

QUICKBITES

REGISTER NOW FOR ODA ANNUAL SESSION

Register now for the 2022 ODA Annual Session!

This year's Annual Session is Sept. 15-17 in Columbus and will take place at the NEW Hilton Tower connected to the Greater Columbus Convention Center.

The 2022 ODA Annual Session is full of CE hours for every member of the dental team, vendors in our expansive Exhibit Hall and fun events that you won't want to miss!

Dental staff members register for \$45, and ODA/ADA members register for \$125.

Explore our full schedule of events and register at www.oda.org.

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ATTENDEES LOOK FORWARD TO BENEFITS OF IN-PERSON ODA ANNUAL SESSION

Annual Session, Events & CE

By Jackie Best Crowe
ODA Managing Editor

The 2022 ODA Annual Session is Sept. 15-17 in Columbus at the Greater Columbus Convention Center and the new Hilton Columbus Downtown Tower. Attendees are looking forward to the many benefits of getting back together in person for CE, camaraderie and shopping for products and services.

"Before COVID in 2020, I had little experience with webinars, Zoom meetings, etc.," said Dr. Thomas Theil, a general dentist in Huber Heights. "Although it has proven to have its positive aspects, I believe in person, direct contact with colleagues, educators and vendors cannot be fully replaced by the virtual world. I encourage dentists and staff to take advantage of the opportunities the Annual Session offers and enjoy the amenities of Columbus!"

The 2022 ODA Annual Session will offer many opportunities for attendees to connect, learn and excel, including CE courses, new technology, exhibitor networking and special events.

"Some of the benefits of our Annual Session are meeting with many vendors and getting hands on with their products, meeting up with other classmates and friends and it is a great way to celebrate and educate our entire dental team together at one event," said Dr. Tara Haid, a general dentist in Worthington.

CONTINUING EDUCATION FOR THE ENTIRE DENTAL TEAM

"There are multiple benefits for attending the Annual Session," Theil said. "One is in

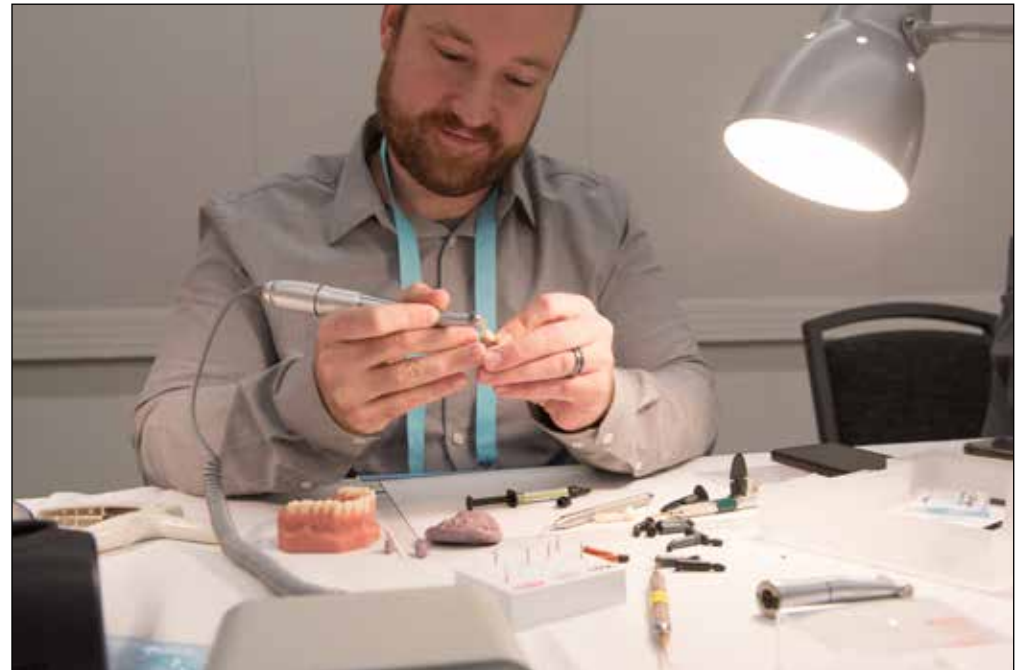


Photo by Ellen Dallager

Excellent CE opportunities for all members of the dental team will be offered in person. Participation workshops will be a highlight of this year's Annual Session with hands-on opportunities being offered by many of the featured lecturers including hard-to-find workshops directed specifically to hygienists and dental assistants.

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cally to hygienists and dental assistants.

"It is great to be able to take your entire office to a dental meeting that has something for everyone," Haid said. "The CE courses give us all a chance to get out of our dental 'bubbles' and see other ways of doing the same thing you have been

See ANNUAL SESSION, page 5

NEW DENTISTS NETWORK, ENJOY TIME WITH FAMILIES, ANIMALS AT NEW DENTIST ZOO DAY

Events, Membership Benefits

By Jackie Best Crowe
ODA Managing Editor

The ODA Subcouncil on New Dentists recently hosted an event for new dentists and their families at the Columbus Zoo and Aquarium.

"My family and I have attended Zoo Day in the past, and were happy to be back this year," said Dr. Zach Christoff, vice chair of the Subcouncil on New Dentists. "It's so nice to be able to catch up with colleagues in a venue that family could enjoy as well. The Columbus Zoo makes it a fun day for kids and adults alike. Also, having a 'dental event' that doesn't revolve around teeth is a refreshing break."

Dentists in practice for 10 years or less were invited to come with their families to the zoo for the day, have lunch with other new dentists and attend a private animal showing.

"My children love the Columbus Zoo, but

have never been able to experience an up close and personal showing of the animals," said Dr. Sarah Ash, a general dentist from Bellefontaine. "It was also a great time for me as I was able to meet up with some old friends from dental school."

Dr. Bailey Janczak, a general dentist from Englewood, said "We decided to attend the New Dentist Zoo Day because it was a great opportunity to visit with some of our best friends from dental school."

During the event, attendees saw several animals up close including a penguin, a tortoise, an armadillo and a lizard.

"The private showing of the animals was the best part of the day," Ash said. "My children were ecstatic about getting to pet a real penguin!"

Janczak agreed: "Our favorite part of the event was the penguin interaction!"

Christoff said his favorite part is seeing all of the families having fun together.

"Once they bring the animals in to show, there's a lot of energy in the pavilion," he said. "It's a different vibe than a CE lecture."



Photo by ODA Staff

146 people attended the New Dentist Zoo Day with the ODA, including 44 new dentists.

146 people attended the event, including 44 new dentists.

"It was a great event for networking and catching up with our dental friends while also giving the rest of our family a fun experience," Ash said.

RADIO CAMPAIGN PROMOTES IMPORTANCE OF SEEING AN ODA MEMBER DENTIST

Membership Benefits

The Ohio Dental Association recently launched a new radio spot to promote oral health and patient visits with ODA member dentists.

The new radio ad encourages families to schedule a back-to-school dentist appointment for their children and features ODA President Dr. Thomas Kelly. He discusses the importance of oral health, eating low sugar snacks and brushing and flossing your teeth.

"Your child's smile is as important to us at the Ohio Dental Association as it is to you. Here at the Ohio Dental Association, we look forward to partnering with you to help them maintain a healthy smile that will last a lifetime," Kelly says in the ad.

He encourages listeners to schedule a dentist appointment with an ODA member twice a year. This ad is running in July and August across Ohio News Network (ONN) radio stations.

The radio campaign directs listeners to associationsadvanceohio.com, where they will find a video about the importance of seeing an ODA member dentist, and they are then directed to the ADA "Find a Dentist" search feature.

All member dentists benefit from the ODA advertising campaign by being listed on the Find-a-Dentist search tool. Dentists can take about five minutes and log in to ada.org/myada to update their member profile and add additional information about their practice and a photo.

The ODA has been supporting member dentists and dental practices through a public education radio campaign targeted to consumers around the state since 2012.

The radio campaign is a partnership with the Ohio Society Association of Executives (OSAE) and the Ohio News Network (ONN) that provides an opportunity for the ODA to join together with other Ohio associations within OSAE to promote ODA membership as well as support member dentists.

