



North Dakota DENTAL ASSOCIATION

Newsletter

Volume 7, Issue 2 • Summer 2017



Katie Stewart, DDS

PRESIDENT'S MESSAGE

Greetings!

I hope this message finds you all enjoying summer! It's crazy that we are nearing the back-to-school rush! Before too long, it will be time to reunite at our 119th Annual Session! I am looking forward to reconnecting with as many of you as possible in Fargo. The Central Office has worked incredibly hard to make this year's Session a success. We will have excellent speakers, a great day of golf at Rose Creek Golf Course and we have a crazy fun President's Mixer planned for Friday night. This year's theme will be "80s Prom!" I am giving you plenty of notice to find your most GNARLY prom outfits and come have a TOTALLY AWESOME time! There will be sweet decor and fantastic music to bring you back in time!

This will be my last newsletter message as President of the NDDA. I thank you for this opportunity to serve. This experience has been life-changing for me and I have made life-lasting memories. I thank my fellow Trustees for their support as well as Brent Holman and Tracy Stoppelmoor for guiding me every step of the way. I am excited to pass the baton to Caron Berg. She is an outstanding leader and will step right up!

The Association is continuing to work on many important projects. We are continuing to advocate for growing our membership, especially by engaging with the newer ND dentists. We are constantly working on promoting our Top 4 solutions of improving dental Medicaid, maximizing the current dental hygiene and assistant workforce, expanding and supporting our non-profit safety-net clinics and engaging the tribal communities. We are also trying to increase our social media interaction. If you do not already, please follow us on Facebook and Twitter.

Please continue to find ways to stay involved. Our Association is only as strong as the members it represents. There are many opportunities available at local, state and national levels. If you are a more "seasoned" NDDA member, please adopt a newer member or maybe a new ND dentist who has not yet joined. Please help us in promoting the value of being a member of organized dentistry.

See you in September!

Respectfully Submitted,

Katie Stewart, DDS

NDDA President

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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.



Practice Care is Our Priority

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FROM THE EXECUTIVE DIRECTOR'S DESK*Brent Holman DDS*

As fall approaches, we hope your summer has been all you had hoped! While summer is always busy for the NDDA as we prepare for the Annual Session in September, it does allow time to reflect on the 2017 Legislative Session that ended in April. As you know, the dental therapist bill was soundly defeated this session, as it had been in the 2015 legislative session as well. The proponents of this concept, including their out-of-state funders, appear to have no plans to "give it up" in North Dakota. Despite claims, dental therapists have had minimal effect in Minnesota in reducing barriers to care, extending care to rural Minnesota, or reducing costs, even after eight years of trying.

North Dakota dentists continue to believe that North Dakota solutions should be evidence-based, provide cost-effective, preventive outreach to high-risk/rural populations, and maximize our current workforce of dental professionals. We need your help to continue to make our voice and expertise heard with legislators and policymakers. The NDDA will continue to share our message during the interim legislative session whenever oral health issues are being discussed. We plan to increase our communication efficiency with you and policymakers through enhanced social media posts on Facebook ([facebook.com/NDActionForDentalHealth](https://www.facebook.com/NDActionForDentalHealth)) and Twitter (@dentalndda) as well as providing frequent eUpdates. Our eUpdates are where you will stay informed about what issues are affecting dentistry

in North Dakota and what we are doing about them. Please stay connected by verifying your preferred email address with us! If you know of another member who is not receiving email communications from us, please have them contact Tracy at the Central Office at (701) 223-8870, or send a quick email to assist.ndda@midconetwork.com, to update their contact information. We want to ensure all members are informed and taking advantage of the benefits of membership.

The 2017 NDDA Annual Session will be held in Fargo this year on September 14-16 at the Delta Hotel by Marriott Fargo. We have made registration easier this year by providing an online link [Register Here!](#) The agenda is loaded with high-quality CE and social opportunities. As a reminder, you paid the Annual Session Surcharge with your membership dues so there is no additional charge to attend this CE offering as an NDDA member—come join us!

Finally, I would like to thank our President, Dr. Katie Stewart, for leading us through a tough legislative session, our Board of Trustees for working together to provide the guidance to help us meet our goals, and our Assistant Executive Director, Tracy Stoppelmoor, who does an amazing job coordinating the details to make it all happen. As always, we work for you, our members. Please let us know if we are meeting your needs, or how we can improve. Thanks!

Respectfully Submitted,

Brent Holman, DDS

Brent Holman DDS
Executive Director

MEMBER-GET-A-MEMBER PROGRAM

DO YOU HAVE COLLEAGUES IN YOUR OFFICE WHO ARE NOT TAKING ADVANTAGE OF THE GREAT MEMBERSHIP BENEFITS OF THE ADA/NDDA? DID YOU KNOW THE ADA HAS A RECRUITMENT INCENTIVE PROGRAM TO INCENTIVIZE AND REWARD YOU FOR YOUR NEW MEMBER RECRUITMENT EFFORTS? VISIT [MEMBER-GET-A-MEMBER](#) FOR MORE INFORMATION ON THE REWARDS OF ENCOURAGING YOUR NON-MEMBER COLLEAGUES TO JOIN THE NDDA.

