Volume 6, Issue 1 • Spring 2016

### Newsletter



Dr. Omar Chahal, DDS, MD, MBA

#### PRESIDENT'S MESSAGE

Many of you have contacted us voicing concern about the increased need for dental assistants. The NDDA has engaged multiple partners in an effort to increase the educational capacity for allied dental professionals in the region. In addition to considerations by the North Dakota State College of Science at Wahpeton, the Northwest Technical College in Bemidji is considering expanding its dental assisting program to the Grand Forks area with a possible hybrid online/onsite clinical program. NTC is also exploring providing the certification course for dental assistant and hygienist expanded functions. Also currently, Williston State College is studying developing a dental

assisting program and is surveying dentists in eastern Montana and western North Dakota to assess need. Their plan would be to begin their program as early as the fall of 2016. One way you may help the process is by responding to the needs surveys we occasionally send.

In order to encourage outreach programs and help reduce barriers to dental care in North Dakota, the North Dakota Dental Association House of Delegates passed a resolution at the last annual session in support of a dental hygienist Collaborative Practice Agreement. The NDDA engaged the North Dakota Dental Hygiene Association and oral public health community, through a task force moderated by the Oral Health Coalition, to develop a consensus. The Task Force considered input from multiple entities with collaborative practice experience. After much discussion, the Task Force decided to support the existing language in ND rules relating to general supervision. The Task Force also encourages all members and their respective organizations to educate dental professionals about current rules to support outreach programs.

You may be aware that the ADA Health Policy Institute released its oral health data for the states. The North Dakota metrics show comparatively low but increasing utilization of dental services by both Medicaid and insured populations in the last 15 years, high percentage of population receiving fluoridated water, average oral health knowledge and status, comparatively high Medicaid re-imbursement to dentists, and the third highest percentage of dentists participating in Medicaid. This data makes it clear that understanding cause and effect for oral health status is complex and there

is no magic bullet. As we have repeatedly said, reducing barriers to care will best be achieved by a multi-faceted approach embodied in our "Top Ten Solutions."

As a result of the revised state revenue forecast, State agencies must reduce general fund expenditures. Therefore, there will be no inflationary Medicaid increase on July 1, 2016. Future rate increases will be determined by the North Dakota Legislature. I realize this makes it more difficult to see Medicaid patients, but it is important that we continue to increase our Medicaid utilization. I also realize that the transition and implementation of the Medicaid Management Information System (MMIS) has been challenging, but please continue to be patient as problems are worked out. You may continue to contact us at the Central Office if you need any assistance.

### NSIDE

111012
President's MessageFront
From the Executive Directors's Desk3
ADA 10th District News4
What can ADA do for you?5
NDDA Board of
Trustees Minutes6
Risk Management Seminar7
PAC8 & 9
ADA News11
2016 Jack Pfister Lecture Series 12 & 13
ND Dentist Named Chair
New Dentist Conference 17
Foundation18
Ronald McDonald CareMobile 18
New Members20
Board of Officers/Trustees20

### SPONSORS-

Patterson Dental	2
Dakota Pharmacy	5
Harold Diers	7
ADA	. 10
CareCredit	. 15
Henry Schein	. 14
ADA	. 16
Minnesota Mission of Mercy	. 19

Continued on page 3

#### 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 members and the public.

### PARTNER WITH THE TECHNOLOGY LEADER

PATTERSON DENTAL HAS THE RESOURCES, TOOLS AND SUPPORT TO HELP YOU ACHIEVE YOUR GOALS



### **CEREC® AC WITH OMNICAM:** From single crowns to multiple units

it all. It's the most clinically capable CEREC



### **PATTERSON TECHNOLOGY CENTER:**

Patterson Dental backs all of your technology purchases with legendary technical support, including the Patterson Technology Center (PTC). If you ever need



### **EAGLESOFT® PRACTICE MANAGEMENT SOFTWARE:**

Eaglesoft is the total package and it's your office run like clockwork, Eaglesoft is



#### **CONE BEAM TECHNOLOGY:**

Cone beam imaging allows you to view 3D anatomical detail and perform virtual treatment planning chairside to improve the best of cone beam technology to your practice.



**Fargo Branch** 





SCHICK® DIGITAL IMAGING: Schick is a world leader in dental digital radiography, offering advanced digital imaging maximize your investment.



PATTERSONDENTAL.COM 800.999.5809



P131331 (2/13)

Continued from page 1

We have rolled our New Bulletin in an effort to cut down on the number of e-mails you are receiving from us. We hope you find them practical and useful. Let us know if there are any items you would like to see addressed in future issues.

And finally, I would like to remind you to mark your calendars and save the date for the joint North Dakota/Minnesota Mission of Mercy project on July 22-23, 2016 being held in the Fargo/Moorhead area. We need you and your staff to volunteer in large numbers.

Respectfully Submitted,

Omar Chahal, DDS, MD, MBA

Omar Chahal, DDS, MD, MBA

NDDA President

#### From the Executive Director's Desk



Dr. Brent Holman DDS

As we stash away another North Dakota winter, let me use this opportunity to welcome a new spring and our new members of the NDDA! Welcome to our organization and join us at a district meeting or at the NDDA Annual Session in Bismarck September 15-17. We need your voice!

Your Central Office staff is excited to prepare for some big changes coming in the next few months that will improve our efficiency and better help us communicate with you. In April we will be doing a software upgrade to our membership data that more closely ties us into all of the improved technology of the ADA Tri-Partite system. Online dues payment and meeting registration, streamlined membership application, CE tracking, and integration with nddental.com will be obvious. As a part of this update, we will be upgrading nddental.com, NDActionForDentalHealth.org, facebook.com/ndactionfordentalhealth, and @dentalndda. We plan to more aggressively market and communicate through social media with you, our members. Look soon for these exciting changes!