The ODA has released many radio spots over the years, including messaging about going to the dentist during the COVID-19 pandemic, the importance of brushing your teeth twice a day, February is Children's Dental Health Month and more. These radio ads all encourage patients to schedule a dental visit with an ODA member dentist.

All of the radio advertisements can be found on the ODA website at <https://www.oda.org/member-center/news-media/>. In addition to the radio advertisements, banner advertisements are placed online and in social media in the target market with a similar message to the radio ad that is running at that time. The banner ads also direct people to associationsadvanceohio.com.

ONN is a provider of news, weather, and sports programming for over 72 radio affiliates across the state. ONN radio stations reach more than 1 million people and cover all 88 counties in Ohio.

DONATE TO THE ODA FOUNDATION TO SEE ODA PRESIDENT GET PIE IN THE FACE

ODA Foundation

ODA President Dr. Thomas Kelly has challenged the ODA membership to raise \$100,000 in donations during his term as president. If the goal is met, Immediate Past President Dr. David Kimberly will pie Kelly in the face at the conclusion of the ODA House of Delegates in September.

All donations to the Foundation's general fund during Kelly's term as president will count toward the Pie the President Challenge. In addition, all donors at the Champion Level (\$85) and above in the Annual Circles of Impact will be entered into a drawing for several chances at 2023 Tripartite Dues.

To make a donation to the ODA Foundation, visit www.oda.org and click on the Get Involved page or mail a donation to the Foundation at 1370 Dublin Rd., Columbus, OH 43215.

NATIONAL SUICIDE PREVENTION LIFELINE LAUNCHES NEW 3-DIGIT DIALING CODE

The National Suicide Prevention Lifeline recently launched a new three-digit dialing code: 988. The new 988 Suicide & Crisis Lifeline is now active across the United States.

Anyone can call, text or chat 988 to be connected to trained counselors who will listen, provide support and connect them to resources if needed.

The Lifeline has a network of over 200 crisis centers that have been in operation since 2005.

For more details, visit <https://988lifeline.org/current-events/the-lifeline-and-988/>.

VOLUNTEER TO HELP PATIENTS IN NEED THROUGH DENTAL OPTIONS

Community Involvement

The Ohio Dental Association is excited to announce the relaunch of the Dental OPTIONS program! The Ohio Department of Health (ODH) has contracted with the Dental Lifeline Network to operate the Dental OPTIONS Program.

Dental OPTIONS - Ohio Partnership to Improve Oral Health through Access to Needed Services - is a partnership between the Ohio Dental Association and the Ohio Department of Health that provides dental care to patients who don't qualify for Medicaid but cannot afford dental care. Dentists volunteer to provide care in their own offices to patients that have been pre-screened through the OPTIONS program.

More than 400 patients are currently on the waiting list, and your help is needed to provide care to these patients.

The Ohio Department of Health is conducting a brief survey to assess which dentists are interested in volunteering for the program. To learn more about the Dental OPTIONS program and to access the survey, visit <https://www.oda.org/get-involved/in-your-community/volunteer-for-dental-options/>.

AT A GLANCE: IMPORTANT DATES & EVENTS

Dates & Deadlines

8/1	ODA Annual Session Early Bird Registration Deadline
8/15	BWC True-Up Deadline
9/5	ODA Closed for Holiday

Events

9/15-9/17 ODA Annual Session

Meetings

8/3	Dental Education and Licensure Committee
8/12	Council on Access to Care and Public Services
8/15	Annual Session Committee
8/19	Council on Membership Services
8/22	Executive Committee
8/29	ODA Foundation Board
9/1	Annual Session Committee
9/15-9/16	ODA House of Delegates

ODA TODAY

Member of the American Association of Dental Editors

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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.



David J. Owsiany, JD
ODA Executive Director

THE DIRECTOR'S CHAIR

STATES MATTER IN SETTING PUBLIC POLICY ESPECIALLY FOR DENTISTRY

Advocacy, Membership Benefits

The recent United States Supreme Court decision related to abortion has caused quite a stir across the nation with many passionate individuals on both sides of the issue. Regardless of how anyone feels about the outcome (and there are good constitutional and policy arguments on both sides), the reality is that as a result of this decision the policy issues related to abortion will now be considered by the states. Without wading into the abortion debate, the fact that state legislatures will now make public policy on this controversial issue is not entirely surprising.

The states have broad policymaking authority over many aspects of our lives, including education, criminal law, insurance, health care, commercial transactions, domestic relations, traffic laws, law enforcement, public utilities, workforce, elections and many other areas.

The U.S. Constitution makes the states the repository of most public policy matters. The 10th Amendment specifically provides that "The powers not delegated to the United States by the Constitution, nor prohibited by it to the States, are reserved to the States respectively, or to the people." The structure of the U.S. Constitution is one of enumerated powers. That is, the federal government has the powers enumerated in the Constitution and the rest are reserved for the states and the people acting through their elected representatives in the state legislatures.

American Founding Father James Madison wrote:

"In the compound republic of America, the power surrendered by the people is first divided between two distinct governments, and then the portion allotted to each subdivided among distinct and separate departments. Hence a double security arises to the rights of the people. The different governments will control each other, at the same time that each will be controlled by itself."

This paragraph is widely recognized as explaining the idea of federalism – (i.e., that there is a division of authority between the states and federal government) and the separation of powers (i.e., that each branch of government has specific roles and accordingly they act as a check on each other). Generally, that division is one where

the legislature enacts public policy through its lawmaking function. The executive branch executes the laws and the judiciary interprets the laws and applies them in a neutral manner in cases brought before the courts.

So essentially Congress has policy-making authority over areas specifically enumerated in the Constitution and the state legislatures have policy-making authority over all other areas in our compound republic.

Dentistry is a perfect example of this concept. The vast majority of laws, rules and regulations that an Ohio dentist must comply with is set at the state level. In fact, the state of Ohio enacted one of the first dental laws in the world more than 150 years ago. Today, Ohio dentists are governed by the Ohio Dental Practice Act (Chapter 4715 of the Ohio Revised Code). This statute establishes the requirements for a dental license in Ohio and sets continuing education requirements for dentists and dental hygienists. This law dictates what duties a dentist may delegate to dental auxiliaries, including dental hygienists and EFDAs, and sets the standards for use of technology in the dental office, including defining teledentistry requirements. The Ohio Dental Practice Act also establishes the Ohio State Dental Board (OSDB), defining its composition as well as its responsibilities. The OSDB's rules provide even greater detail on requirements for various aspects of the practice of dentistry in Ohio, including the use of anesthesia and sedation, limits on prescribing opioids, and guidelines for infection control, sterilization and barrier techniques in the dental office.

Other state agencies also have jurisdiction over dental offices depending on circumstances. For example, the State of Ohio Board of Pharmacy's rules apply to dentists who compound drugs or possess compounded drugs or schedule I, II, III, IV or V controlled substances. Similarly, the Ohio Department of Health requires dental offices to comply with a number of X-ray machine rules, including requiring that dental offices have a written quality assurance (QA) program that includes safe operating procedures and instruction of personnel. Depending on the types of dental benefit plans a dental office accepts, dentists may also be required to comply with regulations from the Ohio Department of Insurance and/or the Ohio Department of Medicaid.

As many of you have heard me say: Dentistry is truly a wonderful profession, but it is also a heavily regulated profession. And the bulk of those regulations are set at the state level, which is why having an effective state dental association is so important to maintaining a thriving dental profession in Ohio.

As regulations are recalibrated at the state level in other areas, like abortion, dentistry will continue to be regulated at the state level as it always has been. And the ODA will continue to advocate for laws and regulations based on sound science that allow dentists in Ohio to provide care in an effective and efficient manner while dental patients have confidence that they are receiving high quality care in a safe environment.



Thomas Kelly, DDS
ODA President

PRESIDENT'S MESSAGE

WHITE COAT, WORKFORCE, WAZE & WISDOM

Membership Benefits

I have been privileged this year to interact with colleagues new (pre-dent, dental students, new dentists) and "old" (like me!) throughout the state and country. From the refreshing energy and enthusiasm of our newest colleagues to the continued dedication, love and commitment to our profession from my contemporaries, the journey this year has been special and inspiring. Allow me to share some insights and experiences ...