ADA 10th District News



Ken McDougall, DDS
10th District Trustee

THE FUTURE OF THE ADA MAY BE UP TO FROG

The ADA is in a strong position today and it continues to deliver strong financial results. Future projections are not as rosy and like most membership organizations the ADA has seen a decline in market share and dues revenue. Non-dues revenue is increasing but not fast enough to counter rising expenses. So what do we do? If we do nothing, it is estimated that our market share could settle in at a level slightly below fifty percent. To me that is not acceptable, so I am happy that in 2016 the ADA Board of Trustees asked its Budget & Finance Committee to "either confirm the current basic business model and structure, or re-imagine/redefine/reconfigure/re-purpose the ADA in such a way that it remains financially viable and efficiently fulfills its purpose by attracting new members and serving its members, the profession and the public."

The Budget & Finance Committee developed a request for proposals and sent it to seventeen firms, of which eleven provided responses. After careful and extensive review, the Committee recommended the firm [FROG Design](#) to complete the project. The next step was for representatives of FROG Design to present their plan to the full ADA Board of Trustees and answer questions during the Board's February 2017 meeting. After this was complete, the Board voted to authorize the project.

So who is FROG Design and what do they do? They work with visionary leaders to grow internal capabilities and develop processes required to deliver exceptional experiences. They help organizations drive new growth by identifying unmet needs in the market and converting them into meaningful membership opportunities.

During spring and summer of 2017, FROG Design will meet with member and non-member dentists as well as a selection of dental students. The focus is on new dentists from a mix of practice settings who represent an "everyday member" perspective. In fall 2017, FROG Design will make a number of recommendations for what the future of the ADA could look like. Volunteer oversight for this project is provided by the Budget & Finance Committee, a standing committee of the ADA Board of Trustees.

FROG Design will gather information from the bottom up and in August present its findings and recommendations to the Board of Trustees. My fear is not what we will learn from this study, but that we will balk at implementing the recommendations. We all know change is hard.

This reminds me of a story about Coca Cola. Years ago the business was doing well but a man contacted the company and said he had an idea that would drastically improve their sales and for a small amount of money he would share it with them. They thanked him but said they were doing just fine. Finally, he said he would share the idea with them and if they liked it he would accept whatever monetary amount they thought was fair and if they did not like his idea, they would owe him nothing. Figuring they had nothing to lose, an appointment was set up for him to present his idea. The gentleman represented a company that produced glass bottles and he suggested that rather than selling Coca Cola only at soda fountains, he could produce a bottle that would allow them to sell their product almost anywhere. That innovation revolutionized the sale of soft drinks.

If you've read this far, you may be wondering what in the world this story has to do with the future of the American Dental Association. Here's the start of that answer. We are experiencing rapid and extensive changes in the business environment, (large-group practices, insurance and government participation, increasingly diverse dental school classes.) Legacy solutions, ("This is how we've always done things") effective for some, ineffective for others, are leading to a slow, gradual, consistent decline in membership market share. We need new ideas to keep us the best health care association in the country and we need to be open to those ideas. But remember, anything that changes the experience, even if it's a really good innovation, will face resistance. Let us be open to change and learn from FROG Design. The future of our organization may depend on it.

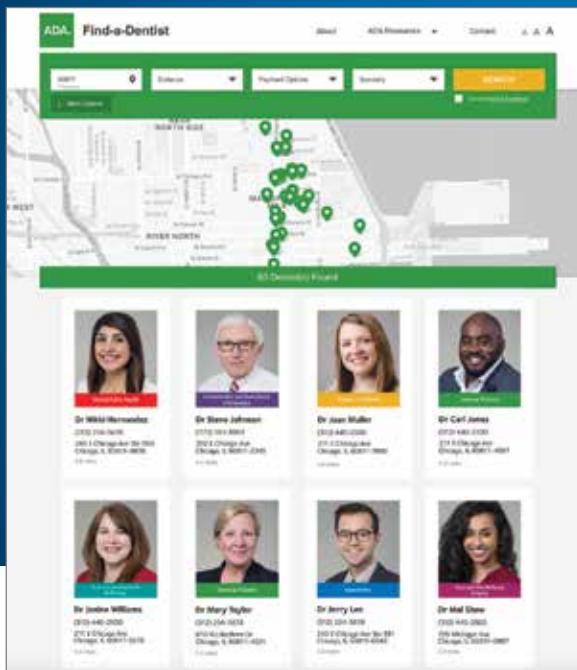
Respectfully Submitted,

Ken McDougall, DDS

ADA 10th District Trustee

mcdougallk@ada.org

Cell# 701-269-9157



5 Minutes Today, More Patients Tomorrow with the NEW ADA Find-a-Dentist®

Exciting news! The ADA is launching a new consumer advertising campaign to bring more patients to you. Over the next 3 years, the ADA is investing \$18 million on paid search and digital ads that drive prospective patients to the **NEW ADA Find-a-Dentist®** tool. Don't miss out on new patients — update your profile today at ADA.org/findadentist. It only takes 5 minutes.

The best way to stand out in search results is to make sure your profile has the information patients look for most:

- Photo
- Business address
- Office hours
- Practice email
- Payment options
- Insurance types
- Languages spoken



Which dentist would you choose?

Profiles with photos show up near the top of the search results and get **11 times more clicks** than those without. Don't be photo shy — upload a photo today!



Visit ADA.org/findadentist to update your profile and access resources to help promote your practice.

UPDATE FROM ND DEPT OF HUMAN SERVICES - MEDICAID

Dental Manual

- The Medicaid dental manual has had a thorough review/update. Here is a list of the major updates:
 - Global updates throughout the manual to reflect changes made due to the new North Dakota Health Enterprise Medicaid Management Information System (MMIS).
 - Anesthesia guidelines have been updated to reflect the new codes.
 - Retro Service authorizations will only be able to be authorized 90 days past the date of service.
 - All dentures now require a service authorization.
 - The denture section now has information about lost, stolen and broken dentures.
 - Voiding and replacing a claim section added.
 - Information on the Automated Voice Response System (AVRS) has been added.
 - A General Principles of Documentation section was added.
 - Several edits to the coding section, which include updates to code descriptions and adding new allowable codes.

