

VOL. 69, NO. 3

# ILDA Journal

FALL 2010

Journal of the Louisiana Dental Association

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# LDA Journal

## CONTENTS

VOLUME 69 NUMBER 3 FALL 2010

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from the editor	2
from the president	4
lda annual session and nodc	6, 33
from the executive director	8
louisiana dental services, inc.	12
endorsed products and services	13
access-to-care feature	14
lda's last chance seminar	15
donated dental services	16
summer conference	18
wealth management	20
dr. tarver memorial	21
lsu school of dentistry	22
membership	24
ladpac golf tournament	27
louisiana dental political action committee (ladpac)	28
feature	30
<i>Three "Quick Fixes" for Broken Appointments</i>	
louisiana dental hygienists' assoc.	32
louisiana state board of dentistry	34
dsa and new dentist awards application	35
news	36
classifieds	37
c.e. and lda events calendar	38
lsu continuing dental education	39
last page	40

A MEMBER PUBLICATION  
OF THE AMERICAN ASSOCIATION  
OF DENTAL EDITORS

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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:** Being an LDA member entitles you to a wide variety of benefits that can not only assist you in your professional development but reduce your office operating costs as well. These benefits include networking, communications, advocacy, continuing education, peer review, endorsed products and services, government affairs and group insurance coverage. To better understand the LDA membership benefits, read pages 24-26.

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



# LDA editorial

David N. Austin, D.D.S.  
Editor, LDA Journal

## What Makes Good Leadership?

Anyone can get up and make a speech, or argue a point – counterpoint, but it takes a true leader to assimilate the facts and ultimately to reflect (in our case) the majority will of our constituents.

A good case in point: Dr. Rich Corley, senior vice-president/CEO of Louisiana Dental Services and LDA member, has built LDS into the for-profit arm of the LDA and has done an outstanding job. He is respected by all and is tops in this field and has been recognized nationally for his efforts.

Crescent Dental Plans® had been an endorsed product for LDS for some time and had been profitable. Dr. Corley brought forward to the LDA Board the issue of continuing endorsement of Crescent Dental Plans® (see his article in this issue). It seems that all dental benefit underwriters would now have a PPO endorsement tier within their regular dental plan. His recommendation was that the LDA should continue to endorse this product without promotion of the PPO, as it would continue to be profitable for the LDA. As part of the LDA leadership, (I am a non-voting ex-officio board member and I dislike PPO's) I tended to agree with him as it would indeed be profitable for the LDA to continue its endorsement.

The LDA Board voted overwhelming to not endorse this or any dental benefit plan because of the PPO requirement. All stated that the majority of their constituents wanted nothing to do with a PPO plan of any kind.

Wow, was I wrong! I found out after talking to many members that this was indeed the common desire among the majority.

The LDA Board did their homework, and they knew how their members wanted them to vote. They showed real leadership. The kind you cannot buy.

LDS continues to be a win/win part of the LDA. The LDS endorsed program has benefited our membership in savings on quality products and services for our practice and continues to help our dues stay lower than they would be without this wonderful service. Thank you, Dr. Rich Corley!

This type of networking is a part of being a member of the LDA. I continually fail to understand why a dentist in our state would not want to be a member. Indeed, there are larger bears on the horizon than PPO benefit plans and these bears are coming after dentists and the practice of dentistry.

The many benefits of membership outweigh the cost many times over. You don't have to be an accountant or a rocket scientist to realize that.

Besides that, I want a few friends (over 1,800 to be exact) with me if we should encounter a bear or two!

*Note: This issue of the Journal is not only being sent to 1,800 LDA members, but also to non-members throughout our state who are not yet a part of our family.*

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# LDA

## from the president

*Dr. Edward J. Hebert  
President, Louisiana Dental Association*

### What If?

On July 19, 2010, I wrote a letter to the Louisiana State Board of Dentistry on behalf of more than 1,800 members of the Louisiana Dental Association (LDA), which includes roughly 80% of the actively practicing licensed dentists in the state. I would like to express my appreciation to the Louisiana State Board of Dentistry for their continued efforts to enact meaningful, sensible regulations for mobile/portable dentistry in the Notice of Intent published May 20, 2010.

Though the Board's intentions are laudable, the LDA believes that a few provisions in the proposed rules do not adequately ensure the health and safety of the public, which should be the Board's primary concern. Specifically, we believe that the proposed rules do not do enough to ensure adequate parental consultation and involvement, as the Board was directed by the Legislature to do in Act 429 of the 2009 Legislative Session.

