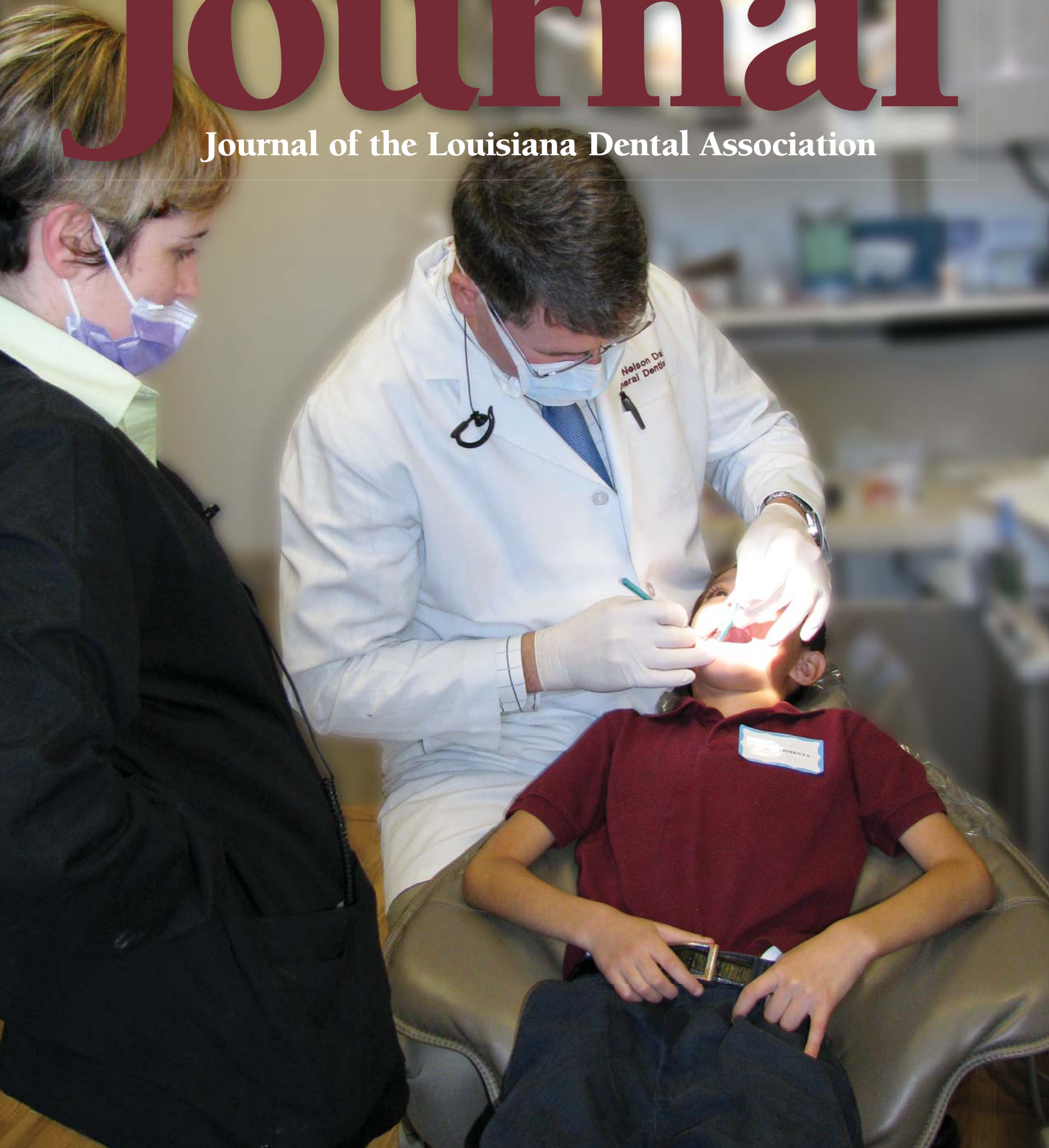


VOL. 68, NO. 3

FALL 2009

# LDA Journal

Journal of the Louisiana Dental Association





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# LDA Journal

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### Mission Statement

The purpose of the Louisiana Dental Association is to encourage the improvement and to protect the health of the public, to promote the art and science of dentistry and to represent the interests of the members of the dental profession and the public it serves.

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**On the cover:** Dr. Nelson Daly and his dental assistant Breanne Landry examine a child who participated in the Give Kids A Smile Day event in February 2009. Dentists and staff members can volunteer at or host their own events for GKAS Day 2010, set for Friday, February 5, 2010. Call the LDA office at (800) 388-6642 if you have any questions or would like to volunteer!

LDA members can view the *Journal* online  
at [www.ladental.org](http://www.ladental.org).



## from the editor

*Dr. David N. Austin*  
*Editor, LDA Journal*

### **I'm From the Government and I'm Here to Help You...**

There is no doubt and little debate that the cost of health care has become out of control. There are many reasons and trying to fix a system that actually works, albeit expensively, could potentially cause more harm. At least that is the perception of many, including myself. However, it is time to do something.

If you have noticed, little has been said of the quality of care and major advances in medicine that have occurred in the United States. If our system of medicine, diagnostics, innovative surgical skills, and the many highly trained people that are part of our health care system is so bad, why are so many people from other industrialized nations coming here to have their medical needs taken care of?

According to the National Coalition on Healthcare, national health spending is expected to reach \$2.5 trillion in 2009, accounting for 17.6 percent of the gross domestic product (GDP). By 2018, national health care expenditures are expected to reach \$4.4 trillion – more than double 2007 spending. Certainly we need to get a handle on it. But what caused this? Hospitals? Physicians? Lawyers? Politicians? Maybe the insurance industry?

One reason I am disappointed in the current administration in Washington is that during the presidential campaign, tort reform and insurance reform were promoted by the man who was elected to serve as our President. After the election, tort reform seems to be off the table for any discussion. Why is that? Our President surely knows that tort reform must occur if there is to be any chance at slowing the pace of the cost of medical services.

And, it is long past time for some insurance reforms as well. I am not for government medical insurance for all. No government run business has ever been efficient nor easy to deal with. Our government-run postal system (which is constitutionally mandated!) is in need of more of our tax dollars every year just to keep afloat. We have Medicare and Medicaid, why not fully fund these?

I believe that public/private insurance companies can be more efficient than any government run program. But, we need insurance companies that will include everyone. We need insurance companies that will follow you from job to job. We need insurance companies that will push medical and health care savings accounts and make these more available to all. I wish insurance companies were non-profit entities, so that the savings could be passed to the consumer, but without profit, incentives for competition will be non-existent and would ultimately have a higher cost. I believe in the free enterprise for profit system be it in dentistry, medicine, automobiles, or insurance. It is what has made our country great.

The insurance industry controls a vast amount of money and thus gets the ear (and possible soul) of our politicians. Wasn't AIG the first company to be "bailed out" by our government? Certainly our government could pass laws that regulate the insurance industry in many of the above ways, and they could still show a profit. Doesn't Congress still make law? Is there no one in Washington that can stand up to these guys? We need to find them and give them our support.

Personally, I do not believe any politician currently in Washington – Republican, Democrat, or Independent – that is smart enough to legislate anything that will save actual dollars. It is a proven fact that when our government provides any service, it is with wasteful spending that ends up becoming a pork barrel windfall for some elected officials - all to be paid by our grand children's hard earned tax dollars.

And besides, you know the only difference between the United States and General Motors financially is that General Motors can't print money!

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# LDA from the president

*Dr. Charles B. "Charlie" Foy, Jr.  
President, Louisiana Dental Association*

## Rantings of a "Mad Man" on Health Care Reform

A funny thing happened to me the other day. I woke up as usual, showered, shaved and brushed my teeth. As I looked in the mirror it seemed to be the same person that I had seen the night before when I prepared for bed. However, as I listened to the morning news, I found out that I WAS different. I was now considered UN-AMERICAN! Not quite sure how this happened. Really, the only thing that was different as far as I knew was that I did not think that Mr. Obama's health care plan was a good idea.

Now don't get me wrong. There are certainly things that need changing with the health system in this country. TORT REFORM is number one on my list. But according to the "experts" in Washington that is not the problem. They would rather overhaul the best health care system in the world and steer us in the direction of socialism. So anyway, because I don't agree, I am now considered un-American. Never mind the flag-burners of the past or the activists who spit and cursed at our troops as they returned home from fighting for our freedom. They were not considered un-American as they were just expressing their freedom of speech. I guess the first amendment only applies IF you agree with the administration in Washington.

By now you are probably asking yourself if this is the ranting of a madman. The answer is yes, I am a mad man. I am mad that the government is trying to push this down our throats. So what does this ranting have to do with the LDA and organized dentistry? Well, I am so glad that you asked. The leadership of the ADA is keeping very close tabs on the activities in Washington. Not to get us into the health care plan being considered, but to keep us out. Now you may ask, isn't oral health important to overall health? And of course the answer is absolutely! So why should we want to be excluded you ask? My response to you is one word. Mediocrity!

The idea is to treat everyone the same, patients as well as providers. Anyone out there who has ever

treated more than 10 patients in his or her life knows that all patients are not the same. The same goes for the doctors. Not every dentist is the same. Some dentists like to go to every C.E. course and read every journal article in the hope of providing the best care for their patients. Other dentists...well you get the picture. What difference will it make if you are compensated the same whether you excel in your field or not? Whether you treat your patients well or not? The underlying method of cutting costs is to ration and deny care. A national health care board will decide what treatment is best for the patient. Nobody knows the patient like their doctor does and to interfere with the doctor/patient relationship is a big mistake. Socialized health care does not work. It never has and it never will.

Another possible provision of the reform bill, according to Dr. R. Wayne Thompson, our ADA trustee, is the elimination of the tax deductibility of the Health Savings accounts and employer flexible spending plans. A lot of our patients pay for treatment this way. Eliminating the deduction for it could eliminate this option, which some patients currently use for funding dental treatment. We need to be active and vigilant. We need to help our leaders keep our profession strong and independent from government intervention.

The ADA was also very active in the FDA's recent ruling on amalgam. No matter how you feel about the material, I feel that it is important that we have the freedom to practice in whatever way we feel is best for our patients. It is important to belong and participate in organized dentistry to keep dentistry a profession we can continue to be proud of.

The LDA summer season has been fun and busy. The Fishing Rodeo was a relaxing weekend and provided the usual high level of competition. Thanks to a challenge extended during one of the board meetings, the LDA Fishing Rodeo t-shirts will have a new look

for next year. You will have to stay tuned to see who lost the challenge. The LDA Summer Conference was also very well attended. The weather in Destin was great as was the continuing education offered and the company. If you missed it this year, make sure that you don't make that same mistake next year. It is a great family vacation.

So what does the LDA have on tap for the rest of the year? We have the Last Chance Seminar coming up November 13, which will be another great C.E. opportunity. For Mardi Gras, we are currently exploring the possibility of having a C.E. opportunity in Las Vegas or on a Caribbean cruise. The idea is to alternate this with the Alpine Seminar series during this time of the year on a three year rotation. Also, it is not too early to start making plans for the NODC LDA Annual Session in New Orleans. The dates for 2010 are April 8, 9, and 10. Dr. Bill Hadlock, the 2010 chairman, promises an unforgettable meeting for you.

Finally, to bring you up to date on the school-based dentistry issue. As of this writing, the Louisiana State Board of Dentistry is in the process of formulating rules. We will keep you informed of the outcome. I have to go now; I have just been invited to the White House by the Secret Service. Somehow, I don't think it is to let me spend the night in the Lincoln bedroom.

