



# North Dakota DENTAL ASSOCIATION

## Newsletter

Volume 5, Issue 2 • Summer 2015



*Dr. Paul Tronsgard*

### **PRESIDENT'S MESSAGE APRIL 2015**

*"Our job now is to use the momentum we have developed to create meaningful change for the underserved in our state."*

This was the challenge issued to you and the NDDA leadership in my winter newsletter article. Many of you may already know that the legislature passed a resolution re-creating a health services interim committee to again study dental issues in North Dakota. This means of course, that the midlevel issue is not going away. The Board of Trustees is already preparing to testify before that committee in 2016. We expect to be able to show how North Dakota dentists are making a difference in shaping the way barriers to care are reduced in our state. That requires action on the part of every one of you in some meaningful way. Our opposition to midlevels continues to center on our belief that we have real solutions that will have a more profound and immediate impact on the barriers that currently exist, than adding a new provider ever will. Our "Top Ten Solutions" is highlighted in this issue. Take the time to look at where you feel you can assist us in making that difference.

I again had the privilege of attending the Washington Leadership conference in May. Our delegation met with Senators Heitkamp and Hoeven and an aide for Representative Cramer. Our senators pledged to support our effort to improve and streamline the credentialing process for dentists volunteering and contracting with the Tribes in North Dakota. This will help address one of the significant solutions included in our Top Ten Solutions.

I want to remind you to join the "Take Five More" program if you haven't, and watch for additional ways you can make a difference. The impact of this additional participation should help lawmakers appreciate our willingness to step up despite a program that doesn't work particularly well. A Medicaid Advisory Committee has been formed which will give us a direct line to communicating with NDMA decision makers on a regular basis. The hope is that we can effect changes through communication and cooperation which should make participation more palatable. It's critical that each of us join this effort to reduce barriers to care.

No one knows how to better reduce these barriers than those of us who treat patients every day. There are however, many well intentioned people outside our profession who also see the need, but your knowledge of how to provide care in an efficient, high quality manner make each of you experts in helping solve these problems. If we don't step forward, these well intentioned folks will make decisions for us, and the underserved in our state may suffer. Dentistry as we know it will change if we are not the leaders in the effort to improve access. This is your association and your profession, I urge you to look for and engage opportunities where you can make a difference. We need to show our legislators how dentists are leading the charge in changing the environment for the underserved. We will be measured by our ability to implement our solutions.

The job is the same as I stated at the beginning of this article. The foundation is laid and we simply need each member to contribute. I wish you all a wonderful summer and look forward to seeing you in Fargo at our Annual Session in September!

Respectfully submitted,  
*Paul Tronsgard, DDS*  
NDDA President

#### **OUR VISION**

*"We will be the voice that protects the interests of dentistry to uphold the highest standards of our profession."*

#### **MISSION STATEMENT**

The North Dakota Dental Association is the leading advocate of oral health promoting education and service to its member and the public.

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**FROM THE EXECUTIVE DIRECTOR'S DESK**



As summer winds down, we look forward to seeing you at the Annual Session of the NDDA in Fargo September 17-19, 2015! We have great educational speakers planned and many opportunities for

networking and fun with your colleagues. Join us!

As you know, the legislative session was a success, primarily because a bill, which would have allowed a new type of midlevel dental provider, was handily defeated in the Senate. "Handily" may have described the margin of defeat, but in no way described the effort and grassroots action that was needed by your Association in the legislative session. You have told us in every survey, at every district meeting, and at every Legislative Night that you feel strongly that midlevel providers at this time are not in the best interests of our patients. We will continue to express this view with as much passion and effort as we can. We need you to do that as well; contact your legislator in your district and invite them to lunch or coffee. Get to know them and tell them you would like to be their expert on dentistry. It makes the difference.

During the session, one of the most frequent questions we heard from legislators was what the NDDA was offering as solutions to reduce barriers to care. What became known as the "Top Ten Solutions" are printed below and should be your solutions too! Your NDDA is focused every day on putting these solutions into action. Please do your part by volunteering, contributing, and engaging in your community. Thanks for all of your help!

**Reducing Barriers to Dental Care**

**Top Ten Solutions**

North Dakota Dental Association

1. Expand and support the state Seal! ND school sealant program with grant funding to serve more low-income children and add Medicaid-supported case management to direct high-risk patients into dental homes to save treatment costs.
2. Expand and support the non-profit dental safety-net clinics through public-private partnerships,

dentist recruitment with marketing and loan repayment, and innovative outreach to high-need areas and populations in the state.

3. Support the North Dakota Dental Foundation to improve oral health:
  - Reduce barriers to care
  - Prevention of dental disease
  - Improve education of the dental workforce
4. Improve dental Medicaid and maintain adequate network of dentists:
  - Maintain adequate Medicaid fee reimbursement
  - Form an Medicaid Dental Advisory Committee to work with ND Dept of Human Services
  - Reduce paperwork
  - Dentist recruitment and education programs (Take Five More)
5. Utilize dental hygienists and dental assistants to their maximum level of education through outreach collaborative practice and training of expanded restorative functions
6. Develop a volunteer/contracted network of credentialed dentists, dental hygienists, and dental assistants to serve in Indian Health Service and non-profit clinics
7. Engage with tribal communities to improve Indian Health Service dentistry, maximize prevention, reduce credentialing barriers and facilitate contracting with the local dental communities.
8. Establish outreach programs in long-term care facilities in partnership with the Oral Health Program, State Department of Health.
9. Support and strengthen the Oral Health Coalition (<http://www.ndohc.org>) to collaboratively identify problems and solutions to reduce barriers to care.
10. Coordinate and facilitate the development of dental assisting training programs in western North Dakota to address severe shortages of dental assistants in that part of the state.

Respectfully Submitted,

**Brent Holman, DDS**

Brent Holman DDS

Executive Director





# ADA 10<sup>th</sup> District News



James K Zenk, DDS  
10<sup>th</sup> District Trustee

## Time for a deep dive into the ADA Center for Professional Success

Green grass, flowers blooming, longer days and yes those nasty mosquitos.....Paradise?! I do enjoy the summers we have in the upper Midwest – the best of our four seasons.

