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JOURNAL

LDA

JOURNAL OF THE LOUISIANA DENTAL ASSOCIATION

A photograph of the Louisiana State Capitol building, a tall, classical-style structure with many windows, set against a blue sky with light clouds. In the foreground, there is a well-manicured lawn with a paved path lined by hedges and a street lamp.

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Established in 1878, the Louisiana Dental Association (LDA) is the largest professional health organization for dentists in Louisiana. It is a statewide grassroots organization whose purpose is to promote, advocate, and protect the dental professional. The LDA has over 1,900 members.

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On the cover: Thanks to the hard work and determination of your LDA leadership, the LDA lobbying team moved forward during the hectic, 28-day legislative session with two of our pieces of insurance legislation. Both bills are effective August 1, 2020. **HB311** (now Act 256) by **Rep. Mike Huval** – Prohibits the denial of claims based upon preexisting conditions. Also called the “missing tooth clause” bill, HB311 prevents a dental service contractor from denying a benefit for covered dental services to treat conditions existing prior to the date the coverage begins. A dental service contractor

may impose up to a 12-month waiting period for covered services. **HB353** (now Act 187) by **Rep. Chad Brown** – Prohibits a dental service contractor (third party payer) from systematically downcoding with the intent to deny reimbursement otherwise due to a dentist or other healthcare provider. It also prohibits downcoding the installation service of a fixed bridge to a removable bridge. More info in the president’s article and on pg. 21.

LDA members can view the *Journal*
online at www.ladental.org.



LDA editor

Dr. Brian Basinger
Editor, LDA Journal

Ac-Cent-Tchu-Ate The Positive

As we are now five months into a pandemic with no signs of slowing down any time soon, it has been a strange and uncertain time. We have seen and experienced things that even old timers can't remember ever going through before. Our country and our practices shut down amid stay-at-home orders. In Louisiana, it was for about six weeks but for many states it was much longer, lasting up to three months for some. As I write this, Louisiana is in a holding pattern in Phase 2 of reopening, hoping that the recent spike in cases is not a trend, just an aberration. Parents (and kids) across the state are hoping that schools will reopen in the fall as there is now a much greater appreciation for what classroom teachers do day in and day out with and for our children.

We're also in the midst of cultural changes, the likes of which may not have been seen since the 1960s. No matter where you stand on the issues, difficult conversations are being had at all levels of the socioeconomic ladder and government. And speaking of government, we are now four months away from an election that seems to be steering and shaping the responses to all of the aforementioned issues.

Lastly, these past few months have also seen us lose several of our dental colleagues. These Louisiana legends of dentistry have impacted our profession and our state in every way imaginable. The most recognizable of those lost was probably Dr. Henry Gremillion, dean of our dental school. On the following pages you will also see memorial information on Drs. David Carlton, Ross DeNicola, Bill Walsh, and James Peltier. Whether known nationally as Dean Gremillion was or only known to the patients in their practice and dentists in their components, these dentists will be missed. All five were leaders in dentistry and have left a mark on dentistry in Louisiana with their long-standing roles in health care and organized dentistry.

And now for some good news. Good news?! We haven't heard much of that for a while. But there is actually good news to report and you can read about some of it in this issue of the Journal. We have a new executive director! Annette Drodty has served on the LDA staff in various capacities over the past 17 years and is now our new ED. For all of you who have had dealings with her over the years, you know what a great choice the search committee made. Starting a new position in the middle of a pandemic could be a little daunting but she hit the ground running and is off to a great start.

On the legislative front, our LDA team successfully navigated two bills through the process and both become law effective

August 1. These could be huge for patients and practicing dentists alike. The ADA News and ADA President Dr. Chad Gehani lauded the LDA for these efforts (especially in a fast 28-day legislative session) and believes that the downcoding law is one of the first of its kind in the country. The other law passed prohibits the denial of claims based upon preexisting conditions. Also called the "missing tooth clause" bill, Act 256 prevents a dental service contractor from denying a benefit for covered dental services to treat conditions existing prior to the date the coverage begins. They may impose up to a 12-month waiting period for covered services but after that, patients will no longer be denied coverage for the replacement of missing teeth. What a big change! I don't know how many patients I've had over the years decide not to replace missing teeth because their insurance wouldn't cover it but now that's not a hindrance.

The second piece of legislation had to do with "downcoding." Act 187 now prohibits this practice unless certain conditions are met. The new law even lists one specific procedure that is prohibited: downcoding the service of a fixed bridge to a removable bridge.

Another bit of good news is that in this time of web meetings and isolation, the LDA was able to host the annual summer conference as an in-person event at Pensacola Beach at the end of June. A few modifications were made to follow current social distancing protocols but it was a great success with about the same number of attendees as last year. I think a lot of people were ready to get out of their houses and the beach wasn't a bad place to go!

As we continue to navigate these trying times the best way we can, know that there are positive things happening in our profession and our LDA is playing a part in that. I'm reminded of an old tune from Bing Crosby and The Andrews Sisters that my wife likes to sing:

*You've got to accentuate the positive
Eliminate the negative
Latch on to the affirmative
Don't mess with Mister In-Between
You've got to spread joy up to the maximum
Bring gloom down to the minimum
Have faith or pandemonium
Liable to walk upon the scene*

Until next time...

In Memoriam

DR. DAVID CARLTON, JR.

Dr. David M. Carlton, Jr. passed away May 6, 2020, at the age of 69. He was born in New Orleans on October 28, 1950, to parents Dr. David M. Carlton, Sr. and Marilyn Miller Carlton. He was a devoted husband, a loving father and a proud grandfather. He is lovingly survived by his wife, Lynna Harryman Carlton; his brother Andrew Miller Carlton; his sister, Carolyn Carlton Davis; his son, Dr. David M. "Trey" Carlton III (Dr. Courtney Richter and Tami Blackwell); his daughter, Christi Joyce Christensen (Joshua Christensen); his step-daughter, Courtney Nunnally Johnston (Daniel); his step-son Chase Nunnally (Christy); his step-son Michael Dent Nunnally and grandchildren Abby, Miller and Weston Carlton; Parker, Dillon and Carlton Christensen; Holden and Connor Nunnally.

Dr. Carlton grew up in the town of Lecompte where his father practiced general medicine. He is a graduate of Rapides High School, Centenary College of Louisiana, and LSU School of Dentistry.

He completed his residency in Oral and Maxillofacial Surgery at Charity Hospital and LSU Medical Center in New Orleans, LA. He was a surgeon with Alexandria Oral Surgery for over 35 years. Dr. Carlton was very active with community activities, charitable organizations and professional associations. He served as both a member and president of Central Louisiana Dental Association, the Louisiana Dental Association (2000-2001), the Louisiana Society of Oral and Maxillofacial Surgery, and the Southeastern Society of Oral and Maxillofacial Surgeons. He served as a board member of the American Association of Oral and Maxillofacial Surgery, was a Diplomat of the American Board of Oral and Maxillofacial Surgery and Clinical Assistant Professor of OMS at LSU Medical Center, Shreveport. Dr. Carlton also served as a medical staff member of Rapides Regional Medical Center, Central Louisiana Ambulatory Surgery Center and Cabrini Hospital where he also served as President of the Medical Staff.

He absolutely loved to be outdoors and enjoyed duck hunting, fishing and playing golf with his friends. He never missed an opportunity to build a fire to sit around with friends and family, one of his favorite things to do. He loved to travel and experience new places and thoroughly appreciated life and always greeted friends and strangers with a big smile. He loved and found joy in his family and friends and wonderful, happy memories will stay with them forever.

"David was the prize in 1978 at the beginning of our four year LSU Oral and Maxillofacial Surgery Residency at Charity Hospital in New Orleans. His patient care in Central Louisiana over 35 years is a testimony of excellence. He published with me, helped me through difficult facial deformities, and amused us all as a frequent Master of Ceremonies, professionally and socially. His smile of engagement and relentless participation to help all of us was unbelievably infectious," added Dr. John Kent.

Dr. David Carlton, Jr.



DR. ROSS J. DENICOLA, JR.

Dr. Ross J. DeNicola, Jr. passed away June 30, 2020. He was a resident of Baton Rouge and an admired and well-respected dentist for over 60 years. He loved and cared for generations of patients as if they were his own family. He was born January 13, 1937, in New Orleans but claimed Hattiesburg, Mississippi as his birth town. He was a proud alumnus of Hattiesburg High School Class of 1954. He attended Loyola University of the South on a music scholarship where he received his D.D.S. in 1960.

He practiced general dentistry in Baton Rouge until June 2, 2020. He was a member and past president of the Greater Baton Rouge Dental Association; member and past president of the East Baton Rouge Parish Dental Association; member and past chairman of the public relations committee; past chairman of the legislative committee; former member of the Board of Directors and past president of the Louisiana Dental Association (1987-1988). He was an active member of the American Dental Association serving on the council on dental practice, ADPAC Board of Directors, and ultimately elected as the 12th District Trustee for the ADA representing Louisiana, Kansas, Arkansas, and Oklahoma.



Continued next page...

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He served on nearly every board or dental related committee possible in his 60 years of practice. Dr. DeNicola was a member of the building committee for the original LDA office that the association build in Baton Rouge. He was able to attend our Ribbon Cutting in October 2019.

He was past chief of dental staff at the Our Lady of the Lake Medical Center; past chief of dental staff at the Baton Rouge General Hospital; and was a member of the board of directors for the Louisiana Foundation of Dentistry for the Handicapped. He was a life member of Delta Sigma Delta Dental Fraternity. He was a prior member of the Board of Directors at Pelican Homestead; a past member of the Board of Directors of the Cancer Society of Greater Baton Rouge; the past president of the YMCA Board of Directors; and past president of the East Baton Rouge Lions Club. He was a long-standing member of Our Lady of Mercy church and served as a Eucharistic Minister for over 25 years. He was an associate clinical professor for LSU Dental School in New Orleans. He was a member of numerous other organizations and received many others awards and accolades for his dedication to dentistry and community service. He was a man who always had a story to tell and left you with a smile on your face. He was loved and adored by everyone who interacted with him.

He is survived by his wife, Irene Gauthier DeNicola; his children Ross J. DeNicola III and wife, Lana DeNicola, and Susannah DeNicola Babin and husband, Carl Babin; his grandchildren Hannah Grace Babin, Ross J. DeNicola IV, Ryan J. DeNicola, Brooks R. Babin, and Cooper C. Babin.

DEAN HENRY A. GREMILLION, D.D.S., M.A.G.D.

Dr. Henry Gremillion passed away on May 18, 2020. A Louisiana native from Cottonport, in 2008 Dr. Gremillion returned home to lead his alma mater as the sixth dean of the School. A member of the Class of 1977, Gremillion was the only LSU Health New Orleans School of Dentistry alumnus to ever hold the position.

After he graduated from dental school, Dr. Gremillion returned to Cottonport to set up a general dentistry practice. He saw patients from all walks of life - his neighbors, children in the Head Start Program, members of the Tunica-Biloxi Indian Tribe and nursing home residents. His service to his community went far beyond taking care of their oral health. Dr. Gremillion was a member of the School Board and a volunteer firefighter. He entered politics, successfully running for City Council to implement community fluoridation and move forward with reapportionment to address the disparity in representation. His many contributions were publicly recognized when he was named 1989 Cottonport Citizen of the Year.

The quest to learn more to improve the quality of life for his patients led to a two-year craniofacial pain fellowship at the University of Florida College of Dentistry (UCFD). Instead of being a steppingstone to a return to private practice back home in Louisiana, the fellowship led Gremillion to academic dentistry.

Rising through the academic ranks, Gremillion was named the Parker E. Mahan Endowed Professor of Orofacial Pain in the Department of Orthodontics and was a member of the dental staff of Shands Teaching Hospital. He also served as the director of the UFCF Parker Mahan Facial Pain Center and its fellowship program in cranio-mandibular dysfunction.

Back at LSU Health New Orleans School of Dentistry, Gremillion continued the school's recovery from the devastation that followed Hurricane Katrina. He guided sorely needed renovations to improve the learning environment for students. The preclinical laboratories now rival those at any school anywhere. He enhanced patient care and research by completing the only new building on the dental school campus since it was founded. The \$31 million Allen A. Copping, DDS Advanced Clinical Care and Research Building opened in 2018.

