

# ODA Today

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

## QuickBites

### Apply for Dentist Loan Repayment program

The Ohio Department of Health (ODH) has already opened the biennial application process for the Ohio Dentist Loan Repayment Program.

Qualified applicants can receive repayment of school loans for working in underserved areas. The application deadline is Dec. 31, 2013, for those who meet the following criteria:

- Dental students in their final year of dental school,
- Dental residents in the final year of pediatric or general practice residency, or in advanced education in general dentistry programs, and
- General and pediatric dentists.

Specific information, including FAQs, the application, designated dental-professional shortage areas in Ohio, key components of the program and more are available at [www.odh.ohio.gov/odhprograms/ohs/oral/safetynet/loanpgm.aspx](http://www.odh.ohio.gov/odhprograms/ohs/oral/safetynet/loanpgm.aspx) or by calling ODH at (614) 466-4180.

## Inside

### A quick guide to dentists providing expert testimony

From the Corner Office, page 3

### Why we need to nurture our new dentists

President's Message, page 4

### ODA House of Delegates sets blueprint on access to care

Legal Briefs, page 6

### Old issues still raising concerns and possibly costing dentists money

Dental Insurance Corner, page 8

Opinion, pages 12

Classifieds, pages 16 & 17

## Programs throughout Ohio help provide access to care, resources for veterans, deployed military personnel

By Jackie Best  
Managing Editor

Veterans Day is celebrated each Nov. 11 to honor and thank those who have served in the U.S. armed forces.

While many groups and organizations will celebrate at various ceremonies and events, many people may not know that access to dental care can be a significant problem for many veterans. Only about 8 to 10 percent of veterans are eligible for dental benefits through the U.S. Department of Veterans Affairs, said Dr. Ken Brandt, a past president of the Cincinnati Dental Society.

According to the U.S. Department of Veterans Affairs, eligibility for VA dental benefits is much more limited than for health benefits. Those eligible to receive dental benefits include veterans with a service-connected dental disability, former prisoners of war and those who have service-connected disabilities rated 100 percent disabling. For more information on dental benefits provided by the VA, visit <http://www.va.gov/dental/>.

Several ODA member dentists and dental societies have created programs to aid veterans. Continue reading below for a sample of what's being done in Ohio.

### Leave No Vet Behind

The Cincinnati Dental Society created one



Submitted photo

Dr. Bob Bertsch fits a veteran for a prosthetic at a Cincinnati Dental Society's Leave No Vet Behind event.

of the first access-to-care initiatives aimed at veterans in Ohio. The Leave No Vet Behind program treats veterans who do not have dental insurance and are at 200 percent or below the federal poverty level.

The program got started after a few dentists with the Cincinnati Dental Society

learned that the Cincinnati VA Medical Center was seeing a lot of repeat patients in the emergency room who needed dental care. The patients did not have dental insurance, and the hospital could only prescribe

See VETERANS, page 14

## Ohio Dental Association members receive bang for their buck

By Jackie Best  
Managing Editor

Ohio Dental Association dues are the second lowest in the country, according to the American Dental Association.

Along with such low dues rates, ODA member dentists receive extreme value from their membership. From professional development to volunteer activities and advocacy to opportunities for involvement, the ODA has something valuable to offer all members.

"Being a member of the ODA has helped me throughout my career in my practice, both in starting up my practice and then continuing on," said Dr. Thomas Kelly, a general dentist from Beachwood. "There's great member benefits from the programs for workers compensation, health insurance for myself and my employees, and then all the advocacy efforts that happen on our behalf at the statehouse."

Continue reading below to learn about the top reasons dentists value their membership in the ODA.

### Advocacy

The ODA Advocacy team tracks issues affecting dentistry throughout the year, working to protect dental practices and patients from unnecessary regulations.

"I don't have to tell anyone else that being a dentist is the best career decision there is in the health care profession, but being a member of organized dentistry makes it so much better when we know that there's an organization out there to help us to help our patients," Su said. "You truly get more from the organization than you give."

— Dr. Erwin Su  
Pediatric dentist from North Canton

"As you become more involved, you're going to find out that the ODA along with ODPAC (the Ohio Dental Political Action Committee) are very effective at the state level at representing the interests of dentists and their patients," Dr. Geoffrey Bauman, a periodontist from Newark.

### Comaraderie

One of the top benefits members mention

See VALUE, page 7

## Membership renewal season approaching

By ODA Staff

ODA members should watch their mailboxes for tripartite dues statements later this month. ODA membership dues are due Jan. 1, 2014, for the 2014 membership year.

New for 2014, members also will receive an electronic renewal notice via email directing them to [www.oda.org](http://www.oda.org) to pay their dues.

Members can renew online at [www.oda.org](http://www.oda.org), by phone at (800) 282-1526, by fax at (614) 486-0381 or by mail to Ohio Dental Association, 1370 Dublin Rd. Columbus, OH 43215.

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](mailto:membership@oda.org) to ensure they receive their dues statements. To verify the information the ODA has on file, sign onto [www.oda.org](http://www.oda.org)

See MEMBERSHIP, page 6



Ohio Dental Association  
1370 Dublin Road, Columbus, OH 43215-1098  
[www.oda.org](http://www.oda.org)



## Give Kids a Smile

February 7, 2014

Sign up to volunteer at  
[www.givekidsasmile.ada.org](http://www.givekidsasmile.ada.org)

ADA American Dental Association®



# REACH NEW PATIENTS ONLINE – *We Make it Easy!*

“ODA Services Corp. endorsed ProSites because of its innovative technology and reputation for excellent customer service. We are confident ProSites will deliver the website solution ODA members need and the value they want.”

- *Dr. Tom Graham*  
Ohio Dental Association Services Corp.  
Chairman of the Board



## THE ULTIMATE WEBSITE SOLUTION™



- ✓ **Simple Set-up**  
Your website includes patient-focused content, educational videos, interactive features, and more!
- ✓ **Added Value**  
You frequently receive new upgrades and can add unlimited pages at any time, free of charge.
- ✓ **Edit Instantly**  
From uploading new photos and videos to changing your entire design, you can edit your website at any time, with a simple "point and click."
- ✓ **Proven Results**  
We have helped thousands of doctors generate new referrals and new patient appointments through our leading website solutions.

SPECIAL DISCOUNT FOR ODA MEMBERS

Endorsed by:



**PROSITES**  
Website Design and Internet Marketing

Get Your Free Trial Today!  
Call 888.617.7247  
Visit [ProSites.com/Ohio](http://ProSites.com/Ohio)



The  
Director's  
Chair

David J. Owsiany, JD  
ODA Executive Director

## A quick guide to dentists providing expert testimony

Occasionally, I get calls from dentists who have been approached about providing expert testimony in a malpractice case or a dental board hearing. Generally, they are seeking guidance on the ethics of providing such testimony.

When a patient's dissatisfaction with treatment leads to litigation or the filing of a complaint with the state dental licensing

board, independent dentists may have the opportunity to testify as expert witnesses in the ensuing proceedings. Often times such expert testimony is crucial in determining an outcome of the case because the judges, jury members or hearing officers usually do not have the expertise to decide the matter and need the assistance of outside, independent experts to help determine the applicable standards of care and whether those standards have been met.

In fact, the American Dental Association's "Principles of Ethics and Code of Professional Conduct" contemplates dentists testifying "when that testimony is essential to a just and fair disposition of a judicial or administrative action." Ultimately, the judge, jury, hearing officer or administrative agency, depending on the type of proceeding, will determine whether the standard of care was met, based on the evidence, including the expert testimony.

However, one potentially unethical

See **TESTIMONY**, page 10

## Families could face various scenarios under Affordable Care Act in 2014

ODA Staff

As 2014 approaches and the Affordable Care Act continues to be implemented, employees may have questions about insurance options and requirements for their family members.

Small businesses that employ fewer than 50 employees do not face any penalties for not providing affordable health insurance to their employees. However, employees may need to know whether they have access to affordable insurance through their employer when determining whether they or their families may be eligible for a subsidy on the insurance exchange.

Employer-sponsored insurance plans may offer access to coverage for dependents, but for the purpose of determining the affordability of the coverage, the Affordable Care Act looks only at the cost of the individual coverage for employees. Individual coverage is considered affordable if it is no more than 9.5 percent of the single income. This means an employer could require employees to pay the entire cost of the premium for dependent coverage, no matter the cost, but still be considered affordable for the individual.

For families, the situation becomes more complicated. For family coverage, health insurance is considered affordable under the Affordable Care Act if the cost of premiums is 8 percent or less of the family's adjusted gross income. This family affordability percentage is used to determine subsidy eligibility and penalties for the family; however it does not affect whether an employer-sponsored insurance plan is considered affordable.

The federal government determines subsidy eligibility and amounts on a sliding scale based on several different factors, including income as a percentage of the federal poverty level and the cost of an insurance plan on the exchange.

For the most part, people are required

to have insurance coverage beginning in 2014 or face a penalty. In 2014 the penalty will be \$95 per adult and \$47.50 per child (capped at \$285 per family) or 1 percent of adjusted gross income (capped at the average yearly premium of a bronze level plan), whichever is higher. The penalty will be collected when federal income tax returns are filed. If a child is subject to the penalty for not having insurance coverage, the adult or couple who can claim the child as a dependent for federal income tax purposes is responsible for paying the penalty. Penalties increase over the next several years.

Families could fall into one of several different scenarios that could affect their eligibility for a subsidy and potential penalties they could face. Continue reading below to learn about some scenarios that may apply to families.

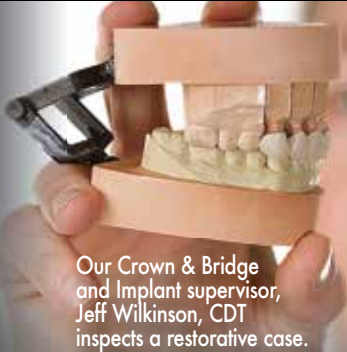
**Scenario 1:** If the family has access to health insurance through either spouse's employer that is considered affordable and chooses not to accept the coverage, that family would be subject to the penalty unless they secure qualified insurance elsewhere. A family in this scenario would not be eligible for subsidies on the insurance exchange.

**Scenario 2:** If a family only has access to insurance through one family member's employer and that single coverage is considered affordable (9.5 percent of the single income) but the family coverage is not (8 percent of family income), the spouse and children would have the option to accept the unaffordable insurance or turn it down and not face a penalty. These family members would not be eligible for a subsidy on the insurance exchange because they have access to health insurance from an employer offering affordable single coverage. However, they could still purchase health insurance on the exchange at full cost.

See **FAMILIES**, page 4

## "Remake" is a bad word at Johns Dental.

Prosthetics and appliances that fit your model the first time!  
Over 53% of our technicians have worked in the dental industry over 20 years.



Our Crown & Bridge and Implant supervisor, Jeff Wilkinson, CDT inspects a restorative case.

**j**JOHNS  
DENTAL  
LABORATORIES

423 S. 13th St.  
Terre Haute, IN 47807  
800/457-0504  
www.johnsdental.com

Over 100 prosthetics and appliances now shown on our website

TRIAL SPLIT • SLEEP APNEA • CEPH TRACING • ORTHO • CROWN & BRIDGE • DENTURE & PARTIAL DENTURE

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

Risk versus reward. The eternal struggle.

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



**MDH Investment Management, Inc.**

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



Marc D. Hoffrichter

MDH Investment Management, Inc.

1216 Forsyth Place, East Liverpool, Ohio 43920

(330) 386-4452

An independent subsidiary of Tri-State 1st Banc, Inc.

mdhinv.com 800.697.6341



## President's Message

Paul S. Casamassimo, DDS, MS,  
FAAPD, FRCSEd, ODA President

### Resolution 11-13: New Dentists' Involvement at ODA and Dental Schools

The 2013 House of Delegates passed a resolution charging our Subcouncil on New Dentists to provide the 2014 House with a report on the state of the new dentist in Ohio. I was pleased that the House saw the urgency to look at our next generation of dentists. They are our lifeblood and the future of oral health care for our citizens. They are also a generation of dental graduates challenged by change, including new regulations, increasing competition and staggering educational debt.

A recent pair of articles in the Oct. 7 "Columbus Dispatch" speaks to the challenge of educational debt for our new dentists, through the eyes of our fellow professionals. One article described the decline in law school applications in the U.S. due to the educational debt, which is typically about \$108,000. The cumulative drop in applications to Ohio's five law schools was a whopping 39 percent since the 2009-10 school year. Prospective law students see ahead of them significant

### FAMILIES, from page 3

For example, take a family where the husband's employer offers insurance to him that is considered affordable as an individual, but adding family members becomes unaffordable under the law. The husband would be required to accept the employer-provided insurance or pay the fine. If his wife only has access to insurance through her husband's employer, she could choose to accept the plan or turn it down and not face a penalty. They could also choose to cover their children under the husband's insurance or turn it down and not face the penalty. The wife and children also could purchase insurance on the exchange at full cost.