Over the past several trustee reports, I have included snippets of what is available on our American Dental Association website, the ADA Center for Professional Success. The Center for Professional Success (CPS) is an excellent example of member value –something for everyone - but many of our members have yet to explore or even access this site. For this report, I would like to do a deep dive into what many are missing by not being regular attendees of the Center for Professional Success.

As an example: Figuring out how to enroll in Medicare, or even if you should enroll can be a complex ordeal. Any dentist who prescribes Part D covered drugs to Medicare beneficiaries has three choices. They must enroll in the program either as a provider of Medicare services, opt in as an ordering/referring provider, or opt out in order for prescriptions they write to be reimbursed by Medicare, according to the federal government. Dentists who fit this requirement must take action by June 1st, 2016. Unless it's "do nothing" just how should you make the decision?

The ADA Center for Professional Success has just this kind of information and support! It provides all ADA members timely resources including:

- A Medicare tutorial video
- Frequently asked questions about Part D regulations
- Resources to enroll as a Medicare provider or opt out

The Center for Professional Success is an ADA member-only interactive web resource where you can find additional practice management information and decision support tools too.

The Center's website is separated into three distinct categories:

- **Practice** provides you with information and resources to manage your dental practice. From dealing with third-party payers to employment law contracts and dental fee surveys, this section addresses current trends and questions which will help you with day-to-day issues. And yes, this is where you find the answer to the Medicare question (see the Medicare decision tree, as well as many other Medicare resources).
- The **Learn** section is a collection of multiple continuing education opportunities. There are both online and in-person opportunities to further your dental education. Learn about the ADA's newest certificate program, the ADA Executive Program in Dental Practice Management, which combines dental practice management insight with basic business skills from ADA-selected courses from Notre Dame's Mendoza School of Business.
- The **Live** section provides information on maintaining a healthy work-life balance. Feeling stressed? Listen to the podcast on "How to Reduce Stress" or pick up some tips on preventing hearing loss. You will also find other information on personal finance, ergonomics and leadership development.

The ultimate goal of the Center for Professional Success is to provide specific and accurate answers to questions members have as they balance their professional lives with their personal goals. Resources are available to members that will be valuable throughout their professional journey, regardless of the exact career path chosen.

The Center offers guidance for new dentists and associates on how to handle and understand employment agreements. "Employment Agreements: The Devil's in the Details", outlines the key legal terms a dentist should understand before they sign an agreement. It includes members-only downloadable content in the form of "Dentist Employment Agreements: A Guide to Key Legal Provisions", which is available for free by accessing the link on [Success.ADA.org](http://Success.ADA.org).

For dentists in practice, several financial calculators are offered on the website. These calculators can:

- Assess the cash flow generated by a practice and determine how long it would take to get a return on operatory investments.
- Calculate basic loan terms and loan payments
- Calculate debt load and overhead expenses

The Center for Professional Success has recently gone a step further and partnered with Sikka Software to produce the "ADA Benefit Plan Analyzer". The tool automatically syncs with your practice data and helps you understand the impact and value of your current accepted dental plans and how each potential new plan might impact your finances. Using this data specific to your practice, it will assist you in making good informed decisions based on comprehensive business analytics.

With a charge to provide quality continuing education, The Center for Professional Success worked with the University of Notre Dame's Mendoza College of Business to provide a comprehensive six-course dental



Continued from page 4

practice management certificate program. The “ADA Executive Program in Dental Practice Management” covers critical topics in dental practice management:

- Business strategy and systems
- Dental team management
- Financial management
- Legal and ethical issues in dental practice
- Negotiation and conflict management
- Understanding leadership

This customized training from the American Dental Association paired with content provided by a top-ranked business college provides in-depth training for the business side of dentistry.

The Center for Professional Success website is always adding new information and resources, so if you haven’t visited the site lately, you haven’t seen the massive additions in both content and applications created to address business and personal challenges you face every day. Only ADA members have access to the information and resources provided by CPS – a true member value. All you need to do is log in at [Success.ADA.org](http://Success.ADA.org). Answers and information are always available. Look for the new mobile app available for CPS by the end of the year!

Another reminder – registration is now open for America’s Dental Meeting in Washington, DC this November 5-10th. This ADA Annual Meeting promises to be one of the best! Check out [Ada.org/meeting](http://Ada.org/meeting) to see who are the distinguished speakers, the opening social event at two Smithsonian Museums and information on the “Meeting within a Meeting” specially designed for New Dentists. Make a commitment - register today - bring your family and dental team and join me in Washington DC to experience all ADA 2015 has to offer!

*James K. Zenk DDS*

ADA 10th District Trustee

[zenkj@ada.org](mailto:zenkj@ada.org)

# Compounding for the Dental Practice



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**ND** North Dakota  
DENTAL ASSOCIATION  
**Board of Trustees**  
**MINUTES**

**7:55 a.m., Friday,  
June 13, 2015  
Park Rapids, Minnesota**

Attending: Drs Paul Tronsgard, Murray Greer, Omar Chahal, Caron Berg, Brad Anderson, Dr. Brent Holman, and Ms. Mary Bandle.

President Dr. Tronsgard called the meeting to order at 7:55 a.m.

January 16, 2015 meeting minutes were approved.

The board discussed the nominees for Dr. Anderson's replacement as the Eastern Trustee at Large. Also discussed NW District Trustee nominee. Current trustees in those districts will get back to the Central Office with their nominees.

The 2015 year-to-date and proposed 2016 budget were reviewed:

1. Discussed legislative advocacy assessment and potential dues increase.

The central office will draft a resolution pertaining to the dues increase and assessment.

The 4-year financial analysis of the annual session and mid-winter meetings were reviewed and discussed.