"It is with great sadness that we acknowledge the passing of one of dentistry's greatest friends and leaders, Dr. Henry Gremillion," says Dr. Trey Carlton, President of the Louisiana Dental Association. "Henry was an incredible man, educator and visionary. His passion for the betterment of his beloved profession was powerful and sincere. Henry truly understood, and more importantly, valued the relationships between the school, the students and the dental professionals. He worked tirelessly to make sure his students had the proper education, exposure and experience to share in his vision of supporting all Louisiana communities. Dean Gremillion will forever be missed."

Dr. Gremillion is survived by his wife of 45 years, Karleen Mackey Gremillion; daughters Erin G. Jackson (Brad) of Tampa, FL and Lindsay G. Maples (Andy) of Ponte Vedra, FL; and sons Alan Gremillion (Sarah) of Jupiter, FL and Scott Gremillion (Wendy) of River Ridge, LA; as well as 10 grandchildren.



Dean Henry A. Gremillion

DR. JAMES R. PELTIER

Dr. James R. Peltier, a native and resident of Thibodaux, a retired Oral and Maxillofacial surgeon, died on May 22, 2020, at the age of 89. He is survived by his wife of 67 years, Ann Armstrong Peltier, one daughter, Jeanne Peltier Chiasson, and her husband, Camile L.; two sons, Robert James Peltier, and his wife, Mary Kay Harrington; and David Charles Peltier; 10 grandchildren.

Dr. Peltier was a graduate of Thibodaux College, where he was honored as the top Scholar-Athlete of his graduating class. He received a B.S. from LSU and a D.D.S. from Loyola and served as a Captain in the U.S. Air Force during the Korean War. He interned at Duke University Hospital and did his residency at Charity Hospital. He practiced Oral and Maxillofacial surgery for 35 years. Dr. Peltier was past president and founder of the Louisiana Society of Oral Surgeons and Past President of the Southeastern (U.S.) Society of Oral Surgeons. He was a diplomat of the American Board of Oral and Maxillofacial Surgeons and he held fellowships in the American and International College of Dentists. He was also Chief of the Medical Staff at St. Joseph's Hospital, as well as director of the hospital board.



In the business world, he was former Chairman of Argent Bank, and a Director of Hibernia National Bank. He was past president of numerous organizations, including the Thibodaux Rotary Club and the Thibodaux Chamber of Commerce. Dr. Peltier was the only person in LSU history to be elected Chairman of the Board of Supervisors, President of the LSU Alumni, and President of the LSU Foundation. Dr. Peltier was also past Chairman of the Board of CABL (Council For A Better Louisiana), and PAR (Public Affairs Research Council). He was also Secretary/Treasurer of the Lafourche Arc for over 60 years. His list of honors is equally as impressive.

"Jimmy Peltier has to rank in history as one of the most dedicated leaders for LSU Baton Rouge and Louisiana Dentistry and Oral & Maxillofacial Surgery. He enjoyed a remarkable career and family life. He was a world famous authority on collection of Jade, and he even carried the Olympic torch through Thibodaux on its journey to Atlanta for the Summer Olympics of 1996. His wit and contagious humor covered a man of political savvy, intellect, and help to all, especially the handicapped and underprivileged," commented Dr. John Kent.

Dr. James R. Peltier

DR. WILLIAM PETER WALSH

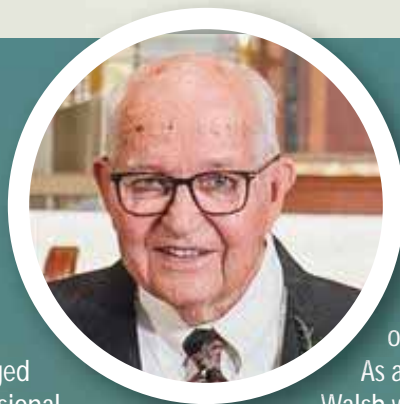
Dr. Bill Walsh, 88, passed away surrounded by his loving family on June 25, 2020. He was a native of Cleveland, Ohio and resident of Houma.

He is survived by his wife of 66 years Shirley Scurto Walsh; daughters, Colleen Lewis (Dixon), Kathleen Martin (Kent), Carol Lee (Edwin), and Patti Kirby (Lance); sons, Steve Walsh (Cheryl), and Tim Walsh (Angie); grandchildren Nick Martin, Lindsey McKinney, Andrew Martin, Caroline Marak, Delaney Walsh, Lauren Walsh, Anna Catherine Hymel, William Lee, Zach Kirby, and Sam Kirby; great-grandchildren Declan, Deacon, Eloise, Molly, Anna and a brother, and Dr. Terry Walsh (Linda).

During his lifetime, Dr. Walsh was devoted to his family, his profession and his community. Upon his graduation from Loyola University, he served his country as a member of the Air Force, stationed at Lackland Airforce Base in San Antonio,

Texas. After his discharge he established a dental practice in Houma and faithfully served the community for 37 years before retiring in 1996. Professionally, he belonged to and led several professional organizations counting among his many accomplishments being invited to participate as a fellow in the International College of Dentists and the American College of Dentists as well as serving as the President of the Louisiana Dental Association (1990-1991).

In service to the community, Dr. Walsh belonged to many civic and service organizations. Always one to help others, he was among the original members of the Houma-Terrebonne YMCA. After retirement, he conceived of and founded the St. Vincent de Paul Tri Parish Community



Pharmacy. Through this all volunteer endeavor, St. Vincent de Paul has filled over 180,000 free prescriptions with a value of over \$15 million dollars.

As a result of these efforts, Dr. Walsh was named as Terrebonne's Most Useful Citizen in 2002.

As the father of six children, he was always actively involved in his children's endeavors. Whether it be attending games, dance or music recitals or serving on school boards or fair committees he gave, he helped and he volunteered with love. Later in life, he watched his grandchildren play and perform and enjoyed attending major sporting events like the Masters Golf Tournament, College Bowl games and LSU National Championship games with his adult children.

Dr. William Peter Walsh

LDA Last Chance Seminar

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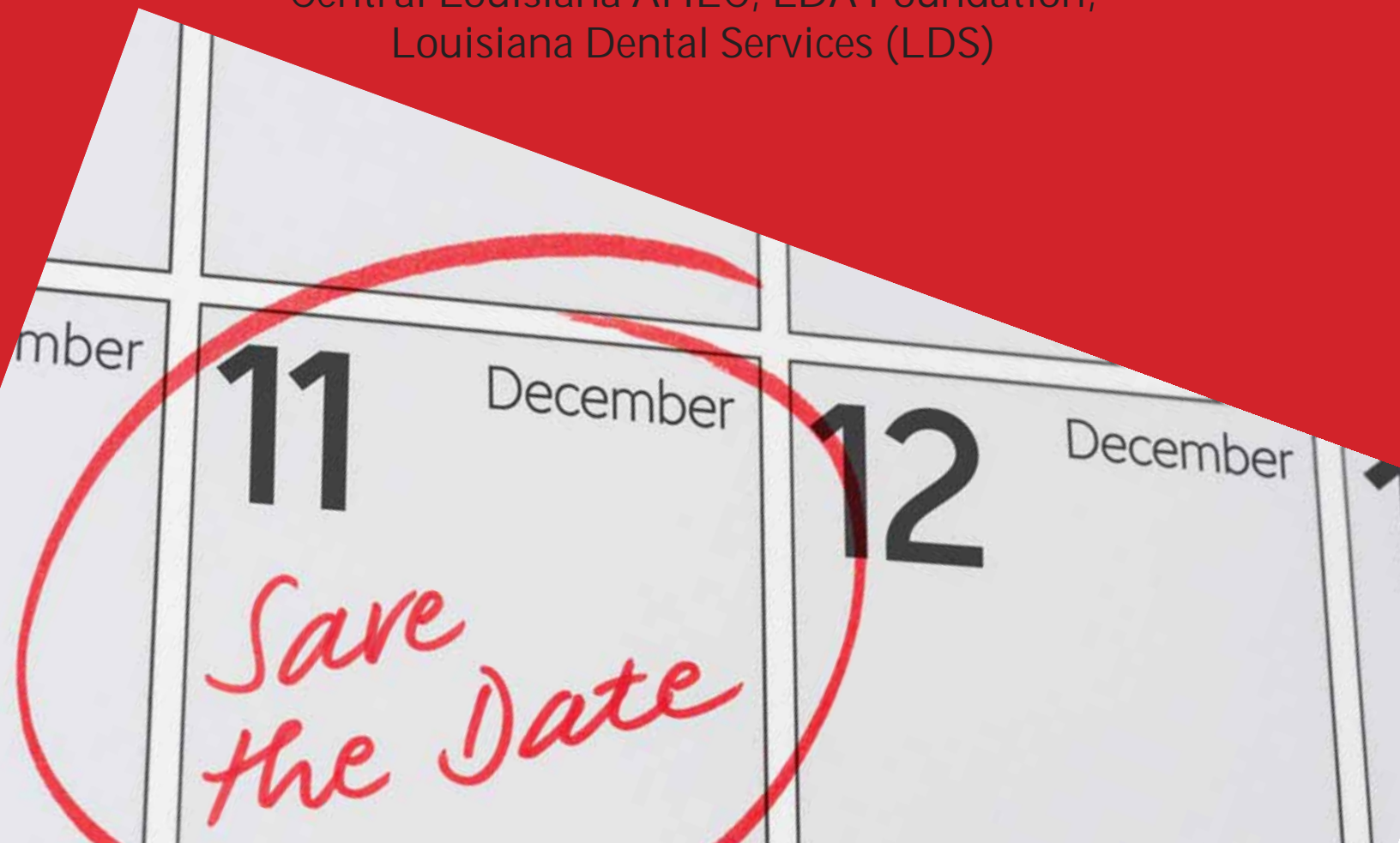
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LDA coverage insights



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Stormy Blair

Vice President, Brown and Brown Association Services Professionals (an LDA/LDS endorsed company)

COVID-19 Insurance Coverage Concerns & Risk Management Tools

As each state monitors the evolving nature of COVID-19 and revises guidelines for practicing how a dentist may best provide treatment while keeping patients and staff as safe as possible. The information in this column is designed to provide some helpful tools to assist dentists in their efforts to practice safely.

What should be communicated to the patient and how should this be documented?

Communicate with your patients before they visit your practice by phone, email, website and/or voicemail. You may also want to post a sign on your door. This information should state, "You are receiving dental care during the COVID-19 pandemic. While our office is implementing appropriate CDC infection protection, there may be an increased risk of exposure to the virus. If you feel ill, have a cough or a temperature please call our office to re-schedule your appointment unless it is an emergency."

We recommend the use of a **COVID-19 Dental Treatment & Acknowledgment of Risk** form to be sure a patient is informed of the increased risk of treatment and to memorialize the discussion between the doctor and the patient. Here is a link for a sample form in Word format (these forms are also posted on the LDA and Fortress websites) that your office may modify to fit your needs: <https://www.dds4dds.com/file-download?file=-COVID-19%20Pandemic%20Dental%20Treatment%20Notice%20and%20Acknowledgment%20of%20Risk.docx&type=7>

Consider the use of a **COVID-19 Pandemic – Patient Disclosure** form in addition to the standard medical history forms utilized in the practice. This provides you with information about a patient's potential symptoms associated with the COVID-19 virus. Here is a sample form in Word format: <https://www.dds4dds.com/file-download?file=COVID-19%20Pandemic%20Patient%20Disclosures.docx&type=7>

The recommendations above are not designed to replace normal informed consent processes. Your practice should continue to adhere to a strong informed consent

process that also utilizes procedure-specific consent forms. These steps are suggested as additional "best practices" methods for the safety and well-being of your patients and staff.

Visit the Fortress website at <https://www.dds4dds.com/covid19> for more on CDC, OSHA and the ADA's published guidelines, the informed consent process, sample forms in English and Spanish, and answers to questions related to teledentistry, treating minors, volunteering, premium relief and a wealth of other helpful COVID-19 information.

