice has the most recent version of the ADA dental procedure codes, i.e., CDT 2019: Dental Procedure Codes (CDT), and may also want to consider utilizing the additional resources available from the ADA (ada.org/en/publications/adacatalog/cdt-products) and/or publications from Blair (www.practicebooster.com or 866-858-7596).



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Some payers do not provide core buildup benefits on a vital tooth because their position is the core buildup is a part of the crown preparation.

Insurance companies' responses

"We have noted, and some insurance company representatives have told us, that dentists' use of the core buildup code is an area they focus on," Chopra said. "It is important for dentists to realize that third-party payers are closely monitoring submitted claim data and utilization patterns involving many procedure codes, including the D2950 code."

Insurance company statistical analysis of the dentist's submitted claims, patient or subscriber complaints, Ohio State Dental Board action against a dentist's license, random reviews prompted by

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Apply for a scholarship or grant from the **ODA** Foundation

By ODA Staff

Applications for the ODA Foundation's 2019 scholarships and grants are now open. Available scholarship opportunities for 2019 include:

· Dental Student Scholarship for dental students who are Ohio residents, members of ASDA and who will be D2s, D3s and D4s in Fall 2019.

· Mercer Leadership Scholarship for OSU dental students entering their D4 year in Fall 2019 who have been Ohio residents for at least five years, are members of ASDA and have a commitment to leadership in dental school and their community.

· Community Dental Health Coordinator Scholarship for individuals applying to a CDHC program who currently are employed by Ohio oral health related organizations.

The deadline for all scholarship applications is June 26.

The ODA Foundation also offers Access to Dental Care Grants for Ohiobased oral health-related programs that reach out to the underserved. Applicants must be 501(c)3 organizations in Ohio. The application process is a two-step process with a letter of inquiry due by May 22 and the grant proposal due by June 12.

Scholarship and grant application packets can be downloaded at www.oda.org/ community-involvement/oda-foundation/ odaf-grants-and-scholarships/.

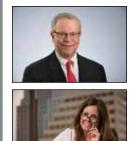
ODA past president Dr. William Black passes away

Dr. William M. Black passed away Jan. 21, 2019. He was born April 16, 1931 in Cincinnati, Ohio to Frederick W. Black, DDS and Adele Marshall Black, who preceded him in death along with his sisters, Louise Kocher (Jack) and Catharine League (Paul). He was also preceded in death by his first wife, JoAnn Groves Black and second wife, Nancy Straker Black.

He attended Hyde Park Elementary School, graduated from Withrow High School (1949), The Ohio State University (1953), The OSU College of Dentistry (1956). He was a life long member of The Church of the Redeemer. He was Past President of all local and statewide dental groups (including the Ohio Dental Association), Past President of The Phi Kappa Psi Fraternity Alumni Assn., Past President and Life Member of The OSU College of Dentistry Alumni Assn, Past President of the Mt Lookout Civic Club and Mt Lookout Swim Club. He was an avid golfer, gardener, bottle collector, photographer, wood carver, painter and prankster. He is survived by his children, Stephanie Hughes (Rick Ciambro), Allison, Preston (Debbie) and Whitney Campbell (Jeff). His grandchildren, Magen Hughes Gamble (Allan), Christian Hughes (Sarah Smith), Grant and Cate Campbell. His precious great granddaughters, Mary Barnett and Molly Gamble. His "bonus" grandchildren and great grandchildren, PJ (Jeanette), Sandy (Spencer), Lauren (Justin), Nick (Jen), Samantha, Cole and Annie, Parker Rose, Luke, Audra, Caleb and Malia.

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

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Continued

STATEHOUSE, from page 1

they are making rules and laws that affect dentists' lives, and it's important for dentists to try to make sure that these rules and laws are not adverse.

He said that when a large group of dentists shows up to Day at the Statehouse, it has an effect on legislators. He also said that he has seen how meeting with legislators over the years has had a positive impact on his practice.