The 2014 financial report was reviewed. The board voted to remove the \$9,934 designation for the leftover training for general public and dentists from the reserve in the financial report. Central Office will notify Brady Martz to remove the reserve designation. Motion carried.

Dr. Holman covered legislative updates.

Our Top 10 Solutions were reviewed and discussed. This list will be shared with all members. A resolution was drafted by the Central Office and the board approved the drafted language and will be included in the HOD booklet.

A Medicaid Advisory Committee has been set up to work with the State on Medicaid issues.

Loan repayment was renewed again this legislative session. The new program consolidates the various programs and awards \$100,000 over 5 years instead of 4 years. There are potentially nine awards available per year with the new program. The program targets safety-net clinics, seeing

Medicaid patients, and practicing in rural areas. This will be promoted to dental students and NDDA will look at having a booth at the MN Dental Fair. Dr. Holman will visit with Mary Amundsen on having a booth and Central Office will connect with Dawn Jensen at the MN Dental Association on the booth requirements.

A Collaborative Practice definition was discussed and it was also discussed during the recent Oral Health Coalition meeting. The Coalition is forming a tax force to define collaborative practice and will present to the BODE. The Central Office drafted a resolution indicating support of a collaborative practice definition that includes a connection to a dental home. Resolution was approved by the board of trustees to be presented to the HOD during the annual session.

Dr. Holman discussed the canceling of the current contract with KAT Communications and the SPA Grant. It was felt that the tribal initiative currently underway will be better administered on a project-focused basis. Tribal stakeholders will still be kept informed of activities. Currently a credentialing service proposal is being developed by KAT which will streamline the IHS credentialing process and serve as a service for non-profit dental volunteers. The Central Office will review and negotiate this with KAT and review with the ADA. Motion was made and approved to proceed with this new proposal.

Additional drafted resolutions were reviewed:

1. ND/MN Mission of Mercy resolution – board approved drafted resolution and will now be advanced to the HOD during the annual session. NDDA will partner with the MDA in a Mission of Mercy event on July 22 – 23 2016.
2. Dissolving the council on scientific programs. Drafted resolution was approved and will be submitted to the HOD.
3. Interim Actions by the board – drafted resolution was reviewed and suggested language changes will be included and final will be submitted to the HOD.

Central Office will negotiate a contract with Rae Ann Kelsch contingent upon approval of our HOD to enter into a contract as our Legislative Director. Ms. Kelsch will start working for the association and be compensated for her time until HOD official meeting. Motion made and carried.

A Donated Dental Service program update was provided by Dr. Tronsgard.

Dr. Holman covered goals and objectives of the Central Office for 2016.

Website updates will follow the roll-in of the new ADA Aptify system in 2016.

Dr. Holman provided an update from the State Health Department Oral Health Program.

Peer Review Committee process was discussed.

The board discussed the NDDA and ADA relief fund guidelines and criteria.

Dr. Holman provided an update on PAC and the PAC Committee is revisiting distribution of funds and updating PAC bylaws.

Discussed the annual session events:

1. No extra charge for Cain Watters session.
2. HOD meeting will be held at the Ramada with a social following the meeting.
3. Ms. Bandle has secured sponsors for the social.

4. Trustees will help secure sponsors for the golf outing and other annual session events.

5. Registration fees for the annual session will remain the same.

6. We will once again request support from the Foundation for the President's Mixer.

7. Wednesday evening Trustee guest dinner will be at Mezzaluna.

8. PAC meeting will be moved to 3:00 p.m. on Friday.

The board of trustees conducted performance reviews for Central Office staff.

Next meeting will be held September 17, 2015 at 7:00 a.m. at the Ramada Hotel & Suites, Fargo.

Meeting Adjourned at 3:26 p.m.

Respectfully Submitted,

**Brent Holman, DDS**

Brent Holman DDS

Executive Director

## NORTH DAKOTA ORAL HEALTH PROGRAM IS HELPING CHILDREN SMILE WITH ITS SEAL! NORTH DAKOTA SCHOOL-BASED DENTAL SEALANT PROGRAM.

The North Dakota Department of Health's (NDDoH) Oral Health Program is offering preventive dental services to children in schools across the state through its Seal! North Dakota program. There are three public health hygienists employed by the program to provide oral health services to the schools. Seal! North Dakota targets schools with a 40 percent or higher free and reduced-fee lunch rate. Last year we provided services to 18 schools in 2014-2015. The program offers dental screenings, dental sealants, and fluoride varnish to every child pre-kindergarten through sixth grade. For the upcoming school year, 2015-2016 the Seal! North Dakota program will continue those services in the 18 schools and will be increasing to an additional 24 schools. The Seal! North Dakota continues to work with Bridging the Dental Gap, Ronald McDonald Care Mobile, and Dr. Jackie Nord (Smart Smiles) in expanding the program and providing access to care.

This program is supported by federal funds and approximately 2,000 children in North Dakota have benefitted from the Seal! North Dakota program since it began in August of 2012. Our goal is to reach 2,500 children per year.





## Medicare enrollment delayed

June 02, 2015

By Craig Palmer

Washington — The Centers for Medicare & Medicaid Services June announced a delay in the enforcement of the Medicare Part D prescriber enrollment requirement to June 1, 2016.

The Association continues to seek a legislative repeal of the requirement that dentists who treat Medicare beneficiaries enroll in or opt out of Medicare to prescribe medication to their qualifying patients with Part D drug plans. Meanwhile, CMS once again delayed enforcement of the provision.

"This decision was based on CMS' analysis of current Part D prescriber enrollment trends, and the strong concerns expressed recently by Part D sponsors and pharmacy benefit managers (PBMs) about their ability to make the complex system enhancements need to comply with the prescriber enrollment requirement due to the changes made by the IFC [interim final rule with comment]," the CMS Center for Program Integrity said in announcing the delay. The IFC comment period closes on July 6, 2015.

"However, we also have a responsibility to enforce this protection in a way that minimizes the potential for disrupting beneficiaries' access to needed Part D medications and compromising continuity of care," the CMS said in a PDF version of the announcement.

