

QUICKBITES

RENEW YOUR TRIPARTITE MEMBERSHIP FOR 2022

ODA membership dues were due Jan. 1, 2022 for the 2022 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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ODA HAS A LOT IN STORE FOR MEMBERS IN 2022

Membership Benefits

By ODA Staff

As 2022 kicks off, we're continuing to monitor the COVID-19 pandemic and how it affects dental practices. We're also looking forward to getting back to more in-person events. Plus we'll be continuing to offer and update our many other membership benefits. Here's a glimpse at what you can expect from the ODA this year.

THE ODA WILL MONITOR AND PROVIDE COVID-19 UPDATES

As the pandemic continues to evolve with new COVID-19 variants and regulations, we will continue to monitor the pandemic and how it affects dental offices and provide up-to-date, reliable information as it becomes available. We will also continue to advocate on behalf of your best interests during the pandemic.

THE ODA PLANS TO HOST IN-PERSON EVENTS

We were able to begin hosting in-person events in the second half of 2021, and we're looking forward to more in-person events this year where dentists can connect with their colleagues and earn CE. Save the date and watch for more details on this year's



We were able to begin hosting in-person events in the second half of 2021, and we're looking forward to more in-person events this year.

events:

- ODA Leadership Institute - March 18-19. This year's Leadership Institute will focus on the changing practice of dentistry and how dentists can succeed in a post-pandemic world.
- ODA Day at the Statehouse - watch for more details when this event is scheduled later this spring.
- ODA Annual Session - Sept. 15-17. 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.
- The ODA Subcouncil on New Dentists

See 2022, page 8

LEADERSHIP INSTITUTE TO FOCUS ON POST-PANDEMIC DENTAL PRACTICE

Events & CE

By ODA Staff

The 2022 ODA Leadership Institute is scheduled for March 18-19, 2022 at the Hilton Polaris Hotel in Columbus. The event will feature keynote presentations, roundtable discussions, breakout sessions and opportunities for camaraderie and fellowship.

Leadership Institute is the ODA's award-winning program developed to help all ODA members become more successful and effective leaders in their dental practice and their profession. Attendees consistently rank the event as one of the top leadership development workshops. This event is free for ODA members as a benefit of membership. The 2022 ODA Leadership Institute is sponsored by Superior Dental Care.

After canceling Leadership in 2020 and holding a virtual Leadership Institute in 2021, the 2022 Leadership Institute will be an in-person event.

"Connecting in person with our colleagues is at the heart of why Leadership Institute is such a valuable event, so I'm thrilled that we're planning an in-person event for this year," said ODA President Dr. Thomas Kelly.

This year's Leadership Institute will focus on the changing practice of dentistry and how dentists can succeed in a post-pandemic world.

Speakers and topics at the 2022 ODA



Mike Graham, senior vice president of government affairs and public affairs at the American Dental Association, will give a keynote presentation at the 2022 ODA Leadership Institute. This year's event will take place March 18-19 at the Hilton Columbus Polaris Hotel.



Leadership Institute include:

- A keynote panel discussion about "Lessons Learned from the COVID Pandemic" with Drs. Purnima Kumar and Kyle Bogan. Kumar is a professor

at The Ohio State University College of Dentistry and a member of the ADA Council on Scientific Affairs and has done research related to the spread of COVID in dental offices. Bogan has a private general dental practice in Delaware, Ohio, and he works with other dentists to help them develop

See LEADERSHIP INSTITUTE, page 7



ADA SEEKS INPUT ON CDT CODE

Dental Insurance

The ADA Council on Dental Benefits Programs is proceeding with a new project to review and enhance the Code on Dental Procedures and Nomenclature (CDT Code).

As part of the project, the Enhanced CDT Taskforce is seeking comment from dentists.

Dentists can provide feedback via email to dentalcode@ada.org by January 14, 2022.

Dentists may also attend a virtual listening session to provide oral feedback. Each speaker will be provided a maximum of 3 minutes during the listening sessions.

- January 27, 2022 (Thursday) – Noon to 1:30 PM Central Time
- February 22, 2022 (Tuesday) – Noon to 1:30 PM Central Time

Register now for the listening sessions via email to dentalcode@ada.org. Capacity for each session is limited to the first 25 registrants.

MEDICAID PROVIDERS SHOULD CONTRACT WITH MANAGED CARE ENTITIES

Medicaid

The Ohio Department of Medicaid reports that its next generation managed care program will go live July 1, 2022.

In preparation for the next generation program, providers should contact the next generation managed care entities (MCE) that they are interested in contracting with to begin the process to join their provider networks. Provider contracting contact information for the next generation MCEs can be found on the Resources for Providers webpage of the next generation Ohio Medicaid website at <https://managedcare.medicaid.ohio.gov/wps/portal/gov/manc/providers>.

Contracting must be completed by Feb. 15, 2022, to be included in the Next Generation Managed Care Provider Directory on day one of member transition enrollment.

2022 ODA MEMBER LOGO NOW AVAILABLE FOR DOWNLOAD

Membership Benefits

The 2022 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.

ODA SEEKING NOMINATIONS FOR AWARDS OF EXCELLENCE

Awards of Excellence

The Ohio Dental Association is seeking nominations for its 2022 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 January 1, 2012 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 2022 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 15, 2022.

The ODA will present the awards during the 2022 ODA Annual Session.

AT A GLANCE:

IMPORTANT DATES & EVENTS

Dates & Deadlines

- | | |
|------|--|
| 1/1 | Membership Renewal Deadline |
| 4/15 | Awards of Excellence Nomination Deadline |

Events

- | | |
|-----------|--------------------------|
| 3/18-3/19 | ODA Leadership Institute |
| 9/15-9/17 | ODA Annual Session |

Meetings

- | | |
|-----------|---|
| 1/14 | Council on Access to Care and Public Service |
| 1/17 | Subcouncil on New Dentists |
| 1/20-1/21 | Executive Committee |
| 1/21 | Leadership Development Committee |
| 1/27-1/28 | Annual Session Committee |
| 2/7 | ODA Foundation |
| 2/11 | Finance Committee |
| 2/15-2/16 | Council on Dental Care Programs and Dental Practice |
| 2/18 | Subcouncil on Diversity and Inclusion |
| 2/23 | Dental Education and Licensure Committee |

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LIKE THE OHIO DENTAL ASSOCIATION ON FACEBOOK!





David J. Owsiany, JD
ODA Executive Director

THE DIRECTOR'S CHAIR

RECHARGE YOUR BATTERIES AT THE ODA LEADERSHIP INSTITUTE

Events & CE

The ODA Leadership Institute is a great way for Ohio Dental Association member dentists to hear about the latest information related to dentistry from experts in the field, get some free CE, and enjoy some fellowship with dental colleagues.

WHAT?

The ODA Leadership Institute is a two day in-person event that will feature informative sessions on the following topics:

- Dentistry's Lessons Learned from the COVID Pandemic.
- Updates on Dental Insurance and Regulatory Compliance Issues in Ohio.
- Thriving with a Diverse Patient Base.
- Resources to Make Your Dental Practice More Effective and Ef-

- ficient.
 - Practicing Dentistry in Today's New Reality.
 - 2022 Election Preview - What to Expect in November.
- The Leadership Institute will also cover other timely dental-related issues.

