

QuickBites

Renew your Ohio Dental Association membership!

ODA membership dues were due Jan. 1, 2021 for the 2021 membership year. If you have not paid your dues, you are considered past due.

Members can renew online at www.oda.org/joinandrenew, by fax at (614) 486-0381, by mail to Ohio Dental Association, P.O. Box 734508 Chicago, IL 60673-4508 or by phone at (800) 282-1526.

Renew your membership to continue receiving access to all the Ohio Dental Association has to offer. The ODA is here for you – if you have a question, we have the answer!

If you have already paid your dues, thank you! You do not need to take any action.

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ODH authorizes dentists, hygienists to administer COVID-19 vaccines

By ODA Staff

The Ohio Department of Health recently authorized licensed dentists and dental hygienists to administer COVID-19 vaccines.

Dentists and dental hygienists can enroll in the Medical Reserve Corps (MRC) to take part in the effort to protect Ohioans by administering COVID-19 vaccines.

"This volunteer registry will assist local communities across the state as they prepare a volunteer corps to do vaccines at mass vaccination events once the vaccine becomes available for the general public," said ODA President Dr. David Kimberly, an Akron-area oral and maxillofacial surgeon.

At this time, dentists and hygienists would only be administering the vaccine at mass vaccination events, not in private dental offices.

Local MRC unit coordinators in most counties will work with local health departments to plan mass vaccination events. As these events are planned, MRC units will contact volunteer applicants to let them know what and when services are needed.

For those 12 Ohio counties that do not have MRC units, there is a link on the registration page with information about who to contact to volunteer.

There is no set time that volunteers need to be available, and they can volunteer as little or as much time as they would like.

The registration page also includes links to training information, which can be found under the "Recommended Training" tab at the top of the page. Volunteers who wish to vaccinate are also encouraged to visit <https://www2.cdc.gov/vaccines/ed/covid19/> for review.

Under Ohio law, volunteers registered with the Medical Reserve Corps are not liable in damages to any person or government entity in tort or other civil action while providing services within the scope of the volunteer's responsibilities during an emergency declared by the state if the volunteer's act or omission does not constitute willful or wanton misconduct.

To learn more and enroll in the Medical Reserve Corps, visit <https://www.ohioresponds.odh.ohio.gov/>.



ODA Vice President Dr. Lori Fitzgerald recently received her first dose of the COVID-19 vaccine. Dentists can go to <https://vaccine.coronavirus.ohio.gov/> to find locations in their county where they may be able to receive the vaccine. Supply of the vaccine is limited and availability differs in each county.

Give Kids A Smile events adapting to provide care, education during COVID-19 pandemic

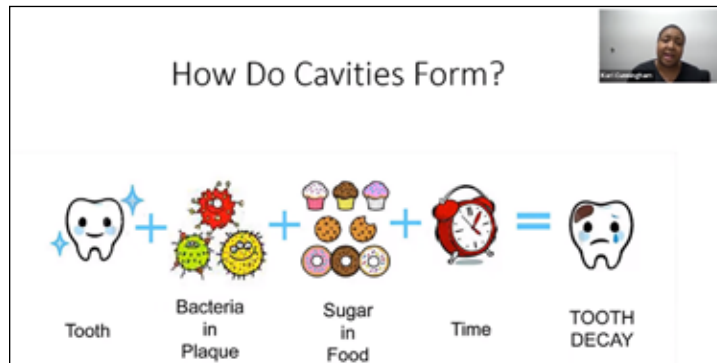
By ODA Staff

In spite of the COVID-19 pandemic, Give Kids A Smile is moving forward in 2021, although events look a little different this year.

Each year, the American Dental Association hosts a national kickoff event in conjunction with Give Kids A Smile Day. This year, the 19th annual national kickoff event took place virtually on Feb. 4. ODA President Dr. David Kimberly was invited to speak at the virtual national kickoff celebration.

"The Ohio Dental Association is proud to partner with the ADA since the very beginning. In recent years, more than 400 Ohio Dental Association member dentists have annually participated in the Give Kids A Smile events across the state, providing free dental care to tens of thousands of Ohio children," Kimberly said at the kickoff event. "In 2021 due to the COVID-19 pandemic, many schools are still doing online education, so Give Kids A Smile events may look a little different this year. Some events will feature dentists and their teams providing oral health instruction via video conferencing, reminding children how to brush and floss properly and to eat healthy foods. Other direct care events may be postponed until later in the year as we hope to get back to more normal school routines in the spring and fall. One thing we know for sure is the need for dental care is not going away. So Ohio dentists will continue their efforts hosting Give Kids A Smile events throughout the year to ensure Ohio's children have access to the best dental care possible."

Other speakers at the national kickoff event included ADA President Dr. Daniel J. Klemmedson; Assistant Surgeon General



Submitted screenshot

Dr. Kari Cunningham, a pediatric dentist in Cleveland, typically hosts an in person Give Kids A Smile event. This year, she hosted a virtual education event for local students.



ADA American Dental Association®

Chief Dental Officer of the U.S. Public Health Service IHS Division of Oral Health Rear Adm. Timothy L. Ricks, DMD, MPH, FICD; GKAS corporate sponsors; and several GKAS ambassadors and representatives from state dental associations that have a history of doing great work for GKAS.

The video of the event and other GKAS information may be accessed at ada.org/gkas.

2021 GKAS Ohio events

In Ohio, more than 100 GKAS events are already registered for 2021.

The ODA is encouraging dentists to hold smaller GKAS events and to consider holding virtual events this year in light of the pan-

dem. There is no minimum on the number of children that must be seen to qualify for GKAS, so providing free care to even one child counts as a GKAS event. GKAS coordinators could consider options such as providing free care to one child per month, or partnering with a local school to host a virtual oral health education presentation.

Coordinators in Ohio have worked hard to find creative ways to safely participate in GKAS while following state safety guidelines for dental care and large gatherings.

Dr. Kari Cunningham, a pediatric dentist in Cleveland, typically hosts an in person Give Kids A Smile event. This year, she hosted a virtual education event.

"Like many events, our Give Kids a Smile Day will not be held in person this year," Cunningham said. "Even during these unprecedented times, we oral health care professionals can still find extraordinary ways to share our profession with children. By hosting virtual events during Children's Dental Health Month, we can help keep everyone safe while they view from their

See GKAS, page 2



Renew your membership!

www.oda.org/joinandrenew



The Director's Chair

David J. Owsiany, JD
ODA Executive Director

Readers provide valuable feedback about 'The ODA Today'

Every few years, the ODA does an in-depth membership survey that asks all ODA members to provide feedback on our programs, events, publications, etc. The members are also asked to rate what they value most about their membership in the ODA.