In response to member questions, the ADA Practice Institute offers a Q&A primer on opting in or out of Medicare.

### **Q. When does this new regulation take effect?**

A. CMS has announced that it will delay enforcement of the new rule until June 1, 2016.

### **Q. When do I need to submit my enrollment application or opt-out affidavit?**

A. CMS urges prescribers to submit their Medicare enrollment applications or opt out affidavits to their Medicare Administrative Contractors before Jan. 1, 2016.

### **Q. I have heard that I have to opt in or out of Medicare or else Medicare won't pay for the prescriptions I write for my patients who have Medicare Part D prescription drug coverage. How do I go about this?**

A. In order for Medicare to pay for prescriptions under Medicare Part D, a dentist must do one of the following:

- Enroll as a Medicare provider by completing form 855I.
- Enroll solely to prescribe drugs for patients on Medicare by completing form 855O.
- Opt out of the Medicare program by completing the affidavit.

### **Q. What happens if I choose not to do any of the above?**

A. As of June 1, 2016, this is what will happen if you choose not to do any of the above: The first time you write a prescription for a patient with a Medicare Part D drug plan, the plan will give the patient a provisional supply of the drug and a letter saying that because of your Medicare enrollment status the drug will not be covered after the first three months. The Part D plan must also make reasonable efforts to notify you. At the end of the three-month period, if you still have not done any of the above, the plan will deny coverage for any prescription that you give that patient for that drug.

### **Q. What is the difference between form 855I and form 855O?**

A. Form 855I is used to enroll to provide Medicare covered services. Form 855O, which is significantly easier to complete, is used to register solely to prescribe drugs to Medicare beneficiaries and to order any of the following for Medicare beneficiaries: clinical lab services, imaging services, and durable medical equipment (such as an oral sleep apnea device). Sometimes such dentists are referred to as "ordering/referring" providers.

### **Q. When I tried to enroll using either form 855I or 855O, I did not see my specialty listed. What should I do?**

A. Oral surgeons should use "maxillofacial surgery." All other dentists should use "oral surgery (dentist only)."



**Q. If I opt out of Medicare, will my patients who are on Medicare still receive their Part D prescription drug coverage for the prescriptions I write?**

A. Yes. Once a dentist is in the Medicare system either by enrolling in or opting out, Part D plans will cover the prescriptions you write for your patients on Medicare.

**Q. What is the impact of opting out if I participate with a Medicare Advantage plan?**

A. Dentists who are considering opting out should understand that by opting out, dentists may be precluded from participating in and receiving payment from Medicare Advantage plans. Medicare Advantage is sometimes called “Medicare Part C.” Medicare Advantage plans, which offer Medicare benefits through private insurance, often offer dental and vision benefits not covered under original Medicare. Therefore, dentists may be treating patients enrolled in a Medicare Advantage plan through these enhanced benefits. If a dentist opts out of Medicare, he or she may not participate in a Medicare Advantage program. A dentist who has enrolled using either the simplified 855O form or the full 855I form (see above) can receive reimbursement from a Medicare Advantage plan.

**Q. What is the impact of opting out if I supply oral sleep apnea devices?**

A. Oral sleep apnea devices may be covered by Medicare as durable medical equipment (DME). A dentist who wishes to receive reimbursement from Medicare for supplying oral sleep apnea devices must enroll as a DME supplier using the 855S form. By itself, enrolling as a DME supplier does not satisfy the requirement for Medicare coverage of Part D drugs. A dentist must also either enroll (using the 855I or the 855O form, as appropriate) or opt out. CMS has advised the ADA: “Dentists are permitted to opt out individually even though they are associated to an enrolled DME supplier.”

**Q. How long does an opt-out last?**

A. Once you file an affidavit notifying the Medicare carrier that you have opted out of Medicare, you are out of Medicare for two years from the date the affidavit is signed. If you change your mind after the carrier has approved your opt-out affidavit, the opt-out may be terminated within 90 days of the effective date of the affidavit.

After the two-year period, if you wish the opt-out to continue, you must file another affidavit.

**Q. If I decide to opt out, where do I send my completed affidavit?**

A. You must send the affidavit to each applicable Medicare contractor. You’ll need to send it to every Part B entity listed in the state(s) where you practice. Remember that you are looking for the Part B (physician and nonphysician provider) addresses, not Part A.

**Q. If I decide to enroll, where do I send my form?**

A. You can enroll online using the federal government’s Medicare Provider Enrollment, Chain, and Ownership System website. You can also enroll using a hard copy form. For more information and links to the forms, visit the CMS.

**Q. How can I check my enrollment status?**

A. Visit: [Data.CMS.gov](http://Data.CMS.gov).

**Q. Where do I find all the forms and more information?**

A. Visit: [Success.ADA.org](http://Success.ADA.org).

RE: Palmer C. Medicare enrollment delayed. ADA News, June 2, 2015, <http://www.ada.org/en/publications/ada-news/2015-archive/june/medicare-enrollment-delayed>.

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# 2015 ANNUAL SESSION

The North Dakota Dental Association cordially invites you to join friends and colleagues at the 2015 Annual Session held at the Ramada Plaza Suites, Fargo, ND September 17th – 19th.