**Scenario 3:** Currently employers may define dependents as an employee's children but do not have to include the employee's spouse. If the employer offers affordable single coverage to the employee but does not offer any coverage options for the spouse, the employee is required to accept the employer's insurance or face a penalty, and the spouse is required to purchase coverage on their own or through the exchange (and could be eligible for a subsidy based on the guidelines set forth under the Affordable Care Act) or face a penalty.

**Scenario 4:** If a person or family does not have access to any insurance either through an employer or a spouse's employer, that person or family would have the option of purchasing insurance on the health insurance exchange. In this case, they would be eligible for a subsidy on the exchange if they qualify based on the income guidelines set forth under the Affordable Care Act. If an individual or family in this scenario decides not to purchase health insurance, they would be subject to the penalty.

The above scenarios are general descriptions and should not be construed as definitive answers to an individual's specific circumstances.

To access the health insurance exchange in Ohio and for more information about the exchange, visit [www.healthcare.gov](http://www.healthcare.gov).

## Why we need to nurture our new dentists

debt, but just as important, the low likelihood of employment upon graduation. The estimate today is that jobs exist for only half of Ohio's law graduates! The accompanying article speaks to the crisis in educational indebtedness for college students and the despair many face knowing that with their level of indebtedness, the restrictive loan rules, and the poor economy, they will never be without debt. Ohio is one of the 10 worst states in student loan defaults.

Fortunately, the future for dental graduates is not as dire, but for the path ahead, barring any changes in law, tuition levels and employment opportunities, the tea leaves predict a similar outcome to that experienced by other professional graduates eventually. Tuition levels are at an all time high and increases are common. We see an ever-increasing number of graduates choose corporate practice as a way to ensure employment, relieve some of their debt, and enjoy a lifestyle they have worked so hard to achieve for two decades. The dream of independent practice is waning.

The American Dental Association

recently conducted an in-depth analysis of student indebtedness and compared dental graduates with other professions. If it is any consolation, physicians, pharmacologists, veterinarians as well as dentists are all headed for lives of financial restraint because of educational debt. We can't even fully speculate as to what the future will hold for our profession, as the Affordable Care Act unfolds and more regulation and fee control enters the workplace.

So, I asked our Subcouncil on New Dentists to look at what is in store for our graduates. I hope that the answer they provide is still optimistic about what awaits them. We know already that corporate practice offers security in the short-term, but remains an unknown for long-term employment, independent practitioner decision-making, traditional community relationships, and service to our rural citizens. It shouldn't surprise anyone familiar with corporate practice that an emerging model that would employ dental therapists at supposed lower costs would be tantalizing.

We also need to be aware that large tuition debt affects practice location and

association membership. Monthly payments of over \$2,000 are not uncommon, and most graduates can assume they will make a monthly loan payment equivalent to a mortgage payment. Rural practice without some sort of tuition loan forgiveness grows increasingly unlikely for today's graduates. High production goals and more expensive treatment plans are tempting ways to attack the mountain of debt. Sadly, association membership can become one of the expendable costs that seem painless for the new graduate who may not be aware of the protections and benefits of association membership.

The Subcouncil on New Dentists has its work cut out for it. My hope is that it provides a report that honestly and openly discusses the challenges awaiting new graduates, offers directions and choices for our future colleagues, can be used to counsel those in predoctoral programs wisely and challenges our schools and our association to address these problems.

Some have characterized student loan indebtedness as the next fiscal crisis

See PRESIDENT, page 5



A reputation is  
like trust.

It takes years to grow, but  
can be ruined in seconds.  
Make sure your reputation is  
protected with malpractice  
insurance coverage from PSIC.

 **PSIC** | Professional Solutions  
INSURANCE COMPANY

Protecting Reputations ... One Dentist at a Time®

Learn more about PSIC and get a quick rate quote at  
[www.profsolutions.com/dentalquote](http://www.profsolutions.com/dentalquote).  
Or call us at 1-800-718-1007, ext. 4690.

Malpractice insurance is underwritten by Professional Solutions Insurance Company.  
14001 University Avenue | Clive, Iowa 50325-8258 ©2013 PSIC NFL 9639

## Nominations sought for ODA vice speaker position

A call for nominations is now extended for the position of the Ohio Dental Association vice speaker of the House of Delegates. According to the ODA's bylaws, candidates for this appointed position must be an Active, Retired or Life member in good standing of the ODA. The term of office for the vice speaker is one year.

Candidates for the position should be a registered and/or certified parliamentarian or working to obtain his/her parliamentarian certification and should also possess a knowledge and familiarity with the ODA's bylaws. Additionally, candidates should have an understanding of, or be willing to develop an understanding of, the ODA's parliamentary authority, which is the "American Institute of Parliamentarians Standard Code of Parliamentary Procedure."

The vice speaker of the House of Delegates assists the speaker of the House of Delegates and parliamentarian during the ODA House of Delegates meetings, including presiding over the ODA House of Delegates meetings if needed.

Candidates should submit their curriculum vitae and a brief cover letter explaining why they are appropriate to hold the vice speaker position – for example association experience, leadership competencies, etc., to the ODA Executive Director, 1370 Dublin Road, Columbus, Ohio 43215 or at david@oda.org by Dec. 31, 2013.

## Dentist, hygienist license renewal due by Dec. 31

This fall, dentists and dental hygienists will receive licensure renewal information from the Ohio State Dental Board. The board will direct licensees to renew licenses and report continuing education compliance online. The information and payment of the renewal fee is due by Dec. 31, 2013. Dentists will need 40 CE credits to renew their licenses and hygienists need 24. Any dentist or dental hygienist who does not receive renewal information from the Ohio State Dental Board by December should contact the board at (614) 466-2580.

## Ohio releases opioid prescribing guidelines

The Governor's Cabinet Opiate Action Team recently released guidelines to help health care providers when prescribing opioids.

The guidelines recommend that if a patient is receiving 80 mg morphine equivalency dosing (MED) or above, the health care provider should evaluate how to optimize therapy and safety, and consider possible adverse effects. Above 80 MED, patients are significantly more likely to overdose.

These guidelines are not intended to replace a health care provider's clinical judgment. For more information on these guidelines, plus additional resources for prescribing opioids, visit [www.opioidprescribing.ohio.gov](http://www.opioidprescribing.ohio.gov).

## PRESIDENT, from page 4

facing this country, moving past credit card debt and possibly surpassing the economic damage of the recent housing crisis. I felt it was important for our membership to be aware of the wide ramifica-

tions of educational debt, be supportive of our new graduates' challenges, and know that the ODA works to help not just our loyal members, but the unborn of our profession and those just learning to walk.

## ODA Meeting & Event Calendar

### Nov.

- 8 Subcouncil on New Dentists
- 8 Statewide Subcouncil on Peer Review conference call
- 13 ODPAC Board of Directors
- 14-15 Annual Session Committee
- 15 Council on Membership Services
- 15 ODASC Board of Directors
- 20 Dental Education and Licensure Committee
- 21-22 Executive Committee (Off-site)
- 22 ODA Foundation Board
- 28-29 ODA office closed for Thanksgiving holiday

### Dec.

- 24-25 ODA office closed for Christmas holiday
- 31 ODA office closed for New Year's holiday

## Call for nominations extended for OSDB member

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


The Ohio Dental Association has the opportunity to recommend nominees to the Governor of Ohio for three possible dentist board member openings on the Ohio State Dental Board (OSDB), which may be vacant in April 2014. Two of these board member positions are for general dentists and the third board member position is for a dental specialist (other than a periodontist, which is already represented on the OSDB).

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

Criteria that the ODA Executive Committee is seeking in candidates includes:

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

Please send a nomination letter along with the nominee's curriculum vitae to the ODA Executive Director, 1370 Dublin Road, Columbus, OH 43215 by Dec. 31, 2013.



**WHP**  
WICKENS • HERZER • PINEZ • COOK • BATTISTA  
ATTORNEYS AT LAW

## JOINING AND LEAVING THE DENTAL PRACTICE

Presented By

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

*Practice Transition Attorney*  
*Former Dental Equipment and Supply Representative*

Dentists and dental specialists nearing the end or beginning of their careers do not know where to start or how to evaluate their practice exit or entry choices to determine the one best for them. My program analyzes each choice and is unique because I teach the dentist or specialist to understand and avoid the significant tax risks that your other partner, the IRS, thinks are important, especially in co-ownership.

**December 4, 2013**  
Hyatt Regency Cincinnati  
151 West Fifth Street  
Cincinnati, OH 45202

**December 11, 2013**  
Hyatt Regency Cleveland  
420 Superior Avenue  
Cleveland, OH 44114


**Registration**

\$475.00 for Practice Owners and Associates  
\$195.00 for Spouses, Residents, Students, Advisors  
*Make Checks Payable to William P. Prescott – WHP*  
35765 Chester Road, Avon, Ohio 44011  
440-695-8067 By Phone With Credit Card  
see: [www.PrescottDentalLaw.com](http://www.PrescottDentalLaw.com)  
Email: [WPrescott@WickensLaw.com](mailto:WPrescott@WickensLaw.com)

**Full Day Sessions**




**8:30 AM – 9:00 AM** Sign-in / Continental Breakfast  
**9:00 AM – 4:00 PM** Program with Lunch Included

Can't attend? Order **Joining and Leaving the Dental Practice**, Second Edition, at [www.BerningAffiliates.biz](http://www.BerningAffiliates.biz). Price is \$49.95. Enter coupon code Prescott to receive a 20% discount.




Academy of General Dentistry  
Approved PACE Program Provider  
EAGD/MAGD Credit  
6/01/10 to 05/31/14

**6.0 Credit Hours**








# Thank You

# ODA 2013



## THANK YOU FOR MAKING 2013's ODA ANNUAL SESSION OUR MOST SUCCESSFUL SHOW YET!



## Legal Briefs

Keith Kerns, Esq. ODA Director  
of Legal & Legislative Services

In September, the Ohio Dental Association's House of Delegates overwhelmingly approved a comprehensive list of legislative initiatives developed by the Task Force on Access to Care and Auxiliary Utilization aimed at improving access to quality, comprehensive dental care. The initiatives are a collection of recommendations compiled by the task force over its last three years of deliberations. Labeled "Access to Care: Blueprint for Success," the recommendations could be provided to policymakers seeking positive solutions to Ohio's access to care concerns. The blueprint focuses on three main areas of recommendations: delivery system enhancements, workforce development and educational outreach.

### Delivery System Enhancements

Highlighting the recommendations on dental delivery system enhancements are several areas of improvement for the state's dental Medicaid system. First and foremost, the blueprint outlines the need for a Medicaid fee adjustment. Ohio ranks 40th in the nation in reimbursement for Medicaid dental services, and Ohio dental providers have not seen a fee adjustment since the 2000 state fiscal year.

A handful of states, including Maryland, Tennessee and Connecticut, recently raised dental Medicaid reimbursement levels and, as a result, participation in the program increased dramatically. The task force and House of Delegates recognize that adequate reimbursement levels are a

### MEMBERSHIP, from page 1

and click on "my account" in the black bar along the top and then click on "my profile" along the left hand side.

### Membership Status

Ohio Dental Association 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 percent of ODA active dues but receive 100 percent 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.

Members over the age of 65 might also be eligible for reduced ODA membership dues. Dentists eligible for Life Membership must be at least 65 years old and have 30 consecutive years of membership. Dentists who are 65 or older and have 40 years of total membership are also eligible for Life Membership.

Additionally, members who qualify for both Retired and Life Membership are eligible for Retired Life Membership. Retired Life members can enjoy ODA membership at no cost. However, if Retired Life members wish to continue receiving "ODA Today," they must subscribe to the publication for \$15 per year.

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

## ODA House of Delegates sets blueprint on access to care

key consideration to improving access for Medicaid recipients. This recommendation becomes even more important considering Gov. John Kasich's recent decision to expand Medicaid eligibility in accordance with the provisions of the Affordable Care Act. Several hundred thousand additional recipients may become eligible for dental coverage as a result of the decision.

Other suggested improvements to the Medicaid program include: establishing uniform administrative procedures to make Medicaid more consistent with private insurance payers, considering enhanced reimbursement for providers whose patient population includes a significant portion of Medicaid recipients, expanding case management and considering the development of a commercial third-party payer pilot program similar to the Healthy Kids Dental program in Michigan, which pays commercial rates for Medicaid services and maintains policies that make recipients administratively indistinguishable from private pay patients.