Here is the link to the updated manual: <http://www.nd.gov/dhs/services/medicalsev/medicaid/docs/dental-manual.pdf>

ADA Claim Form

- As of 1-1-2018, the Medical Services Division will require all dental offices that bill on paper to use the 2012 version of the ADA claim form.
- MMIS is also now able to accept a zero in front of tooth number, so it is no longer necessary to white out the zero prior to submitting a claim.
- Box number 2, enter the 12-digit authorization number if submitting a claim for a service that was prior authorized. Only enter one service authorization number per claim form.

Services to Individuals with a Developmental Disability

- Reminder that ND Medicaid has a policy included in the dental manual in which, when authorized, ND Medicaid will provide additional compensation to dentists who treat individuals who need extra care; therefore, providers will receive the standard fee for the dental services provided plus a special payment of \$100 for the extra time needed. Please refer to the Services to an Individual with a Developmental Disability section in the Dental manual for the policy.

Service Authorization

- Training is scheduled for August 11th from 9 am to 11 am CT, to show providers how to submit electronic service authorizations through the web portal and to add all the necessary documentation. A separate email will be sent with the details.
- Electronic attachments are now being accepted for service authorizations submitted through the web portal. This includes:

**Questions/problems/concerns with Medicaid/
Medicare claims? For assistance contact:
Jodi Hulm • 701-328-2323 • jmhulm@nd.gov**

- Radiographs
- Periodontal Charting
- Orthodontic Screenings
- Dental Records/Medical Documentation
- Effective 9-1-17, any web-based submission that requires documentation will require the documentation to be submitted electronically.
- ND Medicaid is working to phase out paper Service Authorizations and be entirely web based by the end of 2017. Your assistance is needed with the effort.
- For those offices that are not digital, please submit your request to continue paper submissions in writing to ND Medicaid, attention Sara R.
- Effective 8-1-17 – retro authorizations will no longer be considered if older than 90 days from the date of service. Please contact ND Medicaid with any authorizations that need immediate consideration.

For assistance in attaching records, or in submitting a web-based service authorization, please contact Sara at 701-328-4825 or sregner@nd.gov.

Tooth Number and Quadrant

- Just as a reminder, attached is a link to the ND Medicaid lists of the CDT codes requiring tooth number or quadrants:
<http://www.nd.gov/dhs/services/medicalsev/medicaid/provider-all.html>

Provider Enrollment

- Providers are responsible for ensuring that changes in facility addresses to include service, mailing and billing addresses are sent to Provider Enrollment as soon as possible.
- Any changes in ownership must be submitted on a new Ownership/Controlling Interest and Conviction Information form (State Form Number (SFN) 1168).
- When adding professionals to a practice, ensure that a Request to Add an Affiliation (SFN1330) is submitted to Provider Enrollment to prevent possible claim denials.
- Any providers that leave the practice should have their separation reported to Provider Enrollment on the Provider Termination form (SFN 1331).
- Form submissions call be emailed to dhsenrollment@nd.gov or faxed to 701-328-1544 Attn: Provider Enrollment.

REGISTRATION NOW OPEN FOR 2017 ANNUAL SESSION!

**September 14-16, 2017
Fargo, ND**

**Register Now! Online, visit
www.smilenorthdakota.org
or for more information, click
here [2017 Annual Session](#)**



2017 PRESIDENT'S MIXER AND FOUNDATION FUNDRAISER



Have the **"Time of Your Life..."** Are you ready for a **totally rad** evening of fun and flashbacks?

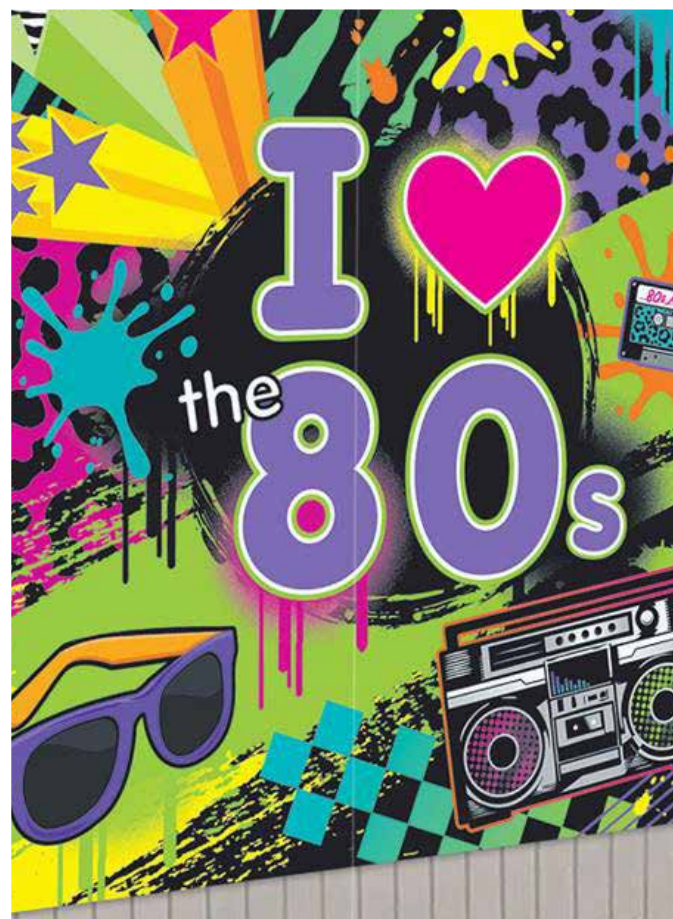
We are going back in time to the **1980s high school prom!** Wear your most **gnarly '80s** getup and we'll **Party Hardy**

to the Max!! Dr. Katie Stewart, President of the NDDA invites you (dentists, hygienists, assistants, staff, exhibitors and spouses) to **totally kick back, take a chill pill,** and have a **like totally awesome** time while we visit and dance along to music by TCDJ!!