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# LDA summer conference

Annette Droddy  
Director of Communications and Public Affairs, LDA

## Sun and Sand Attracts 112 C.E. Attendees to the LDA's Summer Education Conference

Tops'l Beach & Racquet Resort was again the venue for the popular LDA Summer Education Conference that attracts dentists and staff members looking for a way to combine continuing education with family fun at the beach! Ninety four dentists and 17 staff members headed to Destin, Fl., for C.E. and fun in the sun.



**Above:** One hundred twelve C.E. attendees participated in the Summer Education Conference. **Right:** Drs. David Hildebrandt, Mark Chaney, Ed Hebert and C.J. Ardoin at Regatta Bay during the golf outing.



Held Wednesday, July 29 through Saturday, August 1, attendees were able to receive up to 16 hours of C.E. credit by attending seminars from 8 a.m. to noon each day. Afternoons and evenings were left free for golf, tennis, shopping or for time at the beach and/or pool. Tops'l offers luxury condo accommodations steps away from the white, sandy beaches and sparkling emerald waters of the Gulf of Mexico, allowing plenty of time for rest and relaxation or just plain beach fun.

The LDA also hosts a golf outing for interested attendees and their family members. This year's



Summer Education Conference attendees.

outing was held at Regatta Bay, which Florida Golf News magazine voted "the #1 Favorite Golf Course in Northwest Florida," and readers of Emerald Coast magazine named the course "Best of Emerald Coast." Additionally, Golf Digest ranked the course among its "Top 200 Places to Play in North America," as well as one of the "Top 15" courses in Florida.

Quickly becoming an attendee favorite, nine teams signed up to participate in the family beach volleyball tournament. Through clouds and the threat of rain, teams continued to play, with the team of Dr. Guy Hedrick and Gale Roussell coming out as the 2009 Summer Conference Volleyball Winners.

**And, thanks to conference sponsors, Robert Ellis & Associates (LDA Events Partner) Patterson Dental, Louisiana Dental Services, Inc. (LDS), Fortress Insurance Company, American Academy of Orofacial Pain, Coltène/Whaledent Inc., and Sirona Dental, registration fees again stayed at minimal levels for members.**

Mark your calendars now for next year's event, Wednesday - Saturday, July 28 - 31, 2010.





**Left:** Dr. Guy Hedrick accepting his team's prizes from the beach volleyball tournament. **Circle:** Dr. Melanie Fowler with daughter Georgia during the Beachside Boil. **Below:** Dr. Damon DiMarco and his daughter, Sophia, play paddle ball at the beach.



Photos continue on page 8.

# FATHERS AND SONS

Several father and son "teams" participated in various portions of the Summer Education Conference.



**Top left:** Dr. Kyle Slaven and Gary Slaven participate in the golf outing. **Top right:** Nicholas Landry and Dr. Gordy Landry at Regatta Bay. **Bottom left:** Drs. Leonard "Guy" Hedrick and Leonard Hedrick listening to the presentation on Risk Management. **Bottom middle:** Drs. Ronald Britsch, Sr. and Ronald Britsch, Jr. during the morning C.E. **Bottom right:** Drs. Edwin Bercier IV and Edwin Bercier III during the C.E. portion of the meeting.







Continued from page 7.

**Left:** Sandy and Dr. Richard Owens enjoying the Beachside Boil. **Circle:** Celie, Jamie, Lucy, Dr. Jason and Zoe Toups during the Family Beachside Boil. **Bottom left:** Spencer Hedrick and Jackson Hedrick helping gather balls during the volleyball tournament. **Bottom middle:** Events Partner Robert Ellis & Associates handed out frisbees to Beachside Boil attendees. **Bottom right:** Volleyball teams participating in the beach volleyball tournament.



# Give Kids A Smile Day

*February 5, 2010*

Start preparing now! The annual **Give Kids A Smile Day** programs, scheduled for February 5, 2010, will provide education, preventative and restorative care to low-income children who lack access to care.

You are welcome to coordinate your own program, but if you prefer to join an existing group, the LDA can connect you with a program in your area. To sign up or receive more information on this program, visit the LDA Web site, [www.ladental.org](http://www.ladental.org), the ADA Web site, [www.ada.org](http://www.ada.org), or call the LDA office at (800) 388-6642.





# Dr. Frank Boyar, a Fortress Dentist.

*I live* in Delray Beach, Florida. I like the laid-back style. I've been here for 30 years, bought my practice from my mother's dentist.

*I practice* general and geriatric dentistry. Many of my patients, I've seen three generations in the family. I've always volunteered in the community. I'm a past president of Project Dentist Care, and helped to expand it.

*I recharge* by fly fishing, especially in salt water flats. It's the most technically demanding type of fishing, a lot like hunting. It's all catch and release, and generally we target bonefish, permit, or tarpon.

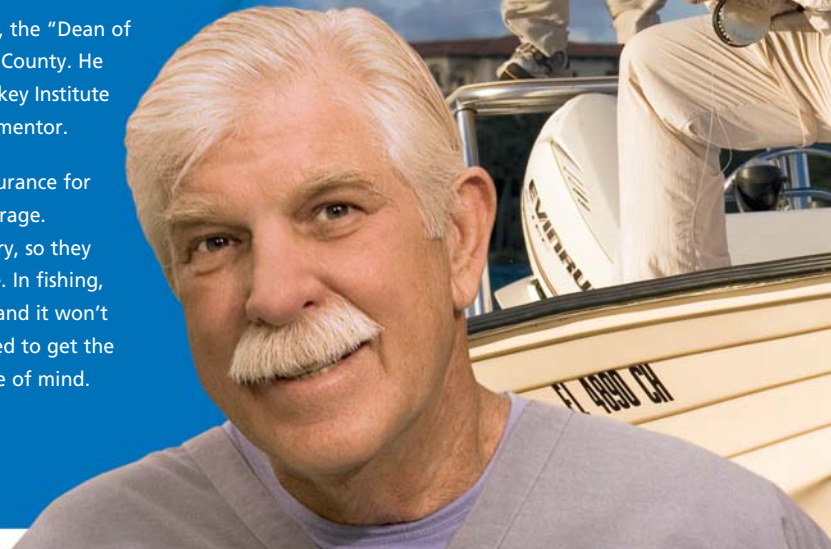
*I love* my wife, my family, and peace of mind.

*I plan* to find a dentist interested in taking over my practice. I'd like a smooth, long transition.

*I hope* to enjoy my family for years to come. I'm trying to balance things now, spend more time with my grandchildren, fish more ...

*I admired* Monroe Farber, the "Dean of Dentistry" in Palm Beach County. He was a founder of the Pankey Institute and a model citizen and mentor.

*I recommend* Fortress Insurance for professional liability coverage. They specialize in dentistry, so they understand our language. In fishing, bring foul weather gear and it won't rain. In dentistry, you need to get the right protection for peace of mind.



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# LDA

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*Dr. C. Richmond Corley, Jr.  
Senior Vice-President/CEO, LDS*

### **LDS Continues to Endorse Companies that Provide Quality and Value to Members**

As this article comes to you, many complex issues are facing this great country. Certainly the economic downturn and issues surrounding health care in America are among the most prominent that have gotten our attention.

There are many positive things going forward in many parts of our state that are reflected in the construction of new major plants and renovation of existing industrial facilities to accomplish new missions. Hopefully these positive business initiatives will continue to support a stable economic environment in our state.

It is in this light that I bring to your attention once again the fact that the LDA / LDS Endorsed Products and Services program is available to help you save money in the day-to-day operation of your practice. Among the list of endorsed products and services you will find: Office Depot Business Development, a division of Office Depot, which allows you to save money on all purchases made through your local Office Depot retail store except electronic equipment and some related items. Also, purchases of furniture must be pre-authorized through Christy Copeland, our account executive, at (225) 673-9697. To enroll in the program, call (800) 568-0333, ext. 520.

Another great money saving opportunity is for professional practice liability insurance coverage. Fortress Insurance Company, a very reliable A rated professional dental liability insurance company can offer you superior service and support at substantial savings. This company only writes insurance for the dental profession and is truly interested in the well being of each and every client they represent. The Fortress program is marketed by Robert Ellis and Associates of Mandeville, La. Contact Stormy Blair or

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These are just a few of the many opportunities that the endorsed program offers. The most up-to-date listing of products and services can always be found under the "News and Info for Your Practice" link on the LDA Web site at [www.ladental.org](http://www.ladental.org) or you can request a binder from Tiffany at the LDA office by calling (800) 388-6642. When calling an endorsed company, always remember to identify yourself as an LDA Member to get the discount or other program benefit offered to you, the LDA member, exclusively. Also remember that LDS can and will serve as your advocate should you ever have a problem with an endorsed product or service.

As always, we at LDS appreciate what you, as an LDA member, do to make what we do a success for the benefit of all LDA members.



To view the entire list of endorsed products and services, visit the LDA Web site at [www.ladental.org](http://www.ladental.org).



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# LDA feature

Liz Strother  
Head Dental Librarian, LSU School of Dentistry

## Take Advantage of the Resources in Your Dental Library

The LSUHSC School of Dentistry Library offers numerous resources for dental professionals. LSUSD alumni and licensed Louisiana practitioners are welcomed to use the collection of books, electronic and print journals, and audiovisual programs. The library home page at <http://www.lsusd.lsuhs.edu/libr> provides useful information and links, including library hours and a detailed description of services for dental practitioners. You can view a list of recent library acquisitions or search the entire collection in the library catalog. The library staff is always happy to help you locate information, and the library offers a comfortable environment for catching up on dental literature.



You can take advantage of library resources in various ways.

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# November 13, 2009, is your **Last Chance!**

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as speaker*

**LDA Last Chance Seminar  
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the New Dentist and LDA Events  
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The Seminar, scheduled for Friday,  
*November 13, 2009*, at Embassy Suites in  
Baton Rouge will be your final opportunity  
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LDA Web Site at [www.ladental.org](http://www.ladental.org) for more info.*





# LDA

## from the executive director

Ward Blackwell, M.J.  
LDA Executive Director

### Short and Sweet

The response was pretty positive the last time I used this column for very brief updates of a few significant activities of the LDA. So, here's another "Cliff's Notes" version of the latest happenings.

**School-based portable dentistry** remains the hot issue. After working to pass legislation that directs the Louisiana State Board of Dentistry (LSBD) to regulate mobile/portable dentistry, the LDA had representatives attend a series of meetings conducted by the LSBD to develop those regulations. The recently completed final draft is not as stringent as the LDA suggested it should be, but does include provisions such as:

- Parents must be consulted at least by telephone before treatment can begin on a minor.
- Dentistry in schools must be in a dedicated room no students will enter during or immediately after treatment.
- Consent forms must include notice that treatment in school-based mobile/portable practice could affect Medicaid benefits.

The draft regulations should be published as a Notice of Intent September 20. Then, expect there to be legislative oversight hearings as folks on each side of the issue take one last shot at revising the regs before they are final.

Many of those same folks are also involved in a lawsuit filed by the dentist with the state's largest school-based portable practice. Apparently, this dentist alleges that the conduct of certain other dentists concerning this issue was improper. The LDA is not directly a party to the suit, but a portion of the defendants' legal expenses are being paid by the LDA's insurance companies.

**Transition of LDA's Health Insurance Program** from Nippon Life to Companion Life is at long last in full swing and will be complete by Nov. 1. This transition differs sharply from previous carrier changes the LDA plan has undergone. Presently, there is VERY little interest in the insurance market in a small association plan like the LDA's that is having generally poor claims experience. Companion was only willing to take on the LDA plan on the condition they could underwrite all individual plan members before accepting them and because our third

party administrator, Total Plan Services, offered them additional business with less risk as part of the deal.