"About 10 years ago, the state pharmacy board wanted every dentist who even gave lidocaine to patients to have a terminal distribution license, at the tune of about \$500 per year," Beals said. "I went to Day at the Statehouse, and the state senator that I was assigned to in my district also happened to be on the agricultural committee. He asked, 'does this affect veterinarians too?' And I said 'absolutely,' so he said 'I've got to put a stop to this.'"

Ultimately, most dental offices have remained exempt from being required to obtain a Terminal Distributor of Dangerous Drugs (TDDD) license (dentists only have to obtain such a license if they possess controlled substances or compounded drugs).

"Over the years it has saved me about \$5,000 by that one conversation," Beals said.

Beals and Smithson both agreed that the ODA's advocacy team prepares attendees very well to meet with their legislators.

"The ODA does a phenomenal job of preparing us," Beals said. "They lay everything out, they just make it so easy that it's cut and dry, so actually when you go talk to legislators or their staff, you feel like you are the expert and they are the ones being educated so you have a confidence when you talk to them."

Smithson said he had felt nervous about meeting with a legislator, but said the ODA prepared him well.

"Initially, I was very nervous speaking on behalf of my entire profession! However, I quickly realized the legislators we met with are on our team," he said. "Ultimately, we have the same end goal: great dental care for Ohio's citizens. This common ground enabled an easier conversation regarding advocating for or against pending legislation. The ODA prepared me so that I could speak confidently about topics and answer any questions directed towards me."



ODA Staff

and attend Day at the Statehouse.

"As a 2016 graduate, I quickly

learned how the dental profession is

directly impacted by state legislation,"

he said. "In dental school we train to be

great clinicians, but fighting cavities is

not the only battle for dentists! There

are many groups led by non-dentists

that would like to dictate how we prac-

tice in our profession. Getting involved

and educated on the issues as a new

dentist is very important in securing

Day at the Statehouse is free for

ODA members and includes a lun-

cheon for attendees. This year's event

will be at the The Athletic Club of

To register or for more information,

visit oda.org/events, email liz@oda.

org or call the ODA at 800-282-1526.

Columbus

our profession for the long term."

ODA members meet with then-Rep. Andrew Brenner at the 2018 ODA Day at the Statehouse. This year's event will be April 10. To register, visit oda.org/events.

Day at the Statehouse attendees will be provided materials to review in advance, plus will have the opportunity to participate in a conference call before Day at the Statehouse and briefings at the event to make sure they are fully prepared to speak to their legislators.

This year, attendees will be asked to speak about:

- Legislation that would prevent insurance companies from setting fees for services they do not cover.
- The dangers of allowing undertrained dental therapists to perform irreversible surgical procedures on Ohio's most vulnerable patients.
- Possible state budget issues, including taxation and dental Medicaid funding.

Smithson said he highly encourages newer dentists like himself to get involved

HOW TO, from page 1

Step 4: Meet with your legislators

During Day at the Statehouse on April 10, you will meet with your legislators at your scheduled times and locations. Meetings typically last about 10 to 15 minutes. Some attendees will meet with their actual legislators, while others will meet with legislative staff members based on availability of the legislator. Meeting with legislative staff is just as important as meeting with your legislator because oftentimes these staff members help legislators research issues before a crucial decision.

Step 5: Follow up with ODA staff

After your meetings, you'll have a chance to let us know how they went. That way, we can follow up with any legislators who asked for more information and keep track of where legislators stand on issues important to dentistry.



ADVOCACY, from page 2

services the insurers do not even cover.

State budget issues

New Gov. Mike DeWine will introduce his first state budget later this month for fiscal years 2020-21. ODA Day at the Statehouse will present the opportunity for you to discuss with your legislators any relevant issues related to the state budget, including taxation, dental Medicaid funding and other issues.

A call for action

Because of term limits and the results of last November's elections, there has been significant turnover at the Statehouse, with nearly half of the representatives and senators being new to their positions in 2019. ODA Day at the Statehouse provides the opportunity for these legislators to hear directly from dentists from their communities. It is very important for legislators to hear from dentists who live and practice in their districts on these issues.