In the most recent membership survey, the ODA's efforts in "providing members with information about issues affecting the practice of dentistry" rated as the second most valuable benefit of membership in the ODA (just behind "lobbying on behalf of the dental profession"). A total of 94% of the respondents are "very satisfied" (58%) or "somewhat satisfied" (36%) with the ODA's efforts in "providing members with information about issues affecting the practice of dentistry."

We know that one of our primary tools for providing information about issues affecting the practice of dentistry is the publication you are reading right now. Accordingly, in the fall of 2020, we conducted a readership survey of ODA members about "The ODA Today."

Not surprisingly, many of you find "The ODA Today" to be a valuable source of important information.

Here are some highlights of the survey

results.

Members Regularly Read "The ODA Today"

Nearly 20% of respondents report reading "The ODA Today" cover to cover while about a third of the respondents say they read "most of the articles and skim the rest" and 43% report "skimming most of the articles and reading a few." Almost all respondents read "The ODA Today" either immediately (44%) or within one month (53%).

Members Rate "The ODA Today" Highly

When asked to give "The ODA Today" an overall rating on a scale of 1 (poor) to 5 (excellent), a third of the respondents rated "The ODA Today" as 5 and nearly 50% rated it as 4. The weighted average overall rating for "The ODA Today" is an impressive 4.15.

Members Rate "The ODA Today" as a Strong Member Benefit

When asked to rate "The ODA Today" as a membership benefit on a scale of 1 (poor) to 5 (excellent), 42% of respondents rated "The ODA Today" as a 5 and another 36% rated it as a 4. The weighted average of "The ODA Today" as a membership benefit is 4.13.

"The ODA Today" Provides Valuable Information for Dental Practices

The members overwhelmingly find that "The ODA Today" provides valuable information for their dental practices and that the content is factually accurate, appropriate in length, useful and interesting.

Topics for ODA Coverage

Members rated legislative and regulatory issues as "The ODA Today's" most important topics to cover.

Rating the Regular Features

The three highest rated regular features were: Dental Insurance Corner

(Chris Moore), Politics and Policy (Eric Richmond), and From the Corner Office (David Owsiany). Other columns also rated well including: Just Think About It (Dr. Paul Casamassimo), The Explorer (Dr. Matt Messina), and Presidential Update. The members also gave high ratings to Annual Session articles and articles on ODA-endorsed products.

Preference for Print

The vast majority of respondents (75%) prefer getting "The ODA Today" content in print. Very few members access "The ODA Today" articles online.

Most ODA Members Do Not Regularly Share "The ODA Today" with their Staff

Less than 10% of the respondents regularly share "The ODA Today" with their staff.

Aesthetic Quality

The Aesthetic Quality of "The ODA Today" rated well with the overall quality rating at 4.34, the layout rating at 4.25 and photos and illustrations rating at 4.23 out of 5.

Advertisements

The vast majority (86%) found that "The ODA Today" has just enough advertisements. About 1/3 of respondents report responding to an advertisement in "The ODA Today" with 16% responding to a display ad only, 6% responding to a classified ad only, and 12% responding to both.

Conclusion

I offer a big "thank you" to those of you who took the time to fill out the readership survey. The survey provides positive reinforcement that our flagship publication continues on the right track. It also provides valuable information for the ODA staff and editors as we continue to develop content, work to improve the layout and search for additional advertising sources.

ODA TODAY

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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.

Ohio Medicaid announces coverage of certain new procedure codes

The Ohio Department of Medicaid recently announced coverage of certain new ADA Current Dental Terminology (CDT) 2021 procedure codes effective January 1, 2021.

Coverage effective January 1, 2021 includes the following services:

- Two new frenectomy procedure codes, D7961 buccal/ labial and D7962 lingual, will replace a single non-specific procedure code (D7960) which will be deleted. The maximum fee for D7961 and D7962 is \$119.13.
- A new procedure code for counseling for the control and prevention of adverse oral, behavioral, and systemic health effects associated with

high-risk substance use (D1321) will be covered. The maximum fee for D1321 is \$15.00. The coverage limit is two times per 365 days without prior authorization.

- A new procedure code for prefabricated porcelain - ceramic crown - permanent tooth (D2928) will be covered. This new procedure code allows coverage of these crowns for both anterior and posterior permanent teeth as an equivalent to stainless steel crowns and at the same fees. The maximum fee for D2928 "prefab porcelain/ceramic crown - posterior permanent tooth" is \$110.92. The maximum fee for D2928 "prefab porcelain/ceramic

crown - anterior permanent tooth" is \$153.00

- Coverage of new COVID-19 testing procedure (D0604, D0605) will be added. These test fall under the Clinical Laboratory Improvements Act (CLIA) and require a Certificate of Waiver from CMS prior to administering the tests. The maximum fee for D0604 is \$35.92. The maximum fee for D0605 is \$45.23.

The list of CDT codes, maximum fees and effective dates of coverage has been added to Appendix DD of 5160-1-60 "Medicaid payment" and is on the Fees Schedules and Rates page of the Ohio Medicaid website, [medicaid.ohio.gov/providers/FeeScheduleAndRates.aspx](https://www.medicicaid.ohio.gov/providers/FeeScheduleAndRates.aspx)

GKAS, from page 1

homes as we educate children about oral health and hygiene, diet and nutrition, and even motivate them to consider dentistry as a potential career option. Colleagues and their teams can partner with nearby schools, early childhood learning facilities, or even daycares to put on their events. By having a presentation and recorded video available in a shareable link that can be played during class, our virtual GKAS Day event will reach 300 students - now that's something to SMILE about!"

Plan a 2021 GKAS event

It's not too late to plan a Give Kids A Smile event! The ODA provides resources for dentists and their teams to help plan

GKAS events, including information about planning an event during the COVID-19 pandemic. For information and resources to plan your event, visit <https://www.oda.org/get-involved/in-your-community/give-kids-a-smile/>.

GKAS activities include free dental care and/or free oral health education for children. Many dental offices hold qualifying events already and should register these activities as GKAS to receive volunteer CE for dentists and hygienists providing free dental care and promotional materials. The ODA also uses these registration numbers in advocacy efforts to demonstrate to lawmakers how dentists are giving back to their communities.

For more information and to register a GKAS event, visit <https://www.oda.org/>

get-involved/in-your-community/give-kids-a-smile/.