One season that seems to never end is the "Legislative Season." Although the next legislative session does not begin until January of 2017, the Legislative Health Services Committee meets again in this interim period next on April 13 in Bismarck. Oral health is always on the agenda and the NDDA will be present, willing, and able to represent you at this hearing. Your President Omar Chahal, President-Elect Katie Stewart, and our lobbyist,

Rae Ann Kelsch are connected and focused on bringing the NDDA's agenda forward. As has been stated, we fully expect there to be another midlevel provider bill introduced next session. Our message has not changed: there is not enough evidence to show that costs are reduced, access to care is improved, or the standard of care is maintained in a state such as North Dakota. Please do your part by talking to your legislators and attending any "Legislators Nights" in your Districts. You make the difference!

As you maybe have heard, the North Dakota Dental Association is partnering with the Minnesota Dental Association in a dental Mission of Mercy event to be held at Concordia College in Moorhead, MN on July 22-23, 2016. This is a humanitarian event to provide care to those with limited access to care on a first come, first served basis. Onehundred portable dental units will be set up with some 600 dental professionals and 600 hundred lay volunteers needed. About 1,500 dental visits will take place over the two days. Registration materials will be sent to you on April 22 for more information. You may sign up for a variety of jobs and shifts according to your preference. The NDDA needs to do our share by providing dentists, hygienists, and assistants to assure an adequate workforce. The opportunity to give of your skills is in itself a gift! Please say "yes"!

As always, your Assistant ED, Mary Bandle, and I thank you for your support and remind you to reach out to us if there is any way we can help. We are here for you!

Respectfully Submitted,

Brent Holman, DDS

Brent Holman, DDS Executive Director



### ADA 10th District News



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

The month of March: Still winter but signs of spring are slowly showing themselves. One of my favorite signs is college basketball is coming to an end. March Madness will determine from this year's elite who will be the best of 2016. Dr. Holman – will it be the Kansas Jayhawks? Unfortunately, this year's Gopher Men's Basketball program broke records on the other end of the winning spectrum. Oh well, as a long time Gopher season ticket holder and homer, my forecast and prediction for next season is a Big Ten Championship! (Footnote – this report was written the day after the Gopher's Men's Basketball Team upset Maryland!! Go Gophers!)

Speaking of forecasting and predicting winners, the focus of this report will be to highlight the American Dental Association's Health Policy Institute. One goal of my trustee reports is to show our members what goes on behind the scenes to help all of our members succeed. To be successful, dentists need to use what has worked from past experiences and focus on what will happen in the future. The ADA's Health Policy Institute (HPI) is posed to help us stay informed to current trends. The HPI is a thought leader and trusted source of research in presenting marketplace trends to the U.S. dental care system. In exposing these trends and forces that shape the dental environment, it also points to future exciting opportunities through the use of data-driven metrics.

One example of a major game-changer identified by the HPI that will fundamentally reshape the dental practice environment over the coming decades is the "value agenda" in health care. Partly owing to the Affordable Care Act but driven by other factors as well, the U.S. health care system will slowly move away from a largely fee-for-service, provider-centric model of care delivery and payment to a more integrated team-based, patient-centric model. Reimbursement to providers will, in small increments, begin to be tied to outcomes. The value agenda is moving much slower in dentistry than in the rest of the health care system. Many prerequisites need to be met, i.e. the acceptance of the newly created definition of oral health, diagnostic coding systems and an integrated patient dental record to name a few. But the value agenda is moving forward and is here to stay. Even though dental care is financed differently than medical care (that is, with much less public funding), all three payers – individuals, government and employers – will be seeking increased value for dental spending. In some already existing provider groups, dentists have a portion of their compensation tied to patient satisfaction, accessibility of care, providing evidence-based care, and integrating and collaborating with primary medical care. Several major issues still need to be addressed. For example, how can dentists be held accountable for oral health outcomes that are driven mainly by patient's behavior after they leave the dental office? These important issues will be solved by innovative dental care providers, entrepreneurs, and with groups composed of multiple stakeholders such as the Dental Quality Alliance (DQA). As featured in a previous trustee report, the DQA has taken a significant leadership role in developing quality measures for dentistry. Dentists must be the leaders in defining the "quality" agenda. We do not want to wait for a third party to set the rules. The value agenda in health care is very different from the status quo and causes severe angst and uncertainty. The dental profession has an opportunity and responsibility to be leaders and not followers as a new course is being developed for tomorrow's practice environment.

Did the above example pique your interest in what the HPI is researching? I invite you to spend time reading and watching what is available on ada.org featuring the work done by the ADA Health Policy Institute. Many videos, research briefs, info-graphics, publications and journal articles have been created by Dr. Marko Vujicic and his team of economists. Watch Dr. Vujicic, the Chief Economist and Vice President of the HPI, as he takes you through a dynamic and data-filled journey on the changing dental care environment and the exciting new opportunities for the dental profession in short "snackable" videos. Please check out how North Dakota stacks up in the recently published State-By-State Analysis section at ada.org/statefacts. Topics included in this analysis look at dental care utilization, oral health status, knowledge and attitude toward oral health, community water fluoridation, provider reimbursement rates and the supply of dentists. I also challenge you to read the monthly Health Policy Perspectives column in JADA.