This is your opportunity to inform legislators why dental therapists are not the answer for access to dental care in Ohio. You can explain that all Ohioans deserve to receive quality, comprehensive dental care from a fully-trained licensed dentist, not some undertrained limited service technician. You will have the opportunity to educate legislators that certain insurer and third-party payer practices interfere with the sanctity of the dentist-patient relationship and that administrative burdens detract from the time dentists have to deliver care to patients. You may also have the opportunity to explain the burden on patients that extending the sales tax to certain dental services will cause.

The Day at the Statehouse begins with a briefing from ODA's lobbying team, so you will have the latest and most accurate information regarding dental-related issues under consideration by the General Assembly. Attendees may also participate in a conference call prior to Day at the Statehouse that will provide an overview of the issues dentists will be asked to discuss with legislators during the event. Attendees will also receive written materials on the pertinent issues. This year's event will be at the Ohio Athletic Club which is adjacent to the Ohio Statehouse in downtown Columbus. Lunch will be provided during Day at the Statehouse, which is free for ODA members.

If you have never attended Day at the Statehouse, we would be happy to match you up with a colleague who would be willing to mentor you on meeting with your legislator. It is essential that we have a significant turnout of dentists so Ohio's policymakers know that these issues are important to dentistry. Please call the ODA at (800) 282-1526 to register for the ODA's Day at the Statehouse or visit

Thinking About Retirement?



Dr. Katie Vincer Sears recently sold her Clintonville dental practice to Dr. Jonathan Wooten. Practice Impact would like to congratulate both doctors on a successful transition.

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Balance

I was watching a video podcast of a motivational business speaker the other weekend and he was talking about the value of establishing a positive work-life balance. He's well known and respected – and he was giving the TED talk, after all – so who am I to dispute his claim. However, I've got more mileage on me than he does and, in my opinion, he's only got it half right.

To me, work is an integral part of life. I'm seeking life balance and work is a part of the overall picture. Work helps us feel fulfilled and gives us a place to use our talents to their greatest potential. It also provides the resources to allow us to do other things in life that matter to our families and us.

A huge part of a successful career is having a good strategy in place to keep us on track. Even if you have a successful business, there's little value if you don't have a life outside of it. If you have a wonderful personal life, but hate going to work, you aren't going to last long either. A pastor friend of mine likes to say, "The

bad news is that you can't have it all. The good news is, when you know what's really important, you don't want it anyhow!"

In dentistry, we have the fantastic opportunity to choose our own path and determine what we want out of life. Then we can create a strategy to make it happen. The challenge is in being clear with ourselves about what we value.

It is always tough to be truly honest with yourself and about yourself. We routinely lie to ourselves about who we are and what we really want. Some of the saddest people I have ever met are those who are trying to have it all. As paradoxical as it sounds, it's actually easier to try to have it all. That requires few choices. However, it's fraught with disappointment, as it is never achievable. Making hard choices on the front end is tough, but the rewards are satisfying.

So how do we clarify what really matters? My friend, motivational speaker and author Mark Sanborn offers this advice:

Be clear about what's important to you – if you have adopted someone else's vision of success, then you can be working hard to achieve things you don't really want. This is the tough one, because it's your decision and no one can do it for you! It requires realistic self-evaluation and honesty. Take the time to have the hard conversations with yourself and write it down.

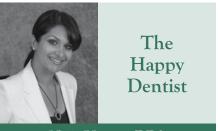
Be clear about why it's important – this is the value judgment stage. When you clearly articulate why something is of value to you, then you understand the motivation and can prioritize the steps necessary to make it happen. This is also on you, and only you. You are the only one who knows what's in your heart. You have to "own the why!"