## Schedule of Events

### THURSDAY, SEPTEMBER 17

- 7:00 a.m.–11:00 a.m.....NDDA Board of Trustees Meeting Sonata II  
 12:00 p.m.....NDDA Golf Outing Rose Creek Golf Course, Fargo, ND  
 7:00 p.m.....Exhibitors to set up booths Crystal I & II  
 7:00 p.m.....House of Delegates *including post meeting social* Mozart I & II

### FRIDAY, SEPTEMBER 18

- 7:00 a.m.....Minnesota Alumni and Friends Breakfast Etude  
 7:30 a.m.....Registration Opens Crystal Court South  
 7:30 a.m. – 6:00 p.m.....Exhibit Hall Open Crystal I & II  
 7:30 a.m. – 3:00 p.m.....*Dental Assistants Speaker Mozart I & II*  
 7:30 a.m. – 4:00 p.m.....*Dental Hygienists Various Speakers Hilton Garden Inn*  
 8:15 a.m.–11:45 a.m.....“Jack Pfister, DDS Lecture Series”  
*Drs. Paul H. Feuerstein, John C. Flucke, and Martin J. Jablow* Crystal III  
 10:15 a.m.–10:45 a.m.....Break Crystal I & II  
 11:00 a.m.–12:00 p.m.....Exhibitor Lunch served Crystal I & II  
 11:45 a.m.–1:00 p.m.....NDDA Membership Luncheon Brahms & Bach  
 1:00 p.m.–4:00 p.m.....“Jack Pfister, DDS Lecture Series”  
*Drs. Paul H. Feuerstein, John C. Flucke, and Martin J. Jablow* Crystal III  
 4:00 p.m.–5:00 p.m.....Reference Committee (if necessary) Sonata II  
 3:00 p.m.....ND-D-PAC & NDDA Legislative Committee Mtg Sonata I  
 4:00 p.m.–6:00 p.m.....Attendees & Exhibitor Social Crystal I & II  
 5:30 p.m.–7:00 p.m.....New Dentist Social Etude  
 7:00 p.m.–12:30 a.m.....President’s Mixer & Foundation Fundraiser Symphony Hall

### SATURDAY, SEPTEMBER 19

- 7:00 a.m. – 8:00 a.m.....House of Delegates 2<sup>nd</sup> Mtg. (if necessary) Overture  
 7:15 a.m. – 8:15 a.m.....NDDA Past Presidents’ Breakfast Etude  
 7:30 a.m. ....Registration Opens Crystal Court South  
 7:30 a.m.–2:00 p.m.....Exhibit Hall Open Crystal I & II  
 7:30 a.m.–4:00 p.m.....*Dental Hygienists Various Speakers Hilton Garden Inn*  
 8:15 a.m.–12:00 p.m.....“Jack Pfister, DDS Lecture Series”  
*Drs. Paul H. Feuerstein, John C. Flucke, and Martin J. Jablow* Crystal III  
 8:15 a.m.–12:00 p.m.....Wealth Accumulation and Practice Transitions  
*Cain, Watters & Associates PLLC (Doctors & Spouses Only)* Bach & Brahms  
 10:15 a.m.–10:45 a.m.....Break Crystal I & II  
 11:00 a.m.....Board of Trustees Meeting Sonata II  
 12:00 p.m.–1:15 p.m.....Lunch in Exhibitors Hall Crystal I & II  
 1:15 p.m. – 4:00 p.m.....“Jack Pfister, DDS Lecture Series”  
*Drs. Paul H. Feuerstein, John C. Flucke, and Martin J. Jablow* Crystal III  
 1:15 p.m.–4:00 p.m.....Wealth Accumulation and Practice Transitions  
*Cain, Watters & Associates PLLC (Doctors & Spouses Only)* Bach & Brahms

*Dental Assistant events  
are noted in green italics.*

*Dental Hygienist events  
are noted in orange font.*

### For Hotel Reservations

(Cut-off date for NDDA room block is August 18, 2015)

Ramada Plaza and Suites 701.277.9000

\*Note: Ask for North Dakota Dental Association group rates.

### Additional Hotel Rooms

Expressway Suites of Fargo 701.239.4303

Home 2 Suites by Hilton 701.492.4502

Hilton Garden Inn 701.499.6000

**NOTE:** Speaker handouts – if any – will be available on-line only. Please print and bring along.

Continuing Education Certificates will also be available on-line only. They will be posted following the annual session. Please download as necessary for your reporting requirements.

Please see our website for these items: [niddental.com](http://niddental.com)



## 2015 ANNUAL SESSION

### NDDA GOLF SCRAMBLE

(Open to all attendees)

The North Dakota Dental Association Golf Tournament will be held at Rose Creek Golf Course, 1500 Rose Creek Parkway, Fargo, ND on Thursday, September 17 at 12:00 p.m. Please plan on joining us for an afternoon of fun and golf!

The cost is \$65.00 which includes green fees, cart, many great prizes and post golf social. It will be a 12:00 p.m. shotgun start. Lunch is available at the club house, at your own cost.

To avoid the confusion of switching teams the day of the event we ask that you include your golf partner with your registration, if desired.



### 2015 PRESIDENT'S MIXER AND FOUNDATION FUNDRAISER

NDDA President Dr. Paul Tronsgard invites you (dentists, hygienists, assistants, staff, spouses and exhibitors) to dance the night away to 8th Hour at the Ramada Plaza & Suites, Fargo on Friday, September 18, 2015.

The Mixer begins at 7:00 p.m. and is open to everyone involved with the conference. There will not be a meal, but we will be providing hors D'oeuvres. There is no charge for the mixer. The North Dakota Dental Foundation will be conducting its Annual Fundraising raffle and silent auction. At 9:00 p.m. the party continues as 8th Hour takes the stage providing hours of dancing and fun. Come as you are!

## IN MEMORIAM

It is with sincere regret that we report the death of the following member of the North Dakota Dental Association and wish to convey our deepest sympathy to his family and friends.

Dr. Kenneth Lorenz

### The North Dakota Dental Association Welcomes Our New Members

Whether you are transferring from another State Association or just starting out, we wish you the best of luck and much success with your practice.

Dr. Jonathan Bultema, Fargo

Dr. Kathryn Holzer, Bismarck

#### NORTH DAKOTA DENTAL ASSOCIATION

P. O. BOX 1332  
BISMARCK, ND 58502-1332

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# NDDA



**North Dakota**  
DENTAL ASSOCIATION

## 2015 ANNUAL SESSION

### Jack Pfister, DDS - Lecture Series Featuring:



**Paul Feuerstein  
DMD**

Paul Feuerstein, DMD received his undergraduate training at SUNY Stony Brook during the '60s studying chemistry, engineering, computer science and **MUSIC** and is 1972 graduate of UNJMD. He maintains a general practice in North Billerica, Massachusetts.