WHO?

The ODA Leadership Institute is open to all ODA member dentists! It is not just for those who are actively involved in organized dentistry. If you are a dentist in Ohio, you will find value in attending the Leadership Institute.

WHEN AND WHERE?

The Leadership Institute will be held in person on the afternoon of Friday, March 18 and the morning of Saturday, March 19 at the Hilton Hotel at Polaris (north end of Columbus).

WHY?

The goal of the ODA Leadership Institute is to provide valuable information and to assist dentists in developing the tools to become better practitioners and leaders within their practice and personal lives. Every year, Leadership Institute attendees say that this event is one of the most informative and valuable events they have ever attended. The Leadership Institute is designed by dentists exclusively for dentists. And it is free to ODA members. Make plans to join us at the 2022 ODA Leadership Institute. You won't be disappointed.

Watch future issues of the "ODA Today" and your email for information about how to register.

This year's Leadership Institute is made possible because of the generous support of Superior Dental Care.



ODA Director of Dental Services Chris Moore (pictured) along with ODA Director of Legal and Legislative Services Eric Richmond will present a breakout session on "Updates on Dental Insurance and Regulations in Ohio" at the 2022 ODA Leadership Institute. This year's event will take place March 18-19 at the Hilton Columbus Polaris Hotel.

What's your practice worth?

Request a **FREE MARKET VALUE ANALYSIS**
www.AFTCO.net | 800.232.3826

AFTCO
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Since 1968

DOWNLOAD AND PRINT REQUIRED EMPLOYMENT POSTERS ONLINE

Regulatory Compliance

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. From the ODA website, ODA members can download 14 posters:

- 2022 Minimum Wage Poster.
- Disabilities Poster.
- Equal Employment Opportunity Poster.
- Employee Polygraph Protection Act Poster.
- Family and Medical Leave Act Poster.

- Families First Coronavirus Response Act (FFCRA) Poster.
- Know Your Rights Poster.
- Minor Labor Laws Poster.
- Federal Minimum Wage Poster.
- No Smoking Sign.
- Ohio Department of Health Poster (X-ray machine) Notice to Employees.
- Job Safety and Health Poster.
- Ohio Bureau of Workers' Compensation Poster.
- USERRA Poster.

To download the posters, visit oda.org/member-resources/employment-posters/. These posters are only available to ODA members.

ODA OFFERS SEVERAL WAYS FOR MEMBERS TO PAY THEIR DUES

Membership dues statements and electronic renewal notices were recently sent out to ODA members. Members who indicated previously that they prefer to receive membership communications electronically will not receive a paper statement in the mail and will only receive e-notifications.

Dues were due Jan. 1, 2022, for the 2022 membership year. If you have not paid your dues, you are considered past due.

RENEW YOUR MEMBERSHIP

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

PAY YOUR DUES USING THE INSTALLMENT PAYMENT PROGRAM

The ODA will be offering an installment payment program, where dentists can pay their 2022 membership dues over the course of several months. Payments will be divided into monthly payments concluding in April 2022. To utilize this payment option, dentists need to complete an in-year dues installment payment program form, which is included

with dues statement mailings.

RECENTLY RETIRED? UPDATE YOUR MEMBERSHIP STATUS

ODA members who have retired from the practice of dentistry can receive ODA benefits at a fraction of the cost of active membership.

ODA members with Retired Membership status pay 25% of ODA active dues but receive 100% of the benefits. To qualify for Retired Membership, dentists must no longer earn an income of any kind by means of their dental license. Dentists must also submit an Affidavit for Retired Membership, which is then reviewed by the dentist's local component society, the ODA and the American Dental Association.

Dentists who are interested in obtaining Retired Membership status should contact the ODA Membership Department at (800) 282-1526 or membership@oda.org.

UPDATE YOUR CONTACT INFORMATION

Any members who have moved, changed their email address or changed any other contact information should contact the ODA by calling (800) 282-1526 or emailing membership@oda.org to ensure they receive their dues statements.

RENEW YOUR MEMBERSHIP AT WWW.ODA.ORG

**MOVING?
NEW PHONE NUMBER?
NEW EMAIL ADDRESS?**

Let the ODA know!

Online:
www.oda.org

Email:
membership@oda.org

Phone:
(800) 282-1526

Mail:
Ohio Dental Association
1370 Dublin Road
Columbus, OH 43215-1098



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

LEGAL & LEGISLATIVE

INTERPRETERS FOR HEARING IMPAIRED PATIENTS

Legal, Regulatory Compliance

The Americans with Disabilities Act (ADA) classifies dental offices as places of public accommodation. Accordingly, offices must make “reasonable modifications” to their practices, policies and procedures in order to accommodate disabled patients. This act covers all types of disabilities, but in this article I want to discuss one of the most common patients that will enter a dental office that are covered by the act.

The most common situation encountered by dental offices occurs with hearing, vision or speech impaired patients. The ADA requires dental offices to supply “appropriate auxiliary aids and services where necessary to ensure effective communication” with disabled patients.

“Effective communication” methods are not described in the ADA, and depending on the circumstances surrounding each individual patient, effective communication could range from the use of written materials, audio/visual aids and/or the exchange of notes to the use of qualified interpreters. There are factors dentists should consider when determining which methods are best applied in a specific situation. It is also important to understand that if the patient makes a change in the way that they are able to receive the effective communication the dental office will need to accept that change. Past practice of communication between the patient and the dental office is informative of what may work for the patient. However, if the patient decides that the form of communication is no longer working, the office will need to find a solution to make a reasonable accommodation.

The nature of the communication that will take place should be at the forefront of any determination on auxiliary aids. Lengthy conversations that deal with complex issues, such as a discussion of symptoms and the presentation of a diagnosis and treatment plan, may point toward the use of an interpreter. On the other hand, written materials or the exchange of notes may suffice when interacting with patients during routine hygiene visits or when dealing with billing and insurance issues.

Dentists should also consider patients’ communication skills and knowledge when making a determination on auxiliary aids. For instance, a patient who is able to read lips may not require the same types of aids as others. Patients’ specific requests for interpreters and the availability of qualified interpreters are other factors that should be considered. If a patient is specifically requesting an interpreter, that request should be seen as a reasonable accommodation. However, if the patient is specifying the specific interpreter or

specific interpreting firm, the dental office is not bound to any specific interpreter. The reasonable accommodation in this case is not the specific interpreter the patient is asking for, instead it is an interpreter who has the qualifications and can do the job.

Involving the patient in the decision on auxiliary aids is critical. Ultimately, dental offices want to establish a method of communication that allows the dentist and patient to effectively exchange information about the patient’s oral health status and treatment plan. Patients must be able to ask questions to the dentist and understand instructions provided by the dentist. Once again it is important to continue the communication with the patient and make any necessary changes based upon the understanding of the patient.

In many cases, effective communication may only be accomplished through the use of an interpreter. In these instances, the dental office will be required to obtain and pay for the interpreter’s services. The cost of providing the interpreter service cannot be passed along to the patient or payer as a surcharge.

The important thing to remember

Looking for interpreter services?