Be honest about the cost – what price do you have to pay to achieve the goal? You need to balance your love for the profession, doing volunteer work, and spending time with your family. Your choices may determine your eventual income. You may be willing to work more now to help pay for your kids to attend the college of their dreams. You may turn down an opportunity because you know that, while rich in potential profit, it is immoral. The cost of your goals may be financial, relational or ethical. In order to be truly comfortable with the payment required, we need to be honest with the cost on the front end. What matters is that we understand the commitment required. What does it cost in time and energy? In the end, these are more valuable than money.

So, we can't have it all, but that's OK. As the noted philosophers the Rolling Stones put it, "You can't always get what you want. And if you try sometime you find; you get what you need."

As we build a strategy for success in life, knowing what really matters sharpens our focus and gives us the chance to keep on track. With vision and hard work, we can live not only a life of success, but one of significance.

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



Najia Usman, DDS Guest Columnist

No tomorrow

I wanted to share with you that a few weeks back I was shaken to the core by something that happened in my personal life. A good friend of mine died suddenly, age 50, leaving behind his devastated wife, and two small children age 4 and age 6. Being close to the family, I took it upon myself to step in to organize and settle his affairs and bring some stability to the family. Being a health professional, business owner, woman and mother, the last two weeks have been like a living case study that has allowed me to access my knowledge and contacts to at least minimize the chaos that can come from being unprepared. Without compromising my friend's privacy, I wanted to share what I have learned and what is really important so that if your world suddenly blows apart ... you may be better prepared?

The buddy system: I think we are really covert about financial details of our lives, which probably stems from a couple of issues 1) competitiveness and 2) embarrassment. I will tell you that I have learned so much from asking questions and sharing details with trusted colleagues. You can take all the courses you want and even have an executive MBA, but your real education will develop during breaks as you talk to others, especially those outside your profession. It is too hard to do it alone. Don't get intimidated if someone is making better decisions than you ... take a new pearl and move forward. My brother, a successful periodontist just outside of Toronto, Canada, is always picking the brains of others especially across the country. He visits other people's practices, even with his staff, always on the lookout for something that he can use to improve his life professionally and personally. There are no tomorrows: My modus operandi has always been to be prepared for the worst case scenario. Don't get me wrong! I am an optimist, however, I have always had a minute-by-minute risk assessment going on in my head for everything. As we look around, we are aware that death, disability, divorce and legal

woes are just a few of the things that are in the mine field. I personally can think of five people who had everything on track and in a minute they had to change gears because of ... life. Take stock of your life in the present and make sure you have a team of professionals who know you and are constantly making recommendations as your life is evolving. It is not enough to have a 10 million dollar term life insurance policy and forget about how changes in our life require constant assessment of our position.

Don't one-stop shop and be comfortable with change: I learned a long time ago to not work with a team of advisors that are all used to working with each other. Whether I was building a home or managing my financial affairs, my team of advisors were mutually exclusive people who were providing the needed checks and balances. It may cost you a little more, but it is worth it. We are in an interesting age my friends where big conglomerates want to "simplify" your life by offering everything under one umbrella. I have had both my business banker and my insurance company make pitches for my 401(k) account. Because I think it's always important to assess everything, I like to listen to their pitches and compare because if it has merit, I would entertain changing. Don't settle for complacency due to a longstanding relationship and loyalty. Your team of professionals should earn your trust over and over again.

File folder on your desktop: If there is one thing that I have learned in these past two weeks, it is to have a "just in case" document ... on your laptop and in a location that is easy to find and easy to discern. In that folder, please have the following: a) Last will and testament, power of attorney b) Name of estate planning attorney c) Banker d) All bank accounts/numbers c) List of all insurances held and insurance brokers e) Location safety deposit box/key f) List of retirement benefits and managing organization g) Personal financial statement showing assets and liabilities. If you have a great estate planning attorney, he is the key to everything and will likely know all this information. We all know that in case of an emergency, "call Mo," and he'll have the needed information.

Naturally I am not an expert but I can only tell you what I have done to insulate myself if, God forbid, the unspeakable happens. None of us are immune.

Dr. Usman may be reached at usman@ zoominternet.net.

Moving? New phone number? New email address?

Let the ODA know!