Give Kids A Smile Coordinators who need help registering their event or who have any questions can contact Carley Circosta, ODA manager of Public Service and the ODA Foundation, at (800) 282-1526 or carley@oda.org.

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.

Since GKAS began 19 years ago, more than \$16 million in donated care and education has been provided to more than 310,000 children in Ohio.



Legal Briefs

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

Can I require my employees to receive a COVID vaccine?

Since the beginning of this pandemic there has been much discussion around the COVID-19 vaccine. Now that we are a little over a month into vaccinating people, there are still many questions left to be answered. For many the vaccination is a light at the end of the tunnel and a way out of this pandemic. However, others are skeptical about the timing of the vaccine among other concerns. Having said all of that, this article is not going to delve into any scientific rationalization regarding the vaccination – I will leave that to actual scientists and not a lawyer who made a career-changing move after one run in with organic chemistry. In this article we will look into employment issues regard-

ing the vaccine and what you may or may not do in regard to requiring employees to receive the vaccine.

So the first question that comes to mind regarding employment and the COVID vaccine is, can an employer make receiving the vaccine a condition of employment? I think that the short answer to that question is yes. However, we should probably dive further into that topic. So, if you are going to require the COVID-19 vaccination as a condition of employment, it is important to have a strong written policy on the vaccine in your office handbook. Mandating a vaccine for employees will also require the policy to include exemptions for things such as allergic reactions to vaccinations and the employee's belief, practice or observance of religion. Further, the policy will need to consider the current scarcity of the vaccination and when employees could receive their dose. The key for the policy to be successful is that the policy be applied across the business uniformly and equitably and for any of the exemptions to stand up to any legal challenge

against them.

Requiring the vaccine is something that I do believe can be done in a dental office, and with all employees vaccinated you can say with confidence that you are around 90% certain that no one on your dental staff will contract the virus. Even with the entire staff vaccinated, the way the office practices should not change in the immediate future. There is something to be said for telling patients that everyone is vaccinated, but extra precautions such as wearing extra personal protective equipment will need to continue in the immediate future.

Making the vaccine a condition of employment does come with risk that needs to be addressed. If a person does challenge the office policy or the office challenges the exemption that the employee is trying to take there could be legal expenses to evaluate the accommodation being made or the lack of accommodation. Also, any possible adverse effect of the vaccine could result in possible liability because it was a condition of employment. Additionally, if you are requiring the

Have a question about COVID-19?
Contact the ODA! We're here to answer your questions as a benefit of your membership.

- Email: dentist@oda.org
- Phone: (800) 282-1526

vaccine the employer should be paying for the employee to receive the vaccine and giving the requisite time off to receive the vaccine. Lastly, requiring the vaccine as a condition of employment may strain the relationship between employer and employee. The governor has continuously stated that the vaccine will be available to those who wish to take it. The government has not, and likely will not, mandate that citizens receive the vaccine. If the vaccination requirement will create staff turnover, it will be important to evaluate the ease and likelihood of a replacement. Many of the dentists I have talked to over the last year have told me that the current marketplace for staff members is tight and it can be hard to find new staff members. This pandemic has not changed that situation.

The other possible scenario is to encourage staff members to receive the vaccine but not make it a condition of employment. In this scenario you would offer to help employees receive the vaccine and pay and give time off to go receive the vaccine. Your recommendation is based upon the science and recommendation of the CDC. That recommendation is nationally recognized and relied upon and shows that the scientific community's opinion as a whole is that the vaccine is safe. With this understanding, if a staff member chooses not to be vaccinated the employer could have them sign a document stating that they understand they are not receiving the vaccine against the recommendation of the CDC and this office. Place this document into the personnel file of the employee and move forward.

There may not be an easy answer regarding vaccination of your staff because many people have strong opinions in this arena. Nevertheless, making an educated decision based on all of the factors is what you must do for the office. Every office could come to a different conclusion and that is OK. Over the last year there have been many unprecedented situations that offices have overcome. All we can do is continue to move forward. I hope and trust that the science that has been done is correct and this vaccine is the light at the end of the tunnel.

If you have questions about vaccination as a condition of employment or anything else in the employment arena, please feel free to contact the legal department at the ODA for legal information. The American Dental Association also has many documents on their website in this arena. The legal department at the ODA can be reached at 614-486-2700 or at eric@oda.org.



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PRACTICE TRANSITIONS & ASSOCIATE PLACEMENT

Practices for Sale

- NE Cleveland Suburb:** Collecting \$380K/year. Mix of FFS/PPO patients. Low overhead. 3 ops. Eaglesoft. Seller retiring.
- Eastern OH:** 100% FFS. Grossing \$450K/year. 6 ops. RE for sale or lease. Recently digitized. Uses Eaglesoft. Lots referred out.
- Columbus:** 100% FFS practice. Operating part-time, collecting \$180K per year. Desirable location on west side. 6 ops.
- NE Cleveland Suburb:** Grossing \$220K/year. Mix of FFS/PPO patients. Paperless. Digital PAN. CBCT. Recently remodeled.
- NE Cincinnati Suburb:** Collecting \$530K+ per year. Mix of FFS/PPO. 1200 pts, 15 new pts./month. Paperless & digital.
- Dayton Area:** General practice with 2 locations. Mix of FFS and PPO with collections over \$750K. 4 ops per location.
- North Central Ohio Orthodontic:** Started from scratch in 2015. Revenue over \$300K on 10 days a month. 100% FFS. 4 chairs.
- Butler County:** Primarily FFS with over 1000 active pts. \$185K in collections. Digital Pano. Real estate available.
- Cincinnati:** Over \$430K in revenue. 2500

- active patients; 40 new patients a month. 5 ops, room to expand. Building for sale.
- NE Cleveland Suburb:** Grossing \$400K. 4 ops. Mix of FFS, PPO & Medicaid. 2500+ active patients, 40 new patients monthly.
- Stark County:** Grossing over \$600K. Mix of FFS and PPO. Digital with 7 ops, room to expand. 1400 active patients.
- Clermont County:** Grossing \$480k. 3 ops with room for expansion. Paperless with digital x-ray and digital PAN.
- NW Ohio:** Collecting \$325K per year on 3 days/week. Paperless and digital. Refers many procedures out. Very low overhead.
- 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.
- North of Columbus:** \$300K/year in revenue. 1500 active patients, 28 new patients/month. 3 ops, room to expand.

- 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.
- West Cleveland:** Grossing \$750K per year. FFS/PPO. Paperless. 7 ops, room to expand. Real estate for sale.