The blueprint also recommends that policymakers consider the establishment of hospital-based dental clinics, provide small business loan incentives to dentists

in underserved areas and to fully fund currently operating, successful programs like Dental OPTIONS and mobile outreach programs operated through the state's dental schools. Finally, the blueprint recommends adoption of a temporary volunteer professional license for dental providers who participate in free care events such as Mission of Mercy, Remote Area Medical and other programs.

### Workforce Development

Workforce development is the second key principle of the ODA's access blueprint. Among other initiatives, the blueprint calls for the promotion of general practice and pediatric dental residency programs through facility funding and licensure incentives. Several locations in Ohio have recently created residency programs and are finding success in providing quality educational opportunities and a dental safety net for the community.

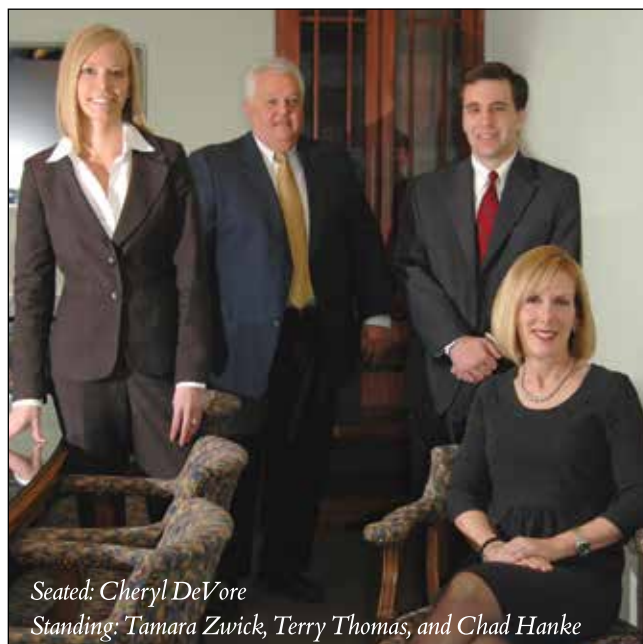
The expansion of dental student loan repayment programs and creation of new scholarship opportunities for dental students are other key components of the workforce development recommendations. Ohio's dentist student loan repay-

ment program began nearly a decade ago through the adoption of legislation promoted by the ODA. The program is fully funded through a \$20 surcharge on dentists' licensure fees every two years and funds loan repayment for applicants working in dental professional shortage areas who treat patients regardless of their ability to pay. In recent years, loan repayment applications have exceeded the capacity of the program and the task force recommended an additional \$10 increase in the fee to accommodate the demand. However, the House of Delegates modified the recommendation and voted to increase the fee by \$20, which would essentially double the program.

Other recommendations in workforce development include modifications to the

See BLUEPRINT, page 15

Legal Briefs is intended to offer information and general guidance but should not be construed as legal advice and cannot be substituted for the advice of the dentist's own legal counsel. Dentists should always seek the advice of their own attorneys regarding specific circumstances.



Seated: Cheryl DeVore  
Standing: Tamara Zwick, Terry Thomas, and Chad Hanke

**Our Health Care attorneys have provided legal representation to more than 400 dental professionals.**

**Thomas Law Group has over 50 years combined experience providing legal services and business advice for dental and medical professionals.**

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

**614-761-7701**

[www.thomaslawgroup.com](http://www.thomaslawgroup.com)

5148 Blazer Parkway  
Suite A  
Dublin, OH 43017



**THOMAS LAW**  
GROUP

Experience. Dedication. Results.

This unbelievable work of art for only

**Our price  
brings you in –  
our quality  
keeps you  
coming back!**



**\$99**

Believe it!

We are in partnership with **Dentsply** to provide the highest quality crowns at the lowest possible cost. Using only FDA and ADA approved **Dentsply** materials, you know nothing is being sacrificed for the price. We are so confident you will love these crowns, we are extending our guarantee: if you don't like it, it's on us. Unbelievable? No, believe it.

Central Ohio **Dental Lab**  
in partnership with: **DENTSPLY**

**614 443-9153** 1252 South High St  
Columbus, OH 43206

Send us a case today to personally experience our quality. **614 443-9153**. Prepare to be impressed.

## VALUE, from page 1

as being important is the ability to connect with dentists throughout the state. Through various meetings and events, ODA members can easily meet other dentists and discuss important issues affecting dentistry.

"Many dentists are in solo practices or small group practices, and it can get lonely being by yourself all day every day," said Dr. Erwin Su, a pediatric dentist from North Canton. "When I meet with my fellow dentists at the local, state or national level, it is very nice to be able to get together and talk about the challenges and the rewards of being a dentist."

### Giving Back to the Community

The ODA has many opportunities for dentists to give back to their community. Give Kids a Smile helps provide dental care to low income children, Dental OPTIONS helps provide care on a sliding fee to low income adults, and the ODA Foundation collects donations to provide grants and scholarships to help improve access to care.

### A Voice in the Profession

Being a member of the ODA allows dentists to bring their voice and opinion to the profession of dentistry.

"Through various committees of the ODA, dentists can actually work together toward the betterment of our own profession, and together we can make a difference," Bauman said.

By becoming involved with ODA councils and committees, members can shape the direction of the organization and the profession.

"One of the reasons I value my involvement is because I have a voice in the organization," said Dr. Jennifer Kale, a general dentist from Twinsburg. "The



ODA Staff

One of the top aspects of ODA membership that dentists say they value is camaraderie and the opportunity to connect with their peers.

more involved a member becomes, the more they begin to understand just how much the ODA does to support the practice of dentistry."

### Information

Through the "ODA Today," NewsBytes, and the members-only section of [www.oda.org](http://www.oda.org), the ODA provides members with access to information that can't be found anywhere else. ODA staff members are also a valuable resource for information.

"The members-only section of the Ohio Dental Association's website has a wealth of knowledge – a lot of stuff that you can't find anywhere," said Dr. Michael Halasz, a general dentist from Kettering. "It has all kinds of tidbits from things you need posted in your office from an OSHA (Occupational Safety and Health Administration) point of view to just anything you want to know. And the other thing I

value is just the staff here knows so much about everything."

### Ethics

Each member of the ODA agrees to the "American Dental Association Principles of Ethics and Code of Professional Conduct." This code holds members to a higher standard, and the ADA and ODA provide resources and information to members about ethics. Organized dentistry also provides a forum for members to discuss current ethics issues.

"I'm very interested in the ethics of the profession and certainly concerned about things that threaten that, and therefore being able to discuss this with other dentists I feel that we'll be able to make a positive impact," said Dr. Najia Usman, an endodontist from Medina.

### Continuing Education

ODA members have the opportunity to attend CE courses at a reduced rate. The ODA Annual Session offers a wide variety of courses presented by nationally known speakers to help dentists increase their knowledge or improve a skill.

### ODASC-endorsed products

The Ohio Dental Association Services

Corp. researches products that would be useful to dentists and their practices to help members save time and money. Members can feel confident in knowing that the endorsed products are high quality for a reasonable price. And many of the products include additional savings just for ODA members.

### Peer Review

Peer review offers dentists and patients an opportunity to resolve disputes and is an alternative to the court system. Volunteer dentists make a decision in the mediation in the clinical exam, and peer review is not a disciplinary process. The only thing peer review can do is to find that a refund is in order or that any balance that is still outstanding be waived.

### Contract Analysis

The American Dental Association and ODA provide a free contract analysis service to members. Before a dentist decides to sign on to become a preferred provider with an insurance company, they can ask the ODA for a contract analysis to help understand any potential pitfalls.

To learn more about these resources and everything the ODA does for its members, visit [www.oda.org](http://www.oda.org).

"I don't have to tell anyone else that being a dentist is the best career decision there is in the health care profession, but being a member of organized dentistry makes it so much better when we know that there's an organization out there to help us to help our patients," Su said. "You truly get more from the organization than you give."

## ODA member logo available for download

Showcase your membership in the ODA by downloading the ODA member logo.

The ODA member logo can be used by dentists on their website and electronic communications.

To download the member logo, log into [www.oda.org](http://www.oda.org) and access the "My Account" section.

## ODASC saves you money.



### Credit Card Processing

Savings.....\$1,200....Average office savings of 23% annually

### Electronic Claims Processing

Savings.....\$600.....Based on an average of 200 claims per month X .25 per claim savings

### Automated Patient Communication System

Savings.....\$360.....\$30 per month discount on Lighthouse 360 monthly fee

From insurance coverage to whitening gel to credit card processing systems and more, ODASC has researched and endorsed products and companies to help you save time and money.

ODASC helps you save money by securing discounts on products and services available exclusively for ODA members and by finding products and services that provide the best value for the price.

Call ODASC today to find out how you can save money!

**ODASC**  
OHIO DENTAL ASSOCIATION  
SERVICES CORPORATION, INC.

(800) 282-1526 | [www.odasc.com](http://www.odasc.com)

\*These products are an example based on a typical office. Depending on the size of your office and other circumstances, savings may vary by practice. Visit [www.oda.org](http://www.oda.org) for more information on all ODASC products.

## SUNBURY SEMINARS, INC. PRESENTS

### "Current Concepts in Office Anesthesia 2013"

Saturday, December 14, 2013 8:00 AM to 4:30 PM  
Crowne Plaza Columbus North  
800-222-8207 [www.sunburyseminars.com](http://www.sunburyseminars.com)

## LOCAL OPPORTUNITIES for Dentists and Specialists

in Toledo and Southeast Michigan!



- NATIONAL RESOURCES in a "hometown" environment
- COMPREHENSIVE BENEFITS including health, liability, retirement savings, plus more
- RELOCATION ASSISTANCE AVAILABLE

More than 170 dental centers in Connecticut, Florida, Georgia, Massachusetts, Michigan, New Jersey, New York, Ohio, and Virginia!

**Great Expressions**  
DENTAL CENTERS

**Amanda Barrette**  
Human Resources Recruiting Manager  
248-203-1108 | 888-SMILE-80  
[amanda.barrette@greatexpressions.com](mailto:amanda.barrette@greatexpressions.com)

Apply online at:

[www.greatexpressions.com/about-us/careers](http://www.greatexpressions.com/about-us/careers)

## Dental Insurance Corner

## Old issues still raising concerns and possibly costing dentists money

Christopher A. Moore, MA  
ODA Director of Dental Services

The Ohio Dental Association is again receiving calls from member dentists on issues that have arisen within the past five years and continue to generate concern and confusion. They include the payment method of a small number of third party administrators (TPAs) and the use of electronic health records.

#### TPA credit card payments

This controversial payment method involves the reimbursement of dentists who have provided care to patients covered by self-funded/self-insured benefit plans that utilize certain TPAs' administrative services.

Instead of reimbursing the dentist via check or electronic funds transfer, some TPAs send the dentist a credit card or a credit card number to pay for those dental services the dentist has submitted a claim for. None of the dentists who have contacted the ODA are in contracting arrangements with the TPAs nor have any requested to be paid in this manner.

Dentists must pay a transaction fee in order to use the card just as they would if a patient presented a credit card to make a payment. When this issue first surfaced a number of years ago, dentists who processed the TPAs' credit card payments reported being charged as high as a 5 percent transaction fee.

It is unknown what the TPAs send to patients of dentists who do not accept assignment of benefits.

Some of the TPAs have asserted their

decision to utilize this payment method is justified by state law.

The section of the law in question was contained in legislation that established the 2009 operating budget for the State of Ohio. It contained a provision (Ohio Revised Code 3901.381(F)) requiring third-party payers that receive electronic claims from contracted providers, including dentists, to electronically pay those providers for those claims. The law, which became effective on Oct. 16, 2010, also prohibits providers from refusing to accept these payments because the payment was transmitted electronically.

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

However, if an insurer is unable to obtain that information either because the provider refuses to provide it or for any other reason, the insurer must continue to make timely payments to the provider in the same manner it had prior to the Oct. 16, 2010, effective date of the law.

A number of insurers responded by giving dentists the option of opting out of being paid electronically.

"The ODA has previously expressed its strong concerns to TPAs that have utilized these payment methods without the dentist's consent," said Dr. Manny Chopra, chairman of the Council on Dental Care Programs and Dental Practice. "We believe this practice unnecessarily increases the dentist's cost to provide

care without adding anything to the quality of the care. Dentists who do not want to be paid in this manner should be free to opt out of it and be reimbursed via other acceptable means."

Many dentists have reported when they informed the TPA of their desire to opt out of the credit card payment method that the TPA agreed to pay them via check, some in four to six weeks after they recovered the funds that had been allocated to the credit card.