Contact the Ohio Dental Association Membership Department if you are planning to move your home or practice or if you have changed your phone number, changed your name or changed your email address.

Via email: membership@oda.org By phone: (800) 282-1526

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.



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Friday, March 29, 2019 7:30 am to 5:00 pm The Renaissance Columbus Westerville-Polaris

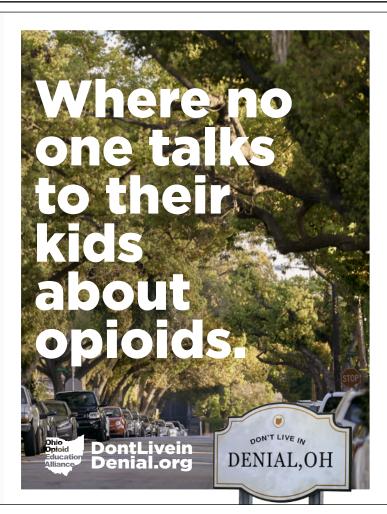
Use code ODA2019 by 3/28/19 for free registration. Register today at omni-pg.com/register

"This is a must seminar for anyone planning to retire in the next few years." —Robert J Prijatel, DDS "Great event. Any dentist over 50 years old should attend." – Greg Lis, DDS "Impressive what you've put together. Thank you for today. Speakers are all great. Deep knowledge provided." – Dianne Anderson, DDS

Ohio Dental Association joins Opioid Alliance

As the opioid epidemic continues to grip Ohio and the nation, with more than 5,000 opioid-related overdose deaths in the state in 2017, the Ohio Dental Association has stepped up to fight this crisis. Earlier this year, the ODA became a member of the Ohio Opioid Education Alliance as one of the more than 50 Ohio partners committed to spread a message of prevention and education around the dangers of prescription opioid misuse and abuse.

The ODA encourages our members to not only talk to their patients about the dangers of opioid misuse and abuse, but also to get involved. Educate your patients about proper prescription opioid disposal and how to safely secure those prescriptions in their homes. Please visit DontLiveinDenial.org for more information.



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ODA seeks nominations for Awards of Excellence

By ODA Staff

The Ohio Dental Association is seeking nominations for its 2019 Awards of Excellence program.

The ODA's Awards of Excellence program recognizes those who offer distinguished service to dentistry and improve oral health care by offering treatment, outreach or education.

Members and local dental societies are encouraged to nominate those they know who have made extraordinary efforts to improve the dental profession.

The Awards of Excellence program includes the following five award categories:

- Distinguished Dentist Award the most prestigious of the ODA's awards is presented to an ODA member who has demonstrated service, commitment and dedication to the profession throughout his/her career. Nominees should display leadership, dedication, commitment and outstanding contributions at the local, state and national levels.
- Achievement Award is presented to a dentist or an individual who has made outstanding contributions to the dental profession and to oral health. Nominees are not required to be dentists, but should display a personal and professional commitment to the profession and the public's oral health. These individuals are honored as ambassadors for the profession to the community.
- Marvin Fisk Humanitarian Award honors ODA members who offer dedication to improving oral health care in at-risk communities. Nominees may have served overseas or closer to home, spending time and often their own finances and other personal resources to help improve oral health care and fight illnesses.
- N. Wayne Hiatt Rising Star Award is presented to an ODA member in practice 10 years or less who has demonstrated outstanding leadership and commitment to organized dentistry. ODA members who began to practice Jan. 1, 2009 or later are eligible. Past award honorees have shown outstanding initiative, a strong commitment to volunteerism and promise for continued accomplishment within the profession.
 - Access to Dental Care Program Award – honors an outstanding pro-

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800.762.3159 superiordental.com f 🎔 🖗 in 🞯 gram (not an individual) that helps reduce the access to care problem in Ohio by offering free or reduced fee dental care to underserved populations.