Brown & Brown Association Services Professionals, along with all of the insurance carriers we market, are committed to doing right by our insureds. We are here to lend as much support as possible. Please contact Stormy Blair at Brown & Brown Association Services Professionals, sblair@bb-asp.com, or visit our COVID-19 Resource Portal at <https://www.bbgulfstates.com/covid-19-resources/> to discuss how we can help you during this pandemic.

This information is generic in nature as regulations and coverage vary by state and by insurance carrier. You should continue to monitor federal/state agencies and your professional associations and contact your insurance agency/carrier for financial relief options specific to your account. Please be advised that any and all information, comments, analysis, and/or recommendations set forth above relative to the possible impact of COVID-19 on potential insurance coverage or other policy implications are intended solely for informational purposes and should not be relied upon as legal advice. As an insurance broker, we have no authority to make coverage decisions as that ability rests solely with the issuing carrier. Therefore, all claims should be submitted to the carrier for evaluation. The positions expressed herein are opinions only and are not to be construed as any form of guarantee or warranty. Finally, given the extremely dynamic and rapidly evolving COVID-19 situation, comments above do not take into account any applicable pending or future legislation introduced with the intent to override, alter or amend current policy language.



We're in this together.

TDSC was built to serve the needs of organized dentistry. In times of hardship, the power of our collective is more important than ever. As we face the challenges brought upon us by the COVID-19 pandemic, TDSC is leveraging its business affiliates and manufacturer partners in new ways to bring dentist-centric resources and 24/7 online supply savings to independent dentists nationwide.

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LDA president

*Dr. David M. "Trey" Carlton III
President, Louisiana Dental Association*

YOUR LDA and ADA Staff Have Worked Tirelessly for Us

As we move through a time that no one could have predicted or imagined, I hope this message finds you and your loved ones safe, healthy and strong in spirit, despite the historic changes we have all experienced. Reflecting over the last few months, I am humbled and inspired by the collective response of our dental community to act swiftly and deliberately in adapting to the changes brought on by the COVID-19 pandemic. I am moved by the enduring strength our organization has demonstrated as we meet profound challenges impacting our everyday lives as dentists, colleagues and leaders.



LDA leadership met and discussed goals for a four-year strategic plan.

Following the state's directive to halt all nonessential procedures, many of us were confused and angry. Even while feeling enormous frustrations, most of our members stepped up and immediately placed their offices in emergency mode to help preserve Personal Protective Equipment, provide much needed relief for local emergency rooms and to protect our patients and staff from the coronavirus. I want to thank those of you who did just that, as it made me proud to be your president.

Since that time, the LDA and ADA have been relentlessly advocating for dentistry at the local, state and federal levels and have worked around the clock to make sure our collective voice is heard. Our primary

goals have been to bridge any gaps during this unprecedented crisis, keep our members informed of the new recommendations, help prepare our members to safely return to work and to reestablish a productive and rewarding practice. We accomplished a great deal at the state and national level to minimize the negative impact of the pandemic on our practices.

The first (and biggest) highlight of the last few months was completing our search for a new executive director. Annette Droddy's display of professionalism, work ethic and character during this crisis have been nothing less than spectacular. The seamless transition into her new role, while also fulfilling her current duties, during one of the toughest times in history is a great testament that the LDA leadership made the right decision in promoting her. I have experienced first-hand that we are in great hands with Annette and her veteran team. They have the knowledge and skills to manage the LDA at the highest level.

Now more than ever, I hope members and nonmembers alike recognize how fortunate we are to have such a strong parent organization in the ADA advocating on our behalf. I have witnessed the impacts of their guidance, education, and promotion of legislative changes to benefit our professional lives. Without their leadership, this very difficult and trying time could have been incredibly more challenging. As your president, I was involved in a number of meetings and advocacy discussions at the state and national levels that most members are not aware even occurred. I can assure you, YOUR ADA and LDA were working diligently for our profession. I would like to share a few highlights from those meetings and what I was able to take part in representing Louisiana dentists. And each week I am updated on more advocacy activities that the ADA is managing at the federal level to make sure that dentists are included in any legislation benefiting small business and/or health care.

The ADA:

- Quickly understood that dental professionals needed guidance about appropriate patient care during a time of quarantine. The ADA supplied a list to guide dentists about which specific procedures treat patients' urgent issues, help prevent pain and minimize future impending problems. Most state health departments accepted and adopted the ADA guidelines.
- Provided resources on precautions for dentists and their teams while practicing dentistry during a pandemic. This included the Interim Guidance for Minimizing Risk of COVID-19, which included three flowcharts to help navigate the different patient scenarios that may arise during the pandemic.
- Very quickly interpreted and provided an educational resource for each part of the CARES Act and how it would impact dentists, dental team members and their families.
- Continually interpreted and provided information about the Small Business Administration's PPP and EDIL programs.
- Successfully advocated for greater flexibility for the PPP program which received applications from over 80% of practicing dentists.
- Interpreted the Families First Coronavirus Response Act, H.R. 6201 and then advocated for the small business exemption on our behalf. Without this exemption, the financial health of many dental practices would have been severely at risk. (See additional information on U.S. Labor Department updates from ADA.)
- Utilized the Legislative Action Center to send out alerts and inform us on critical issues, putting us in contact with our Washington legislators.
- Assembled Dental Practice Recovery Advisory Task Force to provide tools and guidance to safely and effectively reopen our practices. That Task Force continues to meet and will update the guidance as needed.
- Provided an educational resource for understanding the confusing issue of the differences in mask types.
- Worked with national, state and local FEMA agencies to secure masks and other PPE for dentists who were opening back up to provide patient care. The PPE was provided at no charge (other than a shipping fee) to the dentists.
- Provided educational resources through numerous free webinars helping us to understand the rapidly changing climate related to health implications of the virus, the CARES Act and the many SBA programs. These webinars were so well done and timely that many physicians and CPAs were using them as a go-to resource.

- Advocated for dentists for the Department of Health and Human Services Medicaid Relief Funds which is part of the CARES ACT that has allocated \$15 billion to be distributed to eligible Medicaid providers.
- Created a Patient Return Resource Center for members to access patient information pieces such as social media posts. This Patient Return Resource Center contains member resources to support you and your dental team in communicating with your patients about how you are putting their health and safety first in a world full of "new normals."

The LDA, along with other state dental associations, advocated for and provided much of the above information to its members. Since these guides and protocols were vital to the safety and success of all practices and patients, the LDA made the decision to provide all of the information to our state's nonmember dentists as well. This was very much appreciated by the Louisiana Department of Health (LDH) as it showed our profession's commitment to reopening safely to treat all patients of Louisiana. We are fortunate to have formed such a great relationship with LDH and I cannot express enough how proud we should be that in a state that ranks so poorly in health, our health department recognized the connection between overall health and oral health. This resulted in our ability to provide much needed preventative care (hygiene) to our patients quicker than almost every other state.



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You will be rewarded with a \$100 gift card for each new, active member you recruit (up to five members or \$500 in gift cards!) Visit ADA.org/MGAM for Campaign Rules.

In addition to tirelessly working to help get dentists back to work, here are a few other items that the LDA accomplished during the first half of the year.

- Daily Covid-19 Updates were provided while offices were closed to keep everyone updated on ADA releases, LDH Directives, SBA programs, PPE information and other pertinent information.
- Engaging and planning for proper PPE supply acquisition and protocols for patient treatment as dentists return to practice and quickly re-establish patient care.
- Helped dentists deliver spare supplies directly to medical professionals in their communities who were in need. Hundreds of dentists individually and through local dental societies donated large amounts of PPE to frontline workers throughout the state.
- The LDA Foundation donated nearly 15,000 masks to Louisiana hospitals to support and help protect medical professionals in need.
- LDA leadership worked diligently with LDH and MCNA to get the much-needed funds owed to

Medicaid providers from an increase in the program that the LDA had successfully achieved during the 2019 legislative session. Although providers had filed the claims since July 1, 2019, it was a welcome surprise to receive those additional funds in a lump sum in their bank accounts at a time when dentist offices were closed.

- Extended the 2020 membership dues payment grace period from March 31 to July 31. Contact us at (225) 926-1986 if you need to extend further. Our staff will do their best to assist you.
- Contracted legal advice and created a FAQ link on the LDA website with Louisiana law information to help members answer HR questions related to unemployment and payroll issues that arose during the pandemic.
- Engaged in conversations with the Governor's office and the dental board and ultimately enacting legislation to ensure that graduating dental students have a pathway into the field to begin serving their communities' dental care needs.

An important post, that I even missed, in the *ADA News* in early April, is the Response from the Labor Department regarding H.R.6201, The Families First Coronavirus Response Act. ADA began addressing this for us in mid-March, and finally received a response April 1 from the U.S. Department of Labor.

Employers with fewer than 50 employees, including dental practices, may be exempt from a provision in the Families First Coronavirus Response Act that requires them to provide emergency paid sick leave and expanded medical leave to employees in certain COVID-19 circumstances, the U.S. Department of Labor said April 1. YOUR ADA was part of the team that made that request.

The legislation, which became law March 18, is effective from April 1-Dec. 31, states that employers with under 500 employees could be required to pay two weeks of sick leave to employees in certain COVID-19 circumstances or pay for up to 10 weeks of leave if the employee has a child whose school or day care is closed due to COVID-19. **In its April 1 temporary rule announcement, the agency said that in order for small employers with less than 50 employees to be exempt, the businesses will need to meet one of three criteria showing that “providing the leave” will be a burden on the business.**

The criteria, which are detailed on Pages 39-40 of the temporary rule, are:

- The leave would cause “the small employer’s expenses and financial obligations to exceed available business revenue and cause the small employer to cease operating at a minimal capacity.”
- The employee or employees’ absence or leave request “would pose a substantial risk to the financial health or operational capacity of the small employer because of their specialized skills, knowledge of the business or responsibilities.”
- The small employer “cannot find enough other workers who are able, willing and qualified, and who will be available at the time and place needed, to perform the labor or services the employee or employees requesting leave provide, and these labor or services are needed for the small employer to operate at a minimal capacity.”

If a business meets one of those three criteria, it should document that it does and retain that documentation on file for four years in case the department investigates. This means that dental office owners are not required to pay paid sick leave or Family Medical Leave Act leave if the employee has a child whose school or day care is closed due to COVID-19, as long as they meet at least one of the criteria.

The ADA continues to work with the Department of Labor to provide additional guidance to dentists as the pandemic continues. Watch the LDA and ADA websites for additional updates, links and FAQs from the Dept. of Labor.

- Engaged in continued conversations with the Governor’s office and LDH regarding the importance of dentists as essential providers and part of the overall health care of patients.
- Completed a comprehensive strategic planning meeting in June which set the short- and long-term goals of our association for next four years.
- Filed and successfully passed several bills in the 2020 legislative session (a 28-day, fast paced session occurring while staff were continuing to assist members in COVID-19 related issues). One of the new laws, which the ADA believes is the first of its kind, prohibits “systematic downcoding with the intent to deny reimbursement otherwise due to dentists” and requires third-party payers to disclose downcoding policies that are routinely applied. Act 187 — as the new law is officially referred — specifically prohibits third-party payers from downcoding a fixed bridge to a removable bridge. Another of the bills regarding pre-existing conditions eliminates the “missing tooth clause” which will be a great benefit to both our patients AND our practices.

While this is a laundry list, it cannot completely recap all the work and accomplishments the two organizations provided on our behalf. The COVID-19 pandemic and necessary social distancing have revealed our deep

and profound need to belong to a community. The LDA is the community of your profession. It is your association and membership at work. We are here for you, serving in ways we never imagined. Please continue to be courageous and resilient and stay connected to your colleagues, offer support and encouragement in these uncertain times, and relish in the fact that no problem is permanent. Thank you to everyone who has advocated for and supported this great organization and our profession.

Stay safe and be well.



LDA leadership met and discussed goals for a four-year strategic plan.



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LDA Louisiana dental services, inc.

*Dr. Michael J. Maginnis
President, Louisiana Dental Services, Inc.*

Unprecedented Times Call for Money Savings at All Levels

Lordy, Lordy!! Could things be any stranger!!! The year started off great with LSU winning the National Football Championship and Joe Burrow winning the Heisman Trophy. We should have known that the planet had somehow been tipped off of its normal axis and we were headed for really weird times.