As the Board heard in testimony at its last four quarterly meetings, one of the significant concerns relating to the mobile/portable practice model involves situations in which there is no personal communication between the dental practice and a minor patient's parent or guardian. Given that there are potentially life-threatening consequences for implementing certain treatment protocols with an inaccurate medical history, this is not an insignificant issue.

A general consent form does not provide for reviewing various treatment options for the diagnosed condition, the ramifications and risks of each option, as well as the ramifications and risks associated with doing nothing. When the only communication between the practitioner and the parent/guardian is a form sent home with the child, there is absolutely no way to be certain that a parent/guardian actually read and signed any form that is returned.

So, it is for very good reasons that personal consultations are standard procedure in a traditional private practice setting. The LDA believes that the additional effort required to motivate or facilitate every

parent's presence for a consultation is hardly enough of a strain on any dental practice, mobile or otherwise, to warrant accepting a lesser standard of care for those minor patients and would not reduce access to care.

On July 22, 2010, the LSBSD responded to my letter with the following response: The Board did recognize the representation of the dental profession by the Louisiana Dental Association and takes its advice knowing it is intended to be in the best interest of children receiving dental care in the state. Though the Board has similar concerns that we expressed, they felt that there is no evidence thus far to support our concerns. At the present time the Louisiana State Board of Dentistry feels, "We must err on the side of access to care and not simply base our decision on 'what ifs'."

Let me address that statement: First, it is not the LSBSD's responsibility to determine access to care. According to their website, the LSBSD's mission statement "is to protect the public by regulating the professions of dentistry and dental hygiene in Louisiana in accordance with the Dental Practice Act."

Because children deserve first-class dental care, the LDA believes – as do the American Dental Association, the American Academy of Pediatrics and the American Academy of Pediatric Dentistry – that comprehensive, high quality dentistry is provided in established, fixed-address dental offices. They give families a "dental home" where they can have the relationship, trust, information, full capabilities, continuity of care, availability, follow-up care and emergency access that are essential to quality dentistry and lifelong good oral health. The Louisiana Dental Association has developed a detailed outreach and compliance plan that involves collaboration with school systems, the Department of Health and Hospitals (DHH) and dentists all across Louisiana.

Secondly, I do not agree with the comment of "what ifs." We deal with the "what ifs" everyday in our practice prior to initiating treatment of our patients. How would one react to the following?

**What if:** a minor patient had an allergic reaction to an injection or prescribed medication?

**What if:** a minor patient's medical history was incomplete and the dental procedure threatened his/her health?

**What if:** a minor patient's parent/guardian is not notified of treatment to be rendered? What are the consequences?

**What if:** a parent/guardian is never given the opportunity to ask all questions and all questions that were asked, were answered to their satisfaction?

**What if:** etc.?

As good and ethical professionals, we are also charged with protecting the health, safety and welfare of our patients.

The LDA would not oppose a rule requiring that, in any dental practice situation, mobile or otherwise, there be an in person consultation between an appropriately qualified dental professional and the parent or guardian prior to treatment being rendered on most minor patients. This would be similar to the current regulation in Texas that prohibits mobile/portable operations from receiving Medicaid reimbursement for treatment performed on a minor patient under the age of 15 unless the parent/

guardian is present when the treatment is rendered.

Unfortunately, our two year battle came to an end August 19, 2010, when the rules came before the House Health and Welfare Legislative Oversight Committee. Legislators voted 6-5 to leave the rules as is and not include any additional parental consultation, whether in person (our preferred method) or on the phone. The LDA does appreciate the opportunity to comment on the proposed rules and, even though the rules have been adopted, hopes the Board will take the suggestions from House Health and Welfare chair, Rep. Kay Katz, and seriously look at our recommendations and consider filing revised rules tightening up informed consent and requiring more parental involvement.

A special thanks to Dr. Marty Garrett and the Access-to-Care Task Force, Dr. Charlie Foy and the Louisiana State Board of Dentistry Procedures Task Force, and to Dr. Claudia Cavallino and Dr. Don Donaldson for their continued efforts to keep the LDA's message concerning the safety and regulation of mobile and portable dental practices strong. We are also proud of our LDA staff for their countless hours coordinating and managing the e-mails, conference calls and meetings that have taken place over these past two years.

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**A sampling of our speakers:**

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|--|---------------------------|
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| - Dr. Hisham Nasr                      | - Dr. Nate Booth          |
| - Dr. Louis Malemacher                 | - Dr. Linda Niessen       |
| - Dr. Greg Psaltis                     | - Dr. Patricia Blanton    |
| - Dr. Karl Koerner                     | - Dr. Debra Stewart       |
| - Dr. Henry Gremillion                 | - Ms. Anita Jupp          |
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# Dr. Gwen Corbett, a Fortress Dentist.