Requiring LDA plan participants to re-apply and go through underwriting to participate in the new plan is unprecedented and decidedly NOT the direction the LDA Council on Insurance and Board of Directors wanted to go with this vital member benefit. Nonetheless, the Council and Board believed that continuing to offer this valuable benefit to as many members as possible was decidedly preferable to discontinuing the health insurance program entirely. Plus, expectations are that the new plan will prove to be an improvement over the old one in the long run. Many members who apply for the new plan will likely be pleasantly surprised to find that their premiums are lower and the benefits better suited to their needs.

**Community Water Fluoridation** continues to be attacked by opponents armed with inflammatory rhetoric, distortions and inaccurate information. To make matters worse, the State's revenue shortfalls mean funds are not available to fully implement the mandate of the law the LDA got passed in 2008. On the brighter side, one of the largest unfluoridated systems in the state, Denham Springs, is well on the way to changing that. And, Natchitoches has indicated an interest in being next.

**FMAP relief** is the top priority for DHH presently. FMAP is a formula for measuring per capita income which in turn is used by the federal government to determine matching funds rate for Medicaid. Louisiana's per capita income is now artificially high because money that poured into the state for reconstruction after Katrina and Rita is included in the latest FMAP calculations. Without action from Congress, this could lead to a \$1.2 billion cut in Medicaid by 2011. Be sure to visit the LDA Web site for more details on this issue and easy ways of voicing your concern to your congressman or senators.

**Health Care Reform** is a federal issue, so the ADA is leading that effort to educate Congress about dentists' concerns. Still, the LDA has helped coordinate the efforts of some members who've met with their representatives or senators and/or attended town hall meetings. To view all the ADA information on this issue, go to [http://www.ada.org/proff/advocacy/issues/health\\_care\\_reform.asp](http://www.ada.org/proff/advocacy/issues/health_care_reform.asp).



Appointments to State boards, commissions, etc. are getting more attention than usual, as the LDA has the right to nominate people to quite a few vacant positions. This includes a seat on the DHH Medical Care Advisory Committee, the HIV Commission, and all nine component representatives to the Water Fluoridation Advisory Board. Any member interested in serving in one of these positions should contact the LDA office.

Annual Audit and Tax Returns are nearly complete. While the audit again found the LDA's financial house in good order, the new filing requirements for non-profits have created significant new work in preparing the returns, both for our CPA and LDA staff. The increased transparency is important for large, national non-profit organizations, but creates a bit of a headache (and higher costs) for smaller entities like the LDA.

LDA Delegates to the ADA Annual Session participated in a meeting with delegates from other states in the 12th (our) ADA Trustee District on August 30. There are fewer resolutions to consider than usual, but plenty of interesting financial news to digest as the ADA responds to the recession by trimming down.

Last Chance Seminar will be held November 13 at the Embassy Suites Hotel in Baton Rouge. It's just about the "last chance" to get clinical C.E. in 2009, and the speaker, Dr. Ken Hovden, will make procrastinators happy with great insights on implants and practical tips for cosmetic procedures that can be immediately implemented.

Bowden Leadership Development Conference is all set for January 29, 2010, at the Paragon Casino and Resort in Marksville, LA. Education expert Pam Quebodeaux will develop attendees' leadership skills with exercises based on the "Seven Habits of Highly Effective People."

The LDA Summer Conference saw even more attendees than last year despite the prevailing economic uncertainty. Reviews of the speakers and activities were almost all superlative, and final touches are being put on a contract to take us back to Tops'l Resort next year.

LSUSD Freshman Orientation was held July 23, at which time LDA representatives introduced students to the concept of organized dentistry.

Component officer handbooks are a project cited in the LDA Strategic Plan. LDA staff is presently working to "flesh out" these "guides" for component presidents and secretaries according to the concepts developed by Drs. Eddie Hebert and Stephanie Weaver, members of the LDA Board of Directors.

Hopefully, you now have a little better idea of what the LDA has been doing for dentistry of late. However, the more members who get involved, the more successful we'll be. Be sure to check out [www.ladental.org](http://www.ladental.org) to see how you can participate in your association and for information on other LDA activities and benefits for members.



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# LDA Louisiana state board of dentistry

Dr. Lynn Philippe  
President, Louisiana State Board of Dentistry

## Louisiana Politics... Hasty Pudding or Crème Brulee

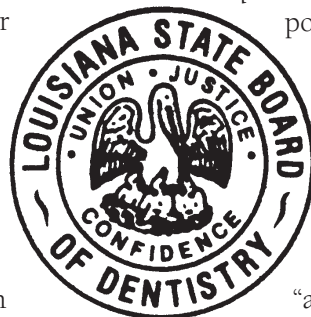
**I**NCREDIBLE!!! Who would have thought that 2009, a legislative fiscal year, in which only five bills may be introduced per legislator would have included a much heated and contested debate over our glorious profession. YES! In case you have been on mental hiatus or on foreign soil over the last four months, it was virtually impossible to be unaware of the very convoluted discussion and evolution of House Bill 687 by Representatives Pearson and Tucker, now Act No. 429, signed by the Governor. In short, this bill, which began as an attempt to prohibit dentistry in a school-based setting has, through the input and review of many pairs of eyes and lips of its proper legislative channels, grown into a monumental task for the LSBSD per legislative mandate.

Briefly stated, Act no. 429 directs the LSBSD "To enact R.S. 37:796 and 796.1, relative to the practice of dentistry; to authorize the Louisiana State Board of Dentistry to adopt rules to provide for the issuance of a permit to dentists who wish to provide dental services at locations other than the dental office; to provide for the adoption of rules to establish criteria and standards for providing dental services at locations other than the dental office; to require that dentists providing dental services at locations other than the dental office shall be licensed to practice dentistry in Louisiana; and to provide for related matters."

Well, in order to avoid serving "hasty pudding," the LSBSD began to address this issue early this year before the Legislative Session commenced. We have heard voluminous testimony, both in favor and opposition, regarding the above topic. Valuable input has come from the public, educators, elementary school principals, federal and state employees, private and institutional practitioners and even attorneys at law. Much discussion has occurred at our regularly

scheduled LSBSD meetings and two special meetings of the Rules Committee. Almost all of the proposed questions and answers have centered around a portion of our population (the uninsured/underinsured children primarily in public schools) and the possible lack of access to care and the proper delivery of said care. Discussion ranged from "in-school delivery" to the "dental-home concept" as proposed by the American Academy of Pediatric Dentistry and even the possibility of an "adopt a school" practice. But one reassuring common thread that has recurred through this "amazing technicolor dreamcoat" has been to "ensure that however and wherever the treatment occurs, it should be performed in a safe, secure and hygienic manner consistent with the ethics and principles of organized dentistry."

Because this is such an important issue to all, I can assure you that the Rules Committee, the executive director, staff and the rest of the LSBSD will, with utmost diligence and oversight, serve "crème brulee" and fulfill our mission to protect the public and ensure that the delivery of dental care is performed under proper regulations and oversight as required in the Louisiana Dental Practice Act.



## Last Chance Seminar

Friday, November 13, 2009

Embassy Suites

Baton Rouge, LA



# LADPAC CHIPPING IN FOR DENTISTRY

## 7th Annual Golf Tournament

### Registration Form

Friday, October 23, 2009  
Pelican Point Golf Club, Gonzales, La.

**ENTRY FEE:** \$150 (includes lunch & reception)

**AGENDA**

10:30 a.m. Registration & Lunch Begins (Mulligans Available for Purchase)

11:30 a.m. Shotgun Start\*

Tournament ends 19th Hole Reception and Tournament Awards and Prizes

\* Full details will be mailed to all registered golfers.

Thanks to our sponsors: Robert Ellis & Associates, 3M ESPE, The Olivier Group, Campus Federal Credit Union, and Roedel Parsons. (9/2/2009)

**Registration : Sign up individually or as a team. Individuals will be put together to form teams.**

Name \_\_\_\_\_ Telephone Number \_\_\_\_\_

Address \_\_\_\_\_

E-mail \_\_\_\_\_ Fax \_\_\_\_\_

Golf handicap \_\_\_\_\_

If you have already arranged to play with another player or players, please provide their names (and golf handicaps). Also include any of the other players on your team or any other players you would like in your foursome:

Number of players (\$150 each) \_\_\_\_\_ = \$ \_\_\_\_\_

Pre-pay for mulligans (limit 2 = \$10) \_\_\_\_\_ = \$ \_\_\_\_\_

\*Add late fee of \$20 per person after Oct. 19 = \$ \_\_\_\_\_

Credit card convenience fee (\$15) \_\_\_\_\_ = \$ \_\_\_\_\_

Total amount of fees due to the LDA \_\_\_\_\_ = \$ \_\_\_\_\_

#### Payment Information

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**[info@ladental.org](mailto:info@ladental.org) or [www.ladental.org](http://www.ladental.org)**

*Beginning August 1, 2009, there will be a \$15  
convenience fee for each credit card transaction.*



# LDA lsu school of dentistry

Dr. Henry Gremillion  
Dean, LSU School of Dentistry

## Trust and Potential

Year after year, dentistry is ranked among the top 10 most trusted professions in America. I feel deep personal and professional pride when I think about the good will and sincere caring that is the basis for this statistic.

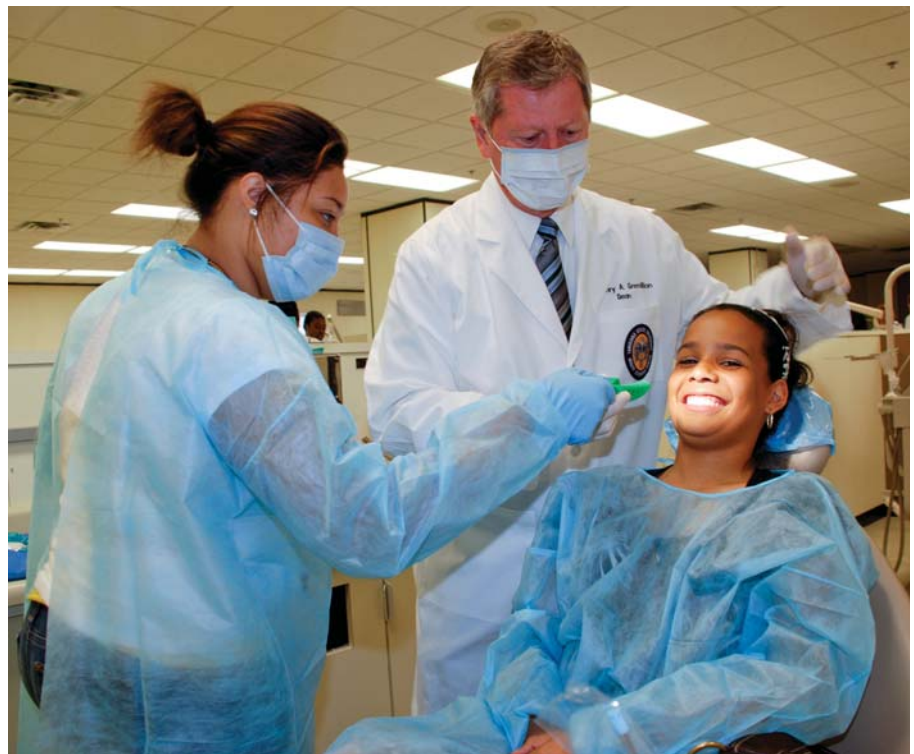
Our role in society is evolving. Advances in knowledge and technology have combined with consumer awareness to produce an unprecedented demand for our services. In 1974, when I was a first-year dental student, I recall Dr. Ben Leggett giving a lecture in community dentistry in which he said that one-third of Americans sought dental care on a regular basis. Today, that number is closer to 60 percent, a significant increase that can be attributed to a better public understanding that quality oral health is a significant component of quality overall health.