In early March, an obscure news article referenced an outbreak of a new coronavirus in Wuhan, China. In no time at all we are in a pandemic featuring COVID-19 and by the middle of March, our practices, and the country as a whole, were shut down for three months. In all my years, it was nothing that I had ever experienced, much less expected!

With the hygienists furloughed and emergency patients only, we thought: “put a fork in us, we’re done!” Somehow, somehow, it didn’t happen. We have survived and we’ve been busy as can be since our practice has reopened and from what I hear, the same is true for most everybody.

What’s different is the need for caution in seeing patients. New cases of the virus have been cropping up as more and more people begin coming in contact with each other. For us, that means use of more personal protective equipment. The Dentists Supply Company (TDSC), one of our Association’s endorsed companies, is ready to help. TDSC is doing everything they can to get quality, affordable PPE for members of organized dentistry.

This means that they are not always fully stocked (at this time while there are PPE shortages) but they offer backorder options when shipments are on their way and pricing is such in the market that it is just about as fair pricing as you will get PPE if you snag an order through TDSC. It is worth it to check their website often and see what items are available for purchase or to pre-order. Online, reach them at TDSC.com/Louisiana or by phone



at (888) 253-1223. Be sure and identify yourself as a member of the LDA...you will enjoy special discounts and pricing. You can also sign up on their website for alerts when high demand products are back in stock and available for purchase.

A special thanks goes to our friends at Fortress Insurance Company for providing full-time practitioners with part-time rating

for a period of 90 days from March 16, 2020, to June 15, 2020. This is a 50% reduction in premium, which amounts to a \$150 credit that will be applied to future premiums. No action is required on your part, other than a: “Thank You, Fortress!” This is just one of the benefits of being an LDA member and using LDA/LDS endorsed products and services.

If you are not checking into using LDA/LDS endorsed companies, you are missing out on a major member benefit that has incredible opportunity for savings. Not counting the opportunity to save with TDSC (and by the way, we have a member that was on target to save \$30,000 on dental supplies in 12 months with TDSC), our members can save approximately \$6,500 a year using five of the endorsed products and services that every one of us uses daily in our practices: Office Depot, Fortress professional liability insurance, Medical Waste Management, ClaimX, and Best Card credit card processing. Want to know more? Call the LDA office or visit our website at www.ladental.org/LDS. And, stay safe.

For more information on these and other endorsed companies, visit:
www.ladental.org/LDS

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LDA Louisiana state board of dentistry

*Dr. Richard Willis
President, Louisiana State Board of Dentistry*

The Louisiana Dental Community is Resilient

So far 2020 has turned out to be quite unexpected. Like most people, I did not expect to see a pandemic of such proportions in my lifetime, and I sincerely hope it will be our last. There is still much to be done to move forward after the shutdowns and stay-at-home order, and we are all working hard to catch up in our lives and practices.

The Board office sent several emails to licensees over the past several months which included information from the Louisiana Department of Health on ceasing all non-emergency treatment and, later, resuming essential services. This was a decision made by the Department of Health to avoid the spread of the novel coronavirus to protect the health of you, your patients, and your employees, and the Board had been asked to get that information out to our licensees. Neither the Board nor its staff made these decisions, so I was dismayed at the level of vitriol directed to both the Board and staff by a small number of licensees in response to these informational emails. I hope that everyone keeps in mind that as Board members, we are all practicing licensees; therefore, our practices and livelihoods were impacted by the Department of Health orders exactly as yours were.

Since the novel coronavirus and its associated illness COVID-19 disrupted so much of our everyday lives, the Board has made a few changes in policy in response. The Board office has been closed to visitors since March 22, and it remains so until further notice. Our office staff worked remotely during the shutdown, and I would like to express my appreciation to them for their quick adjustments to working offsite. Applications and other forms were still collected from the office and processed, and new procedures were implemented quickly to adapt to the situation including online payments and acceptance of emailed documents. Some of our staff continue to work remotely occasionally which allows them to practice the recommended social distancing. You should



not notice any difference in services during this time due to the shutdown or their remote work.

I encourage you to check our website and your email for any updates, whether they are related to the pandemic and closures or anything else. However, every time we send out emails, we receive over one hundred rejection notices. If you have not been receiving emails from the Board office, you should log in to your account on the Board's website to make sure we have your correct email address.

As many of you know, most in-person continuing education courses have been canceled for the time being. Therefore, the Board decided at its May 15 meeting that anyone who renews a license in 2020 may do all of their CE online. The only exception to this is any required anesthesia CE (including ACLS and PALS) which must still be completed in person. The reason that anesthesia CE is excepted is that anesthesia CE is due only every four years and because the requirement was recently changed, no one's four year requirement is due at the end of this year. Anyone who renews in 2021 will have to complete all of their regular CE requirements, including the in-person hours. If the pandemic situation persists into 2021, the Board may reassess that situation. My advice to you is to keep up with your CE at this time, delaying any in-person hours until they have resumed.

The Board had decided at its December meeting to no longer require office nitrous permits. You are still required to obtain a personal permit to administer nitrous oxide in your office, but we will no longer require that you apply for an office permit. Your personal permit indicates that you have received approval from the Board to administer nitrous oxide safely to your patients, so it follows you wherever you go. If you only administer nitrous, this means it is one less thing for you to do when you move offices. As a reminder, if you hold a moderate sedation or general anesthesia permit, you are still

required to obtain both a personal permit and an office permit. There must be an office permit for your level (or higher) personal permit at each location you administer that level of sedation.

We have also temporarily ceased CDC office inspections. We expect these to resume in the coming months as long as the situation has been deemed safe and daily life resumes normally. If you have any questions about an office inspection, call the Board office. Office inspections required for the issuance of an office moderate sedation or general anesthesia permit are conducted via video, and the inspector will contact you to schedule that once we have received your permit application.

Telemedicine has naturally become much more widespread during the past three months, and we are aware teledentistry is not far behind. The Board continues to work on proposed teledentistry rules, and I hope to have those details finalized before the end of the year.

Because the Board's May 15 meeting could not be conducted in person, the Board scheduled an additional in-person meeting in July. This allowed us to address issues we were unable to address in May. It will also be refreshing to see everyone in person rather than on a screen.

In closing, I'd like to say that this has been an interesting year at the very least. I hope that you and your families are and remain safe and healthy. The Louisiana

dental community is resilient, and we will all bounce back in the coming months. I appreciate the hard work by my fellow Board members and the Board staff during this time. It has had its difficulties, but I believe we are on the upswing, and I am grateful for it.



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LDA feature



Robert McDermott
President and CEO, iCoreConnect (an LDA/LDS endorsed company)

Don't Let Disruption Disrupt Your Business

First, the Coronavirus threatened the livelihood of your practice. Now, on top of that, NOAA predicts an abnormally-active Atlantic hurricane season. You can act now to protect yourself from financial losses if/when business is disrupted again. Coordinating care outside of the office can easily be done through a robust, HIPAA-compliant email service.



Answer these questions to learn if your email is an asset or detriment to your business:

1. Are you able to rapidly send and receive patient records no matter where you or your patient are and send those records without file size restrictions?
2. Is your HIPAA-compliant email *fully* compliant and secure, to the point that you can't be hacked or phished for access to Protected Health Information (PHI).
3. Are you able to access a doctor referral directory which is *built into* your compliant email system?

If you answered yes to all three of these questions, you're set up for success. If not, read on.

Send Any File or Image

Coordinating care often requires exchanging large imaging files. Being able to share and receive patient records quickly, of any size and even across state lines, eliminates barriers. Most practices are limited to smaller attachments or forced into time-consuming work arounds, using multiple sources to send information (email, Fax, phone).

Protect Your Patients and Your Practice

When business is disrupted, cybercriminals work overtime to capitalize on your vulnerability. Encrypted email alone does not equal HIPAA compliance, nor does it protect you from hackers, spammers or phishing attacks. Look for a service that keeps the PHI in your emails off the public internet and on a private domain. If your service is hosted on a private domain,

meets all six of the federal HIPAA safeguards and exceeds the minimum encryption standards, you are in a much better position to limit cyber attacks (and HIPAA fines).

Refer and be Referred

Your patients may need emergency care if displaced because of hurricanes or in another city caring for a family member. Or, perhaps they can't come to you because your office is damaged due to a natural disaster or even a plumbing issue. Your cloud-based email can save you time and resources – if it has a built-in referral network. If your compliant email has this feature, you can search by zip code or specialty to make sure your patient gets care from a verified provider no matter where they are in the country. And it works both ways. Doctors can find you with ease to send patients your way for care.

It is worth taking a few minutes to evaluate the effectiveness and compliance level of your "secure" email. The simple change to an efficient, truly-compliant email service can make a major difference as to how well you weather any storm.

iCoreConnect is an LDA/LDS Endorsed company with expertise in cloud-based technologies, improving your practice profitability and productivity. LDA members receive special discount pricing on iCoreExchange fully-secure, HIPAA-compliant, cloud-based email. Learn more at iCoreConnect.com/LDA or by calling 888.810.7706.

Dental Lifeline Network • Louisiana

May 2020



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Dental Lifeline Network is grateful for the Louisiana Dental Association's partnership in developing a Donated Dental Services (DDS) program in 1987 to help people with disabilities or who are elderly or medically fragile and had no other access to dental care, and its continued support.

During this difficult time of uncertainty, we are especially thankful to the Louisiana dentists and labs who have donated over \$11.4 million worth of comprehensive donated treatment for 5,383 people. DDS Coordinator Michelle Aiken is working hard to communicate with patients and volunteers on the status of their treatment, and communicating with the people on our wait list. We are full of hope that when our dentists are ready they will begin to see our patients again and to give them the care they so desperately need!

Donated Dental Services (DDS) Program Totals

Below is a snapshot of the first ten months of this fiscal year.

	7/1/19-4/30/20
Donated Treatment Value ¹	\$264,303
Donated Lab Value	\$23,088
Average Value of Treatment ²	\$3,779
Patients Served ³	131
Patients on Wait-list	279
Participating Dentists	385
Participating Labs in LA	79
Participating Labs outside LA	8

¹Donated treatment value includes donated lab value.

²Average value is based on patients that have completed comprehensive treatment; does not include active patients, or patients who continue to receive ongoing care from their DDS volunteer.

³Number of Patients Served includes: patients who completed their treatment plan; patients who received services but treatment plan is not yet complete; and patients who are linked with a volunteer but haven't yet received treatment.

The DDS program restores the oral health and often transforms the lives of the patients we serve like Mike, 66, who lives in St. Tammany Parish with his wife and mother-in-law. He suffers from diabetes, osteoarthritis, neurology issues, COPD and has had two aortic aneurysms. In addition to these health challenges, it had been several years since Mike had been to a dentist and his dental health need attention. He had 11 remaining teeth that were broken and chipped and he had some root tips exposed making eating difficult. Unfortunately, Mike could not afford the treatment he needed to address his dental problems. Surviving on a Social Security benefit and his wife's income, they struggle to make ends meet. Thankfully, the DDS program was able to help through three generous volunteers: a general dentist, an oral surgeon and a lab. They provided Mike with thousands of dollars in donated treatment that restored his oral health and his smile. Mike commented on his appreciation for this amazing gift.

"I want you to know how much I appreciate what your organization has done for me. Words can't express. Dr. B., Dr. H., and their staff have been absolutely the most wonderful people I have ever known. I will never forget them for what they have done to restore my dignity. Thank you from the bottom of my heart!"

For more information go to <https://dentallifeline.org/>

The Louisiana DDS program is part of a network in which services are available in all 50 states. DLN volunteers provided over \$26 million in donated treatment nationwide in fiscal year 2018-2019.



Dr. Frank Martello (New Orleans), DLN•Louisiana, Past-President and a DDS volunteer since 1987, with his DDS patient.



LDA

executive director

Annette B. Droddy
Executive Director, LDA

Times are Changing; LDA Hopes to Adjust and Change to Meet the Needs of Our Members

Even though COVID-19 continues to wreak havoc in our communities, the dental world has made incredible strides in getting back to our offices and maintaining health and safety for both our patients and staff. Both the LDA and ADA will continue to monitor changes that impact dentistry and will post on our websites and send emails as applicable. It is more important than ever that you have your email address on file at the LDA to ensure that you get information quickly and seamlessly. The ADA's Return to Work Interim Guidance Toolkit is an incredible resource and is updated frequently (most recently as of this writing on 7/28). Another newer addition to www.ada.org/virus is the patient education materials regarding what to expect before, during and after a visit to the dentist. The most recent update includes guidance on handling a staff member with a positive COVID test result or who has been exposed.