White Coat: On a beautiful day in mid-June I was honored to be part of a special welcome for the Class of 2024 at The Ohio State University College of Dentistry at their delayed White Coat Ceremony. Thank you to Dean Trotman for the invitation to speak on behalf of our ODA at this milestone event for the class. Traditionally the White Coat Ceremony is held at the beginning of the first year (and I will speak to the Class of 2026 in late August at their ceremony), but COVID restrictions delayed this for the incoming 2020 students. Having just officially competed their 2nd year, this special welcome into the profession for the Class of 2024 seemed even more significant. The camaraderie

and sense of togetherness as a unified class/community was palpable and such a treat to witness and be part of. The class chose faculty to present their white coats and Dr. Mark Morrison to speak, and I smiled seeing the mentors our future colleagues are gaining their wisdom and core values from. And both the class and faculty smiled with gratitude and pride because of the friendships developed, lessons learned, stories shared, etc. It was a true celebration of common goals, beliefs, vision and mission. At the conclusion we recited together The Dentist's Pledge (I encourage you to google that) which highlights our responsibility as dentists and our membership in the ODA: to care for our patients at the highest level; to continue to learn/seek wisdom and knowledge throughout our careers; to hold true to integrity and ethics and keeping our profession at the highest esteem; to serve our communities with our knowledge and talents. I am grateful to the Class of 2024 for choosing our profession and for all they will bring to it in the future.

Workforce: The challenges we continue to face in finding and retaining dental team members for our practices is a focus of the Workforce Working Group established at the 2021 ODA House of Delegates. This group of volunteer leaders has worked tirelessly over the past 10 months to research, study, discuss, and develop an action plan to hopefully help this challenge most of us face. Guided by ODA Director of Dental Services Chris Moore and chaired by Dr. Ben Lamielle, this amazing and dedicated group meets continuously sharing information from other states, other programs and the ADA and, through their wisdom and experiences, ideas on how best to increase the number of individuals pursuing various career options in the dental profession. This employment issue is not unique to dentistry, but we do have a unique and special opportunity on various levels within our profession for rewarding careers caring for our patients. What is evident is that there are multifactorial opportunities

See WISDOM, page 13



LOOKING FOR A JOB OR TO BUY A PRACTICE? LOOKING TO HIRE AN ASSOCIATE OR SELL YOUR PRACTICE? ATTEND MATCH @ ODA ANNUAL SESSION

Annual Session, Events & Membership Benefits

This year's ODA Annual Session will feature an event to help dentists, dental residents and dental students who are looking for a job match up with dentists who are preparing for a practice transition or looking to expand their practice.

MATCH @ ODA Annual Session is a free event hosted by the ODA Subcouncil on New Dentists and will take place from 12-2 p.m. on Friday, Sept. 16.

Those looking to sell a practice, buy a practice, hire an associate or become an associate are all invited to attend this unique event.

After registering, attendees will be contacted by the ODA to gather more information to enhance and personalize the process.

No outside companies or vendors will be included in this program, and attendees are not required or guaranteed to make a "match" at the event. Register for this free event using code E93. Lunch will be served.

To register for the MATCH event and the ODA Annual Session, visit www.oda.org.

FOLLOW THE ODA ON SOCIAL MEDIA!



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

LEGAL & LEGISLATIVE

INTERACTING WITH THE GOVERNMENT

Regulatory Compliance

Over the past few years I have received phone calls from many members asking about what to do when interacting with government or legal entities. These questions have involved entities such as The Ohio State Dental Board, Ohio Department of Health, DEA, Ohio Board of Pharmacy, Ohio Attorney General's office, Ohio EPA, judges, small claims courts and other judicial bodies. Each of these entities have a different effect on your practice, from directly regulating your license like the Ohio State Dental Board or serving you with notice from a local small claims court. In dealing with all these interactions it is very important to respond professionally and promptly.

The most important thing to remember when receiving something from a government entity is that the clock is ticking the moment you receive the information. As soon as you receive any correspondence from a government entity you should take immediate action. Now, that does not mean that you have to hit the panic button and drop everything you are doing. However, you do not want to let the issue sit because in most cases there is a strict timeline that will be followed. If you delay, the closer the deadline comes and the less chance you will have to work through the issues and discuss with a professional in order to best protect yourself and your practice. One of the first things that you can do in this situation is contact the ODA. The legal department of the ODA can assist you if you have questions about whether the correspondence is fraudulent or what your next step should be after understanding what the entity is asking of you. The ODA can also advise you to contact your personal attorney or other professional to assist with the situation.

The Ohio State Dental Board is the primary regulator for the practice of dentistry. Accordingly, any interaction with the dental board should be taken very seriously. Your dental license is your livelihood. The board's primary purpose is to protect the public and investigate allegations of poor dental care and violations of safe practice standards. From what I have seen, due to these reasons, if a dentist receives something from the board it is taken very seriously, and the response is prompt.

Licensees may find themselves interacting with the board for several reasons. The most common disciplinary matters involve the failure to renew a license, substance abuse problems, standard of care deficiencies, CE violations and inappropriate prescribing. Other government entities that

regulate your practice should be taken just as seriously as the board. Another entity that I receive many phone calls about is the court system. If you are served with notice in a small claims court, or you are being subpoenaed for records it is very important to be responsive and possibly get your legal counsel involved as soon as possible. Again taking action soon after your first interaction with the government entity is paramount.

Most of this article has discussed taking action and responding to government entities when they reach out to you or your office. Prompt responses and cooperation is important in those situations, however, the inverse of that interaction should not always be taken. It is generally best practice to minimize interaction with government regulators if you are the one reaching out. If a dentist has a question about regulations or compliance issues, it may be best to consider contacting the ODA or another third party to obtain the information. While there is no formal reason to not contact the board with questions, the ODA can find answers without the dentist having to speak with the government agency. For most

One of the first things that you can do in this situation is contact the ODA. The legal department of the ODA can assist you if you have questions about whether the correspondence is fraudulent or what your next step should be after understanding what the entity is asking of you.

dentists, it is a good thing if government regulators do not know them by name.

Overall, when dealing with government agencies it is of the utmost importance to be prompt. I know I sound like a broken record in this article but

AT A GLANCE

- Many different government entities interact with dentists and regulate some part of their business.
- When faced with direct correspondence from a government entity, it is important to provide a clear, concise and timely response.
- Do not delay when responding to a government entity because as soon as you receive the information the clock is ticking for a response.

the issues that will come about if you are lackadaisical with government correspondence can be very detrimental to your practice. Clear, concise and timely communication will create a strategy that minimizes risk that you have with these interactions. Please feel free to call the ODA at 614-486-2700 when dealing with these situations.

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Kenneth J. Polke, DDS x229

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ANNUAL SESSION, from page 1

doing but maybe in an easier way, or more aesthetic way, or using different tools, along with incorporating better ergonomics.”

This year’s Annual Session will feature local and nationally known experts presenting 64 different CE courses.

“I think it became very obvious during the pandemic that online CE can only educate you so far and that in general, it has not provided the same quality of education and interaction that one can get from being in person at lectures and hands-on courses,” Haid said.

Dr. Chris Pardee, a general dentist from North Ridgeville, said “The ODA does a great job of finding quality speakers to present the most up-to-date and relevant information. Having a wide array of CE courses to expanding our knowledge base is always a great reason to attend as well.”

For details on Annual Session speakers and courses and a full schedule, visit www.oda.org.

“Dentistry can be a quickly changing profession,” Theil said. “My father, who was also a dentist, always said if you

can take at least one ‘nugget’ away from a seminar or convention, it was a worthwhile trip.”

In addition to the in-person CE, registration will include access to 18 hours of online CE at no additional cost.

SHOP THE EXHIBIT HALL

“Another benefit is Exhibit Hall access to see and handle new products and equipment and have real time discussions with vendors,” Theil said. “Again, something the virtual world cannot fully replicate.”

More than 100 companies are expected to be on-site at the ODA Annual Session Exhibit Hall for convenient comparison shopping with valuable information from company representatives.