Dr. Anna Ganios
has joined the practice of
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Change of address? Let the ODA know!

Contact the ODA Membership Department if you have moved your home or practice, changed your phone number, changed your name or changed your email address.

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



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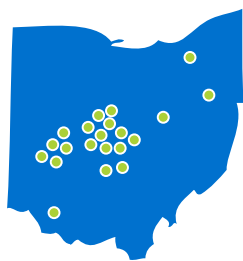
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Dr. Hung Truong
2017 Graduate

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 - Full clinical autonomy!
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 - Up to 10K in new equipment & improvements every year
- CE / MENTORSHIP**
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- BENEFITS**
 - Simple IRA & personal accounting services
 - Medical, dental, vision, life insurance and Med Mal



BUY



Dr. Lauren Fields
2010 Graduate

The Benefits of Buying

- THE RIGHT PRACTICE**
 - Assisting dentists in acquisitions and goals for maximum growth potential
- NO LOAN NEEDED**
 - By using options such as sweat equity and in-house financing
- MORE PERSONAL INCOME**
 - Buy a much larger practice with decreased personal risk
- OWN MULTIPLE PRACTICES**
 - Be part of the change in dentistry by owning or investing in multiple practices

30+
Independent Dentists

MANAGEMENT



Dr. Rob Gardner
20+ Year Dentist

The Benefits of Management

- OPERATIONAL SUPPORT**
 - Business and clinical management systems for maximum growth
- ADMINISTRATIVE SUPPORT**
 - Build the culture and efficiencies to reduce the typical challenges of practice ownership
- PERSONALIZED MARKETING**
 - Customized marketing designed to drive more new patients to your practice
- GENERAL ADVISORY & VALUATIONS**
 - Define your short and long term goals, ensure the highest income and practice value potential

23+
Practice Owners

SELL



Dr. Lytha Miller
30+ Year Dentist

The Benefits of Selling

- NO BROKER FEES & 0% COMMISSION**
 - We are not a traditional broker
 - We are value added advisors
- 100% VALUE SALE**
 - Practices can sell up to 100% of their collections or more
- NO SELLER FEES & ZERO TAX SALE**
 - Our unique model allows advantages with all taxes, closing costs and accounting fees!
- TRANSITIONAL SALE**
 - Sell a portion of your practice now, and divest additional equity at the pace that makes you comfortable

11
Multiple Practice Owners

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ODA seeking nominations for council positions

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

The ODA is seeking nominations for at-large positions on the association’s Council on Access to Care and Public Service, Council on Dental Care Programs and Dental Practice, and the Council on Membership Services. Nominations for these at-large council positions are open to all ODA members. The term of office for at-large council members is two years and the terms for these at-large council positions to be filled will be effective from October 2021 to September 2023.

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

The at-large council positions include:

Council on Access to Care and Public Service

- The Council on Access to Care and Public Service develops and implements public service programs of the association and develops and implements ODA sponsored access to dental care programs.
- There are two at-large positions available on the Council on Access to Care and Public Service in October 2021. The members to fill the at-large positions would have a term of office from October 2021 to September 2023.
- Nominees for the at-large position(s) on this council should have an interest in access to care.

Council on Dental Care Programs and Dental Practice

- The Council on Dental Care Programs and Dental Practice assists the membership in addressing issues related to regulatory compliance, dental insurance, managed care, dental practice and risk management.
- There are two at-large positions available on the Council on Dental Care Programs and Dental Practice in October 2021. The members to fill the at-large positions would have a term of office from October 2021 to September 2023.
- Nominees for the at-large position(s) on this council should have knowledge of and interest in third-party reimbursement issues, managed care and dental practice management issues.

Council on Membership Services

- The Council on Membership Services coordinates and implements member recruitment and retention activities for the association.
- There is one at-large position available on the Council on Membership Services in October 2021. The member to fill the at-large position would have a term of office from October 2021 to September 2023.

Submit a nomination

Nominations for the council at-large positions are due by April 1, 2021 and should include a letter of nomination and the nominee’s curriculum vitae. Please submit nominations to: Ohio Dental Association, Attention: David Owsiany, Executive Director, 1370 Dublin Road, Columbus, OH 43215, or to michelle@oda.org.

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.

2021 ODA member logo now available for members to download

The 2021 Ohio Dental Association member logo is now available for members to download.

The ODA member logo can be used by dentists on their websites, electronic communications and e-newsletters to highlight their membership in the ODA.

To download the member logo, visit www.oda.org/member-center/news-media/oda-logo/. After logging in and agreeing to the terms of use, members will be able to download the logo.

Using the ODA member logo on websites and other electronic communications is a members-only benefit that allows dentists to showcase their membership in the ODA.

Make sure you’re up to date with CDT 2021

The American Dental Association has released the CDT 2021, which took effect Jan. 1, 2021.

The new “CDT: 2021 Current Dental Terminology” is the HIPAA-recognized code set for dentistry.

The ADA offers several CDT coding products, including books, training tools and an app, which can be found at adacatalog.org or by calling the ADA Member Service Center at (800) 947-4746.

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ODA Meeting & Event Calendar

Feb.

- 3 Dental Education and Licensure Committee
- 8 ODA Foundation Board
- 12 Council on Membership Services
- 19 Finance Committee
- 19 Council on Access to Care and Public Service
- 25 Annual Session Committee

Mar.

- 12 ODASC Board
- 25-26 Executive Committee
- 31 CWRU Street of Dreams (virtual)

In order to limit personal contact, these meetings are tentative and will likely be virtual if they are held.

Looking to hire a new staff member? Post an ad on our new Jobs & Ads Board

The Ohio Dental Association is excited to announce a new section of our website to place job postings for dental staff members. We recently updated our online classified ads section as our new Jobs & Ads Board and made it easier to find and navigate. Along with this change, we have launched a new section for dentists to post ads for staff member positions.

This new section of our site is available for dental staff members to search for job postings. Staff job postings will be available online only.

Members can place a 40-word job posting on the site for one month for a discounted rate of \$55 (compared to \$88 for non-members), with each additional word costing \$1.

The ODA plans to market the postings on Facebook and to Ohio dental hygiene and assisting schools.

To place a text ad on our Jobs & Ads Board, visit www.oda.org/jobs-ads/place-an-advertisement/text-ads/ or contact Amy Szmania at (800) 282-1526 or email amy@oda.org.



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Dr. Frank R. Recker practiced general dentistry for 13 years and served as a member of the Ohio state dental Board before entering the legal profession, where he has been serving dentists exclusively for over 25 years.