It appears at least one TPA issued a credit card number as payment to a dentist who does not accept credit cards at all. This dentist reported that upon complaining, the TPA said it would first have to recover the funds that had been allocated to the credit card and then would issue a check.

It is unknown how a credit card issuer would respond to a complaint that a dentist refused to accept a credit card payment made by a business such as a TPA as opposed to an actual patient because the credit card issuer could consider it a violation of the merchant agreement.

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

Concerns involving TPAs that provide

reimbursement in this manner are not limited to Ohio or even to dentistry. Other association publications have previously alerted their readership to this payment method. The American Dental Association is monitoring the situation and other associations representing Ohio health care practitioners have also reported their members have received payments in this manner in the past.

#### Electronic health records

Many dentists continue to contact the ODA under the impression that they must utilize electronic health records (EHR) by 2014.

The federal American Recovery and Reinvestment Act (ARRA) of 2009, commonly referred to as the "stimulus bill," sought to boost the nation's economy by funding infrastructure projects and other initiatives. It also authorized the federal government to create an incentive program to promote the use of EHR. Through the Center for Medicaid and Medicare Services (CMS), the federal government has issued the rules to govern the EHR incentive program

See **INSURANCE**, page 13

Editor's note: Dental Insurance Corner is intended to offer information and general guidance but should not be construed as legal advice and cannot be substituted for the advice of the dentist's own legal counsel. Dentists should always seek the advice of their own attorneys regarding specific circumstances. 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](mailto:chrism@oda.org).

Health insurance costs  
**BREAKING ?**  
**THE BANK**

#### ODASC's Dentist's Choice Health Care Plan

- Customizable coverage options
- Below-average rates
- Quality health insurance
- Created exclusively for dental practices
- Available for staff AND dentists
- Knowledgeable ODASC staff

ODASC saves you money

**ODASC**  
OHIO DENTAL ASSOCIATION  
SERVICES CORPORATION, INC.  
(800) 282-1526 | [www.odasc.com](http://www.odasc.com)



Come to Chicago for **THREE DAYS OF THE BEST** in lectures, demonstrations, hands-on participation courses and commercials exhibits.



# THE BRIDGE

PAST, PRESENT AND FUTURE

## 149th midwinter meeting

CHICAGO DENTAL SOCIETY

The Respected Leader in Scientific Dental Meetings<sup>SM</sup>

february 20 - 22, 2014

Registration is just around the corner. Avoid lines, guarantee the courses you want and save money by registering early. Registration begins Nov. 1. Find more information at <http://on.cds.org/MWMod14>.

## Members get in for free!

The Chicago Dental Society offers **FREE REGISTRATION to the MIDWINTER MEETING\*** to member dentists.

Even if you do not live in the Chicago area, you can still join as an associate member. Learn more at <http://on.cds.org/MBRod14>.

\*Does not include fees for courses or special events tickets.

## Dentist providers needed for ODH Ryan White Part B Program

ODA Staff

The Ohio Department of Health HIV Care Services (HCS) section is seeking dentists throughout the state to become providers and help improve the oral health status of Ohioans enrolled in the Ryan White Part B Program.

The Ryan White program works with organizations to provide HIV related services to people who do not have sufficient health care coverage or the financial ability to cope with the disease.

"Based on our data collection, less than 20 percent of the HIV-positive clients (enrolled in the Ryan White program) are receiving an oral health service," said Laurie Rickert, community-based programs administrator with HCS.

Rickert said approximately 7,500 people living with HIV/AIDS (PLWHA) in Ohio are enrolled in this program. Of that number, 1,286 received at least one oral health service from April 1, 2012 and March 31, 2013, at a collective treatment value of over \$1.2 million.

According to Rickert, the Ryan White Part B program reimburses dentists for a wide range of services, from basic exams, cleanings, restorative and endodontic services to periodontic services and dentures. However, she added, one of the primary barriers to obtaining oral health care for this population is the limited number of dental providers enrolled in the program – currently less than 15 dentists in Ohio, she said.

Dr. Richard Bohme of Dayton has been with the program since 2007, both as a provider and in helping Rickert to determine the oral health services provided through the Ryan White program that are so critical for those who are HIV-positive. Bohme describes the program as a "great service to the clients as well as the participating dentists," and said the "claims process is very easy, and the treatment plan acceptance is very high."

Dentists enrolled as providers in the Ryan White Part B program must be Medicaid-certified and have a provider

**See PROVIDERS, page 15**

### TESTIMONY, from page 3

arrangement dentists want to avoid is agreeing to be an expert witness based on a contingency fee. The ADA's advisory opinion related to "expert testimony" states that it is "unethical for a dentist to agree to a fee contingent upon the favorable outcome of the litigation in exchange for testifying as a dental expert." In fact, in many jurisdictions, including Ohio, court rules and/or codes of professional conduct for lawyers prohibit contingency fee arrangements for expert testimony. The main reason that the ADA and many other professional associations find contingency fee expert testimony to be unethical is because such arrangements create an undue financial incentive for biased testimony in favor of the hiring party.

When giving expert testimony, dentists should provide their opinions in an honest, objective manner based on the information before them. They should also be willing to acknowledge any limitations on their ability to speak definitively regarding the issues under scrutiny.

The role of the expert is to assist the fact-finding body – whether a jury, judge, or administrative agency – by providing objective, science-based testimony. Doing anything less than that is not only unfair to the dentist whose services are at issue but is also detrimental to the administration of justice and protection of the public.

# AFTCO

TRANSITION CONSULTANTS

Call 1-800-232-3826 for a  
FREE PRACTICE APPRAISAL,  
a \$2,500 value!

Contact the only company  
that has sold dental practices  
with a cumulative value of over

# \$1,500,000,000

*When success matters...*

*It's time to call AFTCO!*

Download our new AFTCO app from iTunes or Google!

» WWW.AFTCO.NET



THE OHIO STATE UNIVERSITY  
COLLEGE OF DENTISTRY

CONTINUING EDUCATION

UPCOMING COURSES

### ORAL PATHOLOGY AND RADIOLOGY SYMPOSIUM

Friday, November 22, 2013  
8:30 a.m. - 4:00 p.m. (6 credit hours)  
The Blackwell Inn



This symposium will review a variety of oral and maxillofacial conditions encountered in general and specialty dental practices.

#### SESSIONS INCLUDE:

- Oral Mucosal Ulcerative Diseases: A Review and Update -- Dr. Kristin McNamara
- Oral Cancer: Risk Factors, Risk Presentations and Diagnostic Aids -- Dr. John Kalmar
- Radiographic Manifestations of Systematic Diseases -- Dr. Jahanzeb Chaudhry
- What the Dental Practitioner Should Know About Facial Skin Lesions -- Dr. Carl Allen

### WHAT'S NEW IN DENTISTRY

Friday, December 6, 2013  
8:30 a.m. - 5:00 p.m. (7 credit hours)  
The Blackwell Inn



Join us for this fast-paced program featuring a series of 60 minute sessions covering topics relevant to your daily practice.

#### SESSIONS INCLUDE:

- Oral Cancer and HPV: What Are the Risks? -- Dr. John Kalmar
- Peri-Implant Diseases: Challenges in Differential Diagnosis and Management -- Dr. Binnaz Leblebicioglu
- Prescription Drugs and OARRS: What You Need to Know -- Ms. Lili Reitz
- The Affordable Care Act's Impact on Dentistry in Ohio -- Mr. David Owsiany
- Unraveling Medical History Mysteries -- Dr. Bryan Tervo
- Update on Management of Acute Dental Trauma in Children -- Dr. Homa Amini
- Current Concepts in Dental Local Anesthesia -- Dr. John Nusstein

To register or for more information

[dentistry.osu.edu/ce](http://dentistry.osu.edu/ce) | 614-292-9790

# Ohio Dental Political Action Committee continues building success in 2013

**ODA Staff**

2013 proved to be another successful year for the Ohio Dental Political Action Committee (ODPAC) in fundraising, as it received more than \$253,000 in contributions.

Dr. Michael Schaeffer, chairman of ODPAC, thanked everyone who supported ODPAC in 2013.

"Members see the value of the advocacy we've done at the Statehouse and know support of ODPAC is critical to the work we do and the future of dentistry," he said.

Nearly 36 percent of ODA members contributed to ODPAC this year. While the

number of ODA members contributing to ODPAC slightly dropped, the average donation per member rose to over \$150.

Schaeffer said a driving force behind ODPAC's fundraising success continues to be the Capital Club program.

"This has greatly increased the number of members contributing at \$250 and above to ODPAC across the state," Schaeffer said.

The ODPAC Capital Club program began in Akron in 2006. Since its inception, nine different dental societies have formed Capital Clubs, with the newest addition being the Medina County Dental Society Capital Club this year.

Capital Club members are required to

donate \$250 or more, and they have one dinner meeting per year with legislators and policy makers. Members are also encouraged to invite new members to join each year to increase ODPAC participation.

"We thank Capital Club members for not only the funds they provide to ODPAC, but the additional support they provide from hosting or attending a fundraiser to meet with legislators," Schaeffer said.

In addition to ODPAC's fund raising success, ODPAC continues to be one of the strongest players at the Statehouse. ODPAC continues to work in protecting dental practices against unnecessary government intervention, improve access

to dental care, promote office efficiency and fight against unfair insurance practices.

Schaeffer said he hopes to see ODPAC grow even more in 2014.

"We hope that we can build on our record and surpass this year in participation and contributions to ODPAC next year," he said.

To learn more about contributing to ODPAC call the ODA at (800) 282-1526 or visit [www.oda.org](http://www.oda.org).

The following is a list of 2013 Ohio Dental Political Action Committee contributors whose support helped ODPAC experience one of its most successful years on record.

## 2013 ODPAC contributors (Nov. 1, 2012 – Oct. 30, 2013)

**Platinum Club (\$1,000 and up)**

Fred A. Alger  
Joseph P. Crowley  
Bruce D. Grbach  
Daniel P. Heffernan  
John N. Kramer  
Lesia J. Langston-McKenna  
Dennis M. Moody  
Ohio Academy of Periodontists  
Ohio Society of Oral and Maxillofacial Surgeons  
John D. Ryan III  
Michael L. Thomas

**Founder's Club (\$500-\$999)**

David Ash  
Richard B. Barry  
Michael A. Blum  
Shelly L. Boss  
Mark E. Bronson  
Chris D. Carrico  
John Cheek  
Christopher M. Connell  
James A. DeVengencie  
Kyle S. Eberhardt  
Dale Anne Featheringham  
Henry W. Fields Jr.

Thomas M. Gabriel  
Kim L. Gardner  
Gregory R. Garey  
Lawrence W. Hagen II  
David J. Harris Jr.  
Annette M. Hilaman  
John A. Hudec  
Robert T. Jensen  
Steven J. Katz  
Thomas S. Kelly  
Eric John Koren  
Cheryl J. Lampe  
Beth A. Loew  
Zachary Mellion  
Joseph Mellion  
Steven R. Moore  
Faisal A. Quereshy  
Kelly Ann Roth  
John N. Santin  
Samuel E. Smiley  
William P. Sockman  
Sarah J. Thompson  
Jeffrey A. Tilson

**President's Club (\$250-\$499)**

Roderick H. Adams Jr.  
Barbara Aspasia Alexiou  
Solon Alexiou  
Anita Aminoshariae

Safuratu Yetunde Aramolate  
Nancy June Arndt  
Kevin M. Artl  
Jon M. Ash  
Dorene Ash  
Andrew G. Babinec  
Jeffrey C. Bailey  
Christopher Balsly  
Brad D. Barricklow  
Brad L. Bauer  
Geoffrey R. Bauman  
Joseph J. Baytosh  
C. Kip Beals III  
Jacinto Beard  
Joseph D. Bedich  
Stephen J. Belli  
John B. Bennet Jr.  
Richard M. Benninger  
Arthur Scott Benson  
Michael Bernard  
Mark L. Billy  
Barry Stuart Blank  
Kyle D. Bogan  
Jeremy Joseph Borsky  
Kenneth C. Brandt  
Daniel T. Brown  
Donald J. Brunetti  
David Bullard  
Richard H. Burns Jr.