“In the Exhibit Hall, we divide and conquer,” Haid said. “My hygienists get hands on with new hygiene products and devices that they do not have time to evaluate when seeing patients all day, my assistants look at new technology and products that make us more efficient and my front desk will look at software programs that increase their efficiency in management, and after

“The Annual Session provides my colleagues, classmates, mentors and myself an opportunity to share our experiences not only in practice, but in our personal lives. This is one of my favorite reasons for attending the Annual Session; the camaraderie provides a fantastic foundation for professional support.”

- Dr. Chris Pardee
General dentist from North Ridgeville

I look as well, we get together and discuss what items may be beneficial to our office.”

The Exhibit Hall will also feature special events and daily prizes. For more information on the Exhibit Hall,

see the September “ODA Today” and visit www.oda.org.

ENJOY MEETING UP WITH COLLEAGUES + ATTENDING SOCIAL EVENTS

“My favorite part of the Annual Session is reconnecting in person with colleagues,” Theil said.

One of many attendees’ favorite parts of attending ODA Annual Session is meeting up with friends and connecting with their team during CE courses, in the Exhibit Hall, at social events or at one of the many bars and restaurants near the convention center.

“I love hanging out with friends and old classmates,” said Dr. Mehrdad Safavian, an Annual Session committee member and general dentist in Columbus. “The invisible CE is the interactions you get with people and experts in their area of dentistry, products and services.”

Annual Session will feature social events where you can connect with your friends, colleagues and staff members from across the state.

“The ODA plans special events that go above and beyond to build our profession,” Pardee said. “New dentists, in particular, have a lot to gain from these events, from basic CE opportunities to finding an associateship. I have personally attended many of these events and enjoyed all of them.”

This year’s special events include:

- The New Dentist Social at Denmark on High on Thursday, Sept. 15.
- Dinner with the Speakers on Thursday, Sept. 15
- Morning Yoga on Friday, Sept. 16.
- MATCH @ ODA Annual Session on Friday, Sept. 16.
- The Callahan Celebration of Excellence Honoring ODA President Dr. Thomas Kelly on Friday, Sept. 16.
- Night at the Columbus Clippers (minor league baseball) for dental students, dental residents and new dentists on Friday, Sept. 16 at beautiful Huntington Park.
- The Bash! featuring casino games, prizes and live music by Kyle Primous & the K-Street Band on Friday Sept. 16.
- Special events in the Exhibit Hall including Cuisine + Colleagues From Around The World, Hops & Shops, and Dark Roast and Donuts.

“The Annual Session provides my colleagues, classmates, mentors and myself an opportunity to share our experiences not only in practice, but in our personal lives,” Pardee said. “This is one of my favorite reasons for attending the Annual Session; the camaraderie provides a fantastic foundation for professional support.”

REGISTER TO ATTEND ODA ANNUAL SESSION

ODA Annual Session provides a great value, close to home. Dental staff members register for \$45, and ODA/ADA members register for \$125.

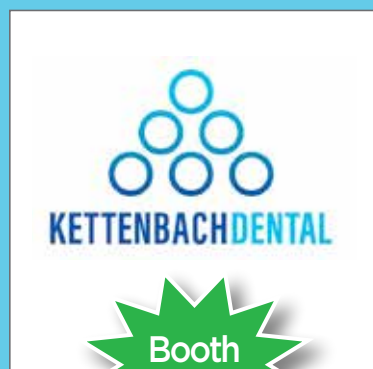
Visit www.oda.org to register and for full details.

Visit our OhioDDS Vendor Partners at ODA Annual Session

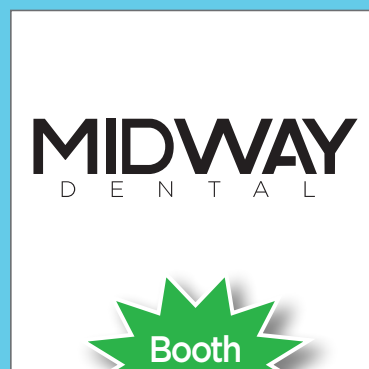
The OhioDDS group purchasing organization gives members exclusive access to discounted pricing on dental supplies, equipment, and services.



Booth #636



Booth #335



Booth #241

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Visit ODASC at the ODA Annual Session! Booth #339



Questions? Contact Us!

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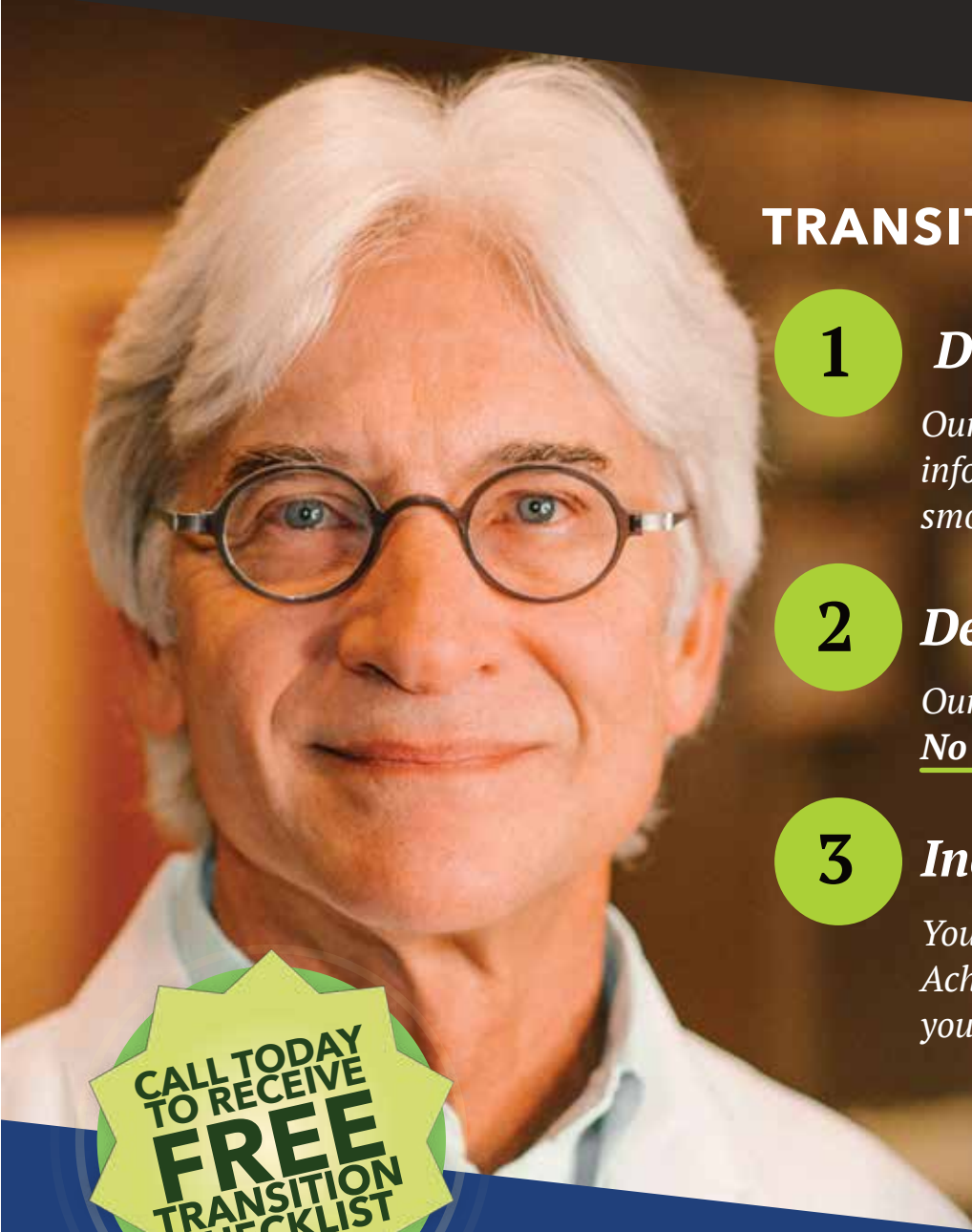
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ACHIEVEMENT AWARD: DR. KEN BRANDT

Awards of Excellence

By Jackie Best Crowe
ODA Managing Editor

Dr. Ken Brandt has been involved with organized dentistry for over 40 years and was instrumental in creating and maintaining a program to help veterans in need of dental care. In recognition of his efforts, he will receive the Ohio Dental Association Achievement Award on Friday, Sept. 16 at the Callahan Celebration of Excellence, held in conjunction with the 156th ODA Annual Session.