With that in mind, the *potential* for dentistry to improve health care in today's society has never been better.

Let's also take a look at *reality*:

- The number of Americans without dental insurance is more than 2.5 times the number who lack medical insurance,
- Employed adults lose more than 164 million hours of work each year due to dental disease or dental visits,
- For school age children, more than 51 million school hours are lost each year due to dental-related illnesses.

As long as we value educated children and a productive workforce, we need to consider all of these



**Addressing disparities:** Dean Henry Gremillion demonstrates to high school students Kirsten Yates, left, and Cydney Chatters how impressions are taken. The teenagers were among 30 high school students from throughout the country who visited the dental school as part of a Xavier University summer program designed to recruit and prepare African Americans for a broad spectrum of health care professions. At the dental school, 12 members of the faculty provided a warm welcome, demonstrations, lectures and tours.

astonishingly unacceptable numbers and the long-term consequences to our country and our economy.

As many of you know, great disparities in the delivery of dental care result in our most vulnerable populations, such as children, minorities, the elderly and people with disabilities, having the least access. Low income is often the common denominator. One out of four children in America is born into poverty. Of this number, 25 percent have not seen a dentist before entering kindergarten.



## Silent Epidemic

Those who seek our help are those who have access to our services. For those without access to care, delayed treatment becomes the norm. Small problems become big problems, sometimes life threatening. This is what public health officials call the “silent epidemic.”

We cannot continue to dismiss this as someone else’s problem because we all ultimately pay the price. The cost of caring for Americans without insurance in emergency settings is estimated to add \$922 to the average cost of premiums for employer-sponsored family coverage. The 2007 case of the 12-year old Maryland boy named Deamonte Driver illustrates this point. Early treatment would have cost \$80. His hospitalization and emergency care cost \$250,000, according to a report from the American Dental Education Association.

The disparities in health care are numerous and exist at national and state levels. The problems are enormous and complex. Solutions will require cooperation and initiatives from multiple partners in the public and private sectors.

The fundamental contribution of the LSU School of Dentistry is to produce well-educated dentists, dental specialists, hygienists and laboratory technicians. Since 1972, we have graduated 4,400 dental health care providers.

Our incoming freshmen class is comprised of 65 well-qualified students, slightly larger than in the past. Of this number, 57 are from Louisiana, representing 32 hometowns. Their average age is slightly under 24 years; 36 are men and 29 are women. Their average grade point average is 3.6 and their average DAT score is at the 85th percentile.

In our dental hygiene freshmen class, we have 42 students. Of this total, 30 are in New Orleans, six are in Lafayette and six are in Baton Rouge. Their average age is slightly under 23 and their average grade point average is a little over 3.4.

Our faculty, students and residents provide care to the underserved in 17 different locations throughout Louisiana.

A vital aspect of the students’ education is community outreach, especially for the most vulnerable. I want to thank the many committed faculty and students for providing dental services to children, parents, veterans, homeless people and Special Olympic participants.

It’s because of people like them that dentistry is rated as one of the top 10 most trusted professions in America.

## I Switched To LAMMICO

“When I first started my dental practice, my malpractice insurance was through a nationally known carrier. But it was difficult getting through to someone to help me when I needed them.

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# LDA wealth management

Chad Olivier, CFP®

Wealth Consultant/LPL Branch Manager, The Olivier Group, L.L.C.

## How to Handle Sudden Wealth

Over the years as a CERTIFIED FINANCIAL PLANNER™ practitioner I have had the opportunity to help people that suddenly receive a large amount of money from events such as a lawsuit, inheritance, or employer retirement plan. This can be categorized as sudden wealth. Wealth is usually created over many years with a strict savings discipline and an understanding of long term investment strategies. When people who have not gone through this exercise of saving and creating wealth suddenly attain a large sum of cash, they typically end up spending the cash without improving their financial situation.

The first aspect to consider is the tax implications of sudden wealth. If the lump sum comes from a lawsuit that is not considered punitive damages, there will be no tax consequences in receiving the money. In this case your whole financial situation should be addressed. However, retirement money should be approached from a different angle because everything that is distributed will be taxed at your income tax bracket. So, if you are not careful you could experience a sudden increase in taxes.

In a non-taxable situation, one of the most prudent things to do, especially if you are a recipient of sudden wealth, is to pay off everything. Take care of any debt, such as credit cards or personal loans (with interest rates higher than 5%) and set yourself up to never have to use debt again. This is an important step because even if you decide to spend the remaining money, you will at least be debt free. Now let's look at an example on how to build a strategy for the rest of the money:


38 year old husband, Joe Dentist, receives \$1 million from a lawsuit. Joe Dentist makes an annual salary of \$180k. He has two kids, Jack (15) and Jill (12). Home value is \$350k and he owes \$250k. He owns 2 cars: owes \$15k on one, 4.9% APR and \$25k on the other, 0% interest. He has \$12k on a credit card with a 14.9% interest rate. Joe currently has \$35k in his retirement plan, \$2k in savings, and no college savings.

The lump sum of \$1 million seems to be a large amount of money, and if handled correctly, it is. The first priority should be to pay off the credit card, home mortgage, and both cars. The 0% car does not need to be paid off if the money designated can be put into an investment earning more than 0% instead of being spent. After all of the debts have been paid, look at other goals:

1. **Retirement:** Now that the family does not have any debt, Dr. Joe should consider contributing the maximum to his 401(k), which will be \$16,500 (as of 2009). With company contributions of \$9k per year, in 20 years at a 7% rate of return his 401(k) will be \$1,180,824.
2. **Future College Expense:** I would recommend that both kids have a 529 college savings plan. This grows tax deferred and can be taken out tax free if used for college expenses. The parents are in complete control of the assets, and the assets can be moved from one kid to another.
3. **Liability Coverage:** Joe now has no debt to pay off, so we need to look at the income that will be needed to replace Joe's income earning ability. The family's annual expenses are about \$80k. So, I would recommend Joe purchase a \$2 million life insurance policy. Then Joe could look at purchasing a long term disability policy that will take him to 60 years old. If Joe was to injure himself to where he couldn't work, the disability policy will provide income per month after taxes to the family until he is 60 years old.
4. **Investment Portfolio:** \$1 million minus all debts, retirement contributions, 529 plans, and liability coverage will leave \$590,000. Time to invest: I would recommend \$50,000 go into a short term savings account; \$200,000 for long term retirement; \$340,000 in a balanced portfolio with a variety of investments. If the \$540k gets an average return of 6% for 20 years, the value will grow to \$1,731,853.

So the result would be a family that has the capacity to start life debt free and has the ability to send the kids to college. They have enough insurance to maintain peace of mind in the event of a catastrophe, a very nice savings cushion, and the position to invest for the future. In 20 years the couple should have:  $\$1,731,853 + \$1,180,824 = \$2,912,677$ . Now that is creating and maintaining wealth.

Chad Olivier is author of "What Medical School Did Not Teach You about Financial Planning" and owner of the firm The Olivier Group, LLC in Baton Rouge, La., which specializes in retirement planning and wealth management for physicians, dentists and other affluent individuals and families. If you have any questions about this article or future topic suggestions, please call (888) 465-2112 or visit us on the web at [www.oliviergroup.com](http://www.oliviergroup.com). Securities and Financial Planning are offered through LPL Financial Member FINRA/SIPC. Please note that the above article is for informational purposes only, nor is The Olivier Group specifically endorsed by the LDA. Financial planning requires detailed individualized analysis of each person's specific situation.

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# LDA fishing rodeo

*Dr. Nelson Daly  
Fishing Rodeo chair*

## Eating, Drinking and Telling Lies at the 2009 LDA Fishing Rodeo

Talk to anyone who participated in the 2009 Fishing Rodeo and you will get all sorts of stories – big and little! All-in-all, the event, as usual, was a big success, having 48 dentists and 38 friends and family members.

Acadiana, or should I say Dr. Luke St. Pierre, received the coveted award for the “Best Fishermen in the State” and Dr. Roy Cantrelle was the hard luck story winner after a fight between his foot and his fishing hook. The hook won!

Fishing began early in the morning as everyone piled into their boats, rods and reels in hand, and headed out for a long day on the water. Registrants were allowed to weigh their fish in at any time between noon and 5 p.m. to have the fish entered into various categories.

As always, special thanks to our Fishing Rodeo sponsors: Robert Ellis and Associates (LDA Events Partner), Louisiana Dental Services, Inc. (LDS), Irwin Dental Lab, Benco Dental, Henry Schein Dental, Patterson Dental, Campus Federal Credit Union, Dentsply Caulk and Sand Dollar Marina.

So, if you missed this event, you missed a good one, but remember, there’s always next year. The 2010 LDA Fishing Rodeo will be held July 16-17, 2010, at the Sand Dollar Marina in Grand Isle.



*Left: Dr. Cleve Carpenter enjoying the reception with his wife, Angelle Carpenter. Top: Rodeo attendees Dr. David Kestel, Dr. Lige Dunaway and Dr. Ed Hebert get together for a shot. Middle: Dr. Nelson “Cat Daddy” Daly poses with Dr. Luke St. Pierre and group. Bottom: Dr. Sally Daly and Dr. Nelson Daly enjoy dinner.*





**Circle:** Dr. Fletcher Sutton reels in a big one. **Left:** Durelle Comeaux and Dr. Phil Gastinel show off a large cobia. **Bottom left:** Noel Bunol, Dr. Joey Porter, Dr. Jonathan Bowling, Dr. Andre Bruni and Todd Zirkle pose with a hammerhead shark. **Bottom middle:** Dr. Roy Cantrelle, Dr. Sean Smith, Dr. Ryan Perry, Dr. Jake Henderson and Dr. Trey Palmisano show off their catch. **Bottom right:** Dr. Marty Saltzman, Dr. Mike Hayden and Dr. Fletcher Sutton with the day's catch.



	1st Place	2nd Place	3rd Place
Speckled Trout	Dr. Luke St. Pierre Acadiana 6.86#	Wayne St. Pierre Acadiana 6.28#	Dr. Vance Costello Acadiana 3.8#
Stringer Trout	Dr. Luke St. Pierre Acadiana 19.76#	Wayne St. Pierre Acadiana 19.18#	Dr. Ben Ber Bayou 8.28#
Red Fish	Dr. Vance Costello Acadiana 21.44#	Wayne St. Pierre Acadiana 11.42#	Dr. Luke St. Pierre Acadiana 9.98#
Red Snapper	Dr. Andre Bruni Greater Baton Rouge 12.96#	Todd Zirkle Greater Baton Rouge 12.34#	Lesley Wolfe Greater Baton Rouge 11.88#
Largest Offshore	Dr. Jonathan Bowling Greater Baton Rouge 68.06#	Chuck Baldridge Bayou 56.02#	Dr. Phil Gastinel Greater Baton Rouge 52.36#
Largest Inshore	Dr. Jake Paige Greater Baton Rouge 34.12#	Dr. Vance Costello Acadiana 21.02#	Dr. Luke St. Pierre Acadiana 8.98#
	Stingray	Jack Crevalle	Redfish

# NFDH Donated Dental Services

Developed by Dentists, for Dentists.



Join me in participating in this vital program.

*Gordon Christensen*

Gordon Christensen, DDS, MS, PhD, NFDH Board Member, DDS Volunteer

## What is Donated Dental Services?

DDS allows dentists to reach out to our nation's elderly, disabled and medically compromised people who desperately need comprehensive dental care but cannot afford it.