With spring almost here, I am packing for the start of my visits to the district's state annual meetings. I invite you to come across the state line and attend the Minnesota Dental Association Star of the North Meeting – "Nationally known, close to home" – this April and catch up with friends, colleagues, and classmates. The 2016 Star of the North Meeting promises to bring you the best clinicians with cutting edge techniques and information. Choose from over 75 continuing education sessions presented by over 35 nationally recognized speakers – all conveniently located close to home. Excited to see you all there!

### <u>l</u>

James K. Zenk DDS ADA 10th District Trustee

James K. Zenk DDS

### WHAT CAN THE ADA DO FOR YOU?

We are asking our members if they have any ideas to help the ADA become a better organization. As you already know, the ADA is a membership driven organization. Policy is set through the House of Delegates, where resolutions are debated and voted upon.

The 10th district, of which North Dakota is a member, is seeking ideas for possible resolutions to be presented to the next years House of Delegates. The major issue challenging our organization is increasing membership and creating member value to maintain members. However, we will present any good ideas that can make the ADA a better organization.

Please contact me with any suggestions. Thank You

Steve Erlandson, ADA Delegate

Email address: earlandud@gra.midco.net





# Super Six Supplements for the Dental Practice



Manufactured by a Triple GMP-Certified company

Dakota Pharmacy Phone: (701) 255-1881 Toll Free: (800) 290-7028 705 E. Main Ave. Bismarck, ND 58501 www.dakotarx.com



### 12:00 p.m., Friday, January 15, 2016 Ramada Hotel, Bismarck, ND

Attending: Drs. Omar Chahal, Paul Tronsgard, Anthony Fisher, Katie Stewart, Caron Berg, Dave Olson, Grant Korsmo, Brent Holman, and Ms. Mary Bandle.

District Presidents: Drs. Dustin Hollevoet, James Johnson

President Dr. Chahal called the meeting to order at 12:07 p.m.

September 19, 2015 meeting minutes were approved.

Dr. Holman provided an update on the Medicaid, their new system and the Take Five initiative.

Ms. Rae Ann Kelsch, NDDA Lobbyist, joined us and provided a Legislative update and the importance of connecting with your legislators.

Dr. Stewart provided an update on the recent Interim Hearing and the testimony she provided.

Dr. Holman discussed the proposal we received from Flint, a state PR firm and possible funding from an ADA Grant.

Dr. Holman discussed the student loan repayment program in the state and potential regional dental school visits.

Ms. Kimberlie Yineman was present to provide an update from the Oral Health Program-State Department of Health. She discussed the DentaQuest Long-Term Care grant, a new study by UND Center for Rural Health to study oral health, and the school-based Sealant Program operated by the Oral Health Program.

The Native American Credentialing/Volunteer Services Project was discussed and what progress has been made.

Caremobile update was provided by a written report from Ms. Kathy Keiser. We will approach Ms. Keiser to see if we can put an update on our Action for

Dental Health Facebook page. We will also provide an update for the Donated Dental Services Program.

Dr. Holman provided an update on North Dakota Dental Foundation, the new executive director, administrative infrastructure development, and strategic planning.

The board discussed dental assisting/hygiene educational programs and efforts of the NDDA to help these programs meet the workforce needs of the state.

Ms. Bandle provided an update on Mt. West Benefits Insurance and some potential marketing efforts in 2016.

10th District State Meeting attendees were decided.

Give Kids a Smile opportunities in our state were discussed.

Ms. Bandle provided an update on the 2016 Mid-Winter meeting and next year's speakers.

The 2016 Annual Session was discussed and potential award recipients and logistics of the meetings.

2015 Annual Session financial analysis was reviewed.

The board discussed future speakers and annual session meeting locations.

2015-2016 Goals were reviewed.

Discussed the system change over to Aptify in April 2016.

Attendees for Washington Leadership Conference were discussed.

Meeting adjourned at 4:29 p.m.

Respectfully Submitted,

### Brent Holman, DDS

Brent Holman DDS
Executive Director

### You provide the care. We'll provide the coverage.



Before Professional Protector Plan®

After Professional Protector Plan®







Endorsed by the North Dakota Dental Association

The Professional Protector Plan® is a registered trade mark of B & B Protector Plans, Inc. Daytona Beach and Tampa, Florida.

#### Let us handle all your insurance needs.

Place your trust in the leading dental professional liability program in the country — the Professional Protector Plan® — with an insurance policy tailored to your individual needs.

- Professional Liability
- General Liability
- Practice Property Coverage
- Employment Practices Liability

If you have any questions, please contact your North Dakota PPP® Administrator:

Marilyn Diers Harold Diers & Co. 800.444.1330 marilyn@hdiers.com www.hdiers.com/ndda

Underwritten by:

### REGISTRATION FORM

Risk Management Seminar for Dentists and Staff Please circle the seminar date you prefer:

Wednesday, May 11, 2016 12:30 to 5 pm Best Western Ramkota 800 S 3rd Street Bismarck, ND 58503 701-258-7700 Thursday, May 12, 2016 12:30 to 5 pm Ramada Plaza Suite & Convention Center 1635 42nd Street South Fargo, ND 58103 701-277-9000

Registration fee is \$75 per dentist, \$40 per staff. For the dentist to be eligible for the 7.5% professional liability premium credit, the insured dentist must attend the full session. Approved for 2 hours Clinical and 2 hours Ethics.

Please list the individuals who will be attending from your office and return with a check for the registration fee payable to Harold Diers & Company.