ODA Services Corp. endorses CyraCom, which provides phone and video interpretation services. CyraCom supports hundreds of languages, including ASL. ODA members receive exclusive savings.

Learn more at www.odasc.com.

when dealing with a patient that is covered by the ADA is that the law is put in place to ensure that people with disabilities are treated on the same level as their peers who do not have a disability. Therefore, each dental office should do what they can to ensure that the patient with a disability is treated equally. As stated many times in this

AT A GLANCE

- The Americans with Disabilities Act was written to ensure that disabled people would be protected and it should be followed closely by all dental offices.
- If a patient requests an interpreter, that is a reasonable accommodation. However, the office may arrange for any interpreter that is able to provide the service, not necessarily the interpreter of the patient’s choice.

article, making a reasonable accommodation for a disabled patient is the correct thing to do in a treatment setting. By making that accommodation the dental office is abiding by the ADA and ensuring that the dentist is providing oral health care at the highest ethical standard.

If you have any questions on treating patients with disabilities or what a reasonable accommodation is you can reach out to the legal division at the ODA at 614-486-2700. Also there are many resources online at oda.org.



Practices for Sale

Wayne Co: Grossing \$750K/year. Mostly FFS. 4 ops with 5th plumbed. Real estate available. Highly profitable. Seller retiring.

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.

East Cleveland Suburb: 100% FFS, revenue \$1.7M, paperless with CBCT. 5 ops with room to expand.

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

NW Ohio: Collecting \$600K/year. Mostly PPO. 4 ops. Digital x-ray, digital PAN. Very profitable. Real estate for sale.

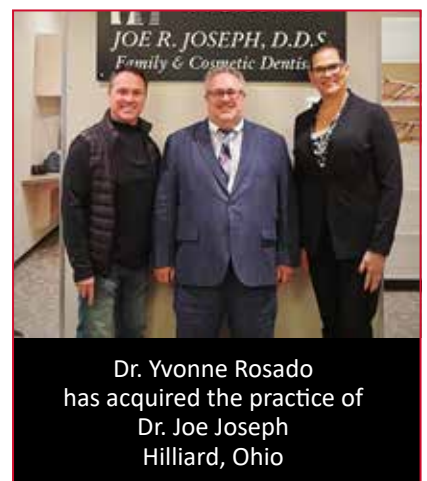
Toledo Area: 6 ops. Modern facility. Digital x-ray & digital PAN. Grossing \$425K. Located on busy road, great signage.

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.

East Cleveland Suburb: Grossing \$1.1M. All FFS. 6 ops. Digital x-ray and CBCT. Paperless. 30 new patients per month.



Dr. Yvonne Rosado has acquired the practice of Dr. Joe Joseph Hilliard, Ohio

2022 CONTINUING EDUCATION COURSE LISTING

Events & CE

The following is a list of continuing education (CE) courses, as provided by Ohio component dental societies. For a more comprehensive roster of available CE opportunities, including ongoing opportunities, visit www.oda.org. To sign up for any of the CE classes listed below, use the contact information included with each course listing.

The information contained below was provided by outside third parties. The ODA is not responsible for the accuracy of the information, and individuals are encouraged to contact CE providers directly in order to verify information regarding these CE courses, including qualification for Ohio State Dental Board credit. A CE program or provider's inclusion in this list does not constitute an endorsement by the ODA.

The Ohio State Dental Board requires 40 hours of CE every biennium in order to renew a current dental license, including at least two hours in opioid prescribing.

Member education opportunities are available to help dentists discover new products, new delivery systems, and how to keep up with new rules and trends. There are many ways dentists, and in some cases, auxiliary staff, can earn CE credits.

For more information on free and discounted CE courses offered for dentists and staff members through the ODA, opportunities to earn CE online at a special member price, special videotaped courses offered to members at discounted rates and member discounted CE courses during ODA Annual Session please visit www.oda.org.

2022 CONTINUING EDUCATION COURSES

JANUARY

- 1/12 "Systematically Achieving Success Using the Latest Materials & Techniques: Cutting Edge Updates"; Speaker: Dr. Daniel Ward; CE: 7; Location: Spitzer Conference Center at Lorain County Community College; Contact: Lorain County Dental Society, Dr. Bethany Small's office (440) 930-5233.
- 1/14 "Forensic Dentistry"; Speakers: Dr. Robert Johnson; CE: 6; Location: Youngstown; Contact: Corydon Palmer Dental Society email: director@corydonpalmer.org.
- 1/21 "The Digital Revolution"; Speaker: Julian Conejo, DDS; CE: 6; Location: Sinclair Community College, Building 6; Contact: Dayton Dental Society (937) 294-2808 or www.daytondentalsociety.com.

FEBRUARY

- 2/11 "A Lost Art: Comprehensive Diagnosis and Treatment Planning in the Digital Age"; Speaker: Hunter Dawson, DMD; CE: 6.5; Location: Cincinnati – Sharonville Convention Center; Contact: Cincinnati Dental Society (513) 984-3443.
- 2/17 "Suicide Prevention, OSHA-Bloodborne Training, Legal Tools, and Annual ODA Update"; Speakers: Frank King, Chris Moore, Steve Comer, Dr. Thomas Kelly and David Owsiany; CE: 6; Location: Youngstown; Contact: Corydon Palmer Dental Society email: director@corydonpalmer.org.

MARCH

- 3/2 Annual Clinic Meeting; Speaker: Dr. Bruce Christopher; CE: 6; Location: Sinclair Community College, Building 6; Contact: Dayton Dental Society (937) 294-2808 or www.daytondentalsociety.com.
- 3/2 "Pharmacology Declassified: An Overview and Update for Dental Professionals"; Speaker: Dr. Tom Viola; CE: 7; Location: Spitzer Conference Center at Lorain County Community College; Contact: Lorain County Dental Society, Dr. Bethany Small's office (440) 930-5233.
- 3/4 "The Neuromuscular Prosthesis Utilizing Both Analog and Digital Methods Side-by-Side"; Speaker: Joseph Massad, DDS; CE: 6.5; Location: Cincinnati – Sharonville Convention Center; Contact: Cincinnati Dental Society (513) 984-3443.
- 3/18-19 ODA Leadership Institute; Speakers and Subjects: Various;

Location: Hilton Polaris Columbus Hotel; Contact: www.oda.org, dentist@oda.org or 800-282-1526.

- 3/23 "Oral Pathology & Public Health: A Clinical Review. Save Your Patient's Life/Systemic & Pathology Relations"; Speaker: Dr. Brent Accurso; CE: 7; Location: Spitzer Conference Center at Lorain County Community College; Contact: Lorain County Dental Society, Dr. Bethany Small's office (440) 930-5233.

APRIL

- 4/4 "Staying on Top of and Out of Trouble When it Comes to Regulatory Compliance"; Speaker: Chris Moore; CE: 1; Location: Sinclair Community College, Building 6; Contact: Dayton Dental Society (937) 294-2808 or www.daytondentalsociety.com.
- 4/6 "Differential Diagnosis of Oral Lesions" & "Medical Emergencies in the Dental Office"; Speakers: Dr. John Alonge; CE: 6; Location: Youngstown; Contact: Corydon Palmer Dental Society email: director@corydonpalmer.org.
- 4/29 "Epithelial Pathology from A to Z" and "Emerging Trends-management of Oropharyngeal Cancer"; Speaker: Theresa Gonzales, DMD; CE: 6.5; Location: Cincinnati – Sharonville Convention Center; Contact: Cincinnati Dental Society (513) 984-3443.