Nominations for the 2019 Awards of Excellence are now being accepted. To submit a nomination, please review the entry guidelines and submit all required documentation along with an Awards of Excellence nomination form, which can be found at www.oda.org/about-the-oda/ call-for-nominations or you may contact Michelle Blackman at michelle@oda.org or at 800-282-1526.

The deadline to submit nominations for the Awards of Excellence is April 15, 2019. The ODA will present the awards during the 2019 ODA Annual Session in October 2019 in Columbus.

www.oda.org

ODA Classifieds

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 position: Dayton-Cincinnati area. Privately owned, growing family dental practice looking for an associate dentist 3 to 4 days/week. Located between the Dayton and Cincinnati area. We are seeking a long-term, energetic, career-minded Dentist. The ideal candidate would be able to perform molar endodontics, implants, extractions, restorative dentistry, and feel comfortable working with children. Our treatment philosophy tends to be more on the conservative in nature, with the goal of helping patients achieve and keep good oral health, preventing dental emergencies, and establishing lifelong patients who trust and value our care. If interested in more information please email summit9600@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.

Cincinnati-Fairfield area. We are looking for a long term associate dentist to join our team and work with us 4 days a week in our very healthy general dentistry office. We have eight wonderful staff members and great systems in place for a smooth operation that collects over \$ 1.2 million per year. We are fee for service and no Medicaid insurances. We are offering a generous compensation package for the right individual (ie. \$300,000 earning potential, health insurance, pension, etc). Feel free to contact us at officemanager072@gmail.com for more information or to set up a visit to our office.

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.

Dayton offices looking to add associate for our busy offices; please email resume to britetooth@hotmail.com.

Dentist associate opportunity, full or part time. Generous compensation for the right candidate. Future partnership/ 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 guality 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.

General Dentist wanted. Practice seeking an experienced well rounded, team engaged General Dentist in the Sharonville (Cincinnati) area. Dentist needs to be comfortable with all restorative dentistry. Transition into ownership opportunities available. Qualified candidates please email resume to holly@allianceindentistry. com.

Great Dentists Wanted - Montgomery, Shelby, Euclid, Macedonia & Dayton Ohio. Midwest Dental is seeking great dentists to lead our Merit Dental practices in several locations in Ohio. 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 Rupesh Parikh at (614) 981-5992 or rparikh@midwest-dental.com.

Flexible Locum Tenens Opportunity. Midwest Dental is seeking experienced ownership possible. Residential suite 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 Stevie Morgan at (715) 225-9126 or smorgan@midwest-dental. com.

Join our Dental Team at Holzer Health System. General Dentistry position benefits include: competitive salary, health/vision/dental insurance, bonus/ relocation reimbursement, and eligibility to the ODH loan-repayment program. We offer schedule-flexibility, work-life balance, and supportive mentors and staff (new grads/4th year dental students encouraged to apply). Contact Ginger Canaday-Thompson at (740) 645-7596 / gthompson@holzer.org.

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 longterm 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 fdca1.jmf@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.

Dentist. Email resume to dentistryresume@ hotmail.com. Hiring full-time dentist for fast-paced, general, private practice. Must possess passion for quality dentistry, high ethics and morals. Exceptional communication skills are also a must. Our world class office has been voted #1

dental office in our county (Western OH), the past 9 consecutive years! We have a respectable reputation for high quality. Our team is incredibly well-trained and our facility is must-see to believe!

Equipment for Sale

Belmont PhotXII 303 for sale. Bought new 2008 and used until December 2018. Works great. Asking \$2750 OBO. Pick up in Columbus. Email williamwarrenleffler@ gmail.com if interested.

Intraoral X-Ray Sensor Repair/Sales. We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/ Carestream, and major brands. We also buy/sell sensors. American SensorTech 919-229-0483 www.repairsensor.com.

Practice for Sale

Wonderful established practice for sale in the greater Columbus area. Practice has 5 operatories with plenty of storage and room to expand. Practice collected over \$600K in 2017 with a mix of FFS, PPO and Medicaid. Stand alone building is negotiable for sale or lease and located at a signalized intersection with great signage visibility. Growing location adjacent to retailers with newly begun construction that includes residential housing and major consumer retailers. Dr. Jennifer Stern, Practice Endeavors; (614) 572-7228, drjenniferstern@gmail.com.