Check often for important updates and read LDA President Dr. Trey Carlton's article (pgs. 10-13) for additional insight into LDA and ADA support of our members during this unprecedented pandemic! And while your leadership and staff have been busy monitoring info related to dentistry, small businesses and COVID-19, we have also stayed abreast of other dental related issues impacting Louisiana dentists unrelated to the pandemic.

Medicaid Update

Increase: Many of you may remember that in the 2019 Legislative Session, the legislature allocated an additional \$6 million for dental Medicaid. The increases target permanent restorations, both anterior and posterior, and the exam code for children under 3 years of age. There is also an increase on the white crowns for primary teeth and partial and full bony extractions. The funds were finally paid out to Medicaid providers the first week of May and were retroactive to July 1. ***This has been the result of a great amount of effort from the LDA and both the Medicaid Task Force and the Dental Access and Prevention Political Action Committee (DAP-PAC). The LDA is also especially grateful to Dr. Don Donaldson who has worked tirelessly with us on this increase.***

Managed Care Organizations (MCOs): LDH selected DentaQuest USA Insurance Company, Inc. and MCNA Insurance Company d/b/a MCNA Dental Plans as its dental

partners for Medicaid. The selected organizations will both be responsible for providing Medicaid dental benefits and services to eligible children and adults in Louisiana, effective January 1, 2021.

Providers can choose to contract with one or both dental plans and must adhere to the dental plan choice and provider steering guidelines found in Informational Bulletin 20-15, which can be viewed on the LDH website or LDA website. Medicaid beneficiaries will have the opportunity to select a plan during the next open enrollment period, which will be announced by LDH later this year. Beneficiaries who do not actively select a dental plan will be auto assigned to one. Beneficiaries will still have the standard Louisiana Medicaid card. This card can be used by providers to verify eligibility and the patient's dental plan. Additionally, the dental benefit administrators will issue a dental plan card – providers can use information on this card to contact the dental plan with questions and problems.

Mentorship Program with LSUSD

In exciting news and in coordination with the LSU Health School of Dentistry, the LDA is creating a pilot mentorship program to connect senior dental students with LDA members. The mentorship program is a school year (for instance, Fall 2020 - Summer 2021) commitment; however, we hope that it will provide the foundation for ongoing professional relationships. This is a wonderful opportunity for dental students to connect with and learn from LDA dentists. It offers dentists the opportunity to share advice and expertise with future members of their profession. Registration is now open for LDA members on the LDA website at <http://www.ladental.org/mentorship-program> or call Sharon Elliott at (225) 926-1986.

Our staff and Council on Membership will also focus on looking at new ways that the LDA can connect with and assist dental students at all levels of dental school. This is especially important right now since contact is currently limited and many events and speaking opportunities will be virtual versus in person at the school.

Don't miss out! Follow us on Facebook and read LDA E-Bytes for updates and exciting information benefiting dentistry in Louisiana. Times are changing and the LDA will do its best to meet the needs of our members.



LDA's 2020 LEGISLATIVE *Successes*

Thanks to the hard work and determination of your LDA leadership, the LDA lobbying team moved forward during the hectic, 28-day 2020 legislative session with two pieces of insurance legislation. Members from all over the state called their legislators and responded to our call-to-action alerts. The ADA also supported our efforts as part of the State Public Affairs program.

The Governor signed both bills, and they are effective on August 1, 2020.

HB311 (now Act 256) by Rep. Mike Huval – Prohibits the denial of claims based upon preexisting conditions. Also called the “missing tooth clause” bill, HB311 prevents a dental service contractor from denying a benefit for covered dental services to treat conditions existing prior to the date the coverage begins. A dental service contractor may impose up to a 12-month waiting period for covered services.

HB353 (now Act 187) by Rep. Chad Brown – At this time, the ADA believes this is the first of its kind and prohibits a dental service contractor (third party payer) from systematically downcoding with the intent to deny reimbursement otherwise due to a dentist or other healthcare provider. It also prohibits downcoding the installation service of a fixed bridge to a removable bridge.

Additionally, if a procedure code change is made, the explanation of benefits (EOB) provided to the patient shall include the reason for the downcoding and citation of the dental service contractor's applicable policy. The EOB shall not state or infer that the code billed by the dentist or other healthcare provider was inappropriate unless there is clear evidence the code listed on the claim by the provider in no way related to the procedure performed. The EOB shall not state or infer that the healthcare provider's charge was excessive unless there is clear evidence the charge was substantially higher than the provider's regular fees. The third party payer shall disclose in its provider contracts, on its website, or both, the specific downcoding policies that the dental service contractor reasonably expects to be applied to the provider or provider's services on a routine basis as a matter of policy.

Our advocacy efforts worked; this is organized **dentistry at its finest** - promoting, advocating and protecting the dental profession!



Louisiana dental hygienists' association

*Meghan Newport Nettles, RDH, BS
President, LDHA*

The New Normal aka the Year 2020

The year 2020 has certainly become a year for the history books, and we are only just a little over the halfway point. As members of the health care community, we are witnessing how quickly a health pandemic can turn our daily lives upside down and change things for health care providers and patient care. Almost all aspects of dentistry have been affected by the “new normal.”

The Louisiana Dental Hygienists’ Association was excited to host the American Dental Hygienists’ Association’s annual conference in New Orleans. Unfortunately, due to COVID-19, the in-person conference was canceled. The ADHA hosted an all virtual conference June 26-28.

At its meeting on May 15, 2020, the Louisiana State Board of Dentistry voted to allow all licensees who must renew their licenses by December 31, 2020, to obtain all required continuing education online. The LDHA will host its Annual Session October 2. As of this writing, the meeting will be in person, but we will keep monitoring the situation with COVID-19. With the changes to C.E., a virtual conference may be an option. We will address all updates to our Annual Session via our website at ldha.org. For more information about ADHA conference and C.E. opportunities, visit ADHA.org

Another major change for our new normal was our all virtual delegation meeting. On Saturday May 29, senior delegate Tracy Jordan, junior delegate Joanna Peters and alternate delegate Donna Sarabia attended the ADHA virtual delegation meeting. Because the conference was online, Louisiana was able to add an extra alternate delegate. I was excited to be voted alternate delegate by our BOT and learn more about the national organization. We were able to discuss some new policies for the ADHA, many of which dealt with COVID-19.

The dental hygiene students are also experiencing significant changes to their curriculum this year. The students finished all didactic courses through Zoom. The senior students have been granted a provisional license pending successful completion of a clinical licensure examination. The provisional license allows the class of 2020 to practice dental hygiene in Louisiana for 12 months from the date of issue. The Fall semester didactic courses will be taught virtually using the Zoom platform. Students in simulation lab will be spread out to maintain social distancing. Clinic will move

forward utilizing schedules to create space between students and cubicles.

No matter what the “new normal” has done to how we practice dentistry and dental hygiene, one thing remains the same - we are essential and the care we give our patients is essential. I know we were all nervous to see how patients would respond to returning to the dental office, but the positive interactions have been overwhelming. As a dental hygienist, I am thankful for the community I represent. I am proud to be president of an association that stepped up for its members during this difficult time. Although this year has had a rough start, I know the best is yet to come.

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(@lda1878)

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Jude Guerin, CPA,
Partner, AG Dental CPAs & Advisors (an LDA premier events partner)

Mastering the Paycheck Protection Program (PPP) Loan Process

We are five, long months into the COVID-19 crisis, and I'm sure everyone is just as ready for the three letters 'P-P-P' to be erased from their memory as we are at AG Dental CPAs. The constant changes, confusion, misinformation, and lack of timely guidance has stressed nearly all our dentists to their limits. On the bright side, for those that received a PPP loan, the money came at a critical time for their practices and served as a key piece in keeping everything afloat for the weeks and months of closure. Fast forward to the middle of June, many dentists are open and working hard to rebuild their schedules and collection numbers, while having the benefit of a healthy bank balance due to the PPP infusion. There are steps to be taken at this time to ensure you maximize the benefit of the PPP loan and receive forgiveness. We will cover the most essential areas below.

Tracking Your Funds

Many loan recipients set up separate bank account for their PPP funds. This has proven beneficial for multiple reasons and is a great idea. The primary benefit has been the ability to keep track of how much money from the PPP amount has been spent on eligible expenses. Another valid reason for a separate account relates to the forgiveness process. The use of a separate account will allow loan recipients to limit the information submitted to their bank and the SBA, which is the government. Not having to send bank statements from your primary operating accounts restricts the visibility of your practice's intimate details. As we tell our clients, less is best when dealing with the government.

Using a PPP fund tracker spreadsheet will also prove helpful by the end of this process. These are easy to find at this point. Request one from either your bank or CPA. Banks will be the first set of eyes on your forgiveness application. They will be overwhelmed with these applications. Therefore, providing an easy to read summary of

your fund use should help to streamline your forgiveness application. Again, a good thing.

Using Your Funds

I'm sure everyone who received a PPP loan took the same deep breath as us when the news was released extending the original 8-week time frame to use your funds to 24 weeks. It was rumored for weeks before it actually happened, but it still provided a nice relief. The additional 16 weeks allows the majority of recipients to easily use their funds without having to prepay a full summer of rent, bonus employees unnecessarily or put their mother-in-law on payroll. We are advising practice owners the simplest method is to use 100% of their funds on payroll. This will streamline the forgiveness process by requiring only payroll reports.

Timing Your Forgiveness Application

You do not want to be an early adopter in the forgiveness application stage. In May, banks began prematurely releasing forgiveness applications. This created unnecessary stress on loan recipients who began analyzing the requirements. There will be multiple iterations of this application between now and the end of 2020, so in an effort to save your valuable time from being wasted, we suggest waiting until closer to the end of 2020 before considering filling out the form. Let other eager recipients spin their wheels on the intricacies of the form. Giving the process time to unfold, adapt and change has been a good strategy throughout this crisis and will be true with the forgiveness application as well.

Remaining Questions to Consider

As of the writing of this article in the middle of June, there are lingering questions. For example, varying information on retirement and its eligibility for forgiveness exists. We know employee retirement match contributions on payroll inside the 24-week time period is forgivable. The same cannot be stated for employee owners and their retirement contributions. Avoiding

relying on any retirement contributions as part of your forgiveness money would be prudent at this point.

The full-time-equivalent (FTE) rules and measuring dates are not set in stone and will likely continue to change. The safest option is to have your FTE count at the end of your 8 or 24 weeks back to at least the count as of February 15, 2020. There are safe harbor rules and exceptions that will provide a safety net for loan recipients in terms of FTE count, but the specific details and required documentation is not known.

The biggest and potentially most impactful remaining question revolves around the deductibility of forgiven PPP expenses. The Internal Revenue Service has indicated forgiven expenses will NOT be deductible as business expenses. This could create a significant tax bill depending on the size of a practice's PPP loan. For example, consider a dental practice that received \$100,000 in PPP funds. They used \$100,000 of the funds on payroll and received 100% forgiveness. At the end of the year, the practice net income shows \$20,000, but on their tax return, the taxable net income will be \$120,000. The addition of \$100,000 of "income" will cost the practice owner anywhere from \$22,000 to \$37,000 in taxes. There are ongoing discussions related to allowing these expenses to be deducted, but as of the middle of June,

the expenses are not deductible. This is absolutely a topic that practice owners need to discuss with their CPAs as they do tax planning for 2020 to avoid a surprise tax bill in a year where it is desperately not needed.

In closing, like the common saying, the only known aspect of the PPP process is that change is certain. We suggest taking prudent steps to ensure your loan will be forgiven, including communicating with your financial professionals regarding your plans and the status of your practice, staying tuned into news releases from the LDA and ADA regarding changes or updates to the PPP program, and being proactive in tracking the money. These loan opportunities are not common, but when utilized correctly, they provide a great source of financial liquidity for recipients.