SEPTEMBER

- 9/15-17 ODA Annual Session; Speakers: Various; CE: Various; Location: Columbus; Contact: www.oda.org, (614) 486-2700 or annualsession@oda.org.
- 9/30 "Contemporary Dental Ceramics" and "Materials and Techniques to Improve Class II Composites"; Speaker: Nathaniel Lawson, DMD, PhD; CE: 6.5; Location: Cincinnati – Sharonville Convention Center; Contact: Cincinnati Dental Society (513) 984-3443.

OCTOBER

- 10/5 Subject: OSHA; Speaker: Chris Moore; CE: 3; Location: Elyria; Contact: Lorain County Dental Society, Dr. Bethany Small's office (440) 930-5233.

See CALENDAR, page 7

For a full list of available CE opportunities, including ongoing opportunities, visit www.oda.org



DENTAL INSURANCE CORNER

UTILIZATION REVIEW LETTER RAISES MANY DENTISTS' CONCERNS - PART 3

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

The November and December Dental Insurance Corners discussed a letter that was recently sent from a major dental insurer to numerous Ohio dentists concerning their practices' utilization patterns, how utilization review works and what dentists can do to minimize their risks with respect to third-party payer reviews and audits.

There are steps dentists can take to minimize their risks with respect to third-party payer audits and reviews.

"It should be a given that the treatment options a dentist presents to his or her patients should be based on what is best for the patient's oral health," said Dr. Manny Chopra, chairman of the ODA Council on Dental Care Programs and Dental Practice. "After that, good documentation, record keeping and claims submission practices can help to minimize a dentist's risks. Dentists may also want to assume that their word won't be believed so they may want to consider making extensive use of photographs, even cell phone photos, to document their care."

The American Dental Association has developed more extensive information on patient records which may be accessed at ADA.org/dentalrecords. Similarly, a dentist's professional liability carrier may be another good resource relative to patient records.

Claims information submitted to third-party payers must be consistent with the information that is recorded in the patient's record. Diagnoses, codes and progress notes should be clear and easy to understand.

It may be beneficial to pre-determine certain work before beginning treatment. Dentists who see multiple claim denials for the same procedure, e.g., crowns, may want to consider pre-determining that procedure before proceeding with treatment. Similarly, "questionable" or less than clear cut treatment plans and higher dollar treatment plans are good candidates to pre-determine.

"Using good business sense and putting yourself at the dental consultant's desk can be helpful in deciding whether or not to pre-determine certain work," Chopra said. "Pre-determination delays may cause some patients to not pursue treatment but that can be less costly in the long run than losing patients due to aggressiveness and higher than expected out-of-pocket expenses."

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

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

Dentists who follow the advice of some speakers or dental equipment salespeople relative to the unbundling or coding of services may put their practices into a situation that garners a much higher degree of third-party payer scrutiny than would otherwise be the case.

Current ADA CDT codes must be utilized in the manner they are intended. The CDT is designated by the federal government under HIPAA as the national terminology for reporting dental

"Dentists may also want to assume that their word won't be believed so they may want to consider making extensive use of photographs ... to document their care."

-Dr. Manny Chopra
Chairman of the ODA Council on Dental Care Programs and Dental Practice

services. The CDT's nomenclature and descriptors define the intended use for each procedure code and are not subject to interpretation.

The newest version of the code, the CDT 2022, took effect on Jan. 1, 2022. It contains 16 additions (including new codes for pre-visit patient screenings,

fabricating, adjusting and repairing sleep apnea appliances, intra-coronal and extra-coronal splints, immediate partial dentures, rebasing hybrid prostheses and removal of temporary anchorage devices), 14 revisions and 6 deletions, along with the eight codes adopted in March 2021 regarding vaccine administration and molecular testing for a public health-related pathogen. The CDT 2022 also includes full descriptors and a section on ICD-10-CM codes relevant to dentistry. Dentists may order the CDT and other ADA coding resources by going to <https://ebusiness.ada.org/>.

AT A GLANCE

- 🦷 Good documentation, record keeping and claims submission practices can help to minimize a dentist's risks.
- 🦷 It may be beneficial to pre-determine certain work before beginning treatment.
- 🦷 Comply with participating provider contracts and manuals.
- 🦷 Current ADA CDT codes must be utilized in the manner they are intended.

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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LIFE AFTER RESIDENCY



The ODA Subcouncil on New Dentists hosted two events just for dental residents at Topgolf in November, one in Cleveland and one in Columbus. A total of 70 residents attended the events. Attendees had the chance to hear from new dentists a few years out of residency. The event included dinner, drinks, golf and 1 hour of CE.

SAVE THE DATE FOR THE 2022 ODA ANNUAL SESSION

Events & CE

Save the date for the 2022 ODA Annual Session, which will be Sept. 15-17 in 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. We are in the process of planning an An-

nual Session that is safe, engaging and educational, and we are excited for the 2022 meeting.

Registration will launch in May. Visit www.oda.org for more information.



CALENDAR, from page 5

10/21 "Ensuring the Integrity of Anterior Esthetics and Prevention of Failure"; Speaker: Fred Peck, DDS; CE: 6; Location: Sinclair Community College, Building 6; Contact: Dayton Dental Society (937) 294-2808 or www.daytondentalsociety.com.

10/21 "ENDO for GPs: Bette, Faster & Safer Root Canals" and "ENDO for GPs: Treating Pediatric and Geriatric Patients"; Speaker: Manor Haas, DDS; CE: 6.5; Location: Cincinnati – Delta Hotels by Marriott; Contact: Cincinnati Dental Society (513) 984-3443.

NOVEMBER

11/4 "Executing the Ultimate Doctor Patient Hygiene Exam" and "Invisible Pain: Realities Within the World of Autoimmune Diseases"; Speaker: Karen Davis, RDH, BSDH; CE: 6.5; Location: Cincinnati – Sharonville Convention Center; Contact: Cincinnati Dental Society (513) 984-3443.

11/10 "Actions Speak Louder than Words: Ethics is YOUR Choice" & "Money In, Money Out"; Speaker: Susan Gunn; CE: 6; Location: Youngstown; Contact: Corydon Palmer Dental Society email: director@corydonpalmer.org.

DECEMBER

12/9 "The Digital Revolution"; Speaker: Julian Conejo, DDS; CE: 6; Location: Sinclair Community College; Contact: Dayton Dental Society (937) 294-2808 or www.daytondentalsociety.com.

SAVE MONEY ON SUPPLIES, EQUIPMENT WITH ODA'S GROUP PURCHASING ORGANIZATION

Endorsed Products & Discounts

By ODA Staff

The ODA Services Corp. created Ohio Discount Dental Supplies (OhioDDS), a group purchasing organization or "buying group" in fall 2019.

OhioDDS allows ODA members to join together and leverage purchasing power to receive discounts on supplies, equipment and services. It is a free program available exclusively to ODA members.