Name of dental practice:	
Individuals attending seminar:	
•	

Total number of attendees: Dentists x \$75 = \$ Mail to: Harold Diers & Company

Total \$\_\_\_\_\_ Check Enclosed

If you have questions, please call us at 800-444-1330,

Tony at extension #4 or Marilyn at extension #3

or tony@hdiers.com – marilyn@hdiers.com

### NORTH DAKOTA DENTAL POLITICAL ACTION COMMITEE



In addition to election of our Nation's next President this November, we will soon be selecting half of the representatives needed for North Dakota's 2017 Legislature. Although those we select at both state and national levels have the capacity to

impact our lives, what happens in Bismarck may have the greatest potential to influence the day to day practice of dentistry.

During this election cycle NDDPAC has plans for "Meet and Greet" legislative events in each Association District. These gatherings enable dentists, State Senators and Representatives to become better acquainted through one-on-one interaction and also provides an important opportunity to educate those we elect about issues of importance to dentists and the patients we serve. NDDA leadership anticipates that the 2017 North Dakota legislature will again be called upon to decide contentious dental issues. Thanks to the support of the majority of your dental colleagues who have renewed their PAC memberships, the NDDPAC is positioned to financially support District Legislative events. When the times for your District's event information is available, please mark your calendar and plan to attend. Your interest and participation makes a difference!

If you did not renew your PAC membership along with your ADA and NDDA membership dues, it is not too late to do so. Membership in NDDPAC is \$45 and may be mailed to the Association office at P. O. Box 1332, Bismarck, ND 58502. Thank you for your support. We look forward to seeing each of you this fall at NDDPAC Legislative Events as we work together to shape the future of dentistry in North Dakota.

### Dennis Sommers,

Dennis Sommers.

Grassroots Chair

NDDPAC



### 2015 PAC Members

Basic membership is \$45 All \* are Roughrider members which is \$145

- \* ND-D-PAC Roughrider Members
- \* Anderson, Bradley J
- \* Berg, Caron L
- \* Erlandson, Steven M
- \* Johnson, Amanda A
- \* Orn, Carrie A

#### ND-D-PAC Members

- A Abrahamson, Paul R Afshar, Andrew A Amundson, Roger M Anderson, Bonnie J Anderson, Edward A Anderson, Greg Anderson, Jon D Andrews, Kirsten A
- B Badger, Jeremy S Barfield, Brenda M Bekkedahl, Brad D Belguist, Robert L Beneda, Nicholas D Bengson, Douglas T Bergan, Chad R Bjork, Kevin S Bollinger, Claire M Bond, Robert A Bothun, Paul T Brady, Leah N Braun, Jason J Brend, Leroy O Bridgeford, Charles L Brown, Theodore A Bruins, Whitney V Bulzomi, Monty S Buntrock, Benjamin R Burke, Lawrence N
- C Carlson, David C Carver, Sharon Chahal, Omar C Clausnitzer, Blaine T Clayburgh, John E Cohoe, Lisa M Corwin, David J Crago, Charles A Crawford, Natalie L Cudworth, Robert
- D Dahl, Jonathan P
  Danel, Jeremiah
  Deatherage, Joseph R
  Deeter, Lucas C
  Deeter, Matthew
  Deeter, Nathan M
  Deeter, Terrance C
  Deisz, Steven M
  Dohms, Dale W

### 2015 PAC Members

Basic membership is \$45 • All \* are Roughrider members which is \$145

- Dornfeld, Kamila L Duchsherer, Charles C Duckwitz, Nicole M
- E Ehrhardt, Thomas H Ekman, Roberta Ellingson, Amy E Erickson, Jay P
- F Fallgatter, Alison M Fines, Casey Fisher, Anthony E Fishpaw, John A Frank, Anthony R Fredrikson, Paul
- G Galster, Shannon
  Ganes, Eric M
  Gilchrist, Kevin E
  Gill, Jared B
  Glosenger, Jeremiah J
  Goebel, Bryce M
  Goebel, Donald M
  Goebel, Drew A
  Gray, Jonathan R
  Greer, Elizabeth S
  Greer, Murray E
  Gruchalla, Stephanie G
  Grunseth, John M
- H Hagen, Jesse P Hanson, Alissa R Harnish, Derek W Harr, Melinda A Hegge, David N Jr Heringer, Everett E Herman, Rollin D Hetland, Dennis L Hieb, James C Hoerner, Derik P Hofer, Colleen J Hoffman, Larry K Hoge, Chad J Hoge, Mikala A Holman, Brent L Holzer, Kathryn A
- Iverson, Paul H
   Jelsing, Priscila
   Jesperson, Brian R
   Johnsen, Caleb
   Johnson, Gregory J
   Johnson, James F III
   Johnson, William A
   Just, Alison L
- K Keaveny, John T Keim, Michael L Kelly, Patrick D Kemmet, Lindell C Kennedy, Julie M Kenner, Kristin H

- Kern, Joseph C Klemz, Charles B Kline, Stewart M Korsmo, Grant S Korsmo, Kathryn R Kuehn, Wilton H
- L Lagein, Tessa J
  Landsiedel, Patrick
  Larson, Brian J
  Lauf, Robert C Jr.
  Legacie, Larry D
  Lengowski, Thomas G
  Leutz, Roger F
  Lichtsinn, James B
  Luger, Joanne D
  Lunak, Jordan W
  Lundstrom, James G
- M Mack, Benjamin F Mack, Robert D Maier, Michael D Maisey, William H Malmberg, Mark M Manke, Lauren R Manke, Rory B Mathison, Brian C Mathison, Peter T May, Edward F McClure, Ronald P McDonald, James L McDougall, Kenneth Mecham, Peter J Meland, Christian D Mertz, Sarah K Messer, Jeremy J Meyer, Maria D Moe, Terry L Monson, Andrea L
- N Nelson, James A
  Nelson, Mark W
  Ness, Alexander W
  Ness, Stephanie N
  Neuberger, Lonnie S
  Nichols-Johnson, Heidi
  Niemi, Paul W
  Nord, Brian J
  Nord, Jackie R
  Nygard, Nathan E
- O O'Connell, James R
  Olson Rommesmo, Lynne M
  Olson, David C
  Olson, Megan M
  Osmond, Steven W
  Overby, Crystal D
- P Petersen, Troy R
  Peterson, Christine
  Peterson, Michael D
  Pitzer, Randolph R