Dr. Thomas J. Perrino has been a practicing dentist for over 30 years and was admitted to the Ohio Bar in 2014. Actively involved in organized dentistry, Dr. Perrino assists in the representation and defense of dentists in all practice related matters.

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A LETTER FROM THE CHAIRMAN

ODA Wellness Trust provides added benefits during COVID-19 pandemic

By Dr. Thomas Paumier
ODA Wellness Trust Chairman

Membership in the Ohio Dental Association proved to be as valuable as ever in 2020. With the COVID-19 pandemic creating so much uncertainty for the dental industry, the ODA staff did an amazing job providing resources and clear guidance as state and federal changes were announced. Another member benefit that became heavily impacted by the pandemic was the ODA's private health benefit plan, the ODA Wellness Trust.

You'll see in many of the ODA Wellness Trust advertisements the phrase "developed by ODA member dentists and for ODA member dentists." In addition, the ODA Wellness Trust is also controlled by ODA member dentists. Myself and two other ODA member dentists serve on the ODA Wellness Trust Board of Trustees. At minimum, we meet on a quarterly basis to discuss important decisions facing the Trust in an effort to create valuable benefits at an affordable price.

During the 2020 calendar year, our service as an ODA Wellness Trust Board of Trustee became even more important since so many of our members rely on the ODA Wellness Trust for health benefits for their families and staff. Following meetings with ODA Wellness Trust staff and vendor partners, we were able to successfully provide additional benefits by implementing the following:

1. The grace period for monthly health benefits payments was extended to provide greater flexibility for those members who needed additional time to make their invoice payment. This additional time helped many apply for and receive their SBA loans and then use for employee health benefits, as allowed. For others, it provided greater flexibility with cash flow during such an unknown time period.
2. Those employees temporarily laid off were allowed to continue with regular benefits rather than being transitioned to federal continuation of coverage (COBRA). This saved members the administrative hassle of applying for COBRA and also the additional amount charged when electing COBRA coverage.
3. To help combat the spread of COVID-19, the ODA Wellness Trust covered and will continue to cover all diagnostic testing for the virus, as long as it is ordered by a medical provider, by waiving all member cost sharing, including copays, coinsurance and deductibles for these tests.

In addition to the benefits extended during the 2020 calendar year, the Board of Trustees was also able to provide the most valuable benefit of all, which was a flat renewal increase for the ODA Wellness Trust. Those participants enrolled had favorable claims experience during the 2020 calendar year, in part due to the COVID-19 pandemic, which allowed for

See WELLNESS, page 12



ODA seeking nominations for Awards of Excellence

By ODA Staff

The Ohio Dental Association is seeking nominations for its 2021 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:

- **Joseph P. Crowley 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, 2011 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 program (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 2021 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 <https://www.oda.org/get-involved/in-your-profession/awards/> 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 26, 2021.

The ODA will present the awards during the 2021 ODA Annual Session.

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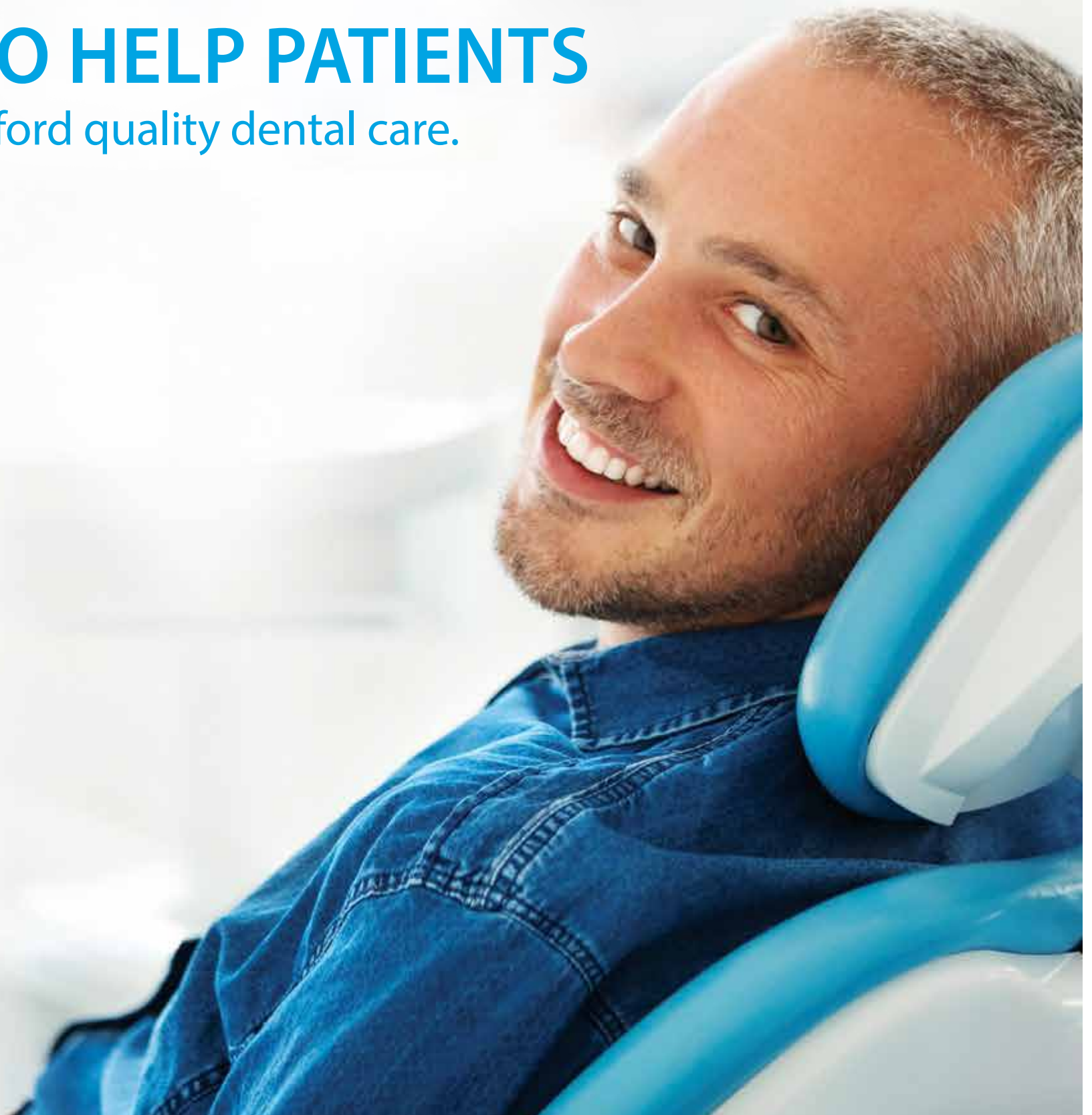
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Dental Insurance Corner

ODA on the watch for improper silent PPO activity

By Christopher Moore, MA
ODA Director of Dental Services

The Ohio Dental Association Council on Dental Care Programs and Dental Practice continues to monitor and address third-party payer issues on the ODA membership's behalf. One issue of particular note that the council has been monitoring involves silent discount arrangements that are commonly known as "silent PPOs," "ghost PPOs" or "blind PPOs."