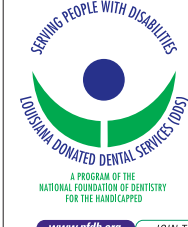
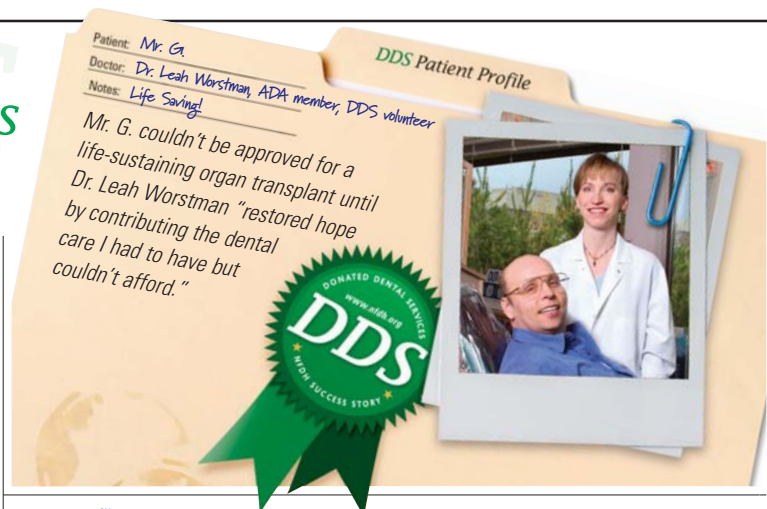
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- YOU:
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  - determine your own treatment plan
  - can decline any patient for any reason
  - do not pay for lab costs; labs and specialists also volunteer
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  - can always rely on your DDS Coordinator to facilitate every step

Our list of patients is growing faster than our volunteer corps.

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Start by helping just one DDS patient!

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Join 342 dentists in Louisiana and more than 12,600 other dentists across the country who find it rewarding and easy to be a DDS volunteer.

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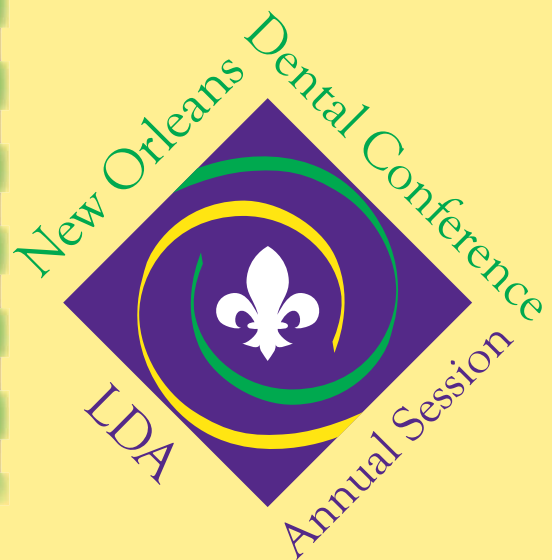
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Dr. Stephen Buchanan,  
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and many more!**



Save the date:

**April 8-10, 2010**

For more info: [www.nodc.org](http://www.nodc.org) or (504) 834-6449



# UNDERSTANDING AND MANAGING OVERHEAD

*Dr. Bill Blatchford*

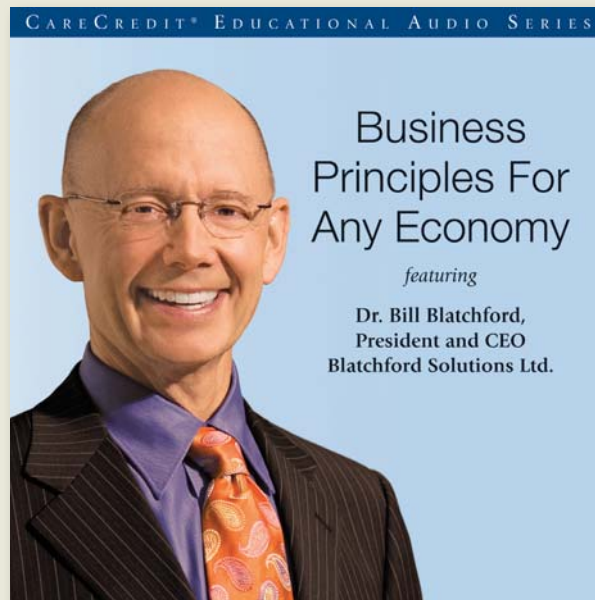
Patient satisfaction is important, but profit is what provides us with our livelihood. In order to have profits, there's a basic business principle you must follow: earn more than you spend. To do this, you must set a budget. Unfortunately, most dentists don't have a budget and are constantly trying to outrun their overhead. If you set an appropriate budget, you'll make a profit even in low production months. Setting a budget starts with understanding overhead and then determining how much you should spend on each category based on a reasonable, not aspirational, monthly production goal.

## **Overhead Costs**

In simple terms, overhead is what it costs to treat Mrs. Jones. The average practice overhead runs about 75% of total production. This means that if you're doing roughly \$1 million in production, the net income will be around \$250,000. The largest overhead expense (30%) is salaries, which includes hygiene, dental assistants, administrative staff and all payroll costs such as social security and workman's comp. The second largest expense is laboratory, averaging between 8 – 9% in most practices. The rest includes dental supplies (5 – 6%), rent (3 – 5%), equipment (3 – 5%) and marketing, which for most practices is zero.

## **Overhead Goals**

Your goal for overhead should be 60% of production. There are only three items that will make the difference: salaries, lab fees and marketing. Even



though the national overhead average for salaries is 30%, you should be able to provide exceptional patient care with salaries averaging between 15 – 20% of production. If your salaries are higher, you probably have too many people. Secondly, the lab is too low in most practices. If you are a general dentist and your lab costs are 8 – 9%, then you and your team may not be effectively communicating the value of the dentistry to patients. And finally, if your overhead allocations are “average” and the practice is investing 0% in marketing,

you have more capacity to perform dentistry and not enough demand.

## **Overhead Adjustments**

As I mentioned, there are only three areas of overhead you should focus on. The first is to set salary expense at 20%. So, to find out how many staff members you truly need, sit down and determine, based on last year's production, your budget. If you have a practice doing \$1 million, then you have \$200,000 for all salary expenses. This includes salaries, pension plans, medical insurance, employer's costs, match and social security. And, a significant part of that \$200,000 should be in the form of a bonus/incentive plan.

The second area is to increase lab costs to 12 – 15%. Now, this may seem counterintuitive, but when your lab bill is higher, there is a dramatic change in mix of treatment to more high-end, permanent dentistry, which not only benefits patients, but is more profitable for the practice. Break free from presenting treatment based on what insurance is going to pay

and learn how to present treatment so patients see the value in your dentistry. Don't forget to make dentistry comfortable by offering convenient payment plans from a patient financing program (i.e. CareCredit), and let patients know upfront they are available. To wait until the final five minutes of the treatment and fee discussion when the patient brings up concerns with money is a huge mistake.

The last area of overhead to adjust is increasing marketing to 3 – 10% of production. Of course, word of mouth and patient referrals are the best marketing, but you cannot be an “invisible” dentist, one who goes to work every day but no one notices. Before you start advertising, answer three questions: Who are you? What do you do? And for whom do you do it? In other words, what are we going to market? How do we show that we're distinctly different from other dentists? And who's our target market? Don't just advertise price, communicate value. The key here is to have a strong message and proactively talk to your community so you are no longer invisible to prospective patients.

Overhead is something that must be tracked and managed. By making these three adjustments to

salary, lab bills and marketing, you are on your way to achieving the attainable goal of having overhead expenses at only 60% of production. When you achieve this goal, you will not only be more profitable, but you will enjoy your patients and your practice more.

*For over 20 years Dr. Bill Blatchford ran a successful practice in Corvallis, Oregon. Through his Custom Coaching Program, Dr. Blatchford has helped thousands of doctors achieve practice success. He is a sought-after consultant, speaker and author. If you'd like to learn more about this topic, Dr. Blatchford's free audio CD "Basic Business Principles In Any Economy" is available, complements of CareCredit by calling (800) 300-3046 or (800) 859-9975.*



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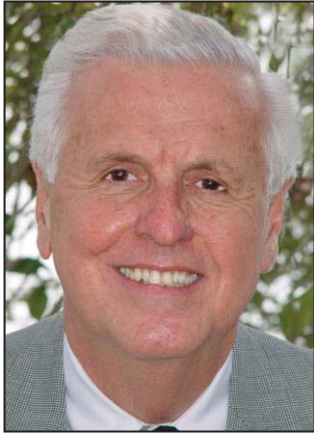
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## Ask Jim Donelon *Your Commissioner of Insurance*

**Q: A few years ago a healthy tree in my yard fell on my neighbor's garage without warning. My insurance company paid for the damage. Now I am told my neighbor's insurance probably will not pay if the same thing happens to me. What is the difference?**

A: The difference in the two situations you describe came about because of a change in Louisiana law. The first situation, in which your apparently healthy tree fell on your neighbor's property, no doubt occurred during the mid 1990s, when the state had what is called a strict liability law. Under strict liability, you could be held responsible for the damage or injury even if you were unaware that the dangerous conditions existed.

However, under present state law, if a tree falls on a neighbor's property, the damage probably will only be covered by the tree owner's homeowners policy if the owner knows, or should know, that the tree is likely to fall. For example, if the tree had a visible hole in it or had a weakened or damaged branch, the damage will probably be covered. If not, the owner's homeowners policy probably will not pay. In some cases, the homeowner's property damage coverage may cover the loss, if the cause of the damage was a covered peril such as strong winds or lightning.

Another example of the difference between strict liability and present law is in the area of bodily injury. If your dog bit a neighbor's child when we had a strict liability law, the treatment of the injury would almost certainly have been covered under your homeowners policy. However, if your usually good-natured little dog bites someone without warning, your company may deny the claim.

**Q: I know that the 2009 Legislative Session ended in June. Was anything done to help Louisiana consumers with insurance-related issues?**

A: The 2009 Legislative Session was a very successful one for the Louisiana Department of Insurance (DOI), but mainly for consumers of the state. The Single Named Storm Deductible bill, or House Bill 333, was probably the biggest win for consumers. This bill requires the application of a single named storm deductible when a policy includes a separate named storm, hurricane or wind & hail deductible. Thus, if multiple named storm events occur in a calendar year, the deductible will only be applied once, to the aggregate loss across all named storm events causing damage under the policy. Now property owners will not be threatened with paying more than one hurricane deductible per season, giving consumers financial savings, but more importantly peace of mind.

The Citizens Rate Making Authority bill, or Senate Bill 310, reforms the rate setting methodology for Citizens' Property Insurance Corporation policies by eliminating companies with less than two percent of the market share from the top ten companies on which rates are based. This bill should cause the Citizens' property and casualty insurance rates to stabilize in coastal areas.

Senate Bill 318 brings Louisiana into compliance with the National Association of Insurance Commissioners (NAIC) standards. The bill provides changes to the Louisiana Life and Health Insurance Guarantee Association law based on a recently updated NAIC model act. The bill increases the coverage limits for annuities to \$250,000 and the coverage limits for health to \$500,000.

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This article has been submitted for informational purposes. Anyone with specific insurance-related questions or concerns is encouraged to contact the Department of Insurance. **PHONE:** 1-800-259-5300 or 225-342-0895 **ADDRESS:** Louisiana Department of Insurance, P.O. Box 94214, Baton Rouge, LA 70804-9214 **E-MAIL:** [public@ldi.state.la.us](mailto:public@ldi.state.la.us) **WEB SITE:** [www.ldi.state.la.us](http://www.ldi.state.la.us).