*I live in Baton Rouge, Louisiana. It is a great city full of cajun culture and a love of LSU.*

*I grew up in the local dental community. My father was a general dentist here for 35 years and my mother ran the office. After dental school, I joined the practice for 4 years before specializing. My father was a very empathetic dentist and an excellent mentor.*

*I practice endodontics with Drs. Simon and Bond at Root Canal Specialists of Baton Rouge. It's a top notch practice. Our patients are our priority.*

*I specialized in endodontics because I really liked the focus. Our patients are often in pain and afraid. It is very rewarding to relieve them of both.*

*I earned my pilot's license in 2006, and am now working on getting my instrument license. It is so exciting to just get in a plane and go flying, such a feeling of freedom.*

*I enjoy triathlons and racing. Balancing it all with a baby is a challenge. I really appreciate that dentistry gives me flexibility.*

*I love my family and friends. I have a tremendous friend network. They make my world go 'round.*

*I admire my mother so much. She's a cancer survivor with a lot of energy and fortitude.*

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# LDA

## from the executive director

Ward Blackwell, M.J.  
LDA Executive Director

### The LDA Stance

Increasingly, the principal determinant of the intensity with which an issue of significance to dentistry is debated, both inside and outside the profession, is its impact on access to oral health care. For better or worse, regardless of who makes the argument, framing an issue in terms of access to care ensures heightened passions, inflammatory rhetoric and media attention – not to mention employment opportunities for lobbyists.

Accordingly, access is seen as the fundamental element of the two issues that lately have generally been attracting the most attention from LDA leadership and consuming the lion's share of LDA resources: school-based mobile dentistry and mid-level providers (MLPs).

The LDA has endeavored for nearly two years to promote the interests of its members (as defined in policies of the LDA House of Delegates and Board of Directors) in regulating mobile/portable dentistry in Louisiana. Until quite recently, MLPs have been a less immediate concern, since the primary battlegrounds have been in other states or at the national level. Nonetheless, the stakes for the profession and intensity of the MLP debate now have the attention of LDA leadership. This has resulted in the LDA becoming a charter member of the Austin Group, a coalition of state dental associations that support the ADA's current policy that only dentists should diagnose, plan treatment and perform invasive, irreversible procedures.

It's likely that most LDA members are more familiar with media coverage of these issues than they are with some of the principled positions staked out by their association. Ergo, I would like to present to our membership two position papers. The first is the LDA's Statement on Parental Involvement, which delineates a fundamental principle regarding the optimal delivery of care to minor patients. The second is a summary of the Austin Group's position on MLPs.

### LDA Access to Care Task Force

#### *Statement on Rules Regarding Parental Involvement in the Treatment of Minor Patients*

The LDA believes parental consultation and involvement are crucial to maintaining the prevailing, acceptable standard of care in both mobile practices and traditional private practice. Presumably, the Louisiana State Board of Dentistry (LSBD) was of a similar enough opinion to have included the following provision in their original proposed rules for mobile dentistry that were published as a Notice of Intent on October 20, 2009:

*“Before treatment begins, there must be a documented personal or telephone contact with the parent or guardian by the dentist, hygienist, or trained dental assistant to review the patient's medical history and provide a description of all proposed treatments and the potential negative consequences of each procedure.”*

However, the LSBD subsequently deleted this provision when they revised the rules, and it did not appear in the Notice of Intent published May 20, 2010. Instead, the LSBD's position appears to be that they are adequately “providing for parental consultation and involvement regarding the providing of dental services to a minor,” as required by Act 429 of the 2009 Louisiana Legislature, by requiring the consent forms that parents sign before their child is ever seen by a mobile dentist include:

*“... a statement that a parent or guardian may attend all dental visits and the form provides a telephone number and address where the parent or guardian can contact the Operator's office if they wish to be at the school, facility or site when the minor is being treated.”*

The LDA would contend that this provision, while important and helpful, is insufficient by itself. Parents or guardians are likely to never fully comprehend the ramifications of the specific treatment to be

rendered to their child (including the ramifications of no treatment at all) without some form of personal consultation. Most importantly, the lack of a personal consultation to complete and review the minor patient's medical history greatly increases the chances of that history being inaccurate and/or incomplete, which places the patient at increased risk. Even the "personal or telephone contact" provision is less than optimal in this regard, since it can be very difficult to verify who the person on the other end of a phone call actually is. Plus, a telephone consultation precludes the use of visual aids and illustrations that can readily be used to communicate complex concepts to aid understanding.

So, it is for very good reasons that personal consultations are standard procedure in a traditional private practice setting. The LDA believes that the additional effort required to motivate or facilitate every parent's presence for a consultation is hardly enough of a strain on any dental practice, mobile or otherwise, to warrant accepting a lesser standard of care for those minor patients and should not significantly reduce access to care.