- Pope, Joan E Preisler, Scott A
- R Remmick, Robert A Ritter, Stephanie A Rothfusz, Craig E Rovelstad, Homer D
- S Sabbe-Withuski, Paula S Samuel, Walter V Sanderson, John F Santjer, Kathy L Sarsland, Jennifer R Saunders, Robert A Savage, William W Jr Schaar, Scott N Schefter, Daniel J Schindler, Robert Schlecht, Lana R Schmaltz, Christopher J Schmidt, Judith K Schoch, Kristin Schuetzle, Bethany A Seeley, Bryan J Seeley, Ron J Selle, Brent Shirley, E K Simons, Robert M Sinner, Tim Skari, Heather Smart, Ryan J Sommers, Dennis D Stevens, Heidi U Stewart, Katie C Sticka, Samuel J Sullivan, Daren T Swanson, Steven B
- T Tanabe, Curtis K
  Tanabe, Marcus B
  Townsend-Hansen, Shelly D
  Tronsgard, Paul J
  Turner, William W
- U Ukestad, James M

Swenson, Kelli J

- V Van Erem, Kay A Vesterso, Amanda L Volk, Matt J
- W Wangler, Ashley D
  Wangler, Nicholas P
  Wasemiller, Mark
  Wayment, Nathan S
  Wehrman, Jeremy P
  Wells, David D
  Wentz, Amber A
  Withuski, Jeffrey S
  Witteman, Lori
- Y York, Thomas J
- Z Zeck, Francis H Jr



### Special Savings Only for ADA Members



Save Hundreds off Medical Waste Pickup Service by Switching to MailBack

One low price includes the cost of the container, shipping and waste processing services.

Call now to see how much you can save!

The only recommended solution for ADA members

**ADA** Business Resources<sup>™</sup>







Ship it



Track it

9470 v.1 01/2016

To receive these offers, call 888 963 6787 and mention promo code: ADASHARPS

Go to www.HealthFirst.com/ADA for specific details



## AMERICAN DENTAL ASSOCIATION WWW.ADA.ORG CONTROL OF THE CONTROL OF

### UPDATE: CMS DELAYS MEDICARE ENFORCEMENT UNTIL 2017

### March 07, 2016 By Kelly Soderlund

Editor's note: A story appeared in the March 7 print ADA News stating dentists had less than 90 days to enroll in Medicare or opt out if they wanted to prescribe Part D covered drugs to Medicare beneficiaries. The Centers for Medicare & Medicaid Services announced March 4 — after the March 7 issue had gone to press — a change in the deadline. This story reflects that change.

Washington — The federal government once again delayed the deadline for dentists who prescribe Part D covered drugs to Medicare beneficiaries to enroll in the program or opt out.

Dentists now have until Feb. 1, 2017, to take action, otherwise Part D prescription drug claims for Medicare eligible patients will not be covered. If dentists want Part D plans to continue covering drugs prescribed for their Medicare patients, they must either enroll as an ordering/referring provider by filling out form 8550 or enroll as a Medicare provider through form 8551. Otherwise, they must opt out of the program.

CMS encourages health care providers to submit their Medicare enrollment applications or opt-out affidavits to their Medicare administrative contractors before Aug. 1 to allow time for processing. It's the fourth time CMS has delayed the deadline.

"Any way you slice it, dentists have to take action or their patients may suffer the consequences," said Dr. Ronald Riggins, chair of the ADA Council on Dental Benefit Programs.

If dentists do not take any action, the first time they 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 stating that because of the dentist's Medicare enrollment status, the drug will not be covered after the first three months. Part D plans are also required to attempt to notify the prescribing dentist. After three months, if the dentist still has not taken action to enroll or opt out, the Part D plan will deny coverage for that patient's prescription.

Dentists who choose to opt out cannot receive payment from a Medicare Advantage plan. Their patients also cannot receive payment. Dental practices may not be aware that a patient's dental plan is a Medicare Advantage plan.

Currently, as mandated by a similar federal regulation in 2012, if a dentist sends a biopsy to an oral pathology laboratory for a Medicare patient, the oral pathologist will not be paid unless the dentist either enrolled in Medicare to provide covered services; enrolled in Medicare to order and refer; or formally opted-out. The same is true of orders for other clinical laboratory services, as well as imaging services and Durable Medical Equipment, Prosthetics, Orthotics and Supplies.

A dentist who elects to opt out of Medicare must file an affidavit with the appropriate Medicare contractor and meet other compliance obligations.

"Remember, opting out is not the same as doing nothing," Dr. Riggins said.

Legislators introduced a bill, with support from the American Dental Association, in November that removes the mandate that certain health care providers be enrolled in Medicare in order for Part D plans to cover prescriptions but Congress has not taken action. Congressmen Kenny Marchant, R-Texas, and Earl Blumenauer, D-Ore., introduced legislation, with collaboration from the American Dental Association, in November that removes the mandate that certain health care providers be enrolled in Medicare in order for Part D plans to cover prescriptions. H.R. 4062 is currently awaiting committee action.