# NELDA

## Dental Professionals Participate in Children's Health Fair Giving Children a Healthy Start for the 2009-2010 School Year

Northeast Louisiana Dental Association (NELDA) members participated in The Children's Resources and Health Fair, held in Monroe on Saturday, August 8 from 10 a.m. until 2 p.m. at the Monroe Civic Center Arena. Over 2,000 people attended the event, and 941 children were given at least one screening.

The overall mission was to offer parents an opportunity to provide children with a healthy start for the 2009-2010 school year. The Health Fair gave parents the resources they need to provide proper nutrition, physical activity and health care to their children to arrive at schools with healthy minds and bodies. Included in the event were free dental, hearing and vision screenings for children, free application of dental sealants, 45 interactive booths, games, and an obstacle course.

The event is hosted by the Children's Coalition for Northeast Louisiana and sponsored by Louisiana Department of Health and Hospitals, Morehouse Community Medical Centers, Inc., Louisiana Primary Care Association, Inc., Tobacco-Free Living, and St. Francis Medical Center.

Dentists participating in the dental screenings were Drs. Kirt Touchstone, L. King Scott, Jeet Patel, Katina Beverly, Kredenna Beverly, Matthew Turpin, LaShunda Thompson, Lula Williams and Honey Fiasconaro.


*Top left:* Jonathon Johnson, Congressman Rodney Alexander's office; Tyler McGuffee, Rep. Sam Little's legislative assistant; Lynda Gavioli, executive director of the Children's Coalition; Senator Mike Walsworth; and Dr. Matt Turpin at the LaCHIP kick off and the Children's Coalition press conference before the area health fair. *Top right:* Dr. Matt Turpin *Middle right:* Drs. L. King Scott and Kirt Touchstone *Bottom right:* Dr. L. King Scott



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### Requirements for the Distinguished Service Award:

- A minimum of 25 years membership in organized dentistry.
- The recipient must have conducted his or her life in an ethical manner during their entire dental career.
- The recipient must have been active in professional and community service for most of his or her professional life.
- The recipient cannot be a current LDA officer or a current member of the Distinguished Service Award Committee.

### Requirements for the New Dentist Award:

- A maximum of 10 consecutive years membership in organized dentistry.
- Recipient must have conducted himself/herself in an ethical manner during his/her dental career.
- The recipient must have been active in professional and community service during this time.

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# 2010 LDA Distinguished Service Award

## 2010 LDA New Dentist Award

### OFFICIAL CALL FOR NOMINATIONS

Please photocopy, legibly complete, and forward this form together with any supporting documents or exhibits to the LDA, 7833 Office Park Blvd., Baton Rouge, LA 70809. **All forms must be postmarked by November 1, 2009.** Please use additional pages if necessary. Please write clearly. If you have questions, contact the LDA office at (800) 388-6642, Dr. King Scott, Chairman of the DSA Committee, at (318) 325-4600, or Dr. Courtney Richter, Chairman of the Council on the New Dentist, at (318) 481-4247.

NOMINATION FOR: (check one)  NEW DENTIST AWARD  DISTINGUISHED SERVICE AWARD

Nominee's Name \_\_\_\_\_ Date of Birth \_\_\_\_\_

Spouse's Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Cell \_\_\_\_\_ ADA# \_\_\_\_\_

Nominee has been a member of the ADA/LDA for \_\_\_\_\_ years. Nominee's local component \_\_\_\_\_.

Does the nominee prefer communication via email or phone? \_\_\_\_\_ Phone # \_\_\_\_\_

General description of nominee's dental practice: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Nominee's service to the LDA and ADA (i.e. service projects, committees). Briefly describe the nature of the service, its value to the association and the year, beginning with the most recent.

\_\_\_\_\_

\_\_\_\_\_

Nominee's service to the dental profession in general. Describe service to the profession other than ADA/LDA activities and the year(s). Include other dental organizations, projects (chronologically).

\_\_\_\_\_

\_\_\_\_\_

Community Service. Describe activities in the community and the year(s) of service such as volunteer work at community dental clinic, school and church activities (chronologically).

\_\_\_\_\_

\_\_\_\_\_

Other information you deem significant about the nominee. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*On a separate page, please compose a two-paragraph statement of why you feel this person deserves this most distinguished award from the LDA and organized dentistry. Please attach your letter to this form for submission. Please state your relationship to this person or why you are the person recommending the nominee for this award. Please see requirements for nominees on previous page.*





# LDHA Louisiana dental hygienists' association

*Diane O'Connor, R.D.H., B.S.D.H.  
President, LDHA*

## LDHA – Working Towards a Positive Dental Experience for Patients

The Louisiana Dental Hygienists' Association Board of Trustees met July 25, 2009, in Baton Rouge. We were pleased to welcome Dr. Charles Foy, LDA president, who gave us an LDA update on both current and potential (2011) issues. Dr. Foy reiterated LDA support of proposed 2010 legislation for dental hygienists to administer nitrous oxide under direct supervision after completing an approved course.

LDHA received a letter of support regarding nitrous oxide administration from the Louisiana State Board of Dentistry, signed by Dr. Lynn Phillippe, LSBD president. At the April 4, 2009, LDA Board of Directors meeting, Dr. Phillippe explained if a hygienist places a nitrous

oxide mask on a patient as directed by her supervising dentist, both the hygienist and the supervising dentist are in violation of current state law.

We would like to thank Suzanne Farrar, R.D.H., M.S.H.C.M., Dr. Michael O'Brien, and the Louisiana State University School of Dentistry for their diligence and dedication in the process of preparation of the approved course .

LDHA supports patient access to dental hygiene care. Nitrous oxide administration on an anxious patient improves those patients quality of care and results in a positive dental experience.



## NEW! LDA Credit Card Convenience Fee Policy

In accordance with a resolution of the LDA Board of Directors, beginning August 1, 2009, card users are being assessed a separate, non-refundable convenience fee of \$15 at the time of each credit or debit card payment made to the Louisiana Dental Association (LDA). The non-refundable convenience fee will be included with your total payment amount on your credit card statement.

Automated Clearing House (ACH) payments, better known as automatic withdrawals for dues, from checking and savings accounts will continue to be accepted by the LDA via the ACH Network without a convenience fee. The LDA will also continue to accept check payments via mail or in person without a convenience fee.



# LDA foundation

Dr. Tom Price  
President, LDA Foundation

## Together, we CAN make a difference!

I sincerely hope this issue of the *LDA Journal* finds your life safe and prosperous. Hopefully, we have all passed through the heart of hurricane season unscathed and without personal tragedy. The LDA Foundation continues our mission of providing help to dentists and their families in need. This is accomplished by working within our current structure including the Relief, C.E. Hebert and Assistance funds.

As you know, over the past few years we have had four major hurricanes affecting our state. In each case, the Foundation has reached out to provide financial aid to those dentists whose lives and livelihoods were disrupted. To date, this number has grown to more than 400 dentists.

The Foundation also continues to help with treatment costs associated with substance abuse in our profession. Working with the LDA Well-Being Committee, the Foundation has helped to make treatment available to those who are unable to enter a facility due to financial reasons.

If the LDA Foundation has touched your life or you just simply believe that we are all in this profession to help each other out, please consider making a tax deductible donation. Simply fill in the form below and send it to the LDA office.

Together, we CAN make a difference!



The LDA Foundation, the LDA's charitable arm, is comprised of the former LDA charities known as the Relief Fund, the C.E. Hebert Continuing Education Trust and the Assistance Fund. Its goal is to enhance Louisiana's oral health by funding clinical research, education, scholarships and access-to-care programs. Because the LDA Foundation is a 501(c)(3) tax-exempt corporation registered in the State of Louisiana, all contributions are tax deductible to the extent permitted by law. All Louisiana dentists are encouraged to take advantage of this opportunity to give back to your profession. To contribute, fill out this form and mail it to the LDA office or visit the LDA's Web site, [www.ladental.org](http://www.ladental.org).

***Yes, I want to support the LDA Foundation!***

Accept my gift of: \$50 \_\_\_\_ \$100 \_\_\_\_ \$250 \_\_\_\_ \$500 \_\_\_\_ Other \$ \_\_\_\_

*Make checks payable to the LDA Foundation and mail to:*

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*Note: There is a \$15 convenience fee for each credit card transaction.*

## **AAPD Names New Board Officers and Trustees at Annual Session**



The American Academy of Pediatric Dentistry (AAPD), installed the new president and officers during its Annual Session in Honolulu, Hawaii, on May 24, 2009. Baton Rouge pediatric dentist Dr. Robert Delarosa became the AAPD's District V Trustee. He has been a member of the AAPD for 23 years. He

attended the LSU School of Dentistry and received his pediatric dental certificate from the University of Texas Health Science Center at San Antonio.

## **LSUSD Students Attend ADEA Meetings**



Students Elise Morgan Trahant (D4, left) and Danielle Causey (D2) have been chosen to represent the LSU School of Dentistry nationally at meetings for the American Dental Education Association. Trahant is Administrative Board Member at Large for the Council of Students, Residents and Fellows. Causey is

South Central Regional Representative. Travel expenses for their meetings in Dallas, Washington, D.C., San Diego and Orlando are funded through state funds, private donations, the school's alumni and friends. Not pictured is Palak Patel (D3) who will be Chair of the National Planning Committee. ADEA is the leading organization in America for dental education with 17,000 members from 225 academic dental institutions. The school has long benefited from

close ties to ADEA and this year Dr. Sandra Andrieu, Professor and Associate Dean of Academic Affairs, was voted President Elect of ADEA.

## **Serving the Public**



Danna Necaise, left, completes her screening of Claudia Mass of New Orleans. Necaise was among 50 health care volunteers who provided 200 free screenings at the July 1 community health event sponsored by Congressman Ahn

“Joseph” Cao in New Orleans. Necaise is Assistant Professor in the Dental Hygiene Program at the LSU School of Dentistry. Mass expressed appreciation for the care she received.



Congressman Cao (second from left) is flanked by Diana Bajoie, representing LSU Health Sciences Center, and Dr. Robert Barsley and Dr. William Garbee, who are with the LSU School of Dentistry.

## **LAMMICO Scholarship is Surprise to Brand New Dental Student**

LSU School of Dentistry freshman James M. Sitz has been chosen to receive the \$6,000 LAMMICO scholarship. Sitz is a graduate of Louisiana Tech University in Ruston, where he majored in biology. He is





Fred W. Kirchgraber with LAMMICO, scholarship winner Jamie Sitz, Kendall A. Askeshelin with LAMMICO, Chammy Allen with LAMMICO and Dr. Henry Gremillion, Dean of the LSU School of Dentistry.

originally from DeRidder, La., where he graduated from DeRidder High School in 2005. While at Louisiana Tech, he graduated with a 4.0 grade point average.

The LAMMICO scholarship was founded by Dr. John Lemoine, a physician from Cottonport, who coincidentally served as the family doctor for Dean Henry Gremillion's family for many years.

The selection of Sitz was based on undergraduate academic performance, DAT score, leadership, community service and personal statement.

# SUMMER ENRICHMENT



These 15 students (above left), representing 10 colleges and universities, completed the six-week Summer Enrichment Program at the LSU School of Dentistry. The program is designed to address the nationwide disparity in access to care for many members of racial and ethnic minority groups. The students were chosen on the basis of grade point averages, recommendation letters from their science professors, and personal essays. The students were provided 174 hours of lectures and labs, taught by 31 LSUSD professors. The students also received special preparation for the national Dental Admission Test. The program director is Dr. John Ritchie (back row, second from left).

# LDA classifieds

**PART TIME ASSOCIATE DENTIST POSITION** in established Mandeville dental practice. Opportunity for future buy-in. State-of-the-art practice including paperless charting and digital x-rays. Contact William B. Grand, D.D.S. at (985) 624-8602 or e-mail [granddentistry@aol.com](mailto:granddentistry@aol.com).