In its 2010 Silent PPO White Paper, the American Association of Preferred Provider Organizations stated "a silent PPO is a business entity (which may masquerade as a PPO) that applies discounts to payments for provider services without a contractual right to do so, without having honored the obligations to the provider and without appropriate notice to the provider. In Silent PPOs, there is no contractual agreement authorizing application of the discount, and network identification is typically absent. In addition, the PPO whose discount is being accessed, as well as the provider, may be unaware of such access. This type of activity is harmful to both providers and legitimate PPOs." These arrangements also typically offer patients discounted fees without providing any incentives for them to access the dentists' services.

Oftentimes the dentist and patient find out about the existence of a silent PPO only after care is provided, when

a less-than-expected payment is received and both learn the dentist is capped at accepting the lower amount as the maximum fee that may be collected.

The Ohio Dental Association has policy statement regarding silent PPOs and Ohio has a law governing them. The CDCPDP continues to monitor for silent PPO activity in Ohio to ensure that payers are abiding by state law.

State law (Ohio Revised Code 3963) governing silent PPOs generally prohibits contracting entities, such as PPOs, from selling, renting or giving third parties their rights to a participating dentist's services.

There are exceptions, however, to this prohibition. A contracting entity may provide third parties with access to a participating dentist's services if the contracting entity:

- Provides administrative or claims processing services to an employer or other entity that provides benefits to its employees or members or
- Has an administrative services agreement with an affiliate or subsidiary.

The law does not apply to network rental arrangements, i.e., contracts that specifically state one purpose of the contract to sell, rent or give the contracting entity's rights to the participating dentist's services to other entities, including other PPOs or preferred provider networks. In these cases PPOs or other preferred provider networks must comply with all of the contractual obligations that the originally contracted primary participating provider network is bound to under its contract

with the participating dentist.

The law also requires plans that sell, rent or give their rights to a dentist's services to either maintain a web page or provide a toll-free number that participating dentists may access listing the third parties the plan contracts with. This information must be updated at least every six months. A participating dentist who accesses this information may not distribute it to others because it is considered proprietary.

Additionally, contracting entities may not require, as a condition of contracting with them, that a participating dentist provide services for all of the products offered by the contracting entity, including future product offerings. A plan may, however, terminate a participating provider's contract with 180 days written notice if the dentist does not agree to participate in a product the plan offers in the future.

Plans may not contractually prohibit dentists from entering into agreements with other contracting entities.

They are also prohibited from utilizing "most favored nation" clauses in their participating provider agreements. A most favored nation clause can be used to require the contracting dentist to:

- Provide dental services at a lower price than is specified in the contract or
- Accept a lower payment if the dentist has contracted with any other plan to provide dental services at a lower price or
- Terminate or renegotiate the current contract if the dentist agrees to provide dental services to any other contracting entity at a lower price or
- Requires the dentist to disclose their contractual reimbursement rates with other contracting entities.

Contract language such as: "XYZ PPO may, at any time, assign this agreement or any of its rights, or delegates any of its duties or obligations in whole or part set forth herein, to any of its affiliated companies or any other corporate entity" or "this agreement may be assigned only by XYZ PPO" or "dentist agrees that his/her contractual rights and responsibilities may not be assigned or delegated by dentist without prior written consent of XYZ PPO (but there is no similar restriction on XYZ PPO to transfer the agreement)" can obligate

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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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New law repeals antitrust exemption for health insurers

By ODA Staff

Just prior to leaving office last month, then-President Donald J. Trump signed “The Competitive Health Insurance Reform Act of 2020” into law. The legislation, which repeals the antitrust exemption for health insurers, including dental insurers, passed the United States House of Representatives in September 2020 and the U.S. Senate in December 2020.

For nearly 75 years, health insurers have enjoyed an exemption from federal antitrust laws under the McCarran-Ferguson Act of 1945. This new law now makes

the conduct of health insurers subject to much of the nation’s antitrust laws like all other U.S. businesses. The purpose of the new law is to improve transparency and competition in the health, dental and vision insurance marketplaces.

This is the culmination of several years of advocacy efforts by the American Dental Association and other organizations. Over the last several years, the ADA has provided congressional testimony on multiple occasions arguing in favor of repealing the health insurance industry’s antitrust exemption. According to the ADA, repealing the health insurers’ anti-

trust exemption would enhance competition and “compel insurance companies to deal more fairly, effectively, and creatively with both consumers of dental services and with providers.”

ODA Executive Director David Owsiany, a lawyer who served on the staff of the U.S. Senate Judiciary Committee at the beginning of his professional career, stated that the actual effect of the new law will play out over time. “Because health insurers have had this exemption from antitrust laws for so long, it is unclear to what extent health or dental insurers have engaged in collusive anticompetitive

behavior,” said Owsiany. “This new law will now empower the Federal Trade Commission and the Department of Justice to engage in investigations and enforcement activities if they find evidence of such collusive activity.”

The U.S. Department of Justice issued a statement hailing passage of the new law stating that it will strengthen the Department’s ability to “investigate and prosecute anticompetitive behavior.” According to the Department of Justice spokesperson, “Americans deserve competition in health insurance markets just as they do in any other industry.”

INSURANCE, from page 8

the dentist to extend the discounted fees to groups other than the one the dentist initially contracted.

The Ohio Department of Insurance enforces Ohio’s silent PPO statute.

“All ODA members are encouraged to understand the contractual obligations of all involved parties both before and after signing into a participating provider agreement,” said Dr. Manny Chopra, chairman of Ohio Dental Association Council on Dental Care Programs and Dental Practice. “Doing so enables them to ensure plans are upholding their end of the arrangement. ODA members who see silent PPOs in their practice that are failing to abide by state law should contact the Council on Dental Care Programs and Dental Practice so the ODA may take appropriate action to address the matter.”