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.

Sandusky, Ohio Dental office available for lease. Vacation land for many. Ideal location with plenty of parking. Plumbed for 4 operatories with room to expand. Please contact (440) 653-1688 cell or rcty16@gmail.com.

Rocky River, Ohio Dental Office for lease. Great location with plenty of parking. The unit has 3 operatories with room to expand, separate waiting room, reception area, large staff area with staff rest room, private back office, lab area, separate sterilization area and a storage room Furniture and select Dental equipment available for sale. Please contact (440) 653-1688 cell or rcty16@gmail.com for information.

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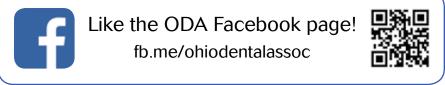
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needed). My traveling assistant would be paid by my company and then reimbursed by you upon receiving an invoice from me. Again, this would happen approximately one month out. We have specific forms that patients need to complete prior to surgery, as well as for procedure documentation and post-op information. We ask to have the pre-op forms completed and pre-op instructions reviewed at the time of scheduling and surgeries are pre-paid. I have over 17 yrs of experience performing conscious IV sedation in my own office. Contact Dr. Ben Warnock, (419) 230-6535, benewarnock@gmail.com.

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ABUSE, from page 3

ployer as a result of the employee making such a report.

Domestic violence

Ohio law does not require health care providers to report their suspicions that a patient is the victim of domestic violence unless the underlying injury that led to the belief is a gunshot wound, stabbing or second degree burn. In these instances, physicians and some other medical professionals must report the information to law enforcement officers. However, dentists do not have a legal obligation to report to law enforcement on those issues.

Ohio Revised Code does require physicians, hospital interns or residents, RNs, LPNs, psychologists, social workers and social work assistants, and professional counselors to record their knowledge of or reason(s) why they believe domestic violence may have occurred in the patient's record. Again, this statutory requirement does not extend to dentists. Once outlined in the medical record, the patient themselves may assess whether to report the incident(s) to law enforcement officials and may use the medical record as evidence for the report.

Patient's right to self-

determination and confidentiality

The legal requirements outlined above sometimes require a dentist to utilize their professional judgment to determine whether a situation rises to the level of being reportable to authorities. However, when making this determination dentists should also be aware of the ethical guidance set forward in the Code.

The Code points out that dentists have a "concurrent ethical obligation to respect an adult patient's right to selfdetermination and confidentiality," and provides that a dentist should "respect the wishes of an adult patient who asks that a suspected case of abuse and/ or neglect not be reported" if a report is not mandated by law.

As a dentist navigates these considerations, it is important to remember an overriding theme of the Code, outlined in its preamble: "the ethical dentist strives to do that which is right and good." Following this guidance will generally point the dentist in the correct direction moving forward.

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

GKAS, from page 1

educators will volunteer to educate children about good oral health and provide dental services to nearly 38,000 Ohio children. Across Ohio, more than \$14.5 million in donated dental care and oral health education has been provided through 16 years of Give Kids A Smile.

For more information about how to plan a Give Kids A Smile event and to register an event, dentists can visit oda.org/community-involvement/give-kids-a-smile/.

Numbers to know

American Dental Association (800) 621-8099 or (312) 440-2500

Dental OPTIONS (888) 765-6789

Ohio Department of Health (614) 466-3543

Ohio Dental Association (800) 282-1526 or (614) 486-2700

Ohio Dental Association Services Corp. Inc. (ODASC) (800) 282-1526 or (614) 486-2700

Ohio State Dental Board (614) 466-2580

Staffed Dental Societies: Akron Dental Society (330) 376-3551

Cincinnati Dental Society (513) 984-3443

Cleveland Dental Society (440) 717-1891

Columbus Dental Society (614) 895-2371

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



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