Jude Guerin, CPA, is a partner with AG Dental CPAs & Advisors, an LDA premier events partner and member of the Academy of Dental CPAs. AG Dental CPAs & Advisors provides traditional accounting services, as well as dental consulting, for over 130 dentists in the Southeast United States. If you would like more information, visit www.agdentalcpas.com or call (225) 767-1020.

SAVE THE DATE

LDA Calendar of Events

Event	Date	Location/Website
LDA Kick-Off C.E.	Friday, August 7, 2020	Virtual Meeting www.ladental.org/kickoff
LDA Last Chance Seminar	Friday, December 11, 2020	Crowne Plaza Hotel, Baton Rouge, LA www.ladental.org/lastchance
LDA Winter C.E. & Ski	Sunday, February 14 - Tuesday, February 16, 2021	The Steamboat Grand, Steamboat Springs, CO www.ladental.org/ski
New Orleans Dental Conference/LDA Annual Session	Thursday, May 6- Saturday, May 8, 2021	Hilton New Orleans Riverside, New Orleans, LA www.nodc.org
LDA Summer Education Conference	Wednesday, June 23 - Saturday, June 26, 2021	Hilton Pensacola Beach, FL www.ladental.org/summerconference

For more information on LDA events, visit www.ladental.org/events or call Jeanne McFall at (225) 926-1986.



LDA Lsu health school of dentistry

Submitted by LSU Health School of Dentistry

Robert M. Laughlin, DMD Named Interim Dean of LSU Health School of Dentistry

Dr. Larry Hollier, LSU Health Chancellor, named Robert M. Laughlin, DMD as the LSU Health School of Dentistry (LSUSD) Interim Dean on May 19, 2020, following the unexpected death of Dean Henry A. Gremillion, DDS, MAGD the day prior.

Dr. Gremillion recruited Dr. Laughlin as chair of the LSUSD Department of Oral and Maxillofacial Surgery a year ago. Dr. Laughlin will work closely with Sandra Andrieu, PhD, Associate Dean for Academic Affairs; John Gallo, DDS, Associate Dean for Clinical Affairs; and Paul Fidel, PhD, Associate Dean for Research, to sustain the School's academic, patient care and research missions.

Dr. Laughlin earned his DMD from the University of Pittsburgh School of Dental Medicine in 2002 and completed his residency at LSU Health New Orleans School of Dentistry and Charity Hospital in 2006. He has received fellowship training in head and neck surgery and microvascular reconstruction at the University of Michigan and Shanghai Jiao Tong University in China.

Dr. Laughlin is no stranger to disaster response. He was a chief resident on call at Charity Hospital during Hurricane Katrina coordinating the survival of patients, residents, and staff. He knows what it is to be on the front lines. Afterwards, he worked hard to continue the department's service in Baton Rouge. For his extraordinary service as acting chief resident at Charity Hospital during Hurricane Katrina, he received the John Kent World Famous OMFS Award in 2005 and the American Association of Oral and Maxillofacial Surgeons Community Service and Leadership Award for Residents in 2006.

Dr. Laughlin served with the U.S. Air Force from 1990-1998 and then joined the U.S. Navy in 1998. After completion of his training in 2007, he joined the Naval Medical Center in San Diego, where he served as attending surgeon, residency program director, and department chair.

In 2008, he received the Navy and Marine Corps Commendation Award and in 2014, he became the first



oral and maxillofacial surgeon in the Navy to receive the Master Clinician Award from the Naval Medical Center in San Diego.

Dr. Laughlin has already made great contributions to the pandemic response. He is leading efforts at the dental school to make reusable, comfortable, custom-fit masks for health care workers with the highest level of protection. He and his colleagues have ramped up 3D printing.

Dr. Hollier wrote, "Although we are all still in shock and reeling from the sudden loss of Dr. Gremillion, our dental school needs leadership at this crucial time when decisions must be made to move forward during the pandemic. While no one could ever replace Henry, I have appointed an interim dean to carry on his work. Dr. Robert Laughlin, chair of the Department of Oral and Maxillofacial Surgery, has agreed to serve in that role."

LDA/LSUSD Mentoring Program

The LDA and the LSUSD Office of Alumni Relations have created a pilot mentorship program to connect senior students with LDA members. The mentorship program is a school year (for instance, Fall 2020 - Summer 2021) commitment; however, we hope that it will provide the foundation for ongoing professional relationships.

Registration is now open for LDA members. Sign up at <http://www.ladental.org/mentorship-program>. Program details will be sent following registration.



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2020

Saturday, September 26, 2020
via Live-Stream Video Conference

In Memory of
Dean Henry A. Gremillion,
DDS, MAGD





LDA summer education conference

Jeanne Parr McFall
Director of Conference Services, LDA

Thankful for Beach Therapy

2020 has come with its challenges and hosting the LDA Summer Conference was no exception. With rules and regulations changing at a rapid rate, hosting a conference seemed to be unlikely for the year, but then came phase 2 in Florida! We were given the go ahead by the Hilton Pensacola Beach Hotel to continue our planning, full speed ahead.

Although we are in a new state of normal, wearing masks and sitting 6 feet apart, our guests could not be happier to grab some in-person continuing education hours along with some fun in the sun with family and friends (socially distanced, of course). What better way to recharge after quarantine than with your toes in the sand!

We look forward to having a bigger, better, more “normal” Summer Education Conference June 23-26, 2021, at the Hilton Pensacola Beach Hotel. Save the date and get ready for a great time!



Above: Dr. Melissa Tom, Dr. Sammy Tom, and Dr. Ron Britsch are Summer Conference regulars, and we love seeing them every year.



Left: Dr. David Hildebrandt (speaker) and wife, Jeanne Hildebrandt, enjoy some much needed shade on the beautiful Pensacola beaches.

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Dr. Kris Ruebsamen and wife Beth Ruebsamen enjoyed a cabana by the pool with their little ones.



LDA members Dr. Ed Hebert and Dr. Scott Hannaman attended the Summer Conference with other family members, Nick, Bethany, and Rhodes Tramonte, Gay Hebert, R.D.H., Cruz Tramonte, Dr. Ed Hebert, Anders, Kristen, Collins and Dr. Scott Hannaman.



Speaker, Dr. Jacob Dent, garnered a large crowd on day 1 with this lecture, "Essential Pieces to the Puzzle."



Dr. Joshua Jones' kids jump for joy on the Pensacola Beach after a long quarantine with mom and dad.



Beth Ruebsamen, R.D.H. and daughter smile big during the 2020 Summer Conference.



Above: Brandy Perry, Dr. Daniel Perry, Dr. Scott Witte, and Dr. Richard Churchman take a break from C.E. for a quick pic.

Right: Dr. John Ward with sister, Dr. Ashley Fish. These siblings are happy to reunite in Pensacola every year during our conference.



Taking Financial Habits from GOOD to GREAT - Part 1

The recent stay-at-home efforts may have given some people time to adjust and re-evaluate their life, work and family goals. Budgeting, Asset Allocation Strategizing and Setting Investment Goals all play a role in creating financial habits. Keeping track of the numbers can be challenging with situations evolving. Many technological resources are at our fingertips. There is non-stop and instantaneous financial data publicized in the various news outlets. Tracking financial habits seems to be seamless and simple at first glance, but simplicity is really not the case. There is such a thing as information overload. The purpose of this article is to present some possible steps to bring Good Financial Habits to Great Financial Habits.

Keep Track of Cash Flow—Set A Budget

Getting a handle on cash flow at any age begins by understanding the relationship between total income and spending habits. There are many apps and programs that can help you with your budget. But the process does not have to be complicated. It can be as simple as a pen to paper ledger keeping track of money coming into the household then going out to pay for expenses. The purpose of the monthly budget is to help you:

- Track and identify spending patterns
- Categorize and view essential vs. discretionary spending
- Identify areas to cut back if you are spending too much
- Find ways to increase emergency and retirement savings
- Better manage credit and debt
- Gain the control and confidence you seek over your finances

Consumers recognize having spending feedback tools, such as a mobile application, would likely help them “curb impulse spending, make it easier to budget and stay within budget, and reduce uncertainty about their financial situation.” Having a cooperative and positive outlook on budgeting enhances a person’s likelihood of sticking to a budget. It is important to note that taking

control of a budget and creating great financial habits is empowering and helps you to feel confident and optimistic about your financial future.

Pay Yourself First

To pay yourself first means, before you pay any bills or make any purchases, set aside a portion of each paycheck to automatically pay yourself first. In essence, treat paying yourself like you are a bill. Add this money to your savings account, retirement accounts, college savings account, etc., before money goes to pay for your normal expenses. This good financial habit can be taken a step further to be great by putting a portion of your retirement savings in a Roth retirement account, which means this will be after-tax dollars, will grow tax deferred and you will be able to possibly withdraw it tax free. Another great habit is to fully fund that emergency fund with an amount equal to six months of expenses. Another great financial habit is paying off credit cards every month. This allows you to use the credit card company’s money without allowing interest to accrue, and possibly receive some type of benefit from the credit card company, ex. discounts from merchants, cash back incentives, travel miles).

Kid’s College Education Planning

Research shows having a college degree increases earning potential. Median weekly earnings for those with college degrees averaged \$907 more than those with only a high school diploma. This can add up to a lot over a lifetime, of course, which calls the modern myth of the value-less college degree into question.

It is no secret higher education can be expensive, and that future pay-off can be difficult to reach. In 2019, tuition and fees at a state college will run you around \$10,000 a year, and \$32,000 at a private school. Room, board, books and transportation are not even accounted for here, and they can add up to an additional \$10,000 or more. The question to address is how to pay for the education. The good habit is consistently saving every

month or out of every paycheck for college. The great habit is funding a 529 Plan to save and possibly have other family members (grandparents) contribute to fund a 529 college savings plan.

The 529 Savings Plan

The 529 Savings Plan has many tax-advantages, and parents and grandparents may benefit from these tax-advantages while helping to fund education expenses. The saver can put away money, have it invested, have it grow tax-deferred, and, if you use it for qualified educational expenses, the savings comes out tax free. The person setting up the plan can always be in control of the money, and if one child/grandchild does not use the funds, the funds can be shifted to another child or grandchild. The 529 plan is sponsored by states, and is authorized by Section 529 of the Internal Revenue Code. There may be even more benefits and tax-saving with the 529 plan issued in your state. Details regarding Louisiana's 529 plan (START) can be found at www.startsaving.la.gov.

In conclusion, no matter what age or stage of life you are in, it is important to have Great Financial Habits. This article discussed habits surrounding budgets and savings. In the next issue, we will look at the Great Financial Habits with regard to protecting your financial world.

This material is for general information only and is not intended to provide specific advice or recommendation for any individual. To determine what is appropriate for you, please consult a qualified professional. A Roth IRA offers tax free withdrawals on taxable contributions. To qualify for the tax-free and penalty-free withdrawal or earnings, a Roth IRA must be in place for at least five tax years, and the distribution must take place after age 59 ½ or due to death, disability, or a first time home purchase (up to a \$10,000 lifetime maximum). Depending on state law, Roth IRA distributions may be subject to state taxes.

Chad Olivier, CERTIFIED FINANCIAL PLANNERTM, is the author of What Medical School Did Not Teach You about Financial Planning and The Resourceful Dentist and owner of Olivier Group in Baton Rouge, LA, which specializes in wealth management for physicians, dentists and affluent families. If you have any questions about this article please call (888) 465-2112 or visit us at www.oliviargroup.com or 4609 Bluebonnet Blvd., Ste. A, Baton Rouge, LA, 70809. Securities offered through Cetera Advisor Networks LLC, Member FINRA/SIPC. Investment advisory services offered through CWM, LLC, an SEC Registered Investment Advisor. Cetera Advisor Networks LLC is under separate ownership from any other named entity. Carson Partners, a division of CWM, LLC, is a nationwide partnership of advisors.

Visit the LDA and ADA Websites for Additional COVID-19 Updates and Resources.