It is important to note that silent PPOs should not be confused with leasing or rental networks (which will be addressed in next month’s Dental Insurance Corner). These entities are networks of contracting dentists who have agreed to a fee schedule in return for getting their name out to as many third-party payers as possible. The network is then leased to other organizations such as insurance companies, third-party administrators (TPAs) and self-funded groups. Dentists who treat patients covered by one of these organizations agree to accept the leased network’s contracted fee even though they did not directly contract with the plan that is actually paying the claim.

Apply to be an ODA Volunteer Connection Partner

By ODA Staff



The Ohio Dental Association’s Volunteer Connection program is now accepting applications for Volunteer Connection Partners.

Through the Volunteer Connection program, the ODA partners with dental clinics, access to care programs and other special events to help ODA members find volunteer opportunities in their local community.

Dentists who volunteer to provide free care with one of our qualified partners can earn volunteer CE credits. The ODA Volunteer Connection is a comprehensive list of programs in Ohio where dentists can earn volunteer CE.

If your organization has a program that provides free dental care to underserved Ohioans utilizing volunteer dentists, apply to be a Volunteer Connection Volunteer CE partner with the ODA!

Volunteer CE Partners must periodically provide dentist volunteer reports for the ODA to provide CE slips to volunteers, report annual program data, and confirm volunteer CE eligibility in order to maintain Volunteer CE Partner

status. Only Volunteer CE Partners will be listed on the ODA Volunteer Connection webpage.

Benefits of becoming a Volunteer CE Partner:

- Utilize our Approved Volunteer CE Partner logo on your website and dentist recruitment materials.
- Information about your volunteer opportunities will be listed on the ODA website.
- We will promote volunteer opportunities to ODA members to help you recruit new volunteers.
- We help reduce your administrative burden by providing CE slips to your volunteers.

To learn more and to apply to become a Volunteer Connection Partner, visit <https://www.oda.org/get-involved/in-your-community/volunteer-in-your-community/>. If you have any questions, please contact Carley Circosta, ODA manager of Public Service and the ODA Foundation, at (800) 282-1526 or by emailing carley@oda.org.

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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
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Fax: (614) 486-0381
E-mail: dentist@oda.org
www.oda.org

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

Ohio Dental Association Wellness Trust (ODAWT)
(800) 282-1526 or (614) 486-2700
www.odawt.org

Ohio State Dental Board
(614) 466-2580

Medicaid
Dentists who need to enroll as a Medicaid Provider may contact Ohio Medicaid at (800) 686-1516 and may also need to contact the Medicaid HMOs directly. For problems with Medicaid or the Medicaid HMOs, contact the ODA at (800) 282-1526.

Staffed Dental Societies:

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ODA launching new COVID-19 CE course

By ODA Staff

This month, the Ohio Dental Association is releasing a new COVID-19 online CE course for members.

The course, "COVID-19 Update: From Vaccines to Aerosols," will be presented by Dr. Tom Paumier, an ODA past president. Paumier is a general dentist in Canton and served on the ADA's Advisory Task Force on Dental Practice Recovery developed in response to the COVID-19 Pandemic.

The CE course will provide timely COVID updates from a clinical perspective. Topics covered will include:

- Aerosols in the dental office. Do you need air/HEPA filtration or extra oral suction?
- Pre-procedural mouth rinses ... do they help?
- Oral health and COVID-19 ... is there a connection?
- Update on changes to ADA/CDC Guidelines
- PPE ... has anything changed and does it work?
- Testing ... molecular for virus or antigen to virus and serological for antibody testing. What do you need to know?
- Vaccines ... Can they be developed fast and be safe and effective?
- Evidence Based Medicine during a pandemic ... is it possible?

The course will be available on demand at the ODA's website, www.oda.org. ODA members who watch the course and pass a short quiz will receive 2 hours of CE credits. This course is available free to members as a benefit of membership.

ODA members may also share the video with their staff, but only ODA members are eligible to receive CE credit for the course.

Paumier previously presented a live webinar for ODA members on April 30 called "Getting Back to Practice," which discussed the ADA's return to work toolkit to help dentists prepare to re-open their practices after the shutdown. More than 2,300 attendees participated in the webinar for CE credit. The webinar was later posted on the ODA's website where there were more than 5,700 additional views.

ODA members should watch their inbox and visit www.oda.org for details on how to access the ODA's newest CE course, "COVID-19 Update: From Vaccines to Aerosols."

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Save the date for the 2021 ODA Annual Session

By ODA Staff

Save the date for the 2021 ODA Annual Session, which will be Sept. 30-Oct. 2, 2021 in Columbus.

The 2021 ODA Annual Session will offer many opportunities for attendees to connect, learn and excel, including CE courses, new technology, exhibitor networking and special events. We are in the process of planning an Annual Session that is safe, engaging and educational, and we are excited for the 2021 meeting.

We're monitoring current limits on large gatherings in Ohio, and hope to be able to begin hosting in-person events later this year. Stay tuned for more details as the year progresses.



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The Explorer

Matthew J. Messina, DDS
Executive Editor

The Wellerman

What should we remember? Years from now, when we look back ...

Author Paul Coelho said, "Life has many ways of testing a person's will, either by having nothing happen or by having everything happen all at once." I've been writing lately about charting our course forward carefully, with intention and optimism. This month, I would like to embrace the random, marvelous events that can bring us together and show the beauty of our lives in a pandemic.

A postman named Nathan Evans, living near Glasgow Scotland, was bored. He recorded himself singing the 19th-century whaling shanty song "Soon May the Wellerman Come" and posted the video on TikTok. One of the features of TikTok is that it allows other users to add their own parts to previously posted material, so several singers layered harmonies which bring richness to Evans' performance. A countermelody is added by a folk violinist and a woman even sings her contribution from what appears to be her kitchen. It's one of those songs that has an infectious beat and melody. It grows better as each layer is added. You don't have to be on TikTok to check it out. On YouTube, search for "The Wellerman (Sea Shanty) from TikTok to Epic Remix." It gets stuck in your

head, so consider yourself forewarned!

The magic of the Internet here was aptly summed up by Jonas Ammon, who commented "One dude has a song stuck in his head and 10 people jump in and make it beautiful." The video has over 2 million views on YouTube alone. The happy ending is that Nathan Evans was signed by record label Polydor. He quit his job as a mailman and is releasing a compilation of songs, including a rendition of the old favorite, "What Shall We Do with the Drunken Sailor."