Jeffrey S. Caldwell  
Constance Camman  
Jeffrey Campbell  
Timothy Chase Canty  
Joe Lynn Carpenter  
Paul S. Casamassimo  
Richard A. Cavolo  
Martin J. Chambers  
Carl Choi  
Kwang H. Chung  
Stephen J. Clark  
Nicole Cochran  
Benjamin R. Cook  
Gary John Cortesi  
James H. Cottle  
Timothy B. Cox  
William E. Coyne  
Richard M. Cronley  
William R. Davidson  
Daniel DeAngelo  
Dante Anthony DeAngelo  
Charles K. Dematte Jr.  
Robert J. Demboski  
David E. Dennis  
Ketki Desai  
Thomas J. Dietrich  
Philip H. Dixon  
Andrew J. Dorr  
Gregory T. W. Droba  
Melody P. Dutton

James E. Ellashek  
Nivine Y. El-Refai-Hassan  
Karl G. Espeleta  
Jeffrey C. Esterburg  
Jon R. Ewig  
Ilmar Ezis  
Stephen T. Fabry  
James T. Fanno  
David J. Farinacci  
Craig John Farrell  
John F. Fellrath  
Sam Fick  
Martin G. Fitz  
Mark P. Fixari  
Michael P. Fleitz  
Bruce A. Fraser  
Loren Frumker  
Robert L. Fulton  
James D. George  
Mark E. Gerome  
John H. Gerstenmaier Jr.  
Krikor P. Ghazarian  
Gary L. Giammarco  
Stephen P. Girdlestone  
Veronica Coleman Glogowski  
Jerold S. Goldberg  
Mark C. Gorman  
Michael A. Goyette  
Benjamin R. Gregg  
Richard J. Gross

Richard J. Gustaferrero  
Hans P. Guter  
Maria C. Haas  
Roger Haas  
David Haas  
William J. Hagerty  
Tara Haid  
Michael H. Halasz  
Mary Ann Hanlon  
Adel H. Hanna  
Tara N. Hardin  
David L. Harnett  
Michael S. Hauser  
Dale Hazelbaker  
Jamison P. Hendricks  
Bradford R. Hendrickson  
Denise L. Hering  
Christopher J. Herrick  
Roger Hess  
Robert M. Hinkle  
Brian N. Hockenberger  
Michael J. Hoffman  
Kathleen A. S. Houk  
Berta Howard  
Philip M. Howard  
Richard W. Huetter  
Gregory B. Iaderosa  
Philip H. Iffland

See ODPAC, page 15

Dental Hygienists

Dental Assistants

Dentists

Front Office

# DentalPost

Your mobile & online dental industry job board

POST  
SEARCH

Find your next employee!

- Post job openings, search resumes, or both
- Postings syndicated to Twitter, Facebook, Indeed.com, & more
- Dental professionals apply online or using our Mobile App
- Resumé database with pictures, personality test, & skills



HIRE

Register your dental practice or yourself today  
[www.DentalPost.net](http://www.DentalPost.net)

Questions? Email us at [contactus@dentalpost.net](mailto:contactus@dentalpost.net)



Download the advantage today!

Tonya Lanthier, RDH/ Founder





## The Explorer

Matthew J. Messina, DDS  
Executive Editor

## The Presentologist

There is a great deal of talk these days about looking to the future, trying to decide what is likely to happen so that we may better plan for it. My friend, author and business guru Mark Sanborn often says that “predicting the future is easy – predicting it correctly is very hard.”

From Nostradamus on down, there have always been futurists, full of prophecy and projections – often dire warnings of catastrophe to come. That can be a useful exercise. It is something that we are planning for the “ODA Today.”

Look to the December 2013 issue for our focus on Dentistry 2050, as we peer into the future as a profession. For now, I will take my turn as a presentologist.

The presentologist is an expert on “what’s happening now,” providing much needed clarity in an assessment of what’s important now. In order to prep for an examination of our future, we need to have a firm grip on the present and a critical eye on the recent past.

Traditionally, our patients are concerned with three things from us as professionals:

- Expectations – procedures without pain (don’t hurt me) and function (make it work).
- Value – make it last (durability/longevity) and make it look good (esthetics).
- Leadership – tell me the truth (honesty) and what would you do? (advice).

Now, our patients not only want all of those things, but they also want greater support. Support in their decisions. Support in seeking health.

Today’s dental patient is a much more savvy consumer. He/she is willing to research questions on the Internet in the search for answers. However, they need our support in determining which of the myriad of resources available on the net offers accurate information so that they can make an informed decision.

As professionals, we are there to provide proper perspective for patients. They wander through the wilderness of scientific confusion, looking for our guidance in deciding which information has value for them.

The present is an era of instant information. It was recently explained to me that Twitter is like a river of information, flowing constantly – never stopping. By “following” someone or some group, we choose to sample some of that information, then decide if we want to act on what we learn.

The role of dentists, and the dental profession as a whole in the form of the ADA and its individual member dentists, is to keep that information accurate and authentic. While the immediate response of Twitter and the other social media platforms to an event contain many inaccuracies, the proponents argue the community self-corrects, eventually reaching an accurate account.

If dentists are not part of this discussion, then we cede the role of authority to other people or groups. If we do not speak, then no one is there to represent the authentic, scientifically-supported information. The silence of professionals allows the pop-culture spokespeople to masquerade as experts, which serves only to confuse the public.

What’s important now is clarity. Clarity of information. Clarity of purpose. Given

the right facts presented in the proper perspective, patient’s can make informed decisions about their health.

In the recent past, as a profession, we have been blessed by a high level of success, in achieving the highest level of dental health in the history of man. But we have also been blinded by that success. We have grown complacent in the belief that patients will always respect our opinions. Members of our profession have done things that betray the trust and reduce the appearance of integrity.

Dentists are still among the most highly respected professionals. We have campaigned for prevention since long before that was cool. That basis of professional esteem is the key to our evolution into the future.

As a profession, we will retain our position of honor and influence by becoming advocates for our patients, and the public as a whole. The stated vision of the American Dental Association is “to be the recognized leader in oral health.” The American public believes that to be true. In the present, it must be the goal of all of us to maintain and advance that vision.

As a leader, we often wonder – is anybody listening? True leadership goes on regardless. But, I can assure you, everyone is listening now. The launch of the Affordable Care Act has created so much confusion that there is a thirst for information. We have an opportunity to lead. We possess the knowledge to inform and the relationships to influence. We need to allow the public to see the passion that we have for the health of our patients.

We may not know what the future will become, but we have the capability to influence the present. It is time to see the vision and make it happen. As William Shakespeare said, “We know what we are, but not what we may be.”

*Dr. Messina may be reached at [docmessina@cox.net](mailto:docmessina@cox.net).*



## Between the Lines

Ken Jones, DDS, JD  
Guest Columnist

## The Story

“It is far easier to entertain than it is to educate.” – Unknown

“It is far easier to educate if you are entertaining.” – Kdj

It’s been a long time since a certain head of the OSU College of Dentistry’s department of full dentures chewed my butt for not taking notes in his class. Now, I no longer have to listen and learn. Now I want to listen and to learn – and to share my passion when I’m the one doing the teaching. Unfortunately, at times, those things are really tough to do.

I’ve taken a lot of CE courses in my lifetime. Even if it wasn’t required to maintain my licenses to practice, I would understand the value of life-long scholarship in both of my professions. I know that to stay current, I have to learn new things about the things we do. Most of the courses I’ve taken recently were excellent, but, for one reason or another some just didn’t cut it. A number of things can – and do – spoil the educational experience.

Sometimes – quite often, really – it’s the audience. There’s always a few in the crowd that ruin it for the rest of us. Maybe I need to teach a course called “How to Pay Attention and Actually Learn Something.”

There are always those who decide to talk with each other instead of listening. Sometimes they make jokes and some-

times they just decide where they’re going for lunch. Do it in the hallway – please! We’ve got better things to hear about than the girl that shot you down in the bar yesterday, or the dinner that gave you gas and the runs all night. No one cares! We want to hear the speaker’s story.

When I’m the speaker, I don’t distribute my handouts until I’m finished. I want you to pay attention and listen to my story. If you read along (or worse, read ahead) you won’t hear what I’m saying – my story. The handouts are for review and remembering. If we need the handouts to follow the program, why do we need a speaker?

Then, of course, as I said in this column a few months ago, there are the “tech junkies.” Lord help us, they drive me insane, both as a speaker and a listener. They’re in every row of every course I’ve taken in the last 10 plus years. Why do you need to play with your phone/iPad/computer/whatever for the couple of hours you’re going to be sitting next to me in class? You’re just not important enough to need to be in communication with the world every second of every minute of every day. And if you’re not paying attention, you’re not learning anything.

When I speak, I tell the crowd to shut ‘em all off! You can’t hear my story if you’re not listening. I’ve been known to embarrass those who don’t co-operate. I once had a course attendee who was paying his office bills online. Another time, it took almost two minutes of silence before the guy who was texting his girlfriend realized I was standing two feet in front of him and had stopped the lecture. Don’t even ask what I said when someone’s phone rang just a half hour later.

Almost as frequently, though, the problem is the speaker. Maybe my sequel course will be called “How to Teach Me Without Putting Me To Sleep.” Someone

needs to teach that story to a lot of the teachers, and since there’s usually an evaluation form when the speaker’s done, we have that chance. We need to be honest with our answers – not nasty and not saccharine – just honest.

Educators, you need to make it apparent that you know what you’re talking about. Most of you know your topic forward and backward. Sometimes, though, you sound like you’ve never seen the presentation you’re getting paid a bundle to put on. You made the PowerPoint that you’re showing us. Why don’t you know what slide’s coming next? Why stick in extraneous slides that don’t relate to anything you’ve said? Why are your slides so boring? Why are you so poorly organized?

Many of you need to avoid the “too’s.” You give us too many inside jokes that only a couple of listeners understand. You speak too softly or you speak too loud. You speak too slowly, as if you think your audience is three years old. Or, you rattle on too fast, like you’ve got to get done to get to the bathroom. If I can’t understand what you’re saying, then you’re neither

See STORY, page 13

Opinions and views expressed in the editorial – including letters to the editor – and guest columnist areas of *ODA Today* are solely those of the author and not necessarily the view of the Ohio Dental Association. They should not be construed as legal advice, substituted for the advice of a dentist’s own legal council or perceived as an endorsement or statement of fact by any leadership, staff or members of the Ohio Dental Association. Dentists should always seek the advice of their own attorneys regarding specific circumstances.

## ODA Today

Member of the American Association of Dental Editors

Matthew J. Messina, DDS  
Executive Editor

Jackie Best  
Managing Editor

Amy Szmania  
Advertising Manager

ODA Executive Committee:  
Paul Casamassimo, DDS, MS  
President

Thomas Paumier, DDS  
President-Elect

Chris Connell, DDS  
Vice President

Kim Gardner, DDS  
Immediate Past President

David Waldman, DDS  
Secretary

Bert Jacob, DDS  
Treasurer

Michael Halasz, DDS  
Speaker of the House

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

Peg Cissell, CPA  
Director of Finance, COO of ODASC

Michelle Blackman  
Executive Assistant/Director of Governance and Operations

Keith Kerns, Esq.  
Director of Legal & Legislative Services

Christopher Moore, MA  
Director of Dental Services

Suzanne Brooks  
Director of Meetings and Conventions

Karli Hill  
Director of Membership and Marketing

Kathy L. Woodard  
Director of Public Service and ODA Foundation

Jackie Best  
ODA Today Managing Editor

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

**INSURANCE, from page 8**

for Medicaid and Medicare providers.

Incomplete or misinformation about this rule and the standards surrounding it has caused confusion for many dental offices and has led many to incorrectly believe that they must implement EHR by 2014. **Nothing in the ARRA, CMS incentive program or any other section of the law requires Ohio dentists to implement EHR by 2014 or any other date.**

Earlier this year, Cathy Costello, JD, project manager for Regional Extension Center Services for the Ohio Health Information Partnership, developed a comprehensive article on the basics of the EHR incentive program for the "ODA Today" (<http://oda.org/news/detail.dT/know-the-basics-of-the-electronic-health-record-ehr-incentives-programs/>).

In addition to providing details about the EHR incentive program, the article identified some points for dentists to consider when deciding whether or not to participate in the program:

- The process is set up so that dentists may apply on their own without the need for outside consultants. Questions about eligibility or the program in general can be answered via Medicaid's website (<http://medicaid.ohio.gov/PROVIDERS/MedicaidProviderIncentiveProgram/MPIPResources.aspx>) or directed to the Medicaid Provider Incentive Program (MPIP) Help Desk at (877) 537-MPIP (6747) or [MPIP@medicaid.ohio.gov](mailto:MPIP@medicaid.ohio.gov).
- Some dentists utilize the services of consulting groups to assist them in obtaining Medicaid incentive program money. Oftentimes the services provided by these consultants only cover the first-year Medicaid incentive payment, leaving the dental practice on its own in meeting the program's meaningful use requirements in future years. The dentist is ultimately responsible and liable for properly utilizing incentive funding he/she receives. It is imperative to clearly understand any contract before signing on to utilize the services of any Medicaid incentive program consultants.
- Not all Medicaid incentive program consultants are the same. Some charge about the same fee to assist the dentist in simply obtaining incentive funds from the government as do others that actually work with the dentist on the workflow issues that must be addressed to meet the program's meaningful use requirements.