OhioDDS has three partners that provide discounted supplies and equipment to members: Cintas, Kettenbach Dental and Midway Dental Supplies.

OhioDDS and its partners are working to overcome current supply chain issues and provide high quality products at a great price, available exclusively to ODA members.

Midway recently launched a new, built-from-scratch distribution facility to better serve customers. The new state-of-the-art facility is located in Louisville, Kentucky and houses two times the vertical space, four times the floor space, and four times the output capacity per hour.

Midway has also held roundtables with manufacturer partners and introduced artificial intelligence (AI) into its purchasing system to

SIGN UP AT WWW.ODA.ORG



increase the inbound and thus the outbound supplies.

More than 750 ODA members have signed up for OhioDDS, and members save between 5-30% on their purchases, with an average savings of \$5,000 per year.

INTERESTED IN LEARNING HOW MUCH YOU COULD SAVE THROUGH OHIODDS?

We would like to provide you with a no obligation dental supply pricing audit to show you exactly how much you could save.

Please submit up to 12 months of your purchase history via email, fax or mail:

- Email to chriss@oda.org.
- Fax to (614) 486-0381.
- Mail to the Ohio Dental Association, 1370 Dublin Rd., Columbus, OH 43215.

SIGN UP FOR OHIODDS AND START SAVING TODAY

ODA members can sign up for OhioDDS at no charge or obligation to order products by visiting odasc.com and clicking on "Dental Supplies and Equipment."

Once you sign up, you will be assigned a Midway sales rep and gain access to Midway's online portal with exclusive member pricing. You will also gain access to our exclusive pricing with Cintas and Kettenbach.

Members save between 5-30% on their purchases, with an average savings of \$5,000 per year.

LEADERSHIP INSTITUTE, from page 1

and maintain cultures that allow their dental teams to meet their fullest potential in the face of current challenges.

- A keynote presentation from Mike Graham, senior vice president of government affairs and public affairs at the American Dental Association.
- A breakout session on "Updates on Dental Insurance and Regulations in Ohio" led by ODA Director of Dental Services Chris Moore and ODA Director of Legal and Legislative Services Eric Richmond.
- A breakout session spotlighting available resources to make dental offices in Ohio more effective and efficient.

"Our dental practices have faced many challenges over the past few years. With the guidance and leadership of our ODA, we have successfully worked to overcome those

challenges and develop new strategies for the future," Kelly said. "I hope everyone will mark their calendars and plan to attend this valuable event, with an opportunity to reconnect with colleagues, review what we've learned and examine opportunities to make our practices and our profession even more successful."

The ODA has reserved a block of rooms at the Hilton Columbus Polaris Hotel. The deadline to reserve a room in the ODA's hotel block and receive a discount is Feb. 18. For more details on the hotel block, visit <https://www.oda.org/events-ce/leadership-institute/>.

Watch your email and future issues of the "ODA Today" for full details on the ODA Leadership Institute and how to register.

All in-person events hosted by the Ohio Dental Association (ODA) will follow any city, county, state and/or federal COVID-19 protocols and CDC requirements in place at the time of the event. All in-person attendees must abide by ODA's policies.



HAVE A QUESTION?

Contact the ODA first!



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Email: dentist@oda.org

Phone: (800) 282-1526
(614) 486-2700

2022 from page 1

is also planning special events for new dentists. Watch for more details later this year.

THE ODA WILL ADVOCATE ON YOUR BEHALF

We will continue to support House Bill 344, which would prohibit dental insurance companies from setting fees for non-covered services, and we'll work to prevent any progress on the creation of dental therapists. We'll also continue to monitor legislation at all levels of the government, and provide updates about legislation affecting dentistry.

THE ODA WILL ADDRESS DENTAL INSURANCE ISSUES

The ODA will continue to work with dentists to address dental insurance and third-party payer issues. The ODA Dental Insurance Working Group will meet with dental insurance companies to address issues as they come up. A top issue in 2021 was addressing reimbursement rates, and this will continue to be a priority in 2022.

THE ODA WILL UPDATE ITS REGULATORY COMPLIANCE GUIDE

We will continue to update the "Ohio Dentist Advisor: Your Guide to Regulatory Compliance" as new laws and regulations go into effect. This guide is free for ODA members and includes summaries, checklists and fillable forms to help you ensure your office is compliant with regulations. We'll send notifications to ODA members when updates are made to the guide. Download the guide at www.oda.org, and watch your email for updates about the release of an updated guide later this year.

THE ODA WILL RELEASE A NEW OPIOID CE COURSE

The Ohio State Dental Board is again requiring dentists to complete two hours of opioid CE during this license renewal biennium. During the last biennium, we offered an online Opioid CE course free to ODA members. We will be offering another course to meet this requirement later this year. Watch the "ODA Today" and your email for information about when this course will be launched.

THE ODA SERVICES CORP. WILL HELP MEMBERS SAVE ON PRODUCTS AND SERVICES

ODA members can save up to 30% on products and services through the ODA Services Corp. In 2022, a top priority for the ODA Services Corp. will be growing participation in our group purchasing organization, OhioDDS. Plus, stay tuned for information on a newly endorsed company!



Zachary Christoff, DMD
Subcouncil on New Dentists

GUEST COLUMN

WHY JOIN ORGANIZED DENTISTRY?

Opinion & Editorial, Membership Benefits

"Why join organized dentistry?"

It's a question I have heard many times during my short time in practice. Usually asked by an enthusiastic new graduate wondering how to get involved or a more cynical seasoned doc really asking "why

spend the money?" My answer always centered on the community organized dentistry offered with a brief mention of advocacy.

To be honest, most of the advocacy part of organized dentistry seemed like a political drama on TV with little bearing on my life or practice. It happened slowly, out of the headlines, and with little impact on patient care. Enter the COVID pandemic. I am still stunned when I look back at how quickly life changed; how quickly dentistry changed. The slow, mundane process of regulatory change was anything but. It seemed every time I finally understood a guideline, recommendation or mandate it was outdated.

I could not be more thankful for the ODA and ADA. The phone calls, webinars, and publications helped navigate all of the new regulations. More importantly, their advocacy efforts to keep us open, get vaccines quicker, and return to normal operations sooner are invaluable. Advocacy, which was a footnote in my reasoning for joining originally, I now realize is the corner-

NEWDENTNEWS

This column originally appeared in NewDentNews, the ODA's e-newsletter for new dentists and dental students.

stone of organized dentistry.

So what? Why am I writing this?

Our organization is only as strong as our membership. For brand new dentists, recently graduated or about to graduate, I am sure joining the ODA is far from the top of their to-do list. It's important for all of us to use the lessons we learned this year and pass them on. Emails and publications are great, but nothing is better than a word from someone with a few years of experience. So, reach out to new graduates that you know and show them how important organized dentistry is to protect their careers and to help maintain a high level of standards within our industry and service to our patients.

RENEW YOUR MEMBERSHIP AT WWW.ODA.ORG



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Matthew J. Messina, DDS
Executive Editor

THE EXPLORER

UYBJ AND BIOP

Opinion & Editorial

Welcome to 2022! A chance to turn the page and try to start anew. But how to begin? My suggestion is to start with something simple.