The North Dakota Dental Foundation will again host an auction and raffle with all proceeds benefiting dental access to care throughout North Dakota.

So **don't be lame** and join us! The festivities begin at 7:00 p.m. at the Delta Hotels by Marriott Fargo on Friday, September 15, 2017 and is open to everyone involved with the conference at no extra charge.

Although you won't be saying **"Where's the Beef"** as no meal will be provided, we will offer hors D'oeuvres that won't **Gag Me With a Spoon,** and **No Duh,** we will have a cash bar available. Please plan to come dressed in your favorite '80s Prom attire and enjoy an evening of **like totally righteous fun, bad** photos, and other great opportunities to relax, **psych** each other out, visit and have a great time!



Jack Pfister, DDS - Lecture Series

The NDDA's Annual Session Clinical Lecture Series is named in honor of Jack Pfister, DDS, Wahpeton, ND. Dr. Pfister graduated from the University of Minnesota School of Dentistry in 1943 and practiced dentistry until his death in 2011. He was the ultimate leader in organized dentistry serving as his district's president, six years as secretary and then 10 years as trustee for the NDDA, serving as its president in 1964. Dr. Pfister served two terms as 10th District Trustee to the American Dental Association and one year as ADA treasurer. Dr. Pfister also served as a member (6 years) and then chair (4 years) of the ADA's Council on Hospital Dental Service. Dr. Pfister was always proud that he was instrumental in helping implement the dental hygiene program at NDSCS. Dr. Pfister served as NDDA Executive Director from 1983 through 1992. Jack was an accomplished tennis player, he loved the practice of dentistry and organized dentistry and the NDDA gives this recognition to him in appreciation and honor for his decades of service to dentistry.

Featuring:

Dr. Griffin earned his DMD degree from Southern Illinois in 1987 and completed a GPR at the University of Louisville in 1988. Jack has Diplomat status with the American Board of Aesthetic Dentistry, accreditation with AACD, and Mastership in the AGD. Jack has served as the MasterTrack/CE chair for the Missouri AGD and has reviewed products for Reality Esthetics, the Dental Advisor, the Catapult Group, Dental Products Report, Dental Product Shopper. He is currently a clinical director for the Pacific Aesthetic Continuum, and serves the community with a large St. Louis county Missouri practice emphasizing cosmetics and doing all phases of general dentistry. He has been published over 50 times in many of the leading dental journals and considers it an honor to be invited to speak and share with our great profession.



**Jack D.
Griffin, Jr.**
DMD, MAGD

Friday, September 15, 2017

Let's Grow Tooth CE Hours: 6

"Let's Grow Tooth" - Excellent clinical dentistry using bioactive/regenerative materials

Ever had a patient say **"Doc, that tooth was never a problem until you fixed it?"** Let's stop the madness. Wouldn't it be wonderful if we could make the tooth grow? With newer regenerative/bioactive materials we can stimulate dentin healing and self-repair in our direct and indirect restorations all while reducing sensitivity. We will learn indications for newer liners, bases, cements, and restorative materials that encourage dentin repair, lessen sensitivity, and promote a healthier oral environment. We will apply these newer materials in our direct composite restorations while exploring matrix systems for predictable, tight, well-contoured contacts. We will also consider regenerative materials when doing dentin replacement and cementation of durable esthetic indirect restorations like lithium disilicate and zirconia. **We will learn how to do it right the first time and to make the practice more enjoyable and efficient.**

Learning Objectives:

1. The latest in regenerative materials such as dentin liners for dentin sealing, pulp capping, and thermal insulation for increased comfort and restoration success.
2. Cementation and infrastructure for zirconia and lithium disilicate crowns with materials that promote dentin formation and sealing of the restoration margins.
3. Efficient direct composite analgesics, local anesthetics, and oral or parenteral anesthesia agents.

2017 NDDA Annual Session

Featuring:



**Mel
Hawkins,
DDS, BeScD(AN),
FADSA, DADBA**

Mel Hawkins graduated from the University of Toronto, Faculty of Dentistry with his DDS degree in 1973 and returned for his formal training in Dental Anesthesiology at the same University from 1975-1976. He is the Founding Director of the Intravenous Sedation Certification, Continuing Education Program in Canada at the University of Toronto and the University of Alberta. He has over 30 years of private practice experience in Toronto, Canada, with special emphasis on pain control and patient management and unique local anesthesia requirements for the dental patient. Mel has been lecturing throughout the United States, Canada, Mexico, Europe and Asia for over 40 years.

Dr. Hawkins is board certified as a Diplomat of the American Dental Board of Anesthesiologists and is a Fellow of the American Dental Society of Anesthesiology. Dr. Hawkins holds honorary fellowships with the International College of Dentists and with the Pierre Fouchard International Academy.