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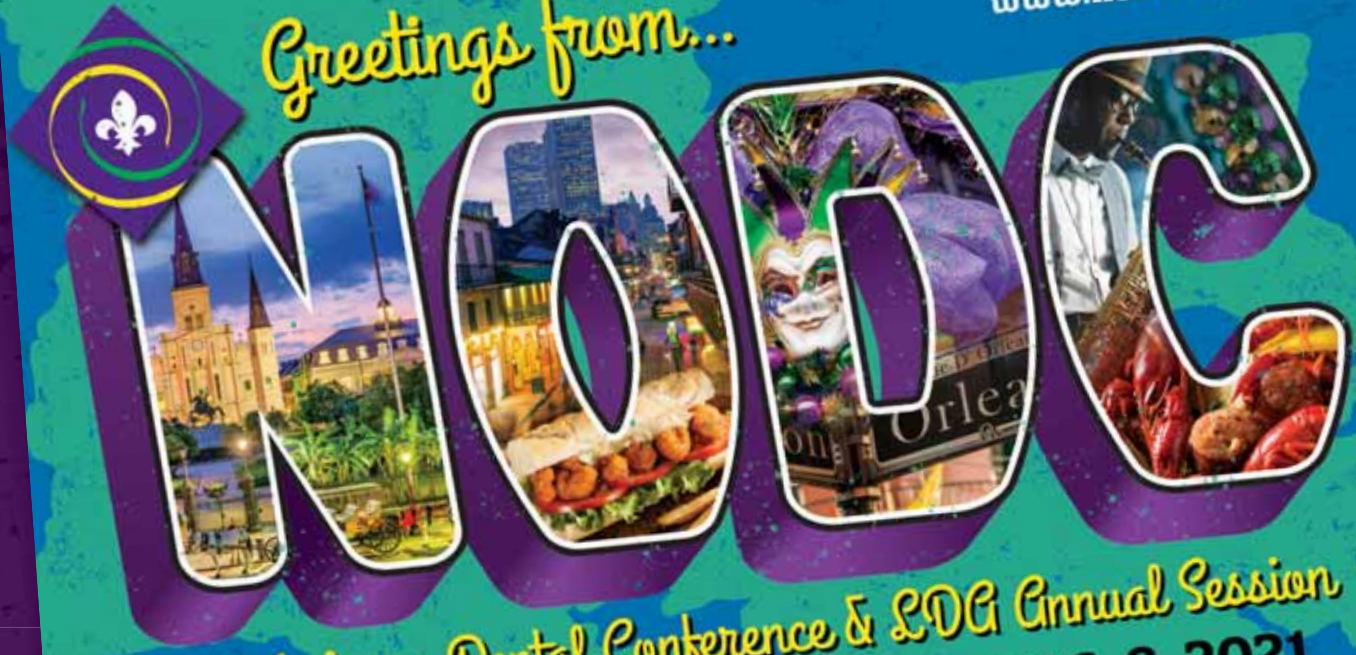
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Dr. Trey Carlton (right) presented Dr. Kristi Soileau with both the ADA and LDA president pins in honor of her service as the 2019-2020 LDA president.



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Greetings from...



New Orleans Dental Conference & LDA Annual Session
MAY 6-8, 2021
Hilton New Orleans Riverside

Rack up on your required C.E. hours
with a diverse speaker line-up at the
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- Dr. Darren Cox
- Karen Davis, RDH
- Dr. Jacob Dent
- Dr. Roy Shelburne
- Dr. Gordon Christensen
- Dr. David Wilson
- Dr. Marco Brindis
- Dr. Alan Jeroff
- Dr. Marty Zase
- Dr. Ali Nasseh

- Dr. Laila Hishaw
- Sandra Pardue
- Jamie Collins, RDH
- Dr. Thomas Dudney
- Dr. Corky Willhite
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Continuing Education and LDA Events Calendar

For information on any of the following continuing education courses, please contact the course provider. To list your course in the next calendar, contact the LDA office at (800) 388-6642 or (225) 926-1986. Also check our website for the most up-to-date listings, www.ladental.org.

DATE: Ongoing
EVENT: Online Opioid Course
PROVIDER: Louisiana Dental Association, Approved PACE Program Provider
REGISTRATION: www.ladental.org/onlinece

DATE: August 7, 2020
EVENT: LDA VIRTUAL Kick-off C.E.
LOCATION: Online (can take course from any location)
REGISTRATION: www.ladental.org/kickoff

DATE: September 12, 2020
EVENT: The 2020 12th Annual Implant Seminar
LOCATION: L'Auberge Casino Hotel, Baton Rouge, LA
PROVIDER: Louisiana Society of Oral & Maxillofacial Surgeons
REGISTRATION: For more information or to register email paulettebinion@gmail.com.

DATE: September 15, 2020
TIME: 6 p.m.
TOPIC: Tongue Tie
SPEAKER: Dr. Banker
PROVIDER: Shreveport-Bossier Dental Hygienists Association (SDHA)
LOCATION: Rotolo's Pizzeria in Shreveport, La.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit www.sbdha.net.

DATE: September 17, 2020
TIME: 6:30 p.m.
SPEAKER: Iggy Rosales
TOPIC: CPR - 3 Clinical CE Hrs.
PROVIDER: NODHA
REGISTRATION: To reserve your place see **BOOKING AND PAYMENTS** at http://www.nodha.org/?page_id=356. For questions, email RDH@NODHA.org.

DATE: September 24, 2020
TIME: 6 p.m. (2 CE Hrs.)
PROVIDER: NODHA/GlaxoSmithKline
LOCATION: Messina's 2717 Williams Blvd., Kenner, LA
REGISTRATION: Registration/Social 6-7pm, Dinner 6:45pm, CE 7-9pm. To reserve your place see **BOOKING AND PAYMENTS** at http://www.nodha.org/?page_id=356. For questions, email RDH@NODHA.org.

DATE: October 2, 2020
EVENT: LDHA Fall Session
TIME: 6 p.m.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit www.sbdha.net.

DATE: October 20, 2020
TIME: 6 p.m.
TOPIC: OSHA
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit www.sbdha.net.

DATE: October 22, 2020
SPEAKER: Amber P. Weydert, MMS, PA-C
TOPIC: Obesity: Systemic Health and Oral Health - 2 CE Hrs.
TIME: 6 p.m.
PROVIDER: NODHA/Ultradent

LOCATION: New Orleans Hamburger & Seafood, 4141 St. Charles Ave., New Orleans, LA
REGISTRATION: Registration/Social 6-7pm, Dinner 6:45pm, CE 7-9pm. To reserve your place see **BOOKING AND PAYMENTS** at http://www.nodha.org/?page_id=356. For questions, email RDH@NODHA.org.

DATE: December 3, 2020
SPEAKER: Molly Rosebush, DDS, MS
TOPIC: Oral Pathology Potpourri - 2 CE Hrs.
TIME: 6 p.m.
PROVIDER: NODHA/YOUNG DENTAL
LOCATION: Walk-Ons, 69796 Stirling Blvd., Covington, LA (NORTHSHORE)
REGISTRATION: Registration/Social 6-7pm, Dinner 6:45pm, CE 7-9pm. To reserve your place, see **BOOKING AND PAYMENTS** at http://www.nodha.org/?page_id=356. For questions, email RDH@NODHA.org.

DATE: December 11, 2020
EVENT: Last Chance Seminar
PROVIDER: Louisiana Dental Association, Approved PACE Program Provider
LOCATION: Crowne Plaza Hotel, Baton Rouge, LA
REGISTRATION: www.ladental.org/lastchance

DATE: January 15, 2021
EVENT: Bowden Leadership Conference
TOPIC: Training LDA and component leadership
PROVIDER: Louisiana Dental Association, Approved PACE Program Provider
LOCATION: LDA Office, Baton Rouge, LA
REGISTRATION: www.ladental.org/bowden

DATE: February 14-16, 2021
EVENT: LDA C.E. & SKI
COURSE: Lecture 4 clinical CE hours each day
PROVIDER: Louisiana Dental Association, Approved PACE Program Provider
LOCATION: Steamboat Springs, CO
REGISTRATION: www.ladental.org/ski

DATE: May 6-8, 2021
EVENT: New Orleans Dental Conference/LDA Annual Session
LOCATION: Hilton Riverside Hotel, New Orleans, LA
INFORMATION: www.nodc.org

DATE: June 23-26, 2021
EVENT: Summer Education Conference 2021
COURSE: Lecture 4 clinical CE hours each day
PROVIDER: Louisiana Dental Association, Approved PACE Program Provider
LOCATION: Hilton Pensacola Beach, FL
REGISTRATION: www.ladental.org/summerconference

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Date	Course Information	Registration Fees*	Hours
July 31, 2020 Attend this course from ANYWHERE!	Just Do It...Better! Presented by Dr. Susan McMahon via Live-Streamed Video Conference	Early Bird / Regular / Late Dentist: \$310 / \$340 / \$365 Hygienist: \$185 / \$215 / \$240 Dental Assistant: \$100 / \$120 / \$145	7 clinical (lecture)
August 21, 2020 Attend this course from ANYWHERE!	Influencing the Outcome: Pathways to Effective, Efficient, & Profitable Surgery in General Practice Presented by Dr. Timothy Bizga via Live-Streamed Video Conference	Early Bird / Regular / Late Dentist: \$310 / \$340 / \$365 Hygienist: \$185 / \$215 / \$240 Dental Assistant: \$100 / \$120 / \$145	7 clinical (lecture)
October 23, 2020 LIMITED SEATING, HANDS-ON COURSE!	Maximized Adhesive Dentistry: for Anterior & Posterior Teeth Presented by Drs. Bruce LeBlanc; John Barksdale, Jr. & Mike Robichaux at LSU School of Dentistry	Early Bird / Regular Dentist: \$825 / \$895	7 clinical (1 lecture, 6 participation)
November 13-14, 2020 LIMITED SEATING, HANDS-ON COURSE!	How to Fabricate a New Generation of Hybrid Dentures for Edentulous Patients Presented by Dr. Marco Brindis & Julio Zavala, MCDT at LSU School of Dentistry	Early Bird / Regular Dentist: \$1,845 / \$1,995 Lab Tech: \$848 / \$998	10 clinical (6 lecture, 4 participation)

*Consult our website for Early Bird, Regular, and On-Site Registration cut-off dates and times.

HANDS-ON COURSES

Don't miss your chance to attend these **seat-limited, hands-on courses.**

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How to Fabricate a New Generation of Hybrid Dentures for Edentulous Patients
Longer-Lasting • More Hygienic

10 clinical hours (6 lecture, 4 participation) | Course #68-20 | AGD #: 670 | Friday-Saturday, November 13-14, 2020
at LSU School of Dentistry, 1100 Florida Avenue, New Orleans, Louisiana

Registration Fees (Early Bird/Regular)

Dentist (ONLY 30 seats available): \$1,845/\$1,995
Lab Tech (ONLY 5 seats available): \$848/\$998
1st Assistant (must register w/Dentist): FREE/FREE
2nd Assistant (must register w/Dentist): \$100/\$150

Maximized Adhesive Dentistry for Anterior & Posterior Teeth

7 clinical hours (1 lecture, 6 participation) | Course #39-20 | AGD #: 250 | Friday, October 23, 2020
at LSU School of Dentistry, 1100 Florida Avenue, New Orleans, Louisiana

Registration Fees (Early Bird/Regular)

Dentist: \$825/\$895

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Dutchtown Dental Center, located on the outskirts of Baton Rouge, La., in Geismar, La., is looking for a full-time or part-time associate to join our team. We are an excellent diverse practice offering almost every form of dentistry. Our emphasis is on patient relations as well as maintaining excellent relationships among our team. This is an opportunity to grow professionally as you can be mentored in all aspects of dentistry as well as dental practice management. Expect to gain experience in operative dentistry, oral surgical procedures including implant placement and bone grafting, orthodontics, pedodontics, prosthodontics, as well as the treatment of TMJ disorders. An opportunity to buy into the practice is desired, but not mandatory. An excellent opportunity for recent graduates and dentists with little or no experience. We have a great environment, great facility, outstanding staff and excellent location. If you are a dentist who is already in practice but is looking for another opportunity to further your career, please give us a call. You can fax your resume to (225) 673-1807, email it to dutchtowndentalmanager@gmail.com or call and to speak to Dr. Landry at (504) 884-7861.