Visit CMS.gov for more information and to access forms 8550 and 8551. The ADA Center for Professional Success also has links to the forms and a video tutorial on the process at www.Success.ADA.org/practice/Medicare/Medicare.

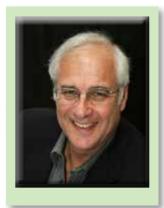
Copyright @ 2016 American Dental Association. Reprinted with permission.

### -2016 JACK PFISTER, DDS - LECTURE SERIES

The North Dakota Dental Association cordially invites you to 2016 Jack Pfister, DDS - Lecture Series - September 16th - 17th, 2016

### Dr. Howard S. Glazer, DDS, FAGD

Dr. Glazer is a Fellow and Past President of the Academy of General Dentistry, and former Assistant Clinical Professor in Dentistry at the Albert Einstein College of Medicine (Bronx,



NY). He has been a visiting clinician at several universities around the country. He is a Fellow of the American College of Dentists; International College of Dentists; American Society for Dental Aesthetics, the American Academy of Forensic Sciences, and a Diplomate of the American Board of Aesthetic Dentistry. Dr. Glazer is an Attending Dentist at the Englewood Hospital (Englewood, NJ). Additionally, Dr. Glazer is the Deputy Chief Forensic Dental Consultant to the Office of Chief Medical Examiner, City of New York.

For the past several years, Dr. Glazer has been named as one of the "Leading Clinicians in Continuing Education" by Dentistry Today, and most recently was named as one of the Top Dentists in New Jersey by New Jersey Monthly & 201 Magazine. He lectures throughout the United States, Canada, and overseas, on the subjects of dental materials, cosmetic dentistry, forensic dentistry and patient management. Additionally, Dr. Glazer is a frequent author of dental articles and has been published throughout the world. Currently he publishes a monthly column in AGD IMPACT entitled "What's Hot and What's Getting Hotter!" He maintains a general practice in Fort Lee, NJ.

### What's Hot and What's Getting Hotter!!

This is a program about real dentistry for real people by a real dentist! Dr. Glazer will present a potpourri of materials and techniques that will make your day at the office easier, more productive and fun! Your entire dental team will benefit from learning about the latest products and benefits provided for you and your patients. Dr. Glazer writes a monthly column by the

same title for AGD Impact magazine, and reviews new products and materials on a regular basis for his column.

#### TOPICS MAY INCLUDE:

- Curing lights...to light up your life (dental)
- Desensitiztion & Adhesives..a sticky subject made simple
- Composites for esthetic fillings not just white ones
- ICON Infiltration technique..for minimally invasive procedures
- Impression materials..it's true..first impressions are important
- Provisional materials..provisionals should look great
- Burs..so many and so little time
- Lasers..simple, easy and quick w/ great results
- Endodontic instruments..getting to the root of the matter
- Cements..that which holds the relationship together
- Tissue retraction and fluid control...essentials of clear fields
- Reducing Sensitivity with topical paste application & Fluoride varnishes
- Matrix bands for perfect, predictable contacts..contact perfect every time
- Whitening systems..that work
- Oral cancer prevention..dentists can save lives!
- Biodentine...dentine in a capsule!
- Thermoplastics...easy to use
- Patient communication...high-tech and really cool!
- Going Digital..simple, easy and soon to be a must!
- Loupes, instruments, equipment potpourri
- And more....

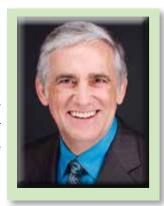
#### **OBJECTIVES:**

- To learn the different types of materials in various product categories
- 2. To learn what is faster, easier and better
- 3. To be able to evaluate product claims and merit
- 4. To understand the necessity of oral cancer prevention

### **2016 JACK PFISTER, DDS - LECTURE SERIES**

### Dr. Jeffrey S. Rouse, DDS

Jeffrey S. Rouse, D.D.S. maintains a full-time private practice and is an Adjunct Assistant Professor at the University of Texas Health Science Center at San Antonio. After graduation



from dental school in San Antonio, Dr. Rouse completed a 2-year General Practice Residency at the University of Connecticut Health Science Center. He practiced family dentistry for twelve years before returning to school, earning his specialty certificate in Prosthodontics from the University of Texas Health Science Center at San Antonio in 2004. He is a member of the American Academy of Restorative Dentistry, the American College of Prosthodontists, and the Southwest Academy of Restorative Dentistry.

Dr. Rouse has written numerous journal articles,

including the "Annual Review of Selected Dental Literature" published each summer in the Journal of Prosthetic Dentistry. He has contributed chapters on porcelain veneers and anterior ceramic crowns to three editions of a dental textbook. Dr. Rouse presents approximately 50 lectures a year throughout the United States and internationally including Japan, Mexico, Canada, the Bahamas, Switzerland, Greece, England and Australia.

#### **TOPICS AVAILABLE**

### "Airway and Sleep Prosthodontics- An Introduction to the Future of Restorative Dentistry"

This unique presentation will focus on preventing disease rather than restoring morphology. Restoration of the teeth rarely fixes the core cause of the problem. A growing body of research is beginning to link nocturnal airway issues in adults and children to tooth wear, myofacial pain, craniofacial deficits, periodontal disease and malocclusion. This evidence-based course will provide clinicians with the foundation to differentiate between the categories of sleep disordered breathing and diagnose the variations from oral signs and symptoms. The goal is to prevent rather than maintain a damaged system. Therefore, pediatric evaluation and intervention will play a major role in the day. Dr. Rouse will conclude with a distinctive Autonomic Nervous System Evaluation that allows the patient to assist in the creation of a plan of resolution for their breathing issues.