Dr. Hawkins is an author, clinician and speaker on topics concerning sedation and pain free management of the dental patient and for ten consecutive years from 2005-present has been recognized as an Annual Leader in CE by "Dentistry Today."

"Medical Emergencies" and "Local Anesthesia" CE Hours: 6

Medical Emergencies in the Dental Office – Medical Emergencies in Life!

Program Synopsis/Description:

As health professionals we must be increasingly aware that we are treating an aging and pharmacologically drug dependent and ambulatory population. How can we be expected to respond/react to life threatening situations when they "never occur?"

Simplicity! Practical equipment adjuncts, a few good drugs, "red flags" of predisposing medical conditions, vasoconstrictor interactions and local anesthetic overdoses will be assessed. The syncope algorithm is universally applicable to initially treating ANY and ALL emergencies. The team approach is emphasized.

Morbidity/mortality case reports, anecdotes including situations encountered in over 40 years in dentistry will cover dental office, family, neighborhood, shopping center and sports experiences.

Learning Objectives:

After this presentation the attendees will be able to:

1. Appreciate the differences between true emergencies, urgencies, annoyances and non-events.
2. Comprehend the pharmacology of a very few drugs including oxygen and make an emergency kit.
3. Consider the physiological differences between the adult, the child and the senior citizen.
4. To address the question, "How can we be expected to treat a medical emergency when they 'just never happen' (or do they?)"
5. Assess Case Reports, in the dental office and in day-to-day life.
6. Acquire confidence in the standard approaches for any emergency, by knowing syncope management and by doing mock simulations.

Continued on Page 10...

Jack Pfister, DDS - Lecture Series

Continued from Page 9...

Local Anesthesia: 30+ Years of Hits, Misses and Near Misses - Technique and Pharmacology

Program Synopsis/Description:

Local anesthesia pharmacology IS technique and local anesthetic technique IS pharmacology.

The participant will learn to enhance local anesthesia techniques via the clinical application of modern pharmacology and multi-tasking with advanced block approaches and infiltration.

The Akinosi, Gow-Gates, Conventional Inferior Alveolar block techniques including lingual infiltration of mandibular permanent molars are shown.

Product selection, what's new including the current status of articaine, reversal agents, buffering systems, inhalational local anesthetics, what's upcoming and much more is presented.

Learning Objectives:

After this presentation the attendees will be able to:

1. Appreciate the anatomy of local anesthesia.
2. Understand the influence of tissue and product pH.
3. Multitask with combinations of techniques and volume and make intelligent choices as to which local anesthetics might be used and when.
4. Understand vasoconstrictors, their drug interactions, blood pressure influences and what to use, what not to use and why.
5. Apply 12 tips and tricks learned over 30+ years.
6. Assess and critique case reports and respond to, "What would you do now, Doctor?"

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Ask your local Hayes office
about makes/models available!

DENTAL LIFELINE NETWORK LAUNCHES VOLUNTEER RECRUITMENT CAMPAIGN

We have exciting news to share - Dental Lifeline Network has developed its first large-scale, integrated national volunteer recruitment campaign based on research with staff, an expert consultant, leaders, DDS volunteers and non-volunteer dentists across the country. Their goal is to expand DLN's network of dentists and your teams to volunteer to just see one of the many patients in need. ***Click here to watch the announcement video!***. A new volunteer landing page was also developed WillYouSeeOne.org.

ANNOUNCEMENT FROM HAROLD DIERS & COMPANY

Harold Diers & Company is announcing later this month the Professional Protector Plan (PPP) for Dentists is broadening its coverage, service, and program by partnering with Aspen American Insurance Company (AAIC). Insured dentists will greatly benefit from this new alliance with a sophisticated rating approach that allows the liability coverage to be more competitive and the ability to insure more dental exposures in line with our ever-changing industry. The transition will take place over the next year for renewals beginning October 28, 2017. Watch your mail for official notification and more information.

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



Before Professional Protector Plan®

After Professional Protector Plan®



HAROLD DIERS & COMPANY
INSURANCE FOR PROFESSIONALS



Endorsed by the North Dakota Dental Association

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.

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- 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

**VOLUNTEER
POWER!**

“ THE HEART OF A VOLUNTEER IS NOT MEASURED IN SIZE, BUT BY THE DEPTH OF THE COMMITMENT TO MAKE A DIFFERENCE IN THE LIVES OF OTHERS.

~DEANN HOLLIS”

Special Smiles Program

The Special Olympics Healthy Athletes Special Smiles program provides comprehensive oral health care, including dental screenings and instruction on proper brushing and flossing to participating Special Olympics athletes. In 2016, Dr. Paul Bothun became clinical director of the Special Smiles program in North Dakota. At this year's North Dakota Summer Games, Dr. Bothun and 12 staff members provided services to 77 athletes! Way to go! - [Special Olympics North Dakota](#)



DO YOU HAVE A PASSION FOR VOLUNTEERING AND PROVIDING SERVICES TO YOUR LOCAL COMMUNITY, THROUGHOUT THE STATE OR GLOBALLY? ARE YOU INVOLVED AND PARTICIPATE IN CAUSES SUCH AS RONALD McDONALD CARE MOBILE, GIVE KIDS A SMILE, MISSION OF MERCY OR ANY OTHER ORAL HEALTH EVENT THAT GIVES BACK TO THE COMMUNITY? KINDLY LET THE CENTRAL OFFICE KNOW SO WE CAN SHARE THE NEWS WITH THE MEMBERSHIP THROUGH FACEBOOK, THE NDDA WEBSITE OR THE NEWSLETTER.