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**FOR SALE - GREAT DEAL:** EZ Lase 940 - soft tissue laser. Less than 1 year old, paid \$14,000 with tax. Asking \$10,000. Call Jayne Sanchez, D.D.S. at (985) 966-5100 (cell).

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**Enjoy quality of life while helping those in need:** Both full-time and part-time positions open for dentists serving the elderly and/or children in need. Attractive schedule that will get you home by 4 p.m. as well as excellent pay. Must be compassionate, skilled, and have a perfect ethical record. Please contact Dr. Greg Folsie for more information at 337-251-2927 or e-mail to [greg@drfolsie.com](mailto:greg@drfolsie.com).

**Prosthodontists Partnerships/Equity Opportunities now available!** 6 Day Dental & Orthodontics just may be the premier Fee-for-Service alliance of dental practices in the country. Our doctors earn more, seeing fewer patients, with plenty of time off to enjoy a rich and healthy lifestyle. 6 Day Dental has an immediate opening for a Prosthodontist. Send CV to [doctors@6daydental.com](mailto:doctors@6daydental.com). For more information, visit [www.6daydental.com](http://www.6daydental.com).

## Classified Advertising Online

**Go to [www.ladental.org](http://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 Web site 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 \$50 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 Web site for three months and will appear in one issue of the *LDA Journal*.

For more information or to place a classified ad, contact Dr. William Hall at (318) 865-1469 or [dr802@bellsouth.net](mailto:dr802@bellsouth.net) or *LDA Journal* Managing Editor Annette Drodty at (225) 926-1986 or [info@ladental.org](mailto:info@ladental.org).

Special thanks to Events Partner Robert Ellis & Associates for underwriting all LDA events!

# LDA

## c.e. and lda events calendar

For information on any of the following continuing education courses, please contact the course sponsor. To list your course in the next calendar, please contact the LDA office at (800) 388-6642, or (225) 926-1986 in Baton Rouge. Please also check our Web site for the most up-to-date listing of all LDA-sponsored continuing education events ([www.ladental.org](http://www.ladental.org)).

**DATE/TIME:** September 19, 2009  
(8 a.m. to noon)

**COURSE TITLE:** Top-Down Approach to Dental Implant Treatment Planning: Parameters for Success

**LOCATION:** Sheraton Baton Rouge, block of rooms has been reserved, ask for LSOMS (also, make note there is an LSU home football game that night), (888) 627-8567

**SPONSOR:** Louisiana Society of Oral and Maxillofacial Surgeons (LSOMS), contact (985) 859-9082 for more information

**CREDIT HOURS:** 4, clinical, lecture

**DESIGNED FOR:** General Dentists, Specialists

**INSTRUCTOR:** Aldo Leopardi, D.D.S., M.S. (prosthodontist)

**FEE:** \$40

**DATE/TIME:** October 9, 2009 (registration at 8 a.m. and course at 8:30 a.m.)

**COURSE TITLE:** Drugs I Have Known and Loved for the Diseases That We Catch Therapeutic Regimens for Selected Oral Mucosal Diseases

**LOCATION:** Clarion Hotel, 1419 E. 70th Street, Shreveport, La. 71105

**SPONSOR:** ARK LA TEX ACADEMY OF DENTISTRY, 806 Medical Circle Suite #200, Longview, Texas 75605, (903) 753-0337, fax: (903) 236-4537, ADA CERP and AGD-PACE recognized provider. To register, contact Ronnie Hermes, (318) 688-2970 or [rhermes14@aol.com](mailto:rhermes14@aol.com), or Clint Bruyere, (903) 753-0337 or [clintbruyeredds@cablelynx.com](mailto:clintbruyeredds@cablelynx.com). Download registration forms and additional information from the Web site at [www.arklatexacademy.com](http://www.arklatexacademy.com).

**CREDIT HOURS:** 7, clinical, lecture

**DESIGNED FOR:** all

**INSTRUCTOR:** Dr. John Svirsky

**FEE:** \$245 for doctor nonmembers; \$45 for staff

**DATE/TIME:** October 9, 2009 (5 – 7 p.m.); October 10, 2009 (7 a.m. – 5 p.m.); and October 11, 2009 (7:15 a.m. – 1:15 p.m.)

**COURSE TITLE:** Introduction to Dental Sleep Medicine

**LOCATION:** Marriott New Orleans, New Orleans, LA

**SPONSOR:** American Academy of Dental Sleep Medicine, Randi Prince, meeting planner, One Westbrook Corporate Center, Ste. 920, Westchester, IL 60154, (708) 273-9366 or e-mail [rprince@asmnet.org](mailto:rprince@asmnet.org), ADA CERP and AGD-PACE recognized provider

**CREDIT HOURS:** 13 (clinical and practice management), lecture and participation

**DESIGNED FOR:** dentists and dental professionals

**INSTRUCTORS:** Kelly Carden, M.D., M.B.A.; R. Bruce Templeton, D.M.D.; B. Gail Demko, D.M.D.; Jeffrey Prinsell, D.D.S., M.D.; and Richard Drake, D.D.S.

**FEE:** Contact course sponsor or visit LDA Web calendar for a breakdown of fees.

**DATE/TIME:** October 9, 2009 (5 – 7 p.m.); October 10, 2009 (7 a.m. – 5 p.m.); and October 11, 2009 (7:15 a.m. – 1:15 p.m.)

**COURSE TITLE:** Advanced Course In Oral Appliance Therapy

**LOCATION:** Marriott New Orleans, New Orleans, LA

**SPONSOR:** American Academy of Dental Sleep Medicine, Randi Prince, meeting planner, One Westbrook Corporate Center, Ste. 920, Westchester, IL 60154, (708) 273-9366 or e-mail [rprince@asmnet.org](mailto:rprince@asmnet.org), ADA CERP and AGD-PACE recognized provider

**CREDIT HOURS:** 12 (clinical), lecture and participation

**DESIGNED FOR:** dentists

**INSTRUCTORS:** Harvey Moldofsky, M.D.; David Rye, M.D., Ph.D.; James Macfarlane, Ph.D.; Jeffrey Pancer, D.D.S., president of AADSM; Carol Worthman, Ph.D.; and James Metz, D.D.S.

**FEE:** Contact course sponsor or visit LDA Web calendar for a breakdown of fees.

**DATE/TIME:** October 12, 2009 (8 a.m. to 4:30 p.m.)

**COURSE TITLE:** Oral Health Management for the HIV/AIDS Patient

**LOCATION:** Infectious Disease Dental Clinic, 136 S. Roman St., 3rd Floor, New Orleans, LA 70112

**SPONSOR:** LSUHSC/Delta Region Aids Education and Training Center, contact Danielle Pierce at (504) 903-0788 for more information, ADA CERP recognized provider

**CREDIT HOURS:** 6.75, a clinical preceptorship with lectures, case discussions and a clinical session

**DESIGNED FOR:** all

**INSTRUCTORS:** Mohammed Chowdhury, D.D.H., M.P.H.; Brandon Hagler, D.D.S.; Joanne Maffei, M.D.; and Edwina McBride, R.N.

**FEE:** \$50

### LADPAC Chipping In For Dentistry Golf Tournament

Pelican Point Golf Club, Gonzales, LA, Friday, October 23, 2009. Call 1-800-388-6642 or visit [www.ladental.org](http://www.ladental.org) for more information or to register.



**DATE/TIME:** November 6, 2009 (registration at 8 a.m. and course at 8:30 a.m.)  
**COURSE TITLE:** Denture or Anything But the Denture? Restorative Options for the Completely Edentulous Mandible  
**LOCATION:** Clarion Hotel, 1419 E. 70th Street, Shreveport, La. 71105  
**SPONSOR:** ARK LA TEX ACADEMY OF DENTISTRY, 806 Medical Circle Suite #200, Longview, Texas 75605, (903) 753-0337, fax: (903) 236-4537, ADA CERP and AGD-PACE recognized provider. To register, contact Ronnie Hermes, (318) 688-2970 or [rhermes14@aol.com](mailto:rhermes14@aol.com), or Clint Bruyere, (903) 753-0337 or [clintbruyeredds@cablelynx.com](mailto:clintbruyeredds@cablelynx.com). Download registration forms and additional information from the Web site at [www.arklatexacademy.com](http://www.arklatexacademy.com).

**CREDIT HOURS:** 7, clinical, lecture  
**DESIGNED FOR:** all  
**INSTRUCTOR:** Dr. Nader Sharifi  
**FEE:** \$245 for doctor nonmembers; \$35 for staff

**DATE/TIME:** November 13, 2009 (Friday)  
**COURSE TITLE:** LDA Last Chance Seminar  
**LOCATION:** Embassy Suites Hotel, Baton Rouge, LA (Call 225-924-6566 to reserve a room.)  
**CREDIT HOURS:** 7, clinical, lecture  
**SPONSOR:** Louisiana Dental Association, 1-800-388-6642, [www.ladental.org](http://www.ladental.org), ADA CERP recognized provider  
**DESIGNED FOR:** all  
**INSTRUCTOR:** Dr. Ken Hovden  
**FEE:** LDA mbr-\$109; ADA mbr-\$149; Non-mbr-\$179, R.D.H.-\$79; Associate mbr-\$59; Dental staff-\$59; Retired volunteer license-\$39; Dental students-FREE (must register); 2009 dental school graduate-FREE (must register)  
*Watch for more information as it becomes available!*

**DATE:** January 22, 2010  
**COURSE TITLE:** CDEBR: Office Management  
**INSTRUCTOR:** Linda Miles  
**CREDIT:** 7, practice management, clinical  
**SPONSOR:** Continuing Dental Education of Baton Rouge (CDEBR). To register, contact Dr. Joey Porter (225) 291-9900 or go online at [www.cdeofbr.com](http://www.cdeofbr.com)

**DATE/TIME:** January 29, 2010 (Friday)  
**COURSE TITLE:** LDA's L.H. Bowden Leadership Development Conference: "The Seven Habits of Highly Effective Leaders"  
**SPONSOR:** Louisiana Dental Association, 1-800-388-6642, [www.ladental.org](http://www.ladental.org), ADA CERP recognized provider  
**LOCATION:** Paragon Resort and Casino, Marksville, LA  
**INSTRUCTOR:** Pam Quebodeaux  
*Watch for more information as it becomes available!*

**DATE/TIME:** February 19, 2010 (registration at 8 a.m. and course at 8:30 a.m.)  
**COURSE TITLE:** Bread and Butter Adhesive and Esthetic Dentistry

**LOCATION:** Clarion Hotel, 1419 E. 70th Street, Shreveport, La. 71105  
**SPONSOR:** ARK LA TEX ACADEMY OF DENTISTRY, 806 Medical Circle Suite #200, Longview, Texas 75605, (903) 753-0337, fax: (903) 236-4537, ADA CERP and AGD-PACE recognized provider. To register, contact Ronnie Hermes, (318) 688-2970 or [rhermes14@aol.com](mailto:rhermes14@aol.com), or Clint Bruyere, (903) 753-0337 or [clintbruyeredds@cablelynx.com](mailto:clintbruyeredds@cablelynx.com). Download registration forms and additional information from the Web site at [www.arklatexacademy.com](http://www.arklatexacademy.com).