Costello may be reached at [ccostello@hiponline.org](mailto:ccostello@hiponline.org) or (614) 664-2607. General information about the Regional Extension Center program can be found at the Ohio Health Information Partnership website, [www.clinisync.org](http://www.clinisync.org). Regional Extension Center information for the Cincinnati area can also be found at the Tri-State Regional Extension Center website, [www.tristaterec.org](http://www.tristaterec.org).

**STORY, from page 12**

entertaining nor educating.

And, my final plea is to never just read your lecture to us. Make that slide show production something that fascinates my mind. Entertain me. There's always a story to go with the pictures that makes them much more interesting. That's always been my goal – to get the audience to understand the story, not just hear the words. When the story is number one, the audience is mesmerized and the speaker fades into the background. When the story is number one, the program entertains and the crowd is educated. It's all about the story.

Education and entertainment. Together, they make the story worthwhile.

Dr. Jones may be reached at [jonesddsjd@aol.com](mailto:jonesddsjd@aol.com).



# Practice Impact

"Making Practice Transitions Painless"

## Thinking About Retirement?

Appraisals are free when listing your practice with Practice Impact.

- Free Consultation • Free Listing
- 100% Financing Available • Practice Appraisal
- Associate Buy-In • Smooth Practice Transition

### 1-800-735-5336

Or visit us online at:

[www.practiceimpact.com](http://www.practiceimpact.com)

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



Dr. Herman White recently merged his office into Prashanthi Vadhi's east Columbus practice. PI would like to congratulate both doctors on a successful transition!

100% Financing Available Through



Serving Ohio and Pennsylvania



## The best of both worlds

You became a dentist to care for patients, it's what you do best.

Our comprehensive support team gives you the time to focus on your patients, your skills, and lead your team.

Talk with our doctors about their experiences with Midwest Dental and you'll see how well we can fit together.

Contact us at 715-926-5050 or [development@midwest-dental.com](mailto:development@midwest-dental.com)



MIDWEST DENTAL  
[midwest-dental.com](http://midwest-dental.com)



## Have you received your stimulus money?

Do you see Buckeye, Molina Caresource or Medicaid patients?  
If so you can qualify for up to \$60,000 in Incentive Funding

No out-of-pocket cost - This is not a loan



(866)203-3260

[www.EHRfunding.com](http://www.EHRfunding.com)

**VETERANS, from page 1**

medication, but not treat the underlying problem.

"Here's a group that has no means to pay out of pocket for a city clinic," Brandt said. "Even if they were a cook, they put in at least two years serving our country. It was kind of a no-brainer."

So in 2009 the Cincinnati Dental Society had its first Leave No Vet Behind event. The Cincinnati VA Medical Center identified patients in need of dental treatment, and volunteers from the Cincinnati Dental Society screened about 110 veterans in a mobile dental van from The Ohio State University in the VA center's parking lot.

The goal of the first event was to make sure the veterans were no longer in pain, eliminate any sources of infection and end some repeat ER visits, Brandt said, and many of the veterans needed several extractions. Those veterans who needed additional care were referred to volunteer dentists who saw them in their practices, and some of the dentists have kept the veterans they treated as patients in their office.

"I'll never forget the first year we did it," Brandt said. "You never heard so many thank-yous. Even if we couldn't do anything, they thanked us for looking. It's a very appreciative group, and they don't expect anything."

Since 2009, the society has had three screening days and is planning a fourth in January. They have treated about 450 veterans and provided close to half a million dollars in care.

This year, the society has decided to screen fewer patients to ensure they can provide them all the care they need. In the past, they were not able to provide prosthetics for all of the patients that needed them because of the cost. Thanks to several grants, including one from the Ohio Dental Association Foundation for \$3,500, and by limiting the number of patients they screen to 75, they expect to be able to provide prosthetics to all of the patients who need them. In the past, some veterans had turned down treatment because they weren't able to get dentures.

Nixon said being able to provide prosthetics to patients can change their lives. Last year the society received a \$5,000 grant and provided prosthetics to 12 veterans. Nixon said one patient she met during the treatment process had his wife do all the talking for him, walked slouched over and only opened his mouth when necessary. After he received the dentures, he became talkative, smiled all the time and said he was excited to be able to eat steak.

"Here's this guy that's lived with infection and decay, and we helped him with that. That's our goal, to be able to do that," Nixon said.

The treatment day in January will be held at the Crest Smile Shoppe, which is donating its facility, supplies and staff for the event. The program has also continually received support from Henry Schein.

"A lot of dentists were in the service themselves, and it takes you back to the old days," Brandt said.

**Vision for Veteran Dental Care**

The Stark County Dental Society created the Vision for Veteran Dental Care program in 2012 to provide care to veterans who are faced with an access to care challenge.

Volunteer dentists from the Stark County Dental Society started by providing care to veterans at a local VFW hall, and many dentists also provided volunteer follow-up care to those veterans as needed. So far, the program has served more than 120 veterans.

"We have seen veterans who served in



Submitted photo  
Dr. Francis Bertolini provides a screening for a veteran as part of the Stark County Dental Society's Vision for Veteran Dental Care.

the Korean War all the way up to soldiers who have served in Iraq and Afghanistan," said Dr. Erwin Su, a past president of the Stark County Dental Society and chair of the Ohio Dental Association's Council on Access to Care and Public Service. "Some of these valiant men and women had not seen a dentist in years. When we were able to direct them to a volunteer dentist for examinations, prophylaxis, periodontal scaling, caries assessment, oral hygiene instructions and preventative treatment we were able to make a significant impact on their dental health."

The program has worked with a VA clinic in Canton to identify patients in need of dental care and is also working with local veteran support organizations.

In 2012 and 2013, the program received grants from the ODA Foundation to help cover the in-office and lab expenses of providing prosthodontics.

Su said he first learned about the difficulty veterans have with receiving dental care while serving on the ODA's Council for Access to Care and Public Service.

"While serving on this council I was dismayed when I was informed that only a small percentage of veterans are eligible for dental coverage once they are discharged from service," Su said. "This can become a significant barrier for many of these former soldiers to be able to receive dental care."

Su said he learned about the Cincinnati

Dental Society's Leave No Vet Behind program and took the information back to his local dental society so they could create a similar program, which was one of the focal points during his presidency in 2012.

"Our volunteer dentists were able to provide a significant amount of dental treatment as a result of our Vision for Veteran Dental Care program," Su said. "Many of these veterans have continued as regular dental patients in these dental offices. It is rewarding to know that our dentists are not only providing dental treatment for these veterans at the present time but also helping them to achieve optimal dental health for the future with education and prevention."

**Operation Fanno Care Package**

Operation Fanno Care Package got started earlier this year when a patient of Dr. Jim Fanno, an orthodontist in Canton, asked to delay having his braces removed.

Fanno's office knew this was an unusual request, because most patients looked forward to having their braces removed. The office quickly learned that the patient's father was being deployed to Afghanistan for a year, and the day the patient was scheduled to have his braces off was the last day he had to spend with his dad before he left.

"That just wrenched my heart. His priorities were right," said Fanno, who is a past president of the ODA.

In addition to changing the date of when the patient would have his braces removed, the office wanted to be able to

do something for his dad while he was deployed, so they decided to send a care package.

The office expanded the idea and invited all of their patients to bring in items to be sent to people serving in the military overseas. Patients who brought in items were entered into a drawing to win tickets to a Cleveland Indians game.

"Low and behold, kids were bringing stuff in by the bags full. We filled up an entire consult room in our office. It was beyond anything we had ever imagined," Fanno said.

The office sent more than 30 care packages for the first mailing, and a patient donated \$500 to cover the shipping costs. Patients continued bringing items into the office, and product reps also donated items. The office was able to send additional packages, and several parents volunteered to help pack them up. All the packages have been sent to the platoon of the patient's father.

"What I'm hoping is that other offices across the state of Ohio will think this is really a worthwhile project and do it," Fanno said. "It is the right kind of thing for our members to be participating in. Yes, it can have a strong oral health overlay. I think it's a win-win; it's a win for dentistry, it's a win for organized dentistry, and it's a win for the men and women serving overseas."

Because Fanno served in the Navy, he decided to have a little extra fun with the packages that were being sent to the Army. On every plastic bag of items, he wrote "Go Navy."



Submitted photo  
Dr. Jim Fanno, an orthodontist in Canton, and his office mailed several care packages to military personnel serving overseas as part of Operation Fanno Care Package.

**FRANK R. RECKER, DDS, JD**

ATTORNEY AT LAW



Frank R. Recker & Associates Co., LPA  
Law & Finance Bldg.  
85 E Gay Street, Suite #910  
Columbus, OH 43215

291 S. Collier Boulevard, #105  
Marco Island, FL 34145

800.224.3529 (p)  
888.469.0151 (f)  
recker@ddslaw.com (e)

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

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

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

A sampling of various cases can be obtained online. Questions regarding representation can also be addressed to Dr. Recker via e-mail at recker@ddslaw.com.

www.ddslaw.com

## ODPAC, from page 11

Bert Jacob Jr.  
Bart L. James  
Joseph L. Janowski  
Sonja Ann Jarmoszuk  
Jennifer Jerome  
Harold S. Jeter  
Burton W. Job  
Richard E. Johnson  
Jennifer A. Kale  
Edith Y. Kang  
Wade Karhan  
James A. Karlowicz  
James R. Karpac  
Michael J. Kastner  
Lawrence Bruce Kaye  
David R. Kimberly  
Michael A. Kimberly  
Michael Kinser  
Matthew J. Kirlough  
John C. Kline  
Larry Kluener  
Ken T. Kmiec  
Joseph Albert Koberlein  
Mamta Manoj Kori  
James George Kotapish Jr.  
James Kozlow  
Edward George Kurz  
Billie Sue Kyger  
Kevin M. Laing  
Benjamin R. Lamielle  
Joseph Gerald Landry II  
Craig C. Lanik

Robert M. Lazarow  
Thomas G. Leatherman  
Michael B. Lee  
William Gilmer Leffler  
Lisa A. Lehky  
Neal Erik Lemmerman  
Ronald P. Lemmo  
James E. Lessick  
David A. Lewicki  
Gregory Anthony Lis  
Mark Alan Logeman  
Bryan A. Luna  
John David Mahilo  
James R. Male  
Timothy O. March  
Angelo J. Mariotti  
Elaine J. Markowski  
Edward T. Marshall Jr.  
John R. Mascaro  
Christopher Masoner  
Thomas Matanzo  
James Matia  
James A. Maxwell Jr.  
Dewitt T. May  
John Louis Mayo  
Robert L. Mazzola  
Gregory A. McDonald  
Edward J. McDonnell  
Brittany McCarthy  
Thomas G. McCune  
Robert L. McIntosh  
Eric Richard Menke  
Matthew J. Messina  
Patrick D. Michel

Allan J. Milewski  
Robert A. Miller  
James Carl Moeller  
Stephen H. Moore  
Patrick M. Moore  
Donald R. Murdock  
Michael Murphy  
Gregory Stuart Myers  
John T. Nabors  
Wade J. Najem  
Matthew Nakfoor  
Rebecca West Natale  
Robert A. Nelson  
Kayvon F. Nezhad  
Jennie E. Nichols  
Will A. Nichols III  
Jeanne M. Nicolette  
Scott Nieman  
Scott Nightingale  
John M. Nusstein  
Richard Charles Nyzen  
Mark S. Obernesser  
Ronald L. Occhionero  
Gary D. Olson  
Frank F. Omerza  
Robert K. Osborne  
Lawrence H. Oswick  
David J. Owsiany  
Melissa M. Padgett  
Leena Palomo  
Maria M. Papich-Forsyth  
Steven E. Parker  
Matthew Parker  
Sharon Parsons

William D. Paulus  
Thomas M. Paumier  
Konstantin Pavolotsky  
Mark W. Perko  
Andrew Alan Peterson  
Loren M. Petry  
Charles R. Pfister  
Stephen H. Pick  
Theodore R. Pope  
Leone M. Pullella  
Samuel N. Pupino  
Donald A. Raabe  
Richard R. Ragozine  
George Edward Ralph  
James C. Ramunno  
Loren A. Raymond  
Timothy M. Reddy  
Daniel Reichert  
Jay C. Resnick  
Earnest L. Rice  
Elliott F. Rice  
Lisa Richards  
James D. River  
Rodney C. Robbins  
Julie Spettel Roberts  
Judy A. Robinson  
Paul J. Rohrbach  
Jon A. Saadey  
Tony M. Salem  
Ronald J. Saxen  
Michael T. Schaeffer  
Karen E. Schen  
David W. Schlosser  
Brian Paul Schmidt