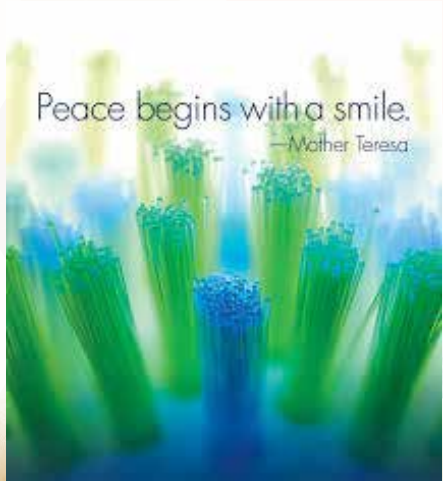



Hats off to the 51 Fargo-Moorhead dentists who volunteer to provide care for in-need patients through the Red River Valley Dental Access Project. This humanitarian project serves low-income, uninsured or Medicaid individuals who have urgent dental pain and no access to a dentist. Thank you for your dedication! Visit the website to learn more about this great project: <http://www.rrdentalaccess.com/>



Congrats to WE Orthodontics, Pediatric Dentistry, LTD, Face & Jaw Surgery Center - Oral Surgery, Cook Endodontics, and Red River Financial Group for organizing and sponsoring the 9th Annual Open Wide Open which benefits the Red River Valley Dental Access Project! Thanks to all!

Bridging the Dental Gap is a nonprofit, community dental clinic serving low-income and uninsured individuals in the Bismarck-Mandan area. Share the word and get care for those who need it! Qualifying information and contact details are located on their website: <http://dentalgap.org/>





"My broken,
decaying teeth
are fixed and
I can eat again."

Will you see ONE to CHANGE a life?

WillYouSeeONE.org

You can *change* a life

From clearing up painful dental infections and being able to eat again to rejoining the workforce – volunteering with Dental Lifeline Network's Donated Dental Services program will make a life-changing difference for the people we serve.



Dental Lifeline
Network.

ADA News

AMERICAN DENTAL ASSOCIATION WWW.ADA.ORG

DRB IS NOW LAUREL ROAD

Darien Rowayton Bank (DRB) — the student loan refinancing program endorsed by the ADA — now calls its student loan program Laurel Road. Even with a new name, the program is the

same, and members are still saving an average of \$33,000 over the life of their loan. Members interested in refinancing should visit ADA.org/MyDebt.

REGISTRATION FOR THE ADA NEW DENTIST CONFERENCE 2017 IS OPEN NOW!

The conference takes place in Atlanta from October 19-21, 2017.

As a new dentist (ten years or less since graduation), you have the opportunity to sign up for the New Dentist Conference and

take advantage of the best parts of the ADA Annual Meeting PLUS lots of programming for our peer group - including really excellent speakers that the rest of attendees have to pay extra to see in their other offerings. [Register Now - New Dentist Conference](#)

ADA VISA FROM U.S. BANK GETS NEW LOOK, ENHANCED BENEFITS

ADA Business Resources announced July 10 that the ADA Preferred Rewards Visa Signature Card from U.S. Bank now boasts a new look and enhanced benefits and perks for cardholders.

New applicants can earn 20,000 bonus points after they spend \$5,000 on eligible purchases (net of credits/returns) in the first 90 days, according to ADA Business Resources. In addition, existing cardholders will be eligible to earn 20,000 bonus points after they spend \$125,000 per calendar year and will no longer be charged foreign transaction fees.

The ADA Preferred Rewards Visa card does not charge an annual fee and allows for points to be redeemed for travel on over 150 airlines with no blackout dates. The card, which is co-endorsed by 40 state dental societies, including North Dakota Dental Association, also still offers two reward points per net \$1

spent on all eligible state society purchases and five rewards points per net \$1 spent on ADA products, such as the CDT Code book or registration for ADA 2017 in Atlanta.

According to ADA Business Resources, the average ADA Visa cardholder redeems approximately 54,788 points per year. These points can be redeemed for over \$500 worth of gift certificates, cash back or merchandise. When redeemed on travel, members can buy a plane ticket with average real value of over \$800, which is equivalent to earning 1.7 points per \$1 spent.

All new card applicants will receive the card with the new artwork effective immediately. Existing cardholders are eligible for the new benefits immediately and can expect to be reissued the new card in October.

For more information or to apply, visit adavisa.com/36991

ADA 2017

AMERICA'S DENTAL MEETING®

October 19-23
Atlanta



Registration for ADA 2017 – America's Dental Meeting in Atlanta opened May 10 at 9 a.m. Central time.

At the annual meeting, attendees can discover new educational experiences and further their clinical skills with a variety of programming offered, including advanced hands-on cadaver workshops, the ADA Science Institute Stage and live-patient computer-aided design and computer-aided manufacturing courses.

New this year is a women in dentistry leadership series and a redesigned tech experience area where visitors will be able to advance their social media skills.

This year's Distinguished Speaker Series will feature two-time Super Bowl Champion, Payton Manning.

Guests at the annual meeting will be able to stock up on supplies and equipment in the Exhibit Hall, where they can interact with hundreds of vendors and touch, feel and compare cutting-edge technology.

Atlanta is also a reason to attend this year. Ranked by Lonely Planet as one of the top 10 places to visit in 2017, Atlanta offers a great opportunity to combine the ADA annual meeting with a vacation. Visit the Georgia Aquarium, World of Coca-Cola museum, or take a tour at the CNN Studio just steps away from the Atlanta Convention Center.