A phenomenon like this reminds me of the power of music to unite us in a time of dissent and division. I hear from students all the time, "will this be on the test?" School has taught us that, if it's not on the test, then we don't have time to waste on learning it. For me, the lesson of "The Wellerman" is that if we take time to savor simple things and invest the energy to be creative, then we can make magic happen. We can find that, in the middle of it all, some people find it in themselves to trust others, even people that you don't know or look different than you, and build something amazing.

In giving people the benefit of the doubt, we find the kindness of dignity. We see someone for who they are or who they can become. We realize that everyone has fears and dreams. Working together, we can build something for the community that none of us could create alone.

Years from now, when we look back, we could see strife and anger, people yelling at each other and angry rioting. That's an important part of today's story and I'm hoping that we will be able to convert that energy to actually resolve issues and make things better. If we accomplish that, then we get to look back and see this as a time when people united to savor life

in the moment and see each day for the gift that it is.

We have video evidence of Italian opera singers serenading Florence during quarantine and Broadway stars building layered performances on Zoom. When everyone shares their talents (and we all have a talent the world needs) it's a better place for all of us. The simplest gift we have is kindness. Small acts of kindness, especially ones that never go viral on social media, remind us that it is our humanity that will get us through these tough times.

For me, the value of a viral event like "The Wellerman" is in reminding us of what we can be. In a time of pandemic, I hope that our future selves will look back and find the positives. My grandparents survived the Great Depression and World War II. When they were reminiscing, what they remembered as some of the best times were at points in history that I thought should have been terrible. What struck me was that they looked fondly on the past because that was when people worked together and helped each other. Small acts of kindness bound people together. In adversity, they found strength in community; joy and humor in the darkness.

Something like "The Wellerman" is an important way-point to me, in that I can look back and remember how it made me feel. A nearly 200 year-old folk song became an Internet phenomenon because millions of people had the same reaction that I did. "The Wellerman" made me smile!

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

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WELLNESS, from page 6

a more profitable year than originally projected. These profits are returned to the enrollees in the form of lower rates. This, in addition to other cost saving measures taken by the ODA Wellness Trust Board, allowed for a large majority of the offices to receive no increase in their 2021 rates!

The ODA Wellness Trust continues to grow and provide a valuable member benefit to the ODA membership. Currently, the ODA Wellness Trust provides health benefits to over 3,400 member dentists, their staff and families. For those not currently enrolled in the plan, I urge you to contact the ODA Services Corp. staff and get a quote for the 2021 plan year. For those currently enrolled, I'm pleased you have taken advantage of this excellent member benefit and hope you share your experience with other member dentists. The feedback and support has been amazing and we look forward to this being a long-term health benefit solution for ODA members.

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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Associate Dentist wanted. Busy two-doctor practice in Sandusky is looking for an associate so both doctors can spend more time with family. Schedule and compensation negotiable. 2-4days/wk. Mostly FFS with one PPO. New building, new equipment, digital radiography, 3D scanner, multiple EFDAs, excellent staff in place, rapidly growing patient base, two experienced doctors willing to mentor. We provide everyday family dentistry to great patients; no quotas, no production goals, no pressure. Send resumes to andrew@sanduskysmile.com.

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/mentorship/leading to partnership opportunity near the Cleveland area in an established state of the art growing dental practice. Great compensation. Fabulous staff and patients. For more information email: jrsmaj2000@gmail.com.

General Dentist. We are looking for a caring, driven and confident general dentist to join our Strongsville practice full time. The practice has a long track record of success as a private practice and a loyal patient base in place. Enjoy the benefits of a strong operational team to help support the practice while you focus on the clinical care with complete autonomy. With experienced staff in place, this is truly a plug and play situation. In addition to a strong compensation and benefits package, this position also includes paid for CE opportunities and a sign on bonus.

Contact Colleen Bixler at (717) 847-9069 or cbixler@midwest-dental.com.

Our North Central Ohio pediatric dental practice is seeking a part-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.

Part time Oral Surgeon Opportunity. Mountain State Oral & Facial Surgery has a great opportunity for a Board-Eligible/ Board-Certified surgeon to join our practice as part of our Ashland Surgical Team (Ashland, KY). This opening is a part-time associate position with full-time potential. Contact: cmcbride@omfpartners.com.

Pediatric Dentist. An excellent opportunity for a Pediatric Dentist. We are a big practice in a small town in south eastern Ohio. A very well-established practice. We have offer office sedation and hospital dentistry for our patients. We offer a generous compensation package as well as a great place to raise a family out of the City life. Please contact Pediatricdentist02@gmail.com.

Seeking Associate General Dentist. Rapidly growing, family-owned practice seeking Associate General Dentist in Columbus. Complete benefits, full-time family-friendly hours, and incredible earning potential are all offered in addition to working with a phenomenal Team. Contact Dr. Monica or Mike at drmonica@monfredifamilydental.com or (330) 307-1474.

Purchase Equipment

2012 Sirona Orthophos XG3-DS Pano. Takes excellent radiographs. Also, a 2012 Cerac 3 AC Bluecam. Perfect trade in system. Make offer. Ask for Korrie, (419) 475-0482.

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.

Purchase a Practice

Cleveland/Akron area General Dentistry Practice for sale. Opportunity to own practice and real estate at a great price! Collections 750K plus. Strong cash flow should make financing a non-issue. Grow practice. Make money on the real estate.

Contact Corey Young at (614) 450-0993 or DrYoung@omni-pg.com. (OHD138)

Oral Surgery Practice, Cincinnati OH. Long established OMS practice for sale. Nearly one million dollar per year practice with less than forty percent overhead. Strong referral base. Great opportunity. Must see practice. Contact Corey Young at Omni Practice Group for more information: DrYoung@omni-pg.com or (614) 450-0993. (OHD103)

Orthodontic Practice for sale in North Central Ohio. Highly profitable orthodontic practice for sale at a very reasonable acquisition price. Great opportunity both professionally and monetarily. Contact Omni Practice Group representative Corey Young for more details: Dryoung@omni-pg.com or 614-450-0993. (OHD139)

Periodontal Practice, Northern OH. Well-established periodontal practice for sale. Gross revenues consistently over \$1 million per year with less than a 60% overhead. Strong referral base. Great opportunity. Must-see practice. Contact Dr. Corey Young at Omni Practice Group for more information: DrYoung@omni-pg.com or 614-450-0993. (OHD105)

Wanted to Purchase

Husband and wife general dentists relocating to Cincinnati. Wishing to buy a large established private practice in Cincinnati or a surrounding suburb. Available in Spring 2021. All replies are strictly confidential. Please email Kyle Tangney DDS at tangneydds@gmail.com

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