If you care about your career as much as you care about your patients, **join Lafayette Modern Dentistry, an office supported by Pacific Dental Services®**, and build relationships that will keep patients coming back for years to come. Pacific Dental Services is an equal opportunity employer and does not discriminate against any employee or applicant for employment based on race, color, religion, national origin, age, gender, sex, ancestry, citizenship status, mental or physical disability, genetic information, sexual orientation, veteran status, or military status. **Apply Here:** <https://www.Click2Apply.net/6r9f936hmknstnc>

Grand Family Dentistry is seeking a Part-Time General Dentist to join our team. This is an outstanding opportunity to join one of the most successful private practices in Mandeville, Louisiana. State-of-the-art facility, impressive team with efficient systems that literally run the practice so you can focus on the practice of dentistry! Again the position is in the family oriented community of Mandeville, LA. with work hours being Tuesday - Friday from 8 a.m.-5 p.m. At Grand Family Dentistry we pride ourselves in providing the very best oral healthcare services in a friendly, community-focused practice setting. We strive to be leading edge dental providers of comprehensive dentistry while providing the absolute best care and service to our patients. The services we provide range from routine cleanings to implants, periodontal care and endodontic services. Our doctors practice in a collegial atmosphere with a professional operations team, allowing the doctor to focus on quality patient care. We provide a competitive compensation package, including comprehensive health benefits (Health, Vision, Dental), Life Insurance, Continuing Education Allowance Program, Professional Liability Insurance, 401(k) program and leadership opportunities. Please contact Dr. Grand (985) 705-3786 or Email: granddds@grandfamilydentalcare.com

General Dentist Opportunity New Orleans/Metairie at Canatella Dental: We are seeking a part-time or full-time general dentist for our modern, state-of-the-art offices in the New Orleans area. Start date is negotiable. Cerec, CBCT, and up-to-date technology in both locations. Competitive compensation and great opportunity. Please contact us at (504) 282-0700 or frontdesk@canatelladental.com.

Busy office in Picayune, MS. Seeking a part-time dental associate. We provide quality dental care for the entire family with an experienced support staff. If interested please send resume to picayunesmiles@gmail.com.

Continued next page...

Orthodontist: Baton Rouge. Louisiana Dental Center is seeking an **Orthodontist** for its Baton Rouge location. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

Are you looking to start up a practice? Maybe expand a specialty or perhaps be an associate with autonomy. This is the perfect practice location for you! We have an amazing established dental office for lease located on Bluebonnet Blvd. This office is 2400 sq ft. of ready to go dentistry: It features 4 fully equipped operatories with adec chairs and units with nitrous setup. One larger operatory that has a door that can be used as a quiet space or surgical suite. Large windows in each operatory create a peaceful view for patients to see. Consultation room for private conversations with patients. Private doctor office with private bath so that you have space to decompress from a busy day. It also features a covered patio for team members to sit and eat lunch or hold a great team meeting. Great break room with bench seating, microwave, dishwasher and refrigerator. Storage space with a stacker washer and dryer so that you are COVID-19 compliant with laundry. This location will be available in the next 30 days as we are moving to our new office. Call for more details and lease pricing. Contact Dr. Aimee Russo (225) 806-9222 or Shyra (225) 937-3312. Please no calls after 8 p.m.

Monroe Dental Office for sale or lease. Excellent location on Armand St. in the heart of the new medical district. For info call Padg Bolten, (318) 547-1750.

I am Eric Vondenstein, owner of Southern Family Dental, I am currently seeking a part-time or full-time associate dentist at our busy, fast-paced dental office located in the heart of Lafayette, LA starting June 4th 2020. Start date is negotiable, and we can work around with our schedules to accommodate a new graduate to make sure all licenses are obtained. We perform all phases of dentistry, including fillings, prosthodontics, endodontics, periodontics, pediatrics, etc, and offer competitive compensation rates for the area. Our office is fully staffed, and established patients are already provided for you to continue quality, comprehensive care from day one. Please contact us at (337) 235-3761, fax resume to (337) 234-9327, or email us at novadentalgroup@yahoo.com. You can also reference our website at www.southernfamilydental.com for further information about our practice.

FOR LEASE: 4,800 SF dental office for lease at 679 E. Airport, Baton Rouge, LA. Featuring 11 private operatories, large orthodontic bay and a sedation/hygiene room. Complimentary first month with a lease rate of \$4,000/month. Contact Edwin at (225) 603-2755. Email: evvignes@yahoo.com.

THIBODAUX, LA: Modern dental office building for rent, lease, or sale. Thibodaux is a thriving, growing community and home to Nicholls State University, which has an enrollment of over 6,000. Please contact Dr. Bill F. Kalpakis, (985) 859-6987 or kalpakis@mac.com for more information.

Family Dental office looking to expand & purchase additional offices in the Acadiana area & Lafayette, LA. Please email with offices that come available. Email mackie_301@yahoo.com.

Alexandria Dental Office For Sale: 2,050 sq. ft. dental office, 6 operatories, parking for 23 cars, new roof in 2018, new air conditioner in 2019. No equipment. Available February 2020. Call Scotty at (318) 613-5191.

We are looking to add a new doctor to our multi-doctor, general dentistry practice. We have two locations in the Greater Baton Rouge area. Call 225-304-4230 for a recorded message pertaining to information about joining our practice.

F/T General Dentists, Bogalusa and Gonzales: Louisiana Dental Center is seeking F/T General Dentists for its locations in Bogalusa and Gonzales. If you're interested in joining our team of professionals, please contact Terry Ernst at (985) 893-2240 or ternst@LaDentalCenter.com.

Saturday General Dentists: Louisiana Dental Center is seeking General Dentists interested in working Saturdays at its Greater New Orleans and Baton Rouge area locations. If you're interested in joining our team of professionals, please contact Terry Ernst at (985) 893-2240 or ternst@LaDentalCenter.com.

Grand Family Dentistry is seeking a Full-Time Hygienist to join our team with a sign on bonus of \$3,000 after probation period. This is an outstanding opportunity to join one of the most successful private practices in **Baton Rouge, Louisiana.** State-of-the-art facility, impressive team with efficient systems that literally run the practice so you can focus on the practice of dentistry! Again the position is in the family

oriented community of **Baton Rouge, LA** with work hours being Monday - Thursday from 8:00 a.m.- 5:00 p.m. At Grand Family Dentistry, we pride ourselves in providing the very best oral healthcare services in a friendly, community-focused practice setting. We strive to be leading edge dental providers of comprehensive dentistry while providing the absolute best care service to our patients. The services we provide range from routine cleanings to implants, periodontal care and endodontic services. Our hygienists practice in a collegial atmosphere with a professional operations team, allowing the hygienist to focus on quality patient care. We provide a competitive compensation package, including comprehensive health benefit (Health, Dental), Life Insurance, Continuing Education Allowance Program, 401(k) program and leadership opportunities. Please contact Dr. Grand at (985) 705-3786 or email: granddds@grandfamilydentalcare.com.

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Go to www.ladental.org and click on the Classified Advertising link.

For all classified advertising, payment is required in advance and ads will be placed on the LDA website on the next possible business day after payment is received. Make checks payable to the Journal of the Louisiana Dental Association. Placement of a classified ad up to 30 words is \$30 for LDA members and \$55 for non-LDA members. For each additional word, LDA members pay \$0.15 and non-LDA members pay \$0.30. Ads will remain on the LDA website for three months and will appear in one issue of the LDA Journal. A photo with ad is an additional \$50. For more information or to place a classified ad, contact LDA Journal Managing Editor Annette Drodgy at (225) 926-1986 or info@ladental.org.

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COVID-19 Facts

Living during a pandemic has turned out to be anything but fun. Who knew that our daily routine of wearing masks and gloves with our patients would become the world-wide recommendation for everyone as people go about their daily routine.

Fortunately, our LDA research lab has uncovered some amazing facts about this virus.

By now we all are aware that the viral outbreak occurred from a lab in Wuhan, China. Apparently, they first traced it from an open-air fish market that sold other foods such as bats. It seems that some bats can be infected with a virus that causes "bat flu." According to our research, this bat flu was only found in...bats. However, now it has found its way into humans and it turns out that it is indeed the very same COVID-19 virus. The LDA strongly recommends that before eating any bats, you should have them tested for the virus using the quick test as opposed to the test that takes 3-24 days.

We have also noted that you cannot get this virus by ingesting food unless it has been sneezed on by an infected person or bat. So now we have mandated that you should not eat any food that you have allowed someone to sneeze on. We realize that this may impose on some people's rights and/or customs to allow folks to sneeze on their food for good luck, but you must refrain from allowing this to happen. The LDA website will soon allow virtual sneezes to be performed BUT for our members only.

And speaking of sneezing – droplets from a sneeze, cough or runny nose can travel up to 6 feet and if

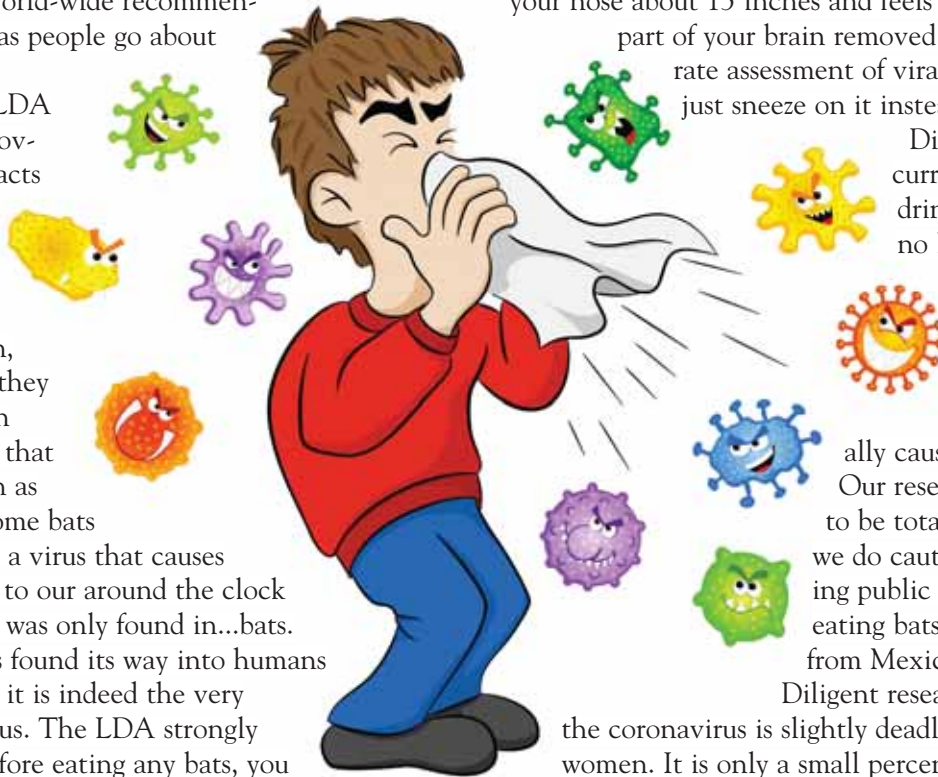
breathed in by someone walking by, the virus can be transmitted to that person. So I have asked our labs to investigate why the test requires a q-tip to be rammed up your nose about 13 inches and feels like you are having part of your brain removed in order for an accurate assessment of viral presence. Can't we just sneeze on it instead?

Did you know that currently 38% of beer drinking Americans will no longer buy Corona

beer? It seems that 16% of those folks are confused as to whether or not

Corona beer actually causes the coronavirus. Our research has shown this to be totally false. However, we do caution the beer drinking public to refrain from eating bats that have flown in from Mexico.

Diligent research has shown that the coronavirus is slightly deadlier for men than women. It is only a small percentage, however we are now asking people (specifically the women calling) to please stop asking us where the best places are located for them to take their husbands' food to be sneezed on. We are not allowed to divulge those various places in our state, however if you will send us a self-addressed and stamped envelope, we will provide those locations. Please enclose a \$5 money order and we accept no bats.





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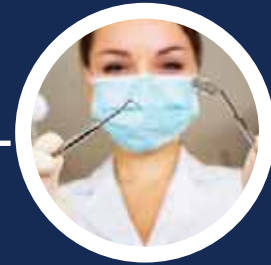
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