For the most updated information, visit ADA.org/meeting.

EPA Amalgam Recycling Rule



NO SEPARATOR OR NEW OFFICE? MUST INSTALL

All non-exempt practitioners must install a compliant separator by July 14, 2020. Newly opened offices that begin operating on or after July 14, 2017 must be in compliance immediately.

Must file a One-Time Compliance Report within 90 days of installation.



SEPARATOR ALREADY INSTALLED?

Good for 10 years or unit needs to be replaced, whichever comes first.

Must file a One-Time Compliance Report by October 12, 2020 or 90 days after transfer of ownership.



EXEMPT FROM INSTALLING

Dentists exclusively practicing in one of these specialties: oral pathology; oral + maxillofacial radiology; oral + maxillofacial surgery; orthodontics; periodontics; prosthodontics.

Also exempt: Dental mobile unit; dentists who do not place amalgam and do not remove amalgam except in limited emergency or unplanned, unanticipated circumstances, and who certify as such (estimated less than 5%).

Installed amalgam separators must comply with the following best management practices:

1. File a One-Time Compliance Report. Keep on record for lifetime of ownership.
2. Monitor according to manufacturer's recommendation.
3. Replace/Repair if malfunctioning according to manufacturer's instructions within 10 business days of discovering defect.
4. Maintain by replacing amalgam retaining cartridge, separator canister or units as directed by manufacture or annually, whichever comes first.
5. No use of oxidizing, acidic cleaners when flushing dental unit water lines, chair-side traps and vacuum lines. Therefore no bleach, chlorine, iodine and peroxide cleaning agents that have a pH of lower than 6 or greater than 8.

Must maintain records on site for 3 years of:

1. Any reports filed
2. A visual inspection log
3. Documentation of any repair or replacement
4. Disposal records
5. Manufacturer's current operating manual for the device in place

Must file a One-Time Compliance Report by October 12, 2017 or 90 days after transfer of ownership. Keep on record for lifetime of practice ownership.

Are you prepared to comply with the EPA's amalgam waste rule? The rule goes into effect this week, and sources must be in compliance by July 14, 2020. Following best practices will help ensure compliance. Find out more at <http://www.ada.org/en/membercenter/oral-health-topics/amalgam-separators?source=VanityURLv>.

NORTH DAKOTA DENTAL ASSOCIATION ENDORSES HEALTHFIRST FOR EMERGENCY MEDICAL KITS

You can trust HealthFirst emergency medical kits to keep your practice compliant and ready to handle unexpected emergencies. Over 40,000 dental offices already rely on HealthFirst, the leader in emergency preparedness for over 40 years. Their kits meet today's standard of care and help your practice comply with state regulations. Choose the right fit for your practice from a range of kits like the SM Series for general dentists, the Mobile ACLS for oral surgeons and more.

HealthFirst.

- AEDs, oxygen, and other safety devices are also available
- Don't worry about expiration dates – HealthFirst will track and replenish meds for you
- Medications can be replenished with single units and low-cost alternatives
- NDDA members save 10% and can access exclusive deals and special offers

HealthFirst Compliance Counselors will review an emergency preparedness checklist as well as your state's regulations with you when you call for a FREE consultation on emergency preparedness.



Contact:

888-963-6787

<http://www.healthfirst.com/ada>

Tobacco Free *North Dakota*

TFND would like to thank the ND Dental Association for your longtime membership and support! We appreciate your participation in our AAR trainings and hope to continue to offer oral health and tobacco prevention education opportunities across ND.

- AAR: Ask, Advise, Refer
 - Ask about tobacco use
 - Advise to quit
 - Refer to cessation services for support (either in-house, if applicable, or to NDQuits)

Contact Heather at heather@tfnd.org to schedule your presentation or to join TFND. Or, visit www.tfnd.org for more information and to see our latest news and programs.

YOUR LEADERSHIP TEAM HARD AT WORK...AND SOME BONDING TIME!

The Board had a family-fun evening at the Ballpark followed by a productive day of meetings in June!



The Central Office recently hosted a "Meet & Greet" for the Southeast District encouraging all members to attend. We are grateful for the loyal members who attended, welcomed some new members and prospects, and enjoyed spending some time with you!



CareCredit is good for patients and good for the practice.

More than 100,000 dental teams accept the CareCredit healthcare credit card as a financing option to help:

1. Enable more patients to accept the care they need and want.
2. Improve cash flow compared with billing and collections.
3. Reduce the cost and risk of billing and collections.



CareCredit makes it easier for patients to accept recommended treatment.

In a recent study nearly 32% of patients surveyed said they were likely or extremely likely to apply for use CareCredit for fees of \$200. That figure increased to 49% for treatment fees of \$1,000. With a reported average dental spend of \$1,177.70, accepting CareCredit can help make care more accessible to patients.*



CareCredit helps more patients get care immediately.

CareCredit, a healthcare credit card that provides financing for out-of-pocket healthcare expenses, is accepted at more than 100,000 dental practices. Nearly every day, more than 12,000 people apply for a CareCredit credit card.



Already accept CareCredit?

Call your Practice Development Team at **800-859-9975**, press 1, then 6.

Ready to add CareCredit? Call **866-221-8761**.

*Patients' Path to Purchase Dental Care Study, conducted for CareCredit by Rothstein Tauber Inc, 2014

PARTNER WITH THE TECHNOLOGY LEADER

Patterson Dental has the resources, tools and support to help you achieve your goals.