I'm recommending a new motto for 2022. "Use Your Best Judgement" or "UYBJ." Business guru Seth Godin wrote recently advocating for this idea. I'm in agreement with him! There are no guarantees in life. No one else to blame. We need to boldly take responsibility for whatever needs done. Decisions made now are better than waiting for perfect plans later. But we

doubt our abilities. Fear that we aren't good enough. That our ideas are imperfect and may not work. Who am I to tell people what to do?

I did my CPR recertification recently. Every time I do this I wonder, "why do they make this seem so hard?" Yes, there is a right way to do CPR, but any effort at CPR is better than doing nothing at all, right? If I don't help the patient because I'm worried that I won't do it perfectly, then he'll die. It would be great if there always was an EMT present when an accident occurred. If there were a lifeguard there whenever someone is drowning. But the world doesn't work that way. Sometimes, we're all that's left and it falls to us to do our best. We may not remember the exact, currently recommended rate of compressions, but we have to do what we can. We put aside our doubts, because we realize that it's not about me. It's for them. Way back in 1988, Nike coined the famous phrase, Just Do It! They're still right!

Throughout my practice career, we always empowered our staff to make decisions. They knew, because I told them, that if they made every decision to do what was in the Best Interest Of the Patient (BIOP), they would never go wrong. I would also back any deci-

In order to act in the patient's best interest, you have to really know the patient - truly understand what they value and accept their goals. We have to see how we fit into the patient's needs and plans. How can we help and support them on their journey? Then we have to make it happen!

sion that was made based upon that principle. After the patient left, we could discuss what happened and determine that, if this happened again, we might choose to do things differently. But, in the moment, I want them to feel comfortable to trust their gut and lead by doing the right thing.

During my career, I've spent a great deal of time studying and contemplat-

ing practice management. There have been moments with clarity of vision and also times of trial and error. It is not an exact science because people are human and often unpredictable. However, over time, they do behave in patterns that make sense, for them. As I always say, "people change ... but not that much!"

We study people, staff and patients, to help us work together to lead patients to health. Books have been written on the subject and there are limitless resources to help us improve. But the simple motto of acting in the Best Interest Of the Patient encompasses all of that rolled into one clear mission.

In order to act in the patient's best interest, you have to really know the patient - truly understand what they value and accept their goals. We have to see how we fit into the patient's needs and plans. How can we help and support them on their journey? Then we have to make it happen!

That's leadership. Seeing the path ahead is important. But we need to step off and walk on the journey. That's my resolution for the new year. To make things better, let's follow UYBJ and BIOP! It's time to Just DO It!

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



Paul S. Casamassimo, DDS, MS, FAAPD, FRCSEd
Guest Columnist

JUST THINK ABOUT IT

DRIVING ME CRAZY

Opinion & Editorial

(This column isn't about dentistry, or COVID-19, as I think we all need a break!)

Having lived in Ohio for over 30 years, a number of driving-related observations have perplexed me and may be unique to Ohio. My mother was born and raised in Cleveland, so understanding some of these ought to be instinctive, but explanations still escape me! My first inclination was to ask the surviving "Tappet Brother," Ray Magliozzi, in his weekly syndicated column, "Car Talk," but that entailed a tortuous sign on process and no guarantee of answers. I'm hoping that the truth is out there somewhere in the "ODA Today" readership! Please help!

My first question is why do cars sold in Ohio have turn signal indicators? (You know, those levers on the left of the steering column that make lights outside the car work.) No one uses them. In my community, negotiating busy intersections is like playing Russian roulette if you're a runner or walker. Yes, there is a perverse stimulation to try to anticipate the right-left-straight action of these drivers, or even more Russian-roulettish, their decision at a five-corner intersection. Lane-change signaling on the interstates must also be another signal prohibition at the beginning of owner's manuals as that seldom happens either.

I've also noticed in my senior-heavy community that the bigger the car, the shorter and older the driver. Well-preserved Crown Vics and Olds 88s seem to drive themselves with an occasional sighting inside of what we older walkers call Blue-haired Angels of Death!

They also often have toy poodles and Bijons on their laps - or the pets could be driving - the hair color makes it difficult to tell sometimes!

These same drivers also comprise the "highway speed limit guardians" on Ohio's interstates. Second only to truckers who decide to pass on an uphill, these "corridor custodians" are usually older, resolute (or impervious) in their duty to modulate adherence to the speed limits in Ohio, and tend to drive extinct GM or Ford sedans. While the male of this group is usually silent, crewcut, and with steely straight-ahead stare, the bee-hived female can be seen chatting to someone in the car or in cyberspace. These are good people, though, as it usually takes only a dozen cars passing them on the right, with or without honks and finger salutes, to have them "get it" and move over.

A double-dilemma with these slower drivers above is how fast to go when passing them. I am a faithful user of cruise control on Ohio's interstates, naively believing that at a consistent 78 MPH, I am considered under the limit for the county sheriff or state patrol. But what is the real upper limit below which one is safe from fine? A friend once told me that in a conversation with a state patrol officer, he was told the mantra of traffic control on the I-ways in Ohio is, "Over 9, you're mine" hence my setting of 78 MPH.

Back in the neighborhood, does a construction worker's pick-up truck have to have rust holes? We're all familiar with the well-established inverse relationship between pick-up power and wheel size with higher education and masculinity, but the rust thing is difficult to explain. In my youth, rust and car-envy didn't jibe, so epoxy manufacturers made a fortune on Bondo. Today, that pride in overcoming Mother Nature's love of oxidation seems relegated to places like Havana, Cuba, where classic restored cars are predominantly epoxy!

And is it a requirement that pre-dawn paper deliverers have to have faulty exhaust systems? Not a problem in winter when the windows are closed, but in milder weather, when the desire for fresh air conflicts with a desire for printed news, the paper deliverer is the new rooster. Another reason to get

one's news online, I guess.

And while I'm on noise, ever been in traffic and feel this strange vibration in your car and wonder what advanced (and expensive) system is failing, only to perceive a rhythm to the noise and determine that it is a set of high-powered sub-woofers three or four cars ahead, beating out a sound reminiscent of a failing alternator? My most recent experience was with a car ahead of me where its interior trim could be seen vibrating with the beat ... I can only imagine the tympanic membranes of the driver! Do speaker manufacturers recommend hearing tests after a certain mileage?

Then there's the mystery of fast-food drive-throughs. Why is the time taken deciding by the car in front of you inversely related to the number of people in the car? How many choice combinations are there? In my 70 plus years on earth, the menus haven't changed all that much, if at all. Even if you figure the permutations and combinations, it shouldn't be all that complicated. If you want to spend a prolonged period of time mulling over a menu, go to a nice restaurant and do it over a glass of wine and stop contributing to climate change with the engine running in your car and those lined up behind. ...

And how many of you have shared the recurring vision of impending death on the roadway, alternatively termed "swing left, turn right?" That's when a driver in the on-coming traffic lane swings into your lane, just to hang a right turn. Is there some mechanical advantage to that maneuver? If you are of the age when your physician asks you to repeat three words at the end of your physical and draw 11:10 on an analog clock diagram, you probably are even more confused when that driver signals a right turn (he/she obviously isn't from Ohio - see turn signal enigma above). Those are real heart-stoppers!