"In 1977, Dr. Kenneth Brandt became a member of organized dentistry immediately after serving as lieutenant of the United States Navy Dental Corp," wrote Vicki Nixon, executive director of the Cincinnati Dental Society, in her nomination letter. "He soon became involved with the Cincinnati Dental Society in 1980 and for the next 42 years has served on numerous committees, Dr. Brandt will finish his last term on our Council this year."

Brandt said he is humbled to receive the award.

"Everything we've achieved was



Dr. Ken Brandt is a 2022 recipient of the ODA Achievement Award.

due to all the help from the dental society and our Executive Director Vicki Nixon," he said.

Brandt earned his DDS degree from The Ohio State University in 1974 and went on to serve as a lieutenant in the United States Navy Dental Corp. from 1975-1977 in New Jersey. He then came

back to his hometown of Cincinnati and opened a dental practice. Brandt recently retired after practicing dentistry for 45 years.

He said his favorite part of being a dentist was being with his staff every day and getting to renew friendships with his patients as they came in.

Brandt has been very active with charitable initiatives, including serving on the ODA Foundation Board and on the Cincinnati Dental Society's Oral Health Foundation.

In 2009, Brandt and a few other dentists initiated the "Leave No Vet Behind" program, which serves veterans who are not eligible to receive dental benefits at the VA Hospital, have no dental insurance, including Medicaid, and with annual family income levels at or below the 200% federal poverty guidelines.

"They are a very grateful group of people because no one has ever cared about them in the past," Brandt said. "At the first screening guys were crying waiting in line. They did something to deserve our care, it's just a payback."

At the first event, nearly 90 of the veterans were diagnosed with decay and 290 extractions were needed. The

volunteers prepared treatment plans and made calls to dentists and specialists in the area to help with follow up treatment in their offices. Brandt said only about 10% of veterans are eligible to receive dental benefits from the VA Hospital.

Brandt worked to expand the program several years ago to provide free dental screenings to veterans when they first enter treatment at the Joseph House, a temporary home for recovering veterans addicted to drugs and alcohol. They are then assigned to a volunteer dentist if additional care is needed.

Brandt said that he knows many dentists who went into the service after graduating from dental school, so it was an easy transition to provide care to vets and many of the dentists knew where the vets were stationed and what they did there.

Since its inception, volunteer dentists have donated nearly \$1.4 million in dental care through the Leave No Vet Behind program. The program received a Golden Apple Award from the American Dental Association in 2010.

See BRANDT, page 9

ACHIEVEMENT AWARD: MARLA MORSE

Awards of Excellence

By Jackie Best Crowe
ODA Managing Editor

Marla Morse, program director for Oral Health Ohio (OHO), is a leader and advocate for improving oral health in Ohio. In recognition of her efforts, she will receive the Ohio Dental Association Achievement Award on Friday, Sept. 16 at the Callahan Celebration of Excellence, held in conjunction with the 156th ODA Annual Session.

"Marla is the spirit and energy of Ohio's oral health coalition, OHO, of which ODA is an integral part," wrote Dr. Paul Casamassimo, a past president of the ODA, and Dr. Joe Crowley, a past president of the ODA and ADA, in their nomination letter. "She has made it her goal to engage the Ohio Dental Association and its member

dentists in OHO's work. We are testimony to that commitment. She represents oral health and the coalition with well-researched, responsible, and compassionate perspectives. Marla has challenged prevailing thought on how we approach oral health and disease and brought issues of health equity to the table in ways that are hard to dismiss. Throughout all her efforts, she has maintained respect for and engagement of our state's dental community. We could have no better bridge between our patients and our members and the communities with a stake in oral health."

Morse said she is honored and humbled to be receiving the award.

Oral Health Ohio is a coalition of statewide partners who educate and advocate to improve Ohio's oral and overall health. Participants include representation from the ODA, Ohio



Marla Morse is a 2022 recipient of the ODA Achievement Award.

Association of School Nurses, Nationwide Children's Hospital, Ohio Association of Community Health Centers,

Ohio Association of Dental Hygienists, Ohio Department of Health and others. In her role as program director, Morse works to execute the coalition's strategic work.

"Our work really focuses on raising awareness of oral systemic health and also piloting projects that lead to systemic change," she said.

Morse led the development of Ohio's State Oral Health Plan for 2021-2022, which was developed in collaboration with stakeholders from across the state. The plan includes many proactive and positive policy recommendations and identifies clear paths forward to build on Ohio's recent successes in improving oral health for Ohioans.

Additionally, Morse wrote a grant to finance the state's 2023-2027 oral health plan, which she and OHO are currently developing.

"It's an actionable road map where all sorts of people can engage in the strategy and that's policymakers, educators, providers, all sorts of people," she said.

The plan will include an assessment of Ohio's oral health strengths and challenges, priority outcomes, objectives for tracking progress and strategy and policy recommendations.

Morse is also currently working on a project with the Ohio Department of Medicaid and several other states that is looking at how to improve access to oral health care for people with intellectual and developmental disabilities.

"This is a population that is definitely underserved," she said. "We're trying to change some policy to help with those barriers."

She is also leading an initiative that is looking at integrating oral health and primary care services and testing value based payments through incentives.

"Marla actively finds pits and fissures (in roads) to seal the health care gaps and advocate for the oral health of Ohioans through her efforts at Oral Health Ohio," wrote Dr. Vinod Miriyala, a pediatric and public health dentist and member of the HealthPath

See MORSE, page 9



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Medicaid

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

EPISODES OF CARE

The Ohio Dental Association has received numerous reports from ODA members who have received very favorable results from appealing Episodes of Care repayment amounts to the Ohio Department of Medicaid (ODM).

“We are very pleased with how ODM has handled the cases of those dentists who appealed their initial, adverse Episodes of Care determinations,” said Dr. Thomas Kelly, ODA president. “The department has been very responsible in addressing unintended consequences of the Episodes of Care program with respect to dentistry and has taken appropriate actions to set things right. We commend ODM for that.”

At the end of last year/beginning of this year, many Ohio dentists were informed by ODM of the financial impact that the department’s Episodes of Care Program would have on their practices. For many, it meant that they were to receive an incentive payment for the dental care they provided to patients covered by Ohio Medicaid through its fee-for-service and managed care (Medicaid HMO) programs, but for others, it meant having to pay a negative incentive amount. The ODA

is aware of negative incentive amount judgements for some dentists ranging from thousands of dollars to over \$39,000, to over \$40,000 and in one case even over \$64,000.

None of the dentists who contacted the ODA reported any knowledge of the program until they received notices that they would be either receiving an incentive payment or paying a negative incentive. Similarly, none of the dentists knew what actions ODM expected them to take within their practices to either replicate or revise their practice patterns.

ODM describes the episode-based payment program as “part of quality-driven payment innovation” that “seeks to reduce health care costs and improve quality of care by providing transparency on spend and quality across and entire episode, allowing providers new visibility into their performance and how they compare to peers.” It also states “an episode of care (episode) includes all of the care related to a defined medical event (e.g., a procedure, an acute condition), including the care for the event itself (e.g., procedures, professional claims, pharmacy), any pre-cursors to the event (e.g., diagnostic tests, pre-operative visits), and follow-up care (e.g., follow-up visits, medications, rehab, readmissions). Episodes are built from the perspective of a ‘patient journey’ through the health system, providing a more comprehensive view of care

involved in treating a condition for a patient. For a given episode type, a principal accountable provider (PAP) is defined and held accountable for the quality and cost of care delivered to the patient for the entire episode.” ODM “has launched 43 episodes, 18 of which are currently tied to financial incentives.” Two of these measures, dental tooth extraction and morphine equivalence dose (MED), are relevant to dentistry.

The ODA responded by working with those member dentists who contacted the ODA, communicating behind the scenes with ODM staff and filing a formal complaint with ODM.