CEREC® SINGLE-VISIT DENTISTRY:

Scan, design and mill highly esthetic restorations with CEREC CAD/CAM dentistry. Now, with CEREC Zirconia, you can create, sinter and glaze a full-contour zirconia crown chairside in as little as 70 minutes.



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 to contact the PTC, you're assured prompt, professional attention.



EAGLESOFT® PRACTICE MANAGEMENT SOFTWARE:

Eaglesoft is the total package and it's totally FREE! With advanced tools to make your office run like clockwork, Eaglesoft is the industry's most powerful software.



CONE BEAM TECHNOLOGY:

Cone beam imaging allows you to view the entire craniofacial region in the finest 3D anatomical detail and perform virtual treatment planning chairside to improve patient case acceptance. Patterson's exclusive partnership with Sirona brings the best of cone beam technology to your practice.



SCHICK® DIGITAL IMAGING:

Schick is a world leader in dental digital radiography, offering advanced digital imaging products like Schick WiFi, Schick Elite and Schick 33. Seamless integration with Eaglesoft helps you maximize your investment.

PATTERSONDENTAL.COM 701.235.7387

Fargo Branch | 3321 4th Avenue SW, Suite C | Fargo, ND 58103



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RANSOMWARE: KEY STEPS FOR DENTAL OFFICES' TO AVOID IT OR REDUCE ITS IMPACT

Ransomware is one of the most talked about and discussed IT topics in the world today. Ransomware (a type of malware) is software that hackers use to infiltrate your network, lock or encrypt your practice data and demand a ransom from you in order to unlock it. A common form of ransom requested is payment made in Bitcoin because it is very difficult to track.

There are multiple pro-active steps an office can take to reduce your chance of a Ransomware attack or limit the impact of an attack if you become a victim of one.

First, make sure all team members receive "Basic Training" on the most common ways a Ransomware attack can occur. Ransomware attacks are usually carried out by a "Trojan" that is able to enter your network when someone accidentally downloads a file while working in your office or when another security vulnerability is found in your network.

A second simple but impactful step the team can take to protect your office is to limit or restrict the use of internet browsing while at the office. When a user clicks on a link from a webpage, there are many different things that can occur. One action that can occur is that an unsafe file could be downloaded to that user's computer within your practice. In order to reduce the chance of this occurring, consider defining browsing permissions and make sure you only navigate to well known and respected websites.

Another common way unsafe files are accidentally downloaded is when a user opens an email from an unknown or unexpected sender and clicks on a link or attachment included within the email. A best practice to reduce the chances of this occurring is to let your Dental IT partner know if you receive emails from senders with links or attachments that you do not recognize. Your IT partner can take steps to block future emails from those senders. Also, sometimes you'll receive emails from users that you know but are unexpected. If you are uncertain about a communication you receive, it's best to err on the side of caution and reach out the sender to confirm the communication came from them prior to clicking on any links or attachments within the email.

The next essential step you should take to reduce the risk of a Ransomware attack is to ensure you are partnering with a well-respected and dedicated IT expert within your industry. Your IT partner should be keeping up with the latest security trends in the industry and should have a game plan on how to mitigate your risk.

Some common steps a strong IT partner may recommend in order to try and help you reduce the chance or limit the impact of a Ransomware attack are:

- 1) Backup and encrypt your data off-site. If you become a victim of an attack, having a clean and reliable copy of your data is essential to limiting the impact of an attack.
- 2) Keep up-to-date with patches for your operating system and other software programs within your practice in order to fix the vulnerabilities within software programs that are found over time.
- 3) Invest in a quality antivirus and malware software solution. Once the software is installed, make sure that software is set to automatically update and complete routine scans of your network.
- 4) Create user roles for team members on the network and restrict permissions for those roles so that team members only have access to the files and directories that are essential to their job functions.

Taking some of these basic steps are essential to protecting your business from Ransomware attacks now and in the future.

North Dakota Dental Association endorses DDS Safe from The Digital Dental Record. For a free data assessment, visit www.dentalrecord.com/dds-safe or call DDS Safe at 800.243.4675.

Author: Steve Newton, Vice President, The Digital Dental Record



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. Rachel Bothun, Grand Forks
- Dr. Joshua Day, Fargo
- Dr. Matthew Eaton, Fargo
- Dr. Nicholas Faure, Minot
- Dr. Keely Goter, Hazen
- Dr. Kristen Guptill, Grand Forks
- Dr. Caitlin Jacquot, Bowman
- Dr. Gerald Parker, Casselton
- Dr. Rudy Schneider, West Fargo
- Dr. Duc Tran, Grand Forks
- Dr. Devin Walker, Fargo
- Dr. Medora West-Roehl, Casselton



2016-2017 OFFICERS/TRUSTEES

- | | |
|--|---|
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<i>Trustee</i> |
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| Dr. Omar Chahal
<i>Past President</i> | |

GET THE MOST OUT OF YOUR MEMBERSHIP BY STAYING UP-TO-DATE.

VISIT THE **NDDA** WEBSITE:
www.smilenorthdakota.org

FOLLOW US ON FACEBOOK:
[NDActionforDentalHealth](https://www.facebook.com/NDActionforDentalHealth)

OR
TWITTER: [@dentalndda](https://twitter.com/dentalndda)

KEEP YOUR CONTACT INFORMATION CURRENT:
EMAIL: assist.ndda@midconetwork.com OR
CALL US AT 701-223-8870.



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