He installed one of the first in-office computers in 1978 and has been teaching and consulting since then. He is the Technology Editor of Dentistry Today after 14 years with Dental Economics, author of several technology articles and lectures at many national and local dental meetings. His work with CAD/CAM helped develop the LAVA COS intraoral scanning system.

He was named Clinician of the Year at the 2010 Yankee Dental Congress and is an



**Dr. John Flucke  
DDS**

Dr. John Flucke is in private practice in Lee's Summit, Missouri where he spends 4 days per week in direct patient care. He also serves as Technology Editor for Dental Products Report magazine as well as Chief Dental Editor where he writes, edits, and does video demos of products featured in his "Technology Evangelist" columns.

Dr. Flucke has one of the most popular dental blogs on the Internet "The Dental Technology Blog" featuring daily updates on technology in health care and technology in general. He also lectures extensively on all aspects of clinical dentistry as well as technology in dentistry and has been featured at every major dental meeting in the U.S. and international locations as well.

Dr. Flucke uses technology in every aspect of his practice and personal life; pushing himself to constantly be on the leading edge. He loves testing, and breaking, the latest gear he can get his hands on. He lives his life by the motto "you can't have too many toys". He also consults with manufacturers helping with development of techniques, technologies, and products which allows him to see things from the "duct tape stage" all the way through to the completed item.

Dr. Flucke graduated from the University of Missouri - Kansas City with a BA in Psychology as well as his DDS. He is a past president of the Greater Kansas City Dental Society as well as serving as the Missouri State Peer Review Chairman.



**Martin Jablow  
DMD**

Martin Jablow, DMD, America's Dental Technology Coach is a clinician, speaker and author. He presents and publishes worldwide on many topics, including state of the art dental technology and dental materials. His recurring columns can be found on [DrBicuspid.com](http://DrBicuspid.com) and [DentalLearningHub.com](http://DentalLearningHub.com)'s **Apex Magazine**. Dr. Jablow is president of **Dental Technology Solutions** a lecture and consulting company. He is an active member of the **ADA, NJDA, Middlesex County Dental Association** and has achieved Fellowships in the **AGD** and **International Academy of Dental Facial Esthetics**. Dr. Jablow serves on the **Dentalcompare** CE Advisory Board and the Eco-Dentistry Association Advisory Board. For almost 20 years, he has been a member of his local peer review and is currently an attending at the **JFK Medical Center** in Edison NJ, where he works with patients and trains residents. As the Internet has grown so has Dr. Jablow's online presence with his dental blog, webinars and as co-host for Dental Entertainment Network videos.

## 2015 ANNUAL SESSION

### Jack Pfister, DDS - Lecture Series Featuring:



Paul H. Feuerstein, DMD



John C. Flucke, DDS



Martin J. Jablow, DMD, FAGD

## Friday, September 18th

### What's New In High Tech Dentistry?

The goal of this lecture to give dentists and their staff the information to succeed in integrating the latest high tech dental products and software into their practices. You will learn about state of the art diagnostics, magnification, easy predictable anesthesia delivery, minimally invasive dentistry, digital impressions, lasers and much more.

These easy to implement and affordable concepts will enable you to provide better diagnosis and treatment to your patients. This will reduce stress on you and your patients while increasing the productivity of your practice. High Tech Dentistry makes dentistry enjoyable again!

#### Outline

- You cannot treat what you have not diagnosed
- Digital Radiography and 3D Imaging is not just for specialists.
- Cancer detection is "YOUR RESPONSIBILITY"
- Computer Controlled Anesthesia – No missed blocks!
- Minimally Invasive Dentistry- Products and techniques to reverse and treat caries.
- Lasers – Light changes the way you do things
- Digital Impressions means no more gook in the mouth
- Electric handpieces, Curing lights and other small items make dentistry easier.
- New Materials and Techniques – because not all new technology beeps

Nothing stays the same and that includes dentistry. I don't do any procedure the way I was taught in dental school. Join the revolution of high tech dentistry.

## Saturday, September 19th

### High Tech Dentistry for the Entire Office

A high tech dental office is not just in the operator. Every member of the dental team participates in the technology to run and grow a practice.

Learn strategies for converting from paper to chartless and why chartless and paperless are not the same thing. See the benefits of digital records and why you will need to get there. Learn easy ways to make film digital along your conversation path. Proper data backup and preparations for computer disasters. Getting the most out of the office Internet connection and using social media in the practice. How auxiliary staff can assist in digital impression.

Nothing stays the same and that includes dentistry. I don't do any procedure the way I was taught in dental school. Join the revolution of high tech dentistry.



# 2015 ANNUAL SESSION

## Saturday, September 19th



### Dan Wicker, CPA, Partner Cain, Watters & Associates, P.L.L.C.

Member Doctors and Spouses Only

Mr. Wicker is a partner at CAIN, WATTERS & ASSOCIATES, P.L.L.C. (CWA) a “fee only” certified public accounting firm located in Plano, Texas. Mr. Wicker has designed financial plans for hundreds health care professionals across the country that help each client take advantage of their earning power. CAIN, WATTERS & ASSOCIATES, P.L.L.C. also provides tax and accounting services, ongoing financial monitoring, practice valuations and transitions, and estate planning for their financial counseling clients.

He currently serves as the partner in charge of CWA operations. Dan oversees the financial planning process as well as the CWA planners among other operational responsibilities. He has served the clients of CWA in all financial planning roles including the development of financial plans, tax planning and practice valuations.

Dan also serves as one of the main speakers for CWA. He regularly speaks at the CWA practice transition seminar and travels throughout the US to speak at many dental and society meetings and study clubs.

Dan is a graduate of Kansas State University. He holds a CPA & Personal Financial Specialist (PFS) license from the AICPA and is a registered investment advisor. Dan also maintains memberships in the AICPA, and the TX Society of CPA. He started his career at the international accounting firm KPMG.