Jenifer M. Schnettler  
Scott D. Schumann  
Gary Schween  
Bryan M. Scott  
Darrel Scott  
Marybeth D. Shaffer  
Shiva Vasudean Shanker  
Dennis Victor Shaw  
R. Gregory Shelhouse  
Philip Marvin Showalter  
L. Don Shumaker  
James Sims  
Gerald Sisko  
Michael E. Skerl  
John P. Smith Jr.  
Lee E. Snelson  
Pat J. Soria  
Craig Arthur Spletzer  
Ronald Stanich  
William T. Stano Jr.  
Paul E. Staubitz  
Robert Jeffery Stephens  
Erwin T. Su  
Neil Sundheimer  
Lee B. Swearingen  
Samuel E. Taylor  
Jan Tepe  
Lawrence John Tepe  
Nanette C. Tertel  
Evan Tetelman  
Thomas D. Theil  
Chris Thielen  
Darren K. Thomas  
Bruce E. Treiber  
Thomas Arthur Turner

Chris Uhlenbrock  
Jerome M. Urell  
Dwayne Edward Valentine  
Rajesh Vij  
Brad A. Vosler  
Andrew Wade  
David S. Waldman  
Patricia S. Walter  
Ryan M. Walton  
Robert E. Lee Ward  
Wayne R. Wauligman  
Ira Weiss  
James Wensink  
Mark S. Wenzel  
Todd W. Westhafer  
Michael E. Whitcomb Jr.  
Daniel R. Whittaker  
George T. Williams  
Michael R. Williams  
Theodore J. Willmann  
James C. Wilson  
Michael J. Wine  
Michael S. Winick  
Harry P. Woith  
Ronald Michael Wolf  
Daniel L. Woods  
Mary Ellen Wynn  
April A. Yanda  
Charles J. Yourstowsky  
William J. Zucker  
Andrew W. Zucker

**ODA Alliance Members**  
Michele Goldberg  
Connie Karlowicz



## BLUEPRINT, from page 6

Oral Health Access Supervision Program, increases in delegable duties for auxiliaries, expansion of the time frame for dental hygienists to practice when the dentist is not physically present (general supervision) from seven months to 12 months and allowing a dentist to supervise up to four hygienists at any one time.

### Educational Outreach

The final component of the blueprint focuses on public education and outreach, including the promotion of careers in dentistry for young adults. Community water fluoridation, the smokeless tobacco cessation program, Operation TACTIC and the Smiles for Seniors geriatric care provider educational module are highlighted as current outreach programs that should be continued and possibly expanded throughout Ohio communities.

## PROVIDERS, from page 10

agreement with the Ohio Department of Health. Reimbursement to the dentist for PLWHA-eligible patients is made through the program, and Rickert can offer the provider assistance with claims processing and will follow up on billing inquiries as well. Patients have an annual maximum of \$2,500 each fiscal year of the program (April 1 through March 31), and treatment plans are submitted for approval prior to treatment. Covered services and codes are posted online at <http://www.odh.ohio.gov/~media/ODH/ASSETS/Files/hst/hcs/2013-2014DentalCodes.ashx>.

Dr. James George and Dr. Mark Grucella, general dentists practicing together in Akron, participate in the program and said they find it rewarding.

"We have found the Ryan White Program to be a most welcome addition to our practice and our mission statement. Our mission is to provide complete dental services with care and compassion for all patients," they said.

Rickert said oral health care is just one component of the federal Ryan White Part B program, and HCS receives about \$24 million annually in funding for all components of the program from the U.S. Department of Health and Human Services.

To learn more about becoming a dental provider for the Ryan White program, contact Rickert at (614) 466-1411 or email [laurie.rickert@odh.ohio.gov](mailto:laurie.rickert@odh.ohio.gov).

## LEAD AND ASSOCIATE DENTIST OPPORTUNITIES NOW AVAILABLE.

**We free you, so you can do more in and out of the office.**

**Bright Now! Dental**, a Smile Brands affiliated practice, cordially invites you to consider your next move with us as a practice leader. We currently have 16 state of the art, digitally ready offices open in the state of Ohio. The Bright Now! Dental brand is well recognized throughout the United States for offering same day treatment and a steady, large number of new patient visits per month. Discover how you can **practice, prosper and grow.**

[jobs.smilebrands.com](http://jobs.smilebrands.com)

Chris Robertson - Doctor Recruiter  
619.995.8051  
[chris.robertson@smilebrands.com](mailto:chris.robertson@smilebrands.com)

Nearly 400 Affiliated Offices Nationwide.



## Associate Wanted

A small private office with large group benefits. We have fourteen fee for service practices. Emphasis on complete treatment. In-house ortho, surgery, endo, implants. Our doctors range in ages from 26 to 72. Full and part time positions are available in Columbus, Mansfield and NE Ohio. Call me for more information. Dr. Sam Jaffe (888) 764-5320 or sam@americandentalcenters.com.

Currently seeking an amazing dentist to join our family. We are offering an associate opportunity in our well established, fee for service dental practice. We provide quality comprehensive dental services that include endodontics, implant placement and restoration, limited orthodontics, periodontal surgeries, fixed and removable prosthodontics, extractions including 3rd molars, and occlusal therapies. We boast a beautiful nine operatory facility with a pleasant and experienced, staff. We are located in Maumee, Ohio which is a suburb of Toledo, Ohio. Qualifications would include a year of experience, or a GPR/AEGD residency. Please call if you are interested at (419) 350-8182, and ask for Kris.

An associate dentist needed for 2 days / week in our busy general practice located in Westlake, Ohio. Looking for genuine, customer service-oriented practitioner. Great facility complimented by an amazing staff. Plenty of new patients. Contact Loni, (440) 871-8588 or email lasalviadds@aol.com. All inquiries will be held confidential.

An associate dentist needed for an exceptional opportunity who is quality-oriented and personable for a newly expanded office. Immediate opening in our well-established, busy and growing family practice. Dependable staff. Excellent salary, incentives and benefits. Please call (216) 661-2422 or fax (216) 661-2837.

An excellent opportunity, Cincinnati. We are currently seeking general dentists, periodontists, oral surgeons and pediatric dentists to become an integral part of our growing group practice. Income typically consists of a salary with bonuses based upon net production plus benefits including major medical and malpractice. This is not an independent contractor arrangement. No Saturdays or Sundays. Your quality of care and attention to patient satisfaction will determine your ultimate compensation. We are a group of highly spirited individuals with a sense of humor. I look forward to meeting you. Dr. Michael Fuchs (513) 697-2653; cell (513) 505-9987.

Associate/buy-in opportunity. Associate position in Westlake, Ohio with defined track to ownership in as little as two years. Prominent General Practice established in

1989. Located in free standing building, 8 operatories, modern equipment, long term hard working staff. Currently not able to meet flow of new patients, great opportunity for future growth. Email: MHM17672@aol.com.

Associate Dentist: full time or part time. Mentor, Ohio. Plenty of patients. State of the art equipment. Great pay. Outstanding support staff that will help you produce! Future buy in/buy out opportunity. Call (216) 870-1657.

Associate Dentist Openings in Cincinnati, Dayton, Columbus and Akron. Employment model with competitive base salary and monthly bonus. General dentistry with an emphasis on pediatrics. No production quotas. Flexible schedules for "floater" positions. Emphasis on quality of life and a standardized work week. Contact Scott M. Shue at (770) 855-1877 or via email at sshue@cshh.com.

Associate dentist opportunity available in well-established, high-tech Dayton/Kettering practice. A few years of experience preferred. Please inquire by email to shari@dayton-dentistry.com.

Associate opportunities in Northwest Ohio, Northeast Ohio and Western Pennsylvania. Excellent opportunities for general dentists with an expanding multi-location dental practice. Competitive compensation package including the following benefits: 401(K) + company match; paid lab fees; paid malpractice insurance; paid license renewals, membership dues and continuing education; health insurance; disability, life, vision and dependent care account. We invest in state of the art clinical and information technology. New graduates and experienced dentists welcome! Please call Dana Wherley at (724) 698-2551 or email at wherleyd@gorefreshdental.com.

Associate opportunity, Cincinnati, Columbus & Dayton. One to four days per week available. Contact Thomas Niederhelman, (614) 235-3411 or (740) 404-5677; e-mail niederhelman@gmail.com.

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

Associate position with possible buy out opportunity. Busy Orrville practice. Well trained staff to help you achieve maximum production. Please call (330) 682-0911 & ask for Linda or reply to info@orrvilledentistry.com.

Associate position with potential buy-out in a great NE Ohio practice. High-tech equip., well-trained staff & well-established patients. Contact jhmds@gmail.com.

Associate position with potential buy-

out opportunity of growing practice in Northwest Ohio. If you have a passion for providing comprehensive dentistry with a professional well-trained team, this opportunity maybe for you. Young graduates, or graduates of a GPR will be considered. Contact egentleclaringd@hotmail.com with resume.

Associate wanted. Full time position in the Cincinnati/Clifton area. Quality oriented, expanding practice, no Medicaid. Currently open three days a week, looking to expand to four days a week. Pay based on production, we pay lab bills. Partnership potential in the future. Contact Marc Lewis at (614) 581-7260 or email at Niederhelman@gmail.com.

Associate wanted for busy practice at the Greene town center in Beavercreek, OH. We are a well established practice that strives to create great experiences for our patients and provide the highest quality of care. We are in a beautiful office with 6 operatories & room for expansion. We are seeking a highly motivated dentist that puts the needs of their patients first. Please call Kris at (937) 912-0101 for more details

Cincinnati Dental Services, a multi-disciplinary group practice in the greater Cincinnati, OH area, is looking for General Dentists to join our team. Our doctors enjoy a professional practice experience and comprehensive compensation and benefit package that includes medical, malpractice, disability and life insurances, flexible spending account, and a 401K program with employer matching contribution. Cincinnati Dental Services offers a complete range of routine, cosmetic and specialized dental health services including preventative care, whitening, crowns, dental implants, oral surgery, endodontics, pediatric dentistry and Invisalign. Please contact Dr. Steven Jones at (513) 721-2444 ext.115, or email at stjones@amdpi.com.

Cincinnati Ohio - Associate Dentist, Full Time, needed in our very busy, fast growing, and multiple-location General Practice. Qualifications must include either a year of General Practice experience or a GPR/AEGD residency. Please inquire by calling (513) 454-1800 or send resume to mimeister@aol.com.

Currently seeking an amazing dentist to join our family. We are offering an associate opportunity in our well established, fee for service dental practice. We provide quality comprehensive dental services that include endodontics, implant placement and restoration, limited orthodontics, periodontal surgeries, fixed and removable prosthodontics, extractions including 3rd molars, and occlusal therapies. We boast a beautiful nine operatory facility with a pleasant and experienced, staff. We are located in Maumee, Ohio which is a suburb of Toledo, Ohio. Qualifications

would include a year of experience, or a GPR/AEGD residency. Please call if you are interested at (419) 350-8182, and ask for Kris.

Dental Dreams desires motivated, quality oriented associate dentists for its offices in Illinois (Chicago & suburbs), Louisiana, Michigan, Maryland, Massachusetts, New Mexico, Pennsylvania, South Carolina, Texas and Virginia. We provide quality general FAMILY dentistry in a technologically advanced setting. Our valued dentists earn on average \$230,000/yr plus benefits. New graduates encouraged! Call (312) 274-4524 or email dtharp@kosservices.com.

Dentist Associate, General Practice, Reynoldsburg, OH. Full time and eventual practice purchase. Established practice. Salary based on production. Contact needajob2757@gmail.com.

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

Dentist needed in Dayton office. Great opportunity for a motivated dentist. Please email CV to adamron.smiles@yahoo.com.

Geriatric dentistry. Full-time/part-time general dentists needed for nursing home and homebound patients, throughout the state of Ohio. All transportation, equipment, supplies, auxiliary and administrative staff provided. Daily minimum rate \$500+production+benefits. Join our team providing care for over 20 years. Please fax resume to (440) 888-8763.