### NORTH DAKOTA DENTIST NAMED CHAIR OF THE AMERICAN CANCER SOCIETY CANCER ACTION NETWORK



A dentist in Williston has been named chairman of the American Cancer Society Cancer Action Network, a nonprofit affiliated with the American Cancer Society.

John Hamilton will lead the nonprofit advocacy organization, which supports evidence-based policy and legislative solutions designed to eliminate cancer as a

major health problem.

Hamilton, a long-time volunteer with the American Cancer Society, has been involved with the annual Williston Relay for Life event and the Man to Man program that helps prostate cancer patients deal with the disease.

"My wife is a breast cancer survivor, so I know firsthand the profound impact cancer has on people's lives. That's why I'm passionate about fighting for these important policies to save future lives from cancer," Hamilton said.

Hamilton has also been involved with First Lutheran Church, the Boy Scouts of America, Ducks Unlimited, Pheasants Forever and the Elks Club. He received a bachelor's degree from North Dakota State University and a dental degree from the University of Minnesota.

This story was originally published in the Bismarck Tribune. It was republished with permission by the North Dakota Dental Association.

### Rely on US for PRACTICE CARE so you can focus on PATIENT CARE



Henry Schein is so much more than your average distributor. We believe in helping our customers operate more efficient practices so they can focus on delivering quality patient care. You can rely on us, as trusted advisors, to understand your challenges and offer industry-leading solutions and services to help you reach your goals. We appreciate the opportunity to demonstrate how Henry Schein can enhance your practice.

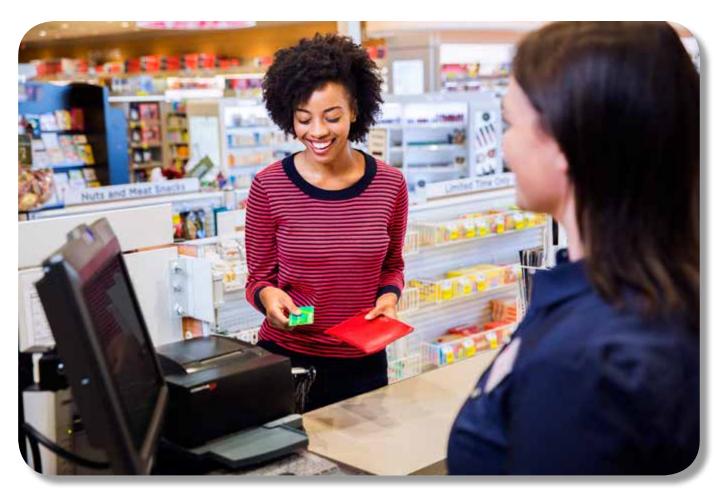
### ■ HENRY SCHEIN® Dental Business Solutions

John Lester, Field Sales Consultant 701.799.4989

Adam Watterson, Field Sales Consultant 701.540.1491

Kenton Hochhalter, Equipment & Technology Specialist 701.866.1087

### CARECREDIT OFFERS CARDHOLDERS ADDED CONVENIENCE AT RITE AID.



We are excited to announce that the CareCredit credit card is now accepted at nearly 4,600 Rite Aid stores in the U.S.

CareCredit cardholders can also use their card for out-of-pocket expenses at RediClinics located inside select Rite Aid locations and for in-store health screenings and clinical services such as vaccinations.

This exciting new step marks the expansion of CareCredit's acceptance network into health-focused retailers. Our ten million cardholders will now have added flexibility in managing their health, wellness, and everyday personal care expenses.

When we've asked cardholders what new features they'd want with their CareCredit card, they've repeatedly mentioned the desire to use their card at pharmacies, so now we can meet this important need.

CareCredit's very popular acceptance locator feature on our website can also be accessed by cardholders to locate Rite Aid locations near them.

This new agreement is a natural extension of our dedication to serving our cardholders and to making our card more helpful, to more people, in more ways. It also reinforces Rite Aid's commitment to being the favorite neighborhood destination for health and wellness needs.

The next time you're going in to Rite Aid, please look for the "CareCredit accepted here" decal at the front entrance!

# Out of school less than 10 years?



**ADA** American Dental Association®

### NDDA TO SPONSOR ONE DENTIST AT 2016 NEW DENTIST CONFERENCE

The NDDA, in an effort to encourage and develop new leaders in organized dentistry, will sponsor ONE dentist to the 2016 New Dentist Conference in Denver, CO., October 20th – 25th. The NDDA will pay the dentist registration fee and airfare up to \$1,000. In exchange for this sponsorship, the dentist will be required to submit to the Board of Trustees a written report about the conference. This report will be placed in the Association Newsletter. If you are interested in attending the 2016 New Dentist Conference, please complete the application below and return it to the NDDA's Central Office no later than May 23, 2016. The Board of Trustees will select the dentist to be the recipient of this sponsorship. In order to be eligible, applicants must have been practicing dentistry no longer than 10 years or must be under 40 years of age.

> 2016 New Dentist Conference Sponsorship Application

Name:		
	E-mail Address:	
Year of Graduation from De	ental School:	
Date of Birth:		
Why You Would Like To Attend the Nev	v Dentist Conference (additional pages may be submitted if necesso	ary):

**Submit Applications To:** 

NDDA P.O. Box 1332 Bismarck, ND 58502





### New Executive Director of the North Dakota Dental Foundation



Scott Anderson is the new Executive Director of the North Dakota Dental Foundation.