Kelly and Dr. Jennifer Kale, chair of the ODA Council on Access to Care and Public Service and ODA Medicaid Working Group, formally expressed the ODA’s concerns about the program in a letter to Medicaid Director Maureen Corcoran and specifically requested that ODM: “1) take steps to ensure that no money be withheld from any dentist’s reimbursement and any money that has already been collected be returned to the affected dentists and 2) reach out to all of the

AT A GLANCE

- The ODA and Ohio Medicaid have worked together to address different issues within the Episodes of Care Program.
- Many ODA members have successfully resolved their Episodes of Care Program payment issues.
- The ODA is working to secure a Medicaid dental fee increase.

dentists who may be affected by this program and explain to them in practical and understandable terms how the program works and what actions they need to take in their offices to comply with Ohio Medicaid’s expectations.”

“ODM acted in a favorable way to the ODA’s requests,” Kale said. “In addition to the ODA’s communication efforts, Ohio Medicaid has done a very good job of reaching out to affected dentists to inform them of their rights of appeal and made it easy for dentists to exercise these rights.”

See MEDICAID, page 13

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 online at www.oda.org, by mail to 1370 Dublin Road, Columbus, OH 43215, by fax to 614-486-0381 or by email to dentist@oda.org. To see past issues of the Dental Insurance Corner, visit oda.org/member-center/resources/dental-insurance-assistance/.



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MORSE, from page 7

Foundation Board of Trustees, in his nomination letter. “The work that she does, might not always be visible and appreciated by people but in a short time she has proved to be one of the best advocates for oral health. Without any professional background in oral health before she started this job, she has quickly learned and educated many others about oral health issues that matter in Ohio. She has been a wonderful asset to many oral health groups in the state and nationally.”

Morse said she is passionate about the work she does with OHO.

“It is a privilege to work with partners and stake holders,” she said. “It’s a privilege to hear from communities about what it is they need. OHO relies on the community to tell us what it is they need. All these diverse stakeholders are all working for a healthier community”

She said her favorite part about her work with OHO is the relationships.

“You can’t get anything done without relationships,” she said. “It’s been really amazing to me in this work that

no matter who I reach out to, no matter what individuals, what population an organization serves, whenever I reach out people always take the call. I’m really amazed by that and I think it’s because everyone recognizes the barriers and struggles with oral health and they want to engage.”

The ODA is an engaged partner with OHO, serving on the board as well as several committees.

“Organized dentistry is important for a lot of reasons. One is they are taking care of patients every single day. Two they are generous with the amount of donated care they provide to patients,” she said. “Organized dentistry is important to be at the table because they have a perspective that is valuable. And no one organization or no one entity is responsible for the oral health challenges in Ohio, and no one organization or entity can fix the problem. It takes all of us, and organized dentistry is a meaningful component of that.”

OHO is funded by the HealthPath Foundation of Ohio, and Morse said none of this work would be possible without them, along with the OHO ad-

visory board, committees, partners and stakeholders.

She said Crowley, Casamassimo and Miriyala have been supportive mentors and they, along with ODA staff, have helped her grow in knowledge and understanding of oral health issues.

Morse has a Master’s in Public Policy and Administration and a Master of Science in Social Work from Columbia University. Prior to working at OHO, she has served in various roles working at the policy level in health care and in community engagement around different issues.

She received the 2021 Quality Award for Champions of Oral Health from the Ohio Department of Health.

The Achievement Award is given to someone with a personal and professional commitment to the dental profession and the public’s oral health, and who is an ambassador for the dental profession with solid respect for the profession. Morse is one of two recipients of the 2022 Achievement Award.

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BRANDT, from page 7

During his retirement, Brandt plans to continue working closely with the CDS Oral Health Foundation and its charitable programs.

“We are in a position where it’s easy to give back,” Brandt said. “We’ve got the skills. If you’re passionate about a project you’ll make the time.”

Brandt said he became involved in organized dentistry when Dr. Bob Buchholz invited him to a meeting. Since then, Brandt has served on and chaired the Cincinnati Dental Society’s Program Committee and the ODA Annual Session Committee. He served on the ODA Foundation Board of Trustees from 2009-2021, serving as vice chair from 2020-2021. He also has served on the CDS’s Oral Health Foundation since it began in 2011 and served as its president for eight years.

He served as president of the Cincinnati Dental Society in 2010 and has served on many other councils and committees with the dental society and has served as a delegate to the ODA.

Brandt said he thinks organized dentistry is important to stand up for the integrity of the profession and to protect dentistry from insurance companies and government regulations.

“Individuals can’t do that, we need an organization that can put forth the effort and money to do it,” he said.

Brandt received the Cincinnati Dental Society’s most prestigious award, the Meritorious Service Award, in 2013.

Outside of dentistry, Brandt enjoys golfing. He has two daughters and five grandchildren.

The Achievement Award is given to someone with a personal and professional commitment to the dental profession and the public’s oral health, and who is an ambassador for the dental profession with solid respect for the profession. Brandt is one of two recipients of the 2022 Achievement Award.



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GPR PROGRAM RENAMED IN HONOR OF DR. PAUMIER

Community Involvement

By Jackie Best Crowe
ODA Managing Editor

The Cleveland Clinic Mercy Dental General Practice Residency Program in Canton was recently renamed the Thomas M. Paumier, DDS Dental General Practice Residency in honor of Dr. Thomas Paumier's efforts in establishing and fundraising for the program.

"For more than a decade before the establishment of the dental clinic and General Practice Residency Program, Dr. Tom Paumier was on a mission, with a vision to create a dental GPR program in Canton," said Tom Turner, vice president of development and government relations at Cleveland Clinic Mercy Hospital. "During that time, oral health became identified as the leading health need in our community, through studies and funding, such as the Bethlehem Project of the Sisters of Charity Foundation of Canton, and Austin-Bailey Health & Wellness Foundation. The dream to create a safety net clinic and world-class residency program soon became a reality."

Paumier said he was shocked, humbled and honored that the residency program was renamed in his honor.

"Any endeavor of this size and complexity requires an enormous effort from so many individuals to be successful and no one individual should be singled out for their efforts, least of all me," he said. "From the hospital administration, the Stark County Dental Society and its members, to the local foundations and the current director, staff and faculty, it has been a team effort to ensure its continued success. I'm humbled that my peers feel I am worthy of such recognition. As I said that evening, this would have been better given posthumously!"

After graduating from dental school, Paumier attended a General Practice Residency at St. Elizabeth Hospital Medical Center in Youngstown. Because of his experience with a GPR, he set a goal of establishing a GPR at a hospital in Stark County. Under his leadership, a GPR program was established at Mercy Medical Center in 2007. He also started an endowment to support the GPR program and ensure its sustainability.

"The GPR program educates future dentists, meets the needs of the underserved, and creates better interactions with our physician colleagues so they understand how oral health impacts overall health," Paumier said. Paumier's uncle was the first surgical resident at Mercy Hospital in 1933, and a member of his family has been on the medical staff since then.

When the clinic opened in 2007, it started with four operatories with plumbing for eight. In 2010, it expanded with pediatric suites, a gurney area and special needs dentistry space.

To date, 55 graduates of the program are in practice locally in general and specialty dental fields and over 100,000 patients have received dental care at the clinic.

Paumier said his favorite part about being involved with the GPR is interacting with the newest members of the dental profession.

"To see the residents' enthusiasm about starting their careers in dentistry and their desire to learn more, improve their clinical skills and passion for helping patients, inspires me to continue to improve and share all that dentistry and organized dentistry has to offer new dentists," he said. "Also,



Submitted photo
Cleveland Clinic Mercy Dental General Practice Residency Program in Canton was recently renamed the Thomas M. Paumier, DDS Dental General Practice Residency in honor of Dr. Thomas Paumier's efforts in establishing and fundraising for the program. Pictured (from left): Paumier, Mr. Tom Turner, vice president of development and government relations at Cleveland Clinic Mercy Hospital, and Dr. David Gormsen, chief medical officer at Cleveland Clinic Mercy Hospital.

working with our director, Dr. Andrew Wojtkowski, who was the associate director at St. Elizabeth Hospital in Youngstown where I did my residency training is very special. He has been a wonderful mentor and friend for 35 years and being able to work together is a great joy. Watching the residents become better doctors over the course of the year is very rewarding. It confirms the value of taking the time to teach in the program as these recent graduates become a great asset to any community where they begin their practice life. And finally, the patient population most in need of dental care has real access to that care and their quality of life is improved because of their better oral health and having a dental home."