And why do rich folks in manicured and gentrified suburban Ohio com-

munities drive vehicles like Range Rovers with brush guards over the headlights and Gerry cans (I think for gas, but maybe designer water) on the rear bumper and a ladder going to a roof rack that could carry the space shuttle? In my community, these are pretty common and seem mainly used to drive kids to school rather than off-road adventures.

And finally, what's with the driver who leaves Target or Home Depot, empty-handed and alone, and gets into a car in a very packed parking lot, only to take five minutes to leave that parking spot you covet? No kids, no packages to load, new car needing no repeated starting tries ... but still five minutes to leave the spot! Even more confusing is that same driver has his/her foot on the brake, seductively suggesting departure. I Googled the American Pilots Association and found out that the pilot's pre-flight checklist for a 787 Starliner takes only 3.5 minutes, so what's up with this? Is it shopping afterglow, reviewing missed cell calls, heating or cooling the interior to survive the drive home, or what?

So, I remain in the dark on all of these "Buckeye Behind-the-Wheel Behaviors" and to paraphrase what the Tappet Brothers used to say at the end of their radio show, "Car Talk" years ago, "you have just wasted a perfectly good five minutes" reading about my perceptions of driving in our state!

(Dentistry will be back in the next column!)

Dr. Casamassimo may be reached at casamassimo.1@osu.edu.



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Beautiful, long established practice in Dayton is looking for a General Dentist associate. We have a fast paced office and great team with up-to-date technology. Experience is preferred but if you have strong communication skills and patient health is important, we would love to speak to you. Our patient care and strong work ethic are central to our success. Pathway to partnership can be discussed. 3-4/day weekly schedule. No evenings or weekends. Contact Dr. Michelle Botti at (937) 433-5133 or floss@exchangedentist.com.

Eastside General Dentistry office is looking to hire an experienced Associate Dentist to perform routine and complex dental procedures on patients according to their oral health needs and cosmetic concerns. The Associate Dentists responsibilities include developing suitable treatment plans for patients, keeping an accurate record of all appointments, diagnoses, and treatments, and answering patients' questions. You should also be able to oversee the work of the technical and administrative staff. To be successful as an Associate Dentist, you should be able to effectively use all dental instruments and equipment. Ultimately, an exceptional Associate Dentist should demonstrate excellent communication skills and ensure that health and safety regulations are adhered to at all times. Contact Lisa Koenig at (513) 231-1012 or ca@rogersfamilydentist.com.

Kings Dental: We are a team of 4 doctors, with 2 locations (Mason, OH and Montgomery, OH). Recently, we expanded our Montgomery location to almost double the size. Our offices are state of the art and only PPO+FFS. We do comprehensive high quality treatment and aim to use the latest technologies. We owe our success to providing high quality care with the best materials/equipment and treating each patient like royalty. Why Join Us? We have a high NP flow that is split evenly and fairly. Senior docs do not "patient pick" or steal high production cases. High Earning Potential: Straight production based earning. You don't have to worry about collections or long formulas. Plus awesome benefits and continuing education as well as paid company outings, lunches, and events. Doctor Autonomy: We know you didn't go to dental school just to be told what to do. As a doctor you have autonomy over your care. We don't micromanage your diagnoses. Good reputation: We have 100s of 5 star reviews on Google and Facebook. Our team puts the patient at the center. You'll be proud to work at a practice that prioritizes the patient. Requirements: 3 years of practice in general practice (or relevant residency) preferred but not required; strong foundation for general clinical skills, and a willingness to learn. Comfort with surgical extractions and molar endodontics preferred (but not crazy roots... we refer those out). Outstanding bedside manner. We believe patient communication is sometimes more important than clinical skills. Passionate about their work and strives to improve themselves, their patients, and their team. Ohio dental license, DEA license, Malpractice insurance. If you think you would fit well in our office, we would love to hear from you today! Please submit your cover letter and your resume. Let us know why you would be the perfect candidate to join our team! We are an equal opportunity employer and consider all qualified applicants equally without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability status. Contact: Jennifer Heath, (513) 770-0175 or jenn@kings.dental.

Merit Dental is looking for an experienced full time General Dentist who is ready to grow and expand their knowledge, within a great organization at our Shelby, OH practice. We are looking for an experienced Dentist who is ready to work with a great patient base, continue his or her education with our robust CE program, and practice with full clinical autonomy. PPO and Fee for service only. The full time position also includes health insurance, 401k, and malpractice coverage. If you are interested in learning more about this exciting opportunity, please apply with your CV! Contact: Ashton Heeter, (816) 589-7472 or aheeter@midwest-dental.com.

Looking for an energetic, friendly person to join our longstanding team as a PT/FT Associate Doctor with potential to lead to partnership. Rural area 40 minutes from downtown Cleveland. Lots of growth. Mostly ffs with some ppo's. Old doctor is getting tired! Excellent opportunity for someone ready to work! Contact Dr. Jacko at (440) 668-7668 or pfsmolar@gmail.com.

Midwestern University College of Dental Medicine-Illinois in Downers Grove, IL. Seeking full time dental faculty members who are responsible for working with students in a patient clinic setting. We are seeking full time and part-time dental faculty members who are responsible for teaching in one to one, small group and plenary settings; who are able to demonstrate dental procedures in clinical situations, and have strong clinical experience in the use of CAD/CAM dentistry and lasers. Candidates must possess a DDS/DMD degree, be eligible for licensure in Illinois, and have at least 5 years of experience in general dentistry or their respective discipline. The successful candidate will possess an enthusiasm for dentistry; excellent clinical, communication and interpersonal skills; and the ability to embrace new technology. Previous teaching experience not required, but candidate must have a history of clinical experience. Positions are available within the following areas: Clinical and Preclinical Faculty; Oral and Maxillofacial Surgeon; Discipline-Focused; Pediatric Dentist; Orthodontist. Interested applicants may apply online at <https://www.midwestern.edu/faculty-and-staff/employment>. Midwestern University is an Equal Opportunity/Affirmative Action employer that does not discriminate against an employee or applicant based upon race; color; religion; creed; national origin or ancestry; ethnicity; sex; gender; marital status; age; disability; citizenship; past, current, or prospective service in the uniformed services; genetic information; or any other protected class, in accord with all federal, state and local laws, including 41 C.F.R. 60-1.4(a), 250.5(a), 300.5(a) and 741.5(a). Midwestern University complies with the Smoke-Free Arizona Act (A.R.S. 36-601.01) and the Smoke Free Illinois Act (410 ILCS 82/). Midwestern University complies with the Illinois Equal Pay Act of 2003 and Arizona Equal Pay Acts.

Moving back to Columbus? Fantastic opportunity to join a growing pediatric group practice - mix of clinical and general anesthesia - PPO/FFS and Medicaid HMO - highly trained staff includes EFDAs and Hygienists. Contact: Kathleen, (614) 231-4800 or contactus@CloverKidsDental.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.