The North Dakota Dental Foundation, originally established in 1986, received a \$6.5M endowment from the Dental Services Corporation in 2015. This gift allows the foundation an opportunity to make a significant impact on oral health here in North Dakota. With Scott's hire the foundation will begin to move toward that vision.

Scott is the foundation's first Executive Director and brings a background of management and strategy from a career in business development. Originally from Canada, Scott and his family have moved to Fargo, ND in 2012 after living 8 years in Olympia, WA - they claim that they missed the

bone chilling cold of the north. "The foundation can make a real difference in people's lives," says Anderson about the road ahead, "and already I have met so many dental professionals who want to be part of the work - it's very exciting."

Expect to see the Foundation at events and meetings over the coming months, as Scott plans to meet with as many association members as possible to gather insight and support.

If you have any questions about the foundation, Scott would love to hear from you. Email him at scott@nddental.org or call 701-356-3132

You can learn more about the foundation at our website www.nddental.org

### - RONALD MCDONALD CAREMOBILE

The Ronald McDonald Care Mobile is a fully equipped dental clinic on wheels. The Care Mobile is owned and operated by Ronald McDonald House Charities of Bismarck and is staffed by a dentist, dental hygienist, dental assistant, and a driver/coordinator. Bridging the Dental Gap, Inc. is the clinical service provider and oversees the dental staff and manages the delivery of dental services on the Ronald McDonald Care Mobile. The mobile clinic works with local site partners and sponsors in communities in the western half of North Dakota. The Care Mobile usually spends one week at each community site. In scheduling visits and appointments, priority for services is given to:

- Schools with greater than 40 percent of their children enrolled in the free/reduced fee school lunch program
- Head Start programs
- Community and rural health centers without dental clinics
- American Indian reservation areas

The Ronald McDonald Care Mobile treats children and young adults aged 0 through 21 who do not have a dental home (those who have not seen a dentist for regular care within the past two years). Children who are currently seeing a dentist in their local area generally are not eligible, although if a child has a dental emergency and is unable to get an appointment with their regular dentist, the Care Mobile will see the child for relief of pain and infection and refer them back to their dentist to complete the treatment. Medicaid/CHIP eligibility is not required for treatment. The Care Mobile will bill Medicaid and/or private dental insurers where applicable and will treat patients without dental insurance. No child is turned away for inability to pay.

Bridging the Dental Gap is seeking your help as dentists are needed to fill in on the Care Mobile in the upcoming months, with the following available dates and locations:

- June 6-10, 2016 in Belcourt
- July 11-15, 2016 in Newtown
- July 25-29, 2016 in Belcourt
- August 8-12, 2016 in Belcourt
- September 12-16, 2016 in Dunseith

Please contact Karla Bitz, Executive Director at Bridging the Dental Gap, 701-221-0518 or by email at karla.bdg@outlook.com to select the dates/locations of your choosing to help serve the dental needs of our children and our outreach communities.

### Minnesota Mission of Mercy

in Partnership with North Dakota







Touching lives through smiles

### **Dates**

**Set up:** July 21, 2016

**Treatment:** July 22-23, 2016

Teardown: July 23, 2016

#### **Place**

Concordia College

901 8th St. S.

Moorhead, MN 56562

### **Mission Statement**

- Providing free access to dental care while placing a high priority on patients suffering from dental infections or pain.
- Raising public awareness of the increasing difficulty low-income children and adults have accessing critical dental care.
- Challenging policymakers and dental professionals to work together to reduce the disease burden and improve the oral health of Minnesota residents, especially those facing barriers to care.

### **Volunteers**

Volunteers are the heart of a Mission of Mercy and Minnesota will rely on the generous help of more than 1,000 volunteer dentists, dental hygienists and assistants, lab technicians and other nondental community volunteers during the three days. Questions? Contact Vicki Capistrant at 800-950-3368 or mnmom@mndental.org.

Volunteer registration is open! Visit www.mnmom.org

for more information and to register.

### **Financial Support**

Tax-deductible financial donations and in-kind contributions are critical to the success of a MOM event. To help cover necessary dental equipment and supplies, pharmaceuticals, and food costs for the three-day event, \$215,000 in cash and in-kind donations is needed. Please consider making a donation and making a difference in the lives of patients in need.....they will thank you from the bottom of their hearts.

To make a donation please visit www.mndental.org/donate







Signature Sponsor



DELTA DENTAL OF MINNESOTA FOUNDATION

### 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. David Corwin, Fargo

Dr. Upasna Gandhi, Grand Forks

Dr. Nathan Nygard, West Fargo

Dr. Daniel Van Buskirk, Bismarck

Dr. Jessica Weiss, Beulah





### NORTH DAKOTA DENTAL ASSOCIATION

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

#### PUBLISHED BY

The North Dakota Dental Association P. O. Box 1332 Bismarck, ND 58502-1332

(701) 223-8870

1-800-795-8870

FAX (701) 223-0855

### Email:

ndda@midconetwork.com

#### Website:

www.nddental.com

### 2015-2016 OFFICERS/TRUSTEES

Dr. Omar Chahal President

Dr. Katie Stewart President Elect

Dr. Caron Berg Vice President

Dr. David Olson Secretary

Dr. Lonnie Neuberger Treasurer Dr. Grant Korsmo Trustee

Dr. Tony Fisher
Trustee

Dr. Paul Tronsgard Past President

Brent L. Holman, DDS Executive Director

Mary J. Bandle
Assistant Director