Paumier had a goal of reaching \$1 million in funding to support the GPR, and that goal was realized this year with \$892,000 in an endowment fund and \$332,191 in the Stark Dental charitable fund that was established in 2015.

"When starting the program, the goals were to provide a superior post-graduate education to new dentists, provide access to care for the most underserved population in our community and to have physicians better understand the value of good oral health to overall health," Paumier said. "We have reached and surpassed each

of these objectives in the 15 years since the program began. In my opinion, there is no better way to accomplish the above goals than in having a community hospital based dental residency program. To be a small part of creating a residency program that will continue long into the future is very rewarding and is a worthwhile legacy."

The renaming of the program was announced at the Stark County Dental Society's Distinguished Dental Service Academy 2022 Induction Dinner, where Paumier was one of four dentists being inducted this year.

Paumier is a past president of the Ohio Dental Association and Stark County Dental Society. He was a member of the ADA and American Academy of Orthopedic Surgeons expert panels who wrote the "Clinical Practice Guidelines and Appropriate Use Criteria for Antibiotic Prophylaxis for Prosthetic Joint Patients." He also was a co-author of the "ADA Clinical Practice Guideline for Appropriate Antibiotic Use for Odontogenic Infections" and was the 2019 recipient of the ADA Evidence Based Dentistry Clinical Practice Award. He was a 2021 recipient of the ODA's Joseph P. Crowley Distinguished Dentist Award and has served on many councils and committees with the ADA, ODA and Stark County Dental Society.



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Matthew J. Messina, DDS
Executive Editor

THE EXPLORER

SHOW, DON'T TELL

Opinion & Editorial

At the end of the day, our stories are who we are and what we know. We share them with each other, so they know what to think about us. We try to convince them that we are a person they can love and count on. But the stories are only words.

As a writer, I am always working in my novels to “show, don’t tell.” In the literary world, that means it is better to let a character’s actions “show” the audience about the person rather than “tell” them. For example, don’t tell everyone that Sarah is a kind and caring person, show her volunteering at the hospital to comfort children with cancer. Don’t tell us that Sam is honest, show him finding a wallet and getting it back to its owner. That lets people make up their own mind about the character and it makes for a deeper, more realistic experience. You care about characters that are fully formed, with wishes, hopes and dreams. Who we are is shown by the patterns of our behavior.

Our lives are filled with experiences, and we choose from that list the stories that we tell others. We look back at where we’ve been and plan where we are going. We’d like to believe that our memories are aligned with the world as it is. That how we remember things really reflect the way it went down. Thankfully, that’s not the case. Over time, we selectively filter our memories through what we know and what we believe. It’s our story and we get to tell it in the way that works for us. We take our stories and compound them, sharpen them, rehearse them, turning them into an enhanced version. It’s the best rendition of the world as we see it, not the world as it is.

That’s why I prefer a photo album over a video. Photos anchor our memories visually and help us tell the story to others. But photos allow us to embellish the memory, which is fantastic! Video seems to call attention to small details and negative facial expressions or emotions. It often contradicts the stories we have carefully crafted. A wedding photo album or high school yearbook is the starting point to an excited retelling of happy memories. Having a video stops conversation because it provides definitive evidence of the event. Drop the mic, we’re done here! I’d much rather that you show me the picture and tell me the tale!

Summer around dental school is the season of applying for residency and graduate specialty programs. That means I am asked to write a number of letters of recommendations and answer questionnaires as part of applications. It is a task that I enjoy, and I am always honored when students ask me to write on their behalf. I recently filled out an extensive application and I was struck by the quality of the questions asked. It made me wonder how people would answer these questions about me ... and what I can do to continue to become a better person. Here

are some questions for us to reflect on together!

Compared to others in the workplace, to what extent does this person:

- Treat coworkers, staff, and others of different backgrounds, beliefs, and gender with fairness, respect and sensitivity?
- Possess excellent knowledge in their area of expertise?
- Make high-quality decisions and solve problems using sound reasoning and judgment?
- Demonstrate trustworthiness, honesty, and high personal standards in dealings with patients and others?
- Act in accordance with the highest possible standards of ethics and integrity?
- Listen carefully to others, taking time to understand and ask appropriate questions without interrupting?
- Exhibit maturity and self-control, even in situations involving conflict or stress?
- Collaborate with others to achieve common goals?
- Approach the job with confidence and a positive attitude?
- Accept feedback without becoming

If our story is in conflict, then we need to begin the hard work of evolving into the person we want to be.

ing angry or defensive, and use it to strengthen future performance? These are tough questions! They push us to critically evaluate the story we would like to tell and see if it matches with reality. If our story is in conflict, then we need to begin the hard work of evolving into the person we want to be.

Life certainly brings us wins and losses! Those are the building blocks of our story. James Taylor sang that “I’ve seen fire and I’ve seen rain!” Life without fire and rain would be just boring.

It’s the rainbows and sunshine that we remember because we experienced the storm and survived!

A rich and full life comes not from everything being perfect, but from triumph over adversity. We build experiences out of challenges. Good judgement comes from experience. Experience often comes as the result of bad judgment! Like the epic hero’s journeys told since the dawn of time, the best stories show how we grow as a person and become better in the end. We learn how to handle adversity and win the day.

Take the pictures and tell your tale! We all love an underdog story, and we want to hear about your success! Just make sure that what you show us matches the story. The hard work is in being the person that you tell us you want to be!

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

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.

We are pleased to announce



Dr. Kristin Donaldson has joined the practice of Dr. Jon Frankel Louisville, Ohio

Dr. Laury DiMichaelangelo has acquired the practice of Dr. Shockley Wier Saint Paris, Ohio (Pictured left.)

Dr. Matthew Wurzel has joined the practice of Dr. Michael Carpenter Napoleon, Ohio

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NW OH Endo: Grossing \$1.6M/year. Thriving practice. Associates in place. Very profitable. RE available. CBCT, PBS endo.

Butler Co: 5 nicely equipped ops. All digital. Collecting \$1M/year. Mostly Medicaid. Very profitable.

Hamilton Co: Grossing \$650K/year. 4 ops. 3,000 sq/ft. Digital PAN, digital x-ray, Cerec. RE available. Great visibility.

Toledo: Consistently collects \$800K/year. 25 new pts per month. 4 ops with room to expand. Seller will stay for transition.

NE Cleveland Suburb: Collecting \$380K/year. Mix of FFS/PPO patients. Low overhead. 3 ops. Eaglesoft. Seller retiring.

North Central Ohio Orthodontic: Started from scratch in 2015. Revenue over \$300K on 10 days a month. 100% FFS. 4 chairs.

NE Cleveland Suburb: Grossing \$400K. 4 ops. Mix of FFS, PPO & Medicaid. 2500+ active patients, 40 new patients monthly.

Clermont County: Grossing \$480k. 3 ops with room for expansion. Paperless with digital x-ray and digital PAN.

Columbus: Grossing \$325K/year on 3 days a week. Mix of FFS & PPO. 4 ops with room to expand.

SE Ohio: Mostly FFS. \$188K in revenue. 2200 active pts, 20 new patients a month. Located on busy street.

Dayton: Grossing \$360K on 2 days/week. Mix of FFS, PPO and Medicaid. 3 ops, room for expansion. 1400 active pts.

NE of Akron: All FFS. \$350K in revenue. 4 ops with room to expand. Real estate available. Located on busy road.

SE of Toledo: Revenue of \$700K. Free standing building, high visibility. 3100+ active pts, 50 new pts/month. 5 ops.

Stark County: Collecting \$480K/year. Mix of FFS and PPO. Eaglesoft. 4 ops. Digital xray & PAN. Great visibility. Seller retiring.

Greater Cleveland: Collecting \$900K/year. 8 ops. Paperless, digital x-ray, digital PAN. FFS/PPO. Lots of space. Busy street.

Lake County: Grossing \$400K on only 18 clinical hours a week. 3 ops with one more plumbed. FFS/PPO. Merger opportunity.