Dan is an avid outdoor enthusiast and enjoys spending as much time as possible waterskiing, snow skiing, and running. He is married to Kim and has two children Justin and Jenna.

“The greatest part about working at CWA is the relationships we build with our clients. It is impossible to put into words the responsibility and desire we have to see our clients reach their financial goals. The process of being successful financially is not normal in the US and it takes dedication and accountability. It requires action, responsibility and review all of which are the trademarks of CWA.”

#### TOPICS COVERED:

#### Wealth Accumulation & Tax Strategies for Dentists

We have performed this presentation over two hundred times during the past thirty years and we are constantly refining it to incorporate the most recently updated laws and opportunities as it applies to dentistry. The purpose of the presentation is to educate you so that you can determine where you stand on the path to financial freedom, while being able to recognize new opportunities as dental business owner.

The scope of the lecture ranges from graduating dental school to preparing your estate for your heirs. The Accumulation Phase consists of your practicing career, in which you spend approximately 30 years accumulating enough assets to retire financially free. The Preservation Phase starts prior to your retirement, encompassing everything from the transitioning of your practice and your life as a working individual to making sure that your accumulated assets will be able to sustain your lifestyle for at least 30 more years.

Therefore, we will teach you: the proven math behind wealth accumulation, which tax strategies will further your plan, what the most beneficial investment environments are, and how to maximize your cash flow. Furthermore, we will update you on the current pension laws, tax strategies for a dentist, and how to come up with the money to fund for your retirement.

By the end of this lecture you will be able to: (1) set the foundation to define what your most advantageous pension plan is; (2) understand the math proving the advantage of tax-deferred growth; (3) explain the tax benefit of particular investments; (4) set realistic goals for your personal financial plan; and (5) explain how to find the balance between debt reduction and wealth accumulation.

#### Successful Dental Partnerships - A Step-By-Step Process to Practice Transitions

Preparing to enter a partnership and to transition a dental practice is a wonderful financial opportunity for both the buyer and the seller. However, partnership/transition opportunities are not just about dollars and cents. In fact, creating a perfect partnership structure and taking into account intangibles like goodwill and dedication are of utmost importance. Failure to accomplish this leads to a large number of failed partnerships and to associates that never become partners.

Over the past 25 years, we have created a methodology to transition dental practices of all specialties, and have successfully done so over 500 times with a high associate-to-partner success rate. This lecture presents information on how to create a successful partnership that is fair and equitable to both parties. In addition, it shows how the transition will have significant tax advantages for both the buyer and the seller, creating a win-win transition.

The topics covered during this lecture will give you a thorough outline of considerations to be made when contemplating a partnership. Finding an appropriate value for the practice and somebody who wants to buy it is simply not enough. You must identify when you are financially ready to sell and the effect the sale will have on your financial future and earnings. Additionally, you must identify how much of the practice is an appropriate amount for the buyer to purchase, whether bank-financing or owner-financing is appropriate, how the money will be split, how you terminate the deal if something adverse happens, how each party should be incorporated, and what type of pension plan needs to be in place.

Buyer & Seller Tax Planning	Associate Compensation	Post-Sale Partner Income	Splitting Money in a Partnership	How Much to Sell
Valuing the Practice	Associate & Partnership Contracts	Patient Allocation	Pension Planning for a New Partnership	Financing



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# NDDA 2015 AWARD RECIPIENTS

## OUTSTANDING ACHIEVEMENT Dr. Brad Bekkedahl



Born and raised in Williston, ND. Graduate of Williston High School, University of Jamestown, and the University of Minnesota School of Dentistry in 1984. Son of Oliver and G. Joan Bekkedahl of Williston.

Active in Community, State, and National Organizations. Member of the Williston Dental Society, the Northwest District Dental Society, the NDDA, and the ADA. Director and Vice-president of the Eckert Foundation in Williston, which is a foundation that operates parent model group homes for teenage children with special needs. Eagle Scout, former Scoutmaster, and served on the BSA Northern Lights Council Executive Committee. Served on Call Committees, Building Committees, and Past President of Gloria Dei Lutheran Church congregation. Past President of Communities for a Modern Highway 2 to complete the four-lane project. New Dentist of the year award recipient from the NDDA. Active in local and District Dental Societies. Past President of North Dakota Amateur Hockey Association. Director Emeritus for USA Hockey after 15 years on the National Board. Past President of the ND Oil

and Gas Counties Association. Served on the North Dakota League of Cities Executive Board. Past President of the Williston Park Board. Commander, North Dakota Army National Guard State Medical Detachment. Current rank in military of Colonel. Served in Iraq in 2005-2006. Director and Treasurer of the Theodore Roosevelt Expressway Association. Director and Secretary of the Ports to Plains Alliance to promote a north-south trade corridor from Mexico to Canada. Williston City Finance Commissioner since 1996. Private Dental practice in Williston since 1984. Recently transferred practice ownership to Dr. Benjamin Buntrock. North Dakota State Senator from District 1 since 2014. Active in instrumental musical organizations since childhood. Enjoy camping, hiking, carpentry, and community service.

## NEW DENTIST OF THE YEAR AWARD Dr. Brad Anderson



Dr. Brad Anderson is a Fargo native having graduated from Fargo South High as well as Concordia College Moorhead prior to dental school. He graduated from the University of Minnesota School of Dentistry in May of 2009 and has been practicing in Fargo ever since. He enjoys all aspects of general dentistry and looks forward to a long and fulfilling career.

Dr. Anderson strongly believes in the role organized dentistry plays in advocating for patients dental health. While in school he served a year as the president of Minnesota's chapter of the America Student Dental Association. He also spent a year as a trustee for the Minnesota Dental Association and served as the student representative to board of the Minnesota chapter of the Academy of General Dentistry. Dr. Anderson has been a member of the North Dakota Dental Association board of trustees from 2012-2015, and he currently sits on the Academy of General Dentistry Council on Legislative and Grassroots affairs. He is currently a member of the American Dental Association, Academy of General Dentistry, and the North Dakota Dental

Association, and Academy for Sports Dentistry.