**CREDIT HOURS:** 7, clinical, lecture  
**DESIGNED FOR:** all  
**INSTRUCTOR:** Dr. Harold Heymann  
**FEE:** \$245 for doctor nonmembers; \$35 for staff

**DATE/TIME:** March 12, 2010 (registration at 8 a.m. and course at 8:30 a.m.)  
**COURSE TITLE:** The Extraordinary Dentist - Why Your Patients Love You!  
**LOCATION:** Clarion Hotel, 1419 E. 70th Street, Shreveport, La. 71105  
**SPONSOR:** ARK LA TEX ACADEMY OF DENTISTRY, 806 Medical Circle Suite #200, Longview, Texas 75605, (903) 753-0337, fax: (903) 236-4537, ADA CERP and AGD-PACE recognized provider. To register, contact Ronnie Hermes, (318) 688-2970 or [rhermes14@aol.com](mailto:rhermes14@aol.com), or Clint Bruyere, (903) 753-0337 or [clintbruyeredds@cablelynx.com](mailto:clintbruyeredds@cablelynx.com). Download registration forms and additional information from the Web site at [www.arklatexacademy.com](http://www.arklatexacademy.com).

**CREDIT HOURS:** 7, clinical, lecture  
**DESIGNED FOR:** all  
**INSTRUCTOR:** Dr. Marvin Berman  
**FEE:** \$245 for doctor nonmembers; \$35 for staff

**New Orleans Dental Conference and LDA Annual Session**  
 April 8 - 10, 2010, New Orleans Morial Convention Center, New Orleans, LA. We look forward to seeing all of you in the Crescent City! For more information, call (504) 834-6449 or visit [www.nodc.org](http://www.nodc.org).

**DATE:** May 21, 2010  
**COURSE TITLE:** CDEBR: Restorative Dentistry  
**INSTRUCTOR:** Dr. Glen Dupont  
**CREDIT:** 7, clinical, lecture  
**SPONSOR:** Continuing Dental Education of Baton Rouge (CDEBR). To register, contact Dr. Joey Porter (225) 291-9900 or go online at [www.cdeofbr.com](http://www.cdeofbr.com).

**LDA Fishing Rodeo**  
 July 16-17, 2010, Sand Dollar Marina, Grand Isle, LA

**LDA Summer Education Conference**  
 Wednesday - Saturday, July 28 - 31, 2010, Tops'l Beach and Racquet Resort. Call (800) 380-4808 to reserve your condo.

COURSE#	DATE	DESCRIPTION & SUBJECT CODE		FEES	Cr. Hrs.
28-09	Sept. 11-13 Fri-Sun	<b>"Expanded Duty Dental Assistant" ("EDDA")</b> with Nancy Weiss, RDH, EDDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA <b>LSUSD, New Orleans</b>	Assistant	\$389	24 L/P C
29-09	Sept. 12 Saturday	<b>Digital &amp; Conventional Radiology for Dental Assistants</b> with Drs. Kavas Thunthy and J. Sean Hubar at <b>LSUSD, New Orleans</b>	Assistant	\$139	07 L/P C
25-09	Sept. 12 Sat. 3-5pm	Advanced Radiology for Assistants w/Drs. Kavas Thunthy and J. Sean Hubar at <b>LSUSD, New Orleans</b>	Assistant	\$49	02 L/P C
21-09-1	Sept. 20-25 Sun-Fri	<b>Oral &amp; Maxillofacial Surgery Review #310</b> w/Drs. Kent, Reddy, Perenack, et al, at <b>Marriott Convention Center</b> For details go to <a href="http://www.lsusdce.org/OMSReview/">www.lsusdce.org/OMSReview/</a>	Practitioner Resident	\$1,895* \$1,494*	52 L C
21-09-2	Sept. 25-27 Fri-Sun	<b>Advanced Cosmetic Maxillofacial Surgery Course</b> with Drs. Perenack, Reddy, Epker, Kennedy, et al at <b>Marriott Convention Center and Center for Advanced Practice at LSUHSC, New Orleans, LA</b>	Practitioner Resident	\$1,695* \$1,295*	23 L/P C
22-09-1	Sept. 25	<b>The 3<sup>rd</sup> Annual Clifton O. Dummett Jr. Memorial Lecture on Dentistry for the #430 Pediatric Patient</b> with Dr. Jerry Smith and Dr. Dennis Hartlieb at <b>LSUSD in New Orleans, LA</b>	Dentist Hygienist Assistant	\$265* \$145* \$145*	07 L C
22-09	Sept. 25-26 Fri-Sat	<b>The 3<sup>rd</sup> Annual Clifton O. Dummett Jr. Memorial Lecture on Dentistry #430 for the Pediatric Patient</b> Lecture and Hands-on Workshop w/ Dr. Dennis Hartlieb at <b>LSUSD in New Orleans, LA</b>	Dentist	\$535*	07 L 07 P C
27-09	Oct. 9 Friday	<b>ALUMNI DAY #149</b> <b>Take Treatment Planning to a New Level AND The Complete Care Hygienist</b> with Joan Forrest, MS and Andrew C. Cobb, DDS of The Dawson Academy	Dentist Lab Tech Hygienist Ass't./Other	\$175* \$145* \$125* \$95*	06 L C
39-09-S 39-09-N	Oct. 30 Friday <b>Two Locations!</b>	<b>LAST CHANCE – #180</b> Shreveport (Live at Donald Zadeck Conference Center at <b>LSUHSC in Shreveport, LA</b> ) <b>The Many Faces of Orofacial Pain with Dean Henry Gremillion</b> Simultaneously broadcast, at <b>LSUSD, New Orleans</b>	Dentist Lab Tech Hygienist Ass't./Other	\$265* \$205* \$145* \$95*	07 L C
23-09	Nov. 6 Friday	<b>Local Anesthesia Update #132</b> w/Drs. Michael O'Brien and Frank Drongowski at <b>LSU Main Campus, Baton Rouge, LA</b>	Dentist Hygienist	\$265* \$165*	07 L C
33-09	Nov. 6 – 8 Fri-Sun	<b>Expanded Duty Dental Assistant" ("EDDA")</b> w/Nancy Weiss, RDH, EDDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA at <b>LSUSD in New Orleans, LA</b>	Assistant	\$389	24 L/P C
34-09	Nov. 7 Saturday	<b>Digital &amp; Conventional Radiology for Dental Assistants</b> w/Drs. Kavas Thunthy and J. Sean Hubar at <b>LSUSD, New Orleans</b>	Assistant	\$139	07 L/P C
35-09	Nov. 7 Sat. 3-5pm	<b>Advanced Radiology for Assistants</b> w/Drs. Kavas Thunthy and J. Sean Hubar at <b>LSUSD, New Orleans</b>	Assistant	\$49	02 L/P C
32-09	Nov. 13 Friday	<b>Cosmetic Pearls #780</b> A course for the entire dental team with Marty Zase, DMD at <b>LSUSD, New Orleans</b>	Dentist Lab Tech Hygienist Ass't./Other	\$265* \$205* \$149* \$95*	7 L C
35-09	Nov. 20 Friday	<b>LAST CHANCE – Lafayette #670</b> <b>Keys to Prosthetic Success</b> for dentists, lab techs, and the entire staff with James L. Cassidy, Jr., DMD, MS, CDT at the <b>South Louisiana Community College</b>	Dentist Lab Tech Hygienist Ass't./Other	\$265* \$205* \$145* \$95*	7 L C
36-09	Dec. 4 Friday	<b>LAST CHANCE – New Orleans #017</b> <b>Clearing Up the Confusion of Today's Materials</b> with Edward J. Swift, Jr., DMD, MS at <b>LSUSD, New Orleans</b>	Dentist Lab Tech Hygienist Ass't./Other	\$265* \$205* \$145* \$95*	07 L C

L = Lecture • P = Participation • C = Clinical NC = Non-Clinical

\*EARLY BIRD FEE if you register at least 30 calendar days prior to course date.



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David Austin

## Cash For Clunkers

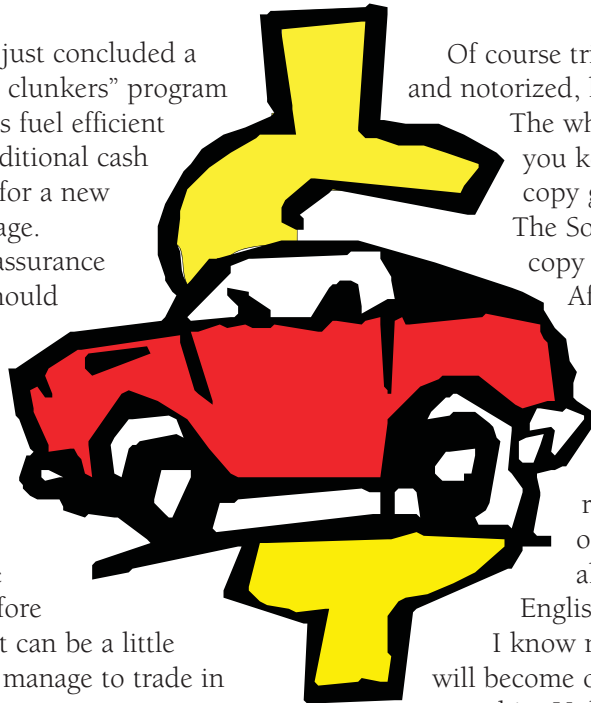
Recently our government just concluded a very successful “cash for clunkers” program where people with older, less fuel efficient vehicles could qualify for additional cash for their old car if traded in for a new one with improved gas mileage.

This is of course good reassurance to our citizens that if they should lose their home through foreclosure, they will at least have a car to live in. I know many of you thought cash for clunkers was actually referring to Congressional pay. Frankly, I'm just glad that Brett Favre was signed by Minnesota before the program ran out. True, it can be a little confusing, however GM did manage to trade in nearly 3 million vehicles.

Our own LDA, not wanting to be outdone by our government, has decided to implement a new incentive program for our members: Cash for old crunchers.

This new cash for crunchers program is for people who have old dentures and or partial dentures, be they removeable or fixed, that have lost their efficiency over the years. Yes, you are not dreaming, those old worn-out restorations can be worth cash toward new, more fuel efficient teeth.

The formula that the LDA auditors have come up with to actually find out how much cash your patient may qualify for is as simple as this: Count the number of units (teeth) that are involved for ‘trade-in’ and divide that number by the square root of the area in millimeters of the retromolar pad and multiply this by the age of the patient and then subtract the actual length, (again in mm) of the curve of Spee, beginning at the cusp of Carabelli. Quite simple really.



Of course triplicate forms will need to be filled out and notarized, however the forms are complimentary. The white form will need to go to the LDA, you keep the yellow copy and the pink copy goes to the local Social Security office. The Social Security office will then send their copy to the auditors of the Bureau of Indian Affairs, who will approve it and send it back through and ultimately back to your office. Only documents with the official Social Security Seal and Bureau of Indian Affairs Seal can then be used to get the patient their refund. Our LDA tele-promotional offices located in Indonesia can answer all of your questions, please press 1 for English. Couldn't be easier.

I know many of you are concerned as to what will become of these ‘crunchers’ that have been turned in. Unlike our government, the LDA will not destroy them. In fact, our own LDA labs will actually refurbish these old teeth and donate them to any of our Congressmen in need. You probably realize that most of our elected officials in the U.S. Congress place tremendous wear on their teeth, what with around the clock speechmaking, foreign meals in European resorts and explaining to their spouses where they were last night. Such a busy schedule precludes any of them from being able to visit a dentist on a regular basis, so this program should be a win – win situation.

Our Congressmen and women work hard on our behalf to assure Congress, I mean all of us citizens, have the highest standard of living our money will buy. It's the least we should do for them.

I know how excited you will be to join with me as we jump start this program. Kinda makes you want to pay your taxes early, doesn't it?



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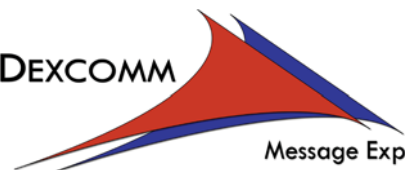


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