Private dental practice in Newark, OH, right outside of Columbus is currently looking for a full or part time General Dentist to join our team. This is a beautiful, and up-to-date, well-established practice with plenty of patients. Join a practice with an Owner that truly cares, provides mentorship, and get the chance to be a part of an unlimited earning potential pay scale. If you have a strong desire to help patients improve their lives through better oral health, this is the practice for you! We are seeking a Dentist with a caring, and compassionate demeanor, and strong communication skills. Flexible weekly schedule, convenient family work hours, no evenings, no weekends. Compensation starting at \$500 per day + percentage of collections. Contact Taylor at (617) 480-6355 or priyanki11@gmail.com.

Smile Brands is looking for a full time experienced General Dentist who is ready to grow professionally at our Sandusky or Canton practice. We can offer you a steady flow of patients, complete clinical autonomy, and a fully trained dental staff. These practices have a wonderful history of success and a friendly, experienced team in place. We 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: Ashton Heeter, (816) 589-7472 or aheeter@midwest-dental.com.

We are looking for a caring, driven and confident general dentist to join our Lorain practice full time. The practice has a long track record of success as a private practice and a loyal patient base of over 2200 active patients in place. Fully digital charting and x-ray system, family oriented community close to Cleveland. Enjoy the benefits of a strong operational team to help support the practice while you focus on the clinical care with complete autonomy. With a passionate, experienced staff in place, lead by an exceptional Office Manager, this is truly a plug and play situation with 2 FT Hyg supporting the practice as well.

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Choice Transitions currently has several practices for sale. From smaller/starter practices ideal for more recent grads all the way to large, multi-doctor practices! Our inventory is constantly changing as practices sell and new practices are listed. To investigate these opportunities please visit and register for FREE on our website at www.choice.transitions.com or Contact Ken Polke at (877) 365-6786, x229.

Cosmetic General Dental practice in N. Dayton off Rt. 70 with 60-75 NP/mo. Sirona CBCT, Solero Laser, and Cerec Primescan. 6 Ops in 2,500 sq. ft. with room for 2 add'l Pps. GR average for the past 4 years of \$1.6M. FFS/PPO. All offers will be considered. Won't last long. #OH2856. Contact: John Jonson, (937) 657-0657 or john.jonson@henryschein.com.

General dentistry, 5 Ops, paperless, +\$900,000 projected 2021 collections. Contact Bob Brooks at (740) 924-6294 or bbrooks@practicendeavors.com.

Greater Columbus: 100% FFS, 30 minutes north west. The practice has had sustainable revenues of \$360K and is on track to do \$450K+ this year! Recently

remodeled with 4 Ops, paperless with Eaglesoft, and has updated equipment/technology, Pano, and Laser. The practice has a long and good standing history with the city and a very strong referral base. Most specialty procedures referred. #OH2910. Contact Logan Peltier at (937) 418-9244 or Logan.Peltier@henryschein.com.

Growing west side of Cleveland with 4 Ops, Digital x-rays, and updated technology. Room to grow as most specialty procedures referred out. Busy road location, real estate available for purchase. #OH2832. Contact: Logan Peltier, (937) 918-9244 or logan.peltier@henryschein.com.

North Central, OH. General dentistry, Four operatories (4) with room for expansion, \$600 - \$650K collections, mostly FFS, real estate available for sale or lease. Contact Bob Brooks at (740) 924-6294 or bbrooks@practicendeavors.com.

Northwest Columbus, Ohio area. General dentistry, 5 Ops, paperless, +\$900,000 projected 2021 collections. Contact Bob Brooks at (740) 924-6294 or bbrooks@practicendeavors.com.

General Dentistry practice for sale, Massillon, OH. Projected 2021 gross collections of \$760,000. Average net profits of \$350,000. Facility has potential for expansion and high-potential for patient growth. (OHD137) Contact Corey Young, Broker with OMNI Practice Group (614) 450-0993 or DrYoung@omni-pg.com.

Mature Pediatric Practice available in the highly desirable growing East Cleveland, OH area. Practice provides 2 Ops with room for adding another. The practice is located in a multi-level mixed business and medical use building and the lease is renewable. Practice utilizes Easy Dental Practice Management Software and has a Panographic X-ray. Practice is open

2-3 days per week (10 hours) with lots of opportunity for growth! Great satellite, 2nd location, or alternative to a start-up. #OH2568. Contact: Logan Peltier, (937) 918-9244 or logan.peltier@henryschein.com.

North Central Ohio Orthodontic practice for sale. Highly-profitable Orthodontic practice for sale at a very reasonable acquisition price. Wonderful team. Great opportunity both professionally and monetarily. (OHD139) Contact Corey Young, Broker with OMNI Practice Group at (614) 450-0993 or DrYoung@omni-pg.com.

Price reduced! Cleveland/Akron area General Dentistry practice for sale. Opportunity to own practice and real estate at a fabulous price! Collections \$700K+. Owner will consider seller-financing. Strong-cash flow. Serious buyers only. (OHD138) Contact Corey Young, Broker with OMNI Practice Group, (614) 450-0993 or DrYoung@omni-pg.com.

This is a well-established highly successful Periodontal and Dental Implant Practice located in a very desirable suburb, 15 minutes outside of Cleveland, OH with historical revenues around \$1M and earnings over \$350K. The practice was relocated in 2019, built-out, and updated with hi-tech equipment. The practice has low overhead, great cash flow, and a flexible transition plan. Provides 4 treatment rooms, 2 doctor and 2 hygiene. The practice has a long and good standing history with the city and a very strong referral base. It is a leased space located in a professional building with multiple tenants. #OH2728. Contact: Logan Peltier, (937) 918-9244 or logan.peltier@henryschein.com.

This is a very well-established and high-performing (over 50% margins) located in a desirable area with over 200K people in the drawing area. The practice has 3

Ops and 1 plumbed for expansion! The practice is open 5 days per week (35 hours) and has incredible cash flow. Don't miss this opportunity to be an owner in a great community as well! #OH2676. Contact: Logan Peltier, (937) 918-9244 or logan.peltier@henryschein.com.

West of Cleveland, General Dentistry practice for sale. Practice for sale just west of Cleveland, OH. \$250,000 annual gross on 100% FFS patients. Asking \$125,000. (OHD143) Contact Corey Young, Broker with OMNI Practice Group (614) 450-0993 or DrYoung@omni-pg.com.

We have practices available throughout the state of Ohio. If you're looking for a practice in Ohio go to www.omni-pg.com to view our listings and get more details.


Well-established 3 Op practice located in a very a busy mall area. Stand-alone building location, 2019 GR of \$375K on 3 day work week. Seller refers out most specialties. Approximately 1,100 active patients without any PPOs, 63% FFS and 37% traditional insurance. Office utilizes Dentrix software. Could make a great Satellite office, production acquisition sale, or patient record sale. #OH2003. Contact: John Jonson, (937) 657-0657 or john.jonson@henryschein.com.

FIND AVAILABLE SPACE

For lease, approx. 2500 sq. ft. orthodontic/dental office; Mentor, Ohio. Great location - 22,975 cars daily, near Meijer, Chipotle, Applebee's, Staples, and PetSmart. Features 6 ops, lab, private dr. office, customer and employee bath. Call TR Hach (owner/agent) for details. (440) 479-1607.


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.

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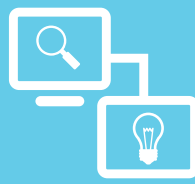
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