Dr Anderson lives and practices in Fargo ND and is married to his College sweetheart Jamie. They have two daughters.



# NDDA 2015 AWARD RECIPIENTS



## GUEST OF HONOR Dr. Lana Schlecht

Inspired by the scarcity of dental care in rural North Dakota, Lana went to Jamestown College in 1981 and majored in biology and minored in chemistry. After completing her degree in 1983, she attended the University of Nebraska Medical College and graduated in 1987 with a DDS degree. Much commuting back and forth to the farm from school and much patience from the family was required! Three kids and two dogs were not fond of the nine hour trips, but all survived with grace. Lana bought a private practice in Ellendale in 1987 and commuted to the farm and back every day (120 mile commute) for work for two years. The family then relocated to Ellendale.

Life-enriching activities have included ADA membership since 1983, North Dakota Dental Association (past president 2008), Central District Dental Society, American Association of Women Dentists, Academy of Dentistry International (former Regent), International College of Dentistry, NDDA House of delegates, Heartland Study Club, adjunct faculty University of MN Dental School, ND section editor of Northwest Dentistry, former Action Team Leader for ADPAC and Grassroots Chairperson. Eager to mentor other young women dentists, she sponsored a fellowship breakfast for 23 years for all ND women dentists in conjunction with the annual session.

Sharing of her time and talents is important to Lana. To better help others and increase access to care, she never turned a Medicaid patient away for treatment, has been active with Donated Dental Services (still completing one patient), has been a Head Start participant since 1987, initiated a "Give Kids a Smile" project in conjunction with Dr. Susan Swanson and Lucinda Johnson at ND State School of Science (which has treated hundreds of children), worked for the Agape Dental Charity, and worked on the "Bridging the Dental Gap" mobile unit at Fort Berthold reservation at New Town. Dental mission trips to help the poor of other countries included family members where possible. Dr. Kristina Schlecht and Lana did a mission trip to San Blas, Mexico; Warren and Lana went to Barnaul, Siberia; Lincoln and Lana went to Barnaul, Siberia; Warren and Lana went to Braila, Romania and also to Morocco.

Community involvement has included: Job Development Authority, Airport Authority, City Health Officer, Ellendale Area Arts Council, the ND Council on the Arts, Board of Directors of Dickey Rural Networks Telephone Co-op, Dacotah Club for Women, and Christ the King Lutheran Church.

Lana and Warren married in 1969 and have three children. Dr. Kristina works at the UND School of Medicine Residency program in Minot. She has three children: Juliana, Annamarie and Henri. Lincoln lives in Waco, TX and works at L-3 in aircraft maintenance and repair quality control. Lincoln and Sherry have three children: Sterling, Gianna and Vivienne. Nem works at Border States Electric in Fargo. Lana states that she loved her job, staff and patients dearly and misses them. Future trips will include Antarctica and Scandinavia.



## PRESIDENT'S AWARD Representative Kathy Hawken





Representative Kathy Hawken has served District 46 in Fargo for 19 years and has been a consistent and ardent supporter for oral health throughout her tenure. Kathy has been actively involved in education issues and served 4 terms on the Fargo Board of Education. She currently serves on the House Judiciary and Transportation Committees but has always been an active supporter in human service and health policy. Kathy has received numerous prestigious awards throughout her career and has been a leader in "Women in Government" programs and organizations. She has been a particularly strong supporter of woman's health issues. Kathy is married to Harry, and is a lifelong resident of Fargo and has 2 married children and 4 grandchildren.

Representative Hawken has been a prime sponsor for a number of dental bills over the years including mandating medical insurance coverage for special needs patients that require general anesthesia to complete dental treatment, Medicaid reimbursement, and dental loan repayment. Most recently in the last session, she supported dentistry in her opposition to midlevel dental practitioners.





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## Connect with Colleagues at ADA 2015 – America's Dental Meeting

There's no better place than the ADA annual meeting to connect with your colleagues from across the nation. Incorporate these events into your schedule and you'll realize the value of a wide-reaching network.

- **Opening General Session and Distinguished Speaker Series**

Thursday, November 5, 8-9:30 a.m.

Featuring: **Eleanor Clift**, Washington Correspondent for The Daily Beast and McLaughlin Group Panelist (formerly with Newsweek) and **Charles Krauthammer**, Pulitzer Prize Winning Syndicated Columnist and Commentator

Listen to different perspectives on the political issues of the day from two leading journalists.

The 2015 Distinguished Speaker Series is presented by Church & Dwight, the makers of ARM & HAMMER™, Spinbrush™ and ORAJEL™ oral care products.

- **New Dentist Reception**

Friday, November 6, 5:30-7 p.m.

Cost: Included in New Dentist Conference package. For those not attending the New Dentist Conference, \$20 per ticket by Oct. 9.

Unwind with friends and colleagues at one of D.C.'s hottest spots, Penn Social. Your ticket includes all food and drink, plus access to games.

- **Evening Networking Event Honoring the President, Board of Trustees and House of Delegates**

Monday, November 9, 2015, 7-10 p.m.

Cost: \$50

The ADA is excited to announce a new networking event to honor the President, Board of Trustees and the House of Delegates. Join your friends, colleagues, peers and guests for a night of fine food, drinks and fun!

- **ADA Mission of Mercy**

Sunday, November 8, 5:30 a.m.-5:30 p.m.

Join your colleagues from across the country in bringing free dental care to our nation's capital. The ADA and D.C. Dental Society will host the third ADA Mission of Mercy (MOM), a free dental clinic to treat local residents without regular access to care. Participating in MOM as a dental team is a rewarding experience and a great way to give back.

**Don't miss these special events and much more at ADA 2015!**

**Register today at [ADA.org/meeting](http://ADA.org/meeting).**

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Basic membership is \$45

All \* are Roughrider members which is \$145

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