East Akron Suburb: 3 ops, room to expand. Grossing \$250K per year. PPO/FFS. Real estate available.

Dayton: Grossing \$500K on 3 days/week. Mix of FFS & PPO. 1700 active patients. Digital x-ray, digital PAN, and Cerec.

Cuyahoga Co: Grossing \$300K. FFS/PPO. 3 ops. Great merger opportunity. Seller owns real estate, would stay for transition.

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Busy office in Cincinnati looking for F/T or P/T dentist that may be interested in buying the practice in the next couple of years. Contact Karen at drmarvinnkaplan@fuse.net or (513) 281-8800.

Busy office in Dayton looking for FT or PT dentist that may be interested in buying the practice in the next couple of years. Contact Dr. James Striebel at gabe@erinet.com or (937) 235-2400.

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Macedonia, Strongsville, and Brunswick. We can offer you a steady flow of patients, complete clinical autonomy, and a fully trained dental staff. We offer paid malpractice, medical benefits, 401k plan, annual CE reimbursement, and a sign on bonus! If you're interested in one of these locations, please contact Ashton Heeter at aheeter@midwest-dental.com.

Merit Dental is looking for a General Dentist at our successful Toledo office! We can offer you a steady flow of patients, complete clinical autonomy, paid malpractice, full benefits, annual CE reimbursement, and a sign on bonus. If you are seeking a practice where you can grow your skills and provide exceptional dental care, apply today! Contact Ashton Heeter at aheeter@midwest-dental.com.

New facility looking for a Director Dental Services. If you have experience starting up a dental practice and want to bring your dental expertise to the underserved, then you should consider Signature Health's brand new facility in Painesville, Ohio. Learn more at www.signaturehealth.org/careers.

Our dental practice, the Dental Loft, in Beavercreek, Ohio is expanding and offering an exciting employment opportunity! We're seeking an Associate Endodontist to support our mission to provide excellent dental care to the community. The Dental Loft is a thriving private practice with a team of longtime associates and staff working closely together supporting each other. Our continuously growing patient base, thanks to amazing feedback from our patients (over 300 Five Star reviews) and generous referring offices, supports the need for an Endodontist to join our team at the Dental Loft! This position offers: highly competent, motivated and well-trained staff; brand new and state of the art microscopes and equipment; modern and spacious dental office; schedule flexibility part time or full time; supportive marketing team; great earning potential based on growing referral base; caring, upbeat environment and team. If you have any interest in this amazing career opportunity at all, please check us out! Read our reviews and visit our website. We'd love to chat with you and tell you more about our practice and this amazing opportunity! Call Shari at (937) 572-1566 for more details. Send resume to shari@daytoncomp.org.

Our general dental practice, located southwest of Akron, Ohio, is seeking a motivated full-time associate who is ready to learn new skills, expand your capabilities and explore new ways of thinking about your profession and your future. Develop within the practice, be mentored and grown as a leader from the moment you are hired and experience what being encouraged and cheered on by your teammates feels like. We are dedicated to providing a practice where employees feel a sense of belonging and are valued for their contributions. We

create value for our patients by nurturing relationships with them and helping them heal and grow. You will be busy from the beginning and have a chance to make a significant impact on the health of the community. You will have current technology (Primescan, iTero, CBCT) available to you, but your most important learning opportunity will be in human connection. Compensation will be based on a percentage of collections. We are FFS only. 401K and malpractice coverage available. No weekends. Visit our website at raymondndentalgroup.com. Please send a resume and cover letter to Dr. Kate Raymond via kirbydds@aol.com.

Our North Central Ohio pediatric dental practice is seeking a part-time/full-time pediatric dentist to join our busy, but caring team. We pride ourselves in providing state-of-the-art dental care for the pediatric population of 5 counties. Our most recent associate of 12 years retired to care for her young family due to COVID-related childcare issues. Compensation package includes a daily rate with production-based bonus. Please contact our office manager via email at Traci@pedotoothdr.com or call Traci at (419) 522-5437.

Our practice in Cleveland, OH is seeking an Associate Dentist to join our team. This established practice is fully staffed with a steady flow of new and existing patients. We will provide you complete clinical autonomy and can offer paid malpractice, medical benefits, 401k plan and annual CE reimbursement. If you are seeking a practice where you can grow your skills and provide exceptional dental care, apply today! Contact Kelsey Wiginton at (949) 525-6478 or kelsey.wiginton@smilebrands.com.

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Pediatric dental practice for sale in the Cincinnati area. Office is located in a high traffic area. Collections are a mixture of PPO plans and FFS. Medicaid is not accepted. 4 operatories, paperless charting, and digital x-rays. For more information, contact David Justice (513) 761-2860, david.justice@spbco.com.

Solon, OH: General Dentistry Office. 4 chair, great location, collections of \$750,000+. 4 days per week. Email Jon, jblaircoaching@gmail.com.

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Premier 3000 square ft space in medical campus in Mentor, Ohio for dental practice. Previous dental practice relocated. Cabinetry, plumbing, electrical included. Incentives available. Please contact build@graperandwarmington.com or call Mike Warmington, (440) 354-6509.

MEDICAID, from page 8

Numerous ODA members have contacted the ODA to report their appeals were successful and that they no longer had to repay any money to the state.

ODM officials have stated if the dental component of the Episodes of Care Program moves forward in the future that the department will conduct extensive communication efforts with Ohio's dentists to ensure everyone fully understands the program and the expectations associated with it.

MEDICAID FEES

The overall Medicaid dental program has only received a 1% fee increase since the year 2000. The program's current reimbursement rates are not competitive with the dental benefits marketplace and do little to nothing to entice dentists to increase their participation in either the Medicaid fee-for-service or managed care programs.

Obtaining a fee increase is a prior-

ity for the ODA's legislative advocacy team. Dentists who participated in the 2022 ODA Day at the Statehouse addressed the need for a Medicaid dental fee increase with their state senators and state representatives. ODA staff have also had numerous conversations with elected officials and ODM representatives.

ODM officials have begun work on putting forth their budget proposal for 2023-2024. Once completed the proposed ODM budget will go to the governor who will then present a final version of the proposed state budget to the Ohio General Assembly during the first quarter for 2023. The legislature will then debate and eventually adopt a budget for the state of Ohio by the end of June 2023.

"The ODA intends to continue advocating for a Medicaid dental program fee increase throughout the state's budgetary process," said Dr. Manny Chopra, chairman of Council on Dental Care Programs and Dental Practice and member of the Medicaid Working Group.


WISDOM, from page 3

for change and improvement including recruitment, education models, certification processes, practice models, "HR" training for best practices in our practices, etc. The Workforce Working Group and Dental Education and Licensure Committee will present a report and initial action plan to the 2022 ODA House of Delegates in September. This group has done great work and I expect that with the complexities and opportunities this work will continue into next year as well.


Waze: One of the many privileges I get to do is speak with colleagues around the state when Executive Director Dave Owsiany and I receive invitations to local dental societies to have a conversation about the work of our ODA and hear concerns, ideas and thanks from our members. From Greater Toledo to Akron, Northeastern to Tuscarawas, and places in between (and meetings in Chicago, Washington, D.C., and Indianapolis), getting there is part of the "fun." Now Michelle Blackman, director of governance and operations/executive assistant, always has excellent turn-by-turn/step-by step ("leave hotel out of High

St. exit and turn left, go approximately 30 steps and turn left again ...") and having a timeline of departure and ETA for us. NOTE: for Dave and I she knows to allow an extra 30 minutes plus, because we tend to be "right on time." Despite excellent efforts and plans, traffic issues and unexpected construction (and my daughters' collective 20-something year old wisdom) have taught me that Waze can be helpful to avoid delays. So not only has there been the invaluable experience to share the accomplishments of the ODA and hear ideas from our members, but detours have allowed me to see parts of Ohio I never knew existed (Zoar, for example, is such a quaint historic village I had never heard of). Both seeing new geography and the sharing of information with colleagues about our great profession and our ODA/your dental societies is a special pleasure.

Wisdom: Through it all is the learned wisdom ... kindness always matters; ours is the greatest profession; together is better/community of colleagues working to help the public we care for and the profession we hold dear; experience + innovation + dedication + vision = success.



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