General Dentist – private practice. Are you looking for a new opportunity and a fresh start? Are you a caring professional who strives to provide patients with the highest level of care? If yes, we have an excellent opportunity for a full-time General Dentist to join our team. Dr. James George and Dr. Mark Grucella are seeking a full-time General Dentist who is looking to establish a productive, long-term relationship. This individual will be working alongside a dedicated team of professionals whose experience and years of service with Dr. George and Dr. Grucella will prove invaluable in helping to become acquainted and familiar with the practice and our patients. The practice offers patients a full range of dental services that includes implants, restorations, hygiene, cosmetic dentistry, and dentures with an on-site lab. Dr. George and Dr. Grucella are proud to serve patients in the Akron and Canton areas and neighboring communities, offering exceptional dental care, compassion, and patient education. The General Dentist will receive an attractive compensation package including participation in a 401k. Relocation assistance considered. For further information, contact Paul Steigerwald, Business Manager, at paul@ggdentist.com or call (330) 376-9424.

Merit Dental is seeking dentist candidates for Cincinnati. Since 1968, our philosophy of supporting doctors and staff has lead to unmatched consistency and paved the way for future growth. We pride ourselves on providing doctors the ability to practice in a traditional, non-HMO practice environment coupled with the flexibility and rewards that a group can offer. We are currently working on new opportunities in the Cincinnati area. We'd enjoy the opportunity to learn about your practice philosophy, career goals and expectations. To learn more, please contact Laura Anderson Laehn by phone at (715) 225-9126 or email at landerson@midwest-dental.

## Advertisers Index

AFTCO	10	National Practice Transitions Network	18
Chicago Dental Society	9	ODASC	7, 8
Dental Office by Design	5	Paragon	17
Dental Post	11	Practice Impact	13
EHR Funding	13	Professional Solutions Insurance	4
Frank Recker DDS, JD	14	Prosites	2
Great Expressions Dental Centers	7	Smile Brands, Inc.	15
Immediadent	17	Sunbury Seminars	7
Johns Dental Lab	3	The Ohio State University College of Dentistry	10
MDH Investment Management	3	Thomas Law Group	6
Midwest Dental	13	Wickens, Herzer, Panza, Cook & Batista	5

Interested in advertising? ODA Today reaches 5,600 dentists and their staff each month. Contact Amy Szmania at (800) 282-1526 or amy@oda.org for more information.



com. You may also visit us and apply online at [www.mymeritdental.com](http://www.mymeritdental.com).

Orthodontist needed one or two days a week in Columbus and Cleveland. Generous base pay plus bonus. All fee for service offering Invisalign, white braces, etc. Modern offices and experienced traveling staff. Call (440) 446-1555 or email Dr. Sam Jaffe at [sam@american-dentalcenters.com](mailto:sam@american-dentalcenters.com).

Parma Heights, Ohio. Associate wanted, full time. Established 36-year-old private practice. Exceptional opportunity for a highly motivated individual to join our recently renovated, all digital, 6-chair, growing family private practice. Employment leading to Full Partnership. For interview, call (440) 884-5450.

Part-time position in upscale family/cosmetic private practice. High-tech office. Great staff. Quality oriented individual needed. Experience preferred. Mansfield area. Please inquire by email to [craigcalendds@gmail.com](mailto:craigcalendds@gmail.com).

Partners wanted. We are a group practice where each doctor owns an equal share of the partnership. We practice on our own patients setting individual treatment plans. Retail locations give great visibility and we have availability six days per week. We are looking for motivated doctors who want to own their practice while practicing in a relaxed manner as part of the team. Practices are managed by the partners keeping overheads well below average. Please call Dr Morrison (614) 404-8565 or email [emorrison@comfortdental.biz](mailto:emorrison@comfortdental.biz).

Seeking pediatric dentist for a part-time associate position in a thriving solo pediatric dental practice - Cincinnati area. Position available 1-2 days per week with

potential growth into full-time and eventual partnership (sooner rather than later). Established, responsible staff and practice management systems. Looking for a caring, patient-oriented individual who can help us expand our services and keep up with demand. Mail resume/CV to: Pedro, PO Box 484, Mason, OH 45040.

Unique 2-3 dentist legacy practice in Northwest Ohio seeking an associate to take over or transition senior partner's practice. Very profitable. Loyal staff. County has lowest unemployment in the state. Excellent school system. General practice residency, outstanding new graduate, or experience preferred. Send resume with references to P.O. Box 650, Celina, OH 45822 or email to [schleucher.4@osu.edu](mailto:schleucher.4@osu.edu).

Wanted: The right dentist for partnership (equity buy-in) with our very large and established state-of-the-art practice in the highly desirable location of Beavercreek, Ohio (a suburb of Dayton). Will consider full-time associate with buy-in option within 6-12 months. GPR or AEGD and at least 3 years experience desired. Send resume to: [info@charlesdeands.com](mailto:info@charlesdeands.com) or fax to (937) 429-3160. Visit our website at [www.beavercreekdentalgrp.com](http://www.beavercreekdentalgrp.com).

We are looking for a full-time dentist to work our Coshocton location. Partnership potential. Great staff with excellent work environment. Unlimited earning potential. Don't miss out on this opportunity! Contact Priscilla via email [priscilla@priscillaworld.com](mailto:priscilla@priscillaworld.com).

Cincinnati general dentist office is seeking a motivated, qualified and patient care oriented dentist to cover Monday through Friday. No weekends or late evenings. Qualified applicant must have at least 5 years experience. Please call

(513) 882-2792 for more information or send resume to [associatedentist101@gmail.com](mailto:associatedentist101@gmail.com). All inquiries will be kept strictly confidential.

## Equipment for Sale

2 - Pelton Crane track lights, \$425 each. Alabama cart, \$250. Adec Microcard, \$250. 2 - DocPort DV LED Intraoral cameras with 4 docking stations, \$500. Orascoptic Zeon Fiber Optic Illuminator with 3 light sources, \$1500. Call Bill at (330) 606-9862.

Dental Equipment: Ritter, used. Chair, xray, compressor, autoclave, office furniture. Located in Maumee, Ohio. Call (419) 893-1740.

Ready to start your office. Quick, easy and simple. 4 Op equipped for sale and ready for use with office space (rental). In Dublin OH, right off Sawmill and 270. Great location. Email: [drcheung@brightsmilepowell.com](mailto:drcheung@brightsmilepowell.com).

Tulsa rotary system for sale. Used only once on a patient. Model number AEU-25 with hand piece. Also have 45+ new packs of Protaper files. Asking \$2500 for all. Please call or text (740) 391-3227.

## Practice for Sale

Practice for sale. North Central Ohio. Profitable office with strong new patients (avg 30/month) and collections (700k avg. on 4 days/week). This office has been growing each month for several years. Equipment is in excellent condition; free-standing building on a busy street is also available (building and equipment are in excellent condition). The staff and associate dentist are all willing to stay. The staff has been professionally trained and the accounts receivable and new patient numbers show it! This is a perfect practice with low overhead to take home 250-300k right away or use as a second office with the full-time associate. Call (419) 350-1386.

Northeast Ohio. Willoughby/Richmond Hts area. Well established general dentistry practice with excellent profitability. Beautiful facility, 6 chairs, 2,000+ active patients. Price: \$765,000.00. Contact Jon Blair Associates, LLC, (440) 478-0835.

Practice for sale with 5 year buy out or associate/partnership, office sharing available East side of Cleveland. Excellent opportunity for a dentist who is relocating or who wants to grow a practice with minimum attrition. Interested parties call Dr. Nancy Arndt (440) 449-0069.

Practices for Sale - Ohio. Please call Steve Jordan, (888) 302-3975 or visit [pmagroup.net](http://pmagroup.net).

Seeking motivated, ambitious dentist to purchase practice, office and building in Mt. Gilead. Great potential for growth, as only 3 dentists in county. Reply to [retiringdds@hotmail.com](mailto:retiringdds@hotmail.com).

Well established Boardman, Ohio dental practice for sale. 3 fully equipped operatories and panorex. Practice includes 1700 square foot building with full basement. Call (330) 519-9786 or email [jfmarsico@gmail.com](mailto:jfmarsico@gmail.com) for more information.

This is your opportunity! To own a growing, highly successful, established, private practice, with an outstanding team in place. Eastern suburbs of Cleveland. Dentist is available to facilitate and assure a satisfactory transition. Please fax resume or C.V. to or contact us at phone: (440)

646-1330, fax: (440) 646-1354. For more information: [www.Highland-Dental.com](http://www.Highland-Dental.com).

## Space Available

Beachwood. Are you tired of paying rent in your old unkempt building? Are you on the West Side and looking for an East Side presence? Are you toward the end of your career and don't want to commit to a new lease? Do you want a beautiful place to practice? Whatever your reason; rent space, sublease, or be an associate. Whether you want 1 day/week or full time, or whether you need 1 operatory or 4. Location is amazing, building is beautiful and the office is what you deserve. Call (216) 404-7200 for any inquiries.

Dental office space for sale or lease, Springfield, OH. 2000 sq. ft., 5 operatories, proven location, immediate occupancy with cabinetry, plumbing, and digital wiring in place. (937) 215-2570.

Dublin, Ohio dental office. 1644 square feet, with all leaseholds in place for a dental office. Professional building in a prime location in Dublin, with two orthodontists, an oral/maxillofacial surgeon, and a four doctor medical practice. Available January 1, 2014 or later. Please contact Louann at (614) 582-5451.

For lease: approx. 2600 sq ft. dental office; Mentor, Ohio. Great location - 18,000 cars daily, near Wal-mart, Bob Evans, Applebee's, K-Mart etc. Features 6 ops, lab, private Dr. office w/ private bath, customer and employee bath. Renovated approx 5 years ago, great condition. Call TR Hach (owner/agent) for details (440) 479-1607.

Newly renovated 1750 sq. ft., four chair dental care office next to oral surgeon in professional building. Ready for your choice of colors for walls and floors. Exceptional location in high-density traffic area in Stow, Ohio. Please call Victor at (330) 388-9814. [www.stowprofessional-center.com](http://www.stowprofessional-center.com).

Attention: Oral Surgeons/Periodontists/Endodontists. Beautiful 1500 square foot modern dental office available in first class medical building in fast-growing Twinsburg, Ohio. Private entrance, fully plumbed, gorgeous cabinetry, perfect for both primary and satellite office. Immediate, guaranteed referral base from nearby large, established general, pedodontic and orthodontic practices. Great opportunity with no risk. Contact Dr Larry Harlan at (216) 409-1189.

## Miscellaneous

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

Exciting opportunities for dentists to provide children with dental care in Cleveland area schools. No evenings or weekends. Apply at [www.smileprograms.com](http://www.smileprograms.com).

## Classified Advertising

Classified ads appear in each issue of "ODA Today." For more information about how to place a classified ad, visit [www.oda.org/advertising](http://www.oda.org/advertising).

## Dentists Needed in Ohio, Indiana & Kentucky

3 or 4 Day Work Week | Competitive Benefits



ImmediaDent is seeking dentists with a passion to provide comprehensive dental care. We are open 7 days/week, 9am to 9pm allowing for 3 & 4 day work weeks!

- Enjoy dentistry without the stress of practice management
- Benefits include medical, paid time off, retirement and investment plans
- Build and maintain a recurring patient base, allowing for long term success
- Income potential of \$200K+

To learn more, visit us at [www.ImmediaDent.com/careers](http://www.ImmediaDent.com/careers)

### CALL TODAY!

Terry Lynn Herr at 716-901-5972 or email your CV to [terrylynnherr@immediadent.com](mailto:terrylynnherr@immediadent.com).



## RECENT TRANSACTIONS

**Terrance A. Resar, D.D.S.**

has acquired the practice of

**Albert P. Zakel, D.D.S.**

Avon, Ohio

PARAGON is proud to have represented both parties in this Ohio transaction.



Nationwide Coverage



Local Market Expertise



Dual Representation

Your local PARAGON practice transition consultant is Jennifer Bruner



CALL: 866.898.1867 | FREE NEWSLETTER: [PARAGON.US.COM](http://PARAGON.US.COM)

## *Words from Another Satisfied NPT Client...*

*"Thank you for helping us through this big transition. Now I understand the complexities of selling a practice. Again, your patience and calm were helpful. I am thankful that Jason Gamble, with NPT, worked with me to sell my dental practice in a timely manner. He coordinated all the people involved in the transaction and was always available to me for questions and answers. I would recommend him to help other dentists, as he is a true professional."*

*R. Scott Huey, DDS*



When you're ready to take that next step, trust your practice with the firm that has an impeccable reputation for service, experience and results.

Call for a free initial consultation.

*Practice Sales* ◆ *Transition Consultation* ◆ *Practice Appraisals*

*Regional Representative  
j.gamble@nptnetwork.com  
614-648-8118*



**Jason Gamble**

*877.365.6786 x 229  
info@nptnetwork.com  
www.nptnetwork.com*

We customize a plan FOR YOU to maximize patient and staff retention, minimize your tax liability, and ensure a smooth and successful transition.

*We are NOT a dual-rep company.*