Therefore, the LDA would recommend that, in any dental practice situation, there be an in-person consultation between an appropriately qualified dental professional and the parent or guardian prior to treatment being rendered on most minor patients. This would be similar to the current regulation in Texas that prohibits mobile/portable operations from receiving Medicaid reimbursement for treatment performed on a minor patient under the age of 15 unless the parent/guardian is present at the time that treatment is rendered.

## **Statement of Purpose**

### *The Austin Group*

The Austin Group supports quality oral health care for the citizens of the United States. We believe the health and safety of the patient must be the primary consideration in the delivery of oral health care and that the education, training, and licensure of dentists play an integral role in assuring the public that the dentist is qualified to provide care.

We believe the current dental team delivery system best serves the needs of the public in a safe and cost effective manner.

We believe that the American Dental Association (ADA) has the responsibility of establishing and adhering to policies that set a standard of care that assures the public that the best possible dental care will be delivered by dentists supported by their dental teams.

We believe the current ADA policy that "no one except a dentist may perform irreversible procedures" is in the best interest of the health and safety of the public. We believe this policy fulfills the profession's obligation to support the best possible care for our patients. ADA member dentists and the public expect the ADA to uphold the highest standard of care for the profession.

The Austin Group believes that the ADA has a responsibility to support its member dentists and the patients they serve and to assist states in defending the policies of the Association which protect the public's health and safety and the profession's core values.

The Austin Group believes the ADA must maintain dentistry's standard of care through education, accreditation, and licensure and oppose those who seek to undermine this proven delivery system. The standard of care has been established to protect patients and the ADA should not falter in this goal.

We believe that states have a right to develop alternative strategies for their patients and their member dentists and acknowledge that in some situations such extreme strategies may be an expedient option. However, these extreme strategies should not set the professional standard of care for dentistry. The standard of care should not be compromised to fit the need of any individual or state.

The Austin Group supports a policy that would allow the ADA to offer help to states that find they are facing a strategy that is not ideal. Some states may be confronted by outside entities that force through legislative agendas that seek to lower the standard of care. At the state's request, the ADA may assist them in seeking the best possible outcome under less than ideal circumstances. However, this assistance should not be construed as an ADA policy change.

The ADA should help to mitigate a situation in a manner that protects the health and safety of the patient, maintains the current ADA policy on irreversible procedures and ensures that the dentist remains the head of the dental team. The Austin Group believes that any reduction in educational standards that allow any dental provider other than the dentist to perform surgery, defined as the cutting of hard or soft tissue, is not in the best interest of the patients we serve.

Therefore, the members of the Austin Group will support resolutions in the ADA House of Delegates that:

1. Protect the oral health and safety of our patients.
2. Retain the dentist as the only appropriately educated and trained dental provider to perform dental surgery.

*Continued on page 10.*

Continued from page 9.

3. Support the core values of the current education system for the education and training of dentists to provide dental surgery.
4. Support actions which will prevent states from being placed at risk by ADA policy changes.
5. Support resolutions which acknowledge the multifaceted barriers to access to care and seek to resolve these barriers through a multifaceted approach without the delegation of surgical (irreversible) procedures to non-dentists.

I hope these statements educate, clarify and stimulate feedback. If so, please feel free to contact the LDA office or the LDA director from your area. The contact info is on the LDA website, [www.ladental.org](http://www.ladental.org), and we'd love to hear from you.

**LDA Website:**  
**[www.ladental.org](http://www.ladental.org)**



**Friday, Feb. 5, 2011**

If you are interested in hosting an event or would like to volunteer for an event, contact the Louisiana Dental Association at [info@ladental.org](mailto:info@ladental.org) or (800) 388-6642.

The process for requesting products and information from the ADA for a program or for classroom visits begins October 1, 2010, and ends November 12, 2010.

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# LDA

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Dr. C. Richmond Corley, Jr.  
Senior Vice-President/CEO, Louisiana Dental Services, Inc.

### The LDA No Longer Endorses Crescent Dental Plans® or Any Other Dental Benefit Plan

Effective March 31, 2010, and after about 21 years, the LDA is no longer endorsing a dental benefit plan. The endorsement that began with an agreement with the Texas Dental Association to become a part of Paid Dental Plans, Inc. saw the incorporation of Paid Dental of Louisiana, Inc. (PD of LA) as the first wholly owned, for-profit subsidiary of the LDA. I was selected by the LDA Board of Directors to serve as president and Dr. Perry Hollembeak of Shreveport was selected as vice-president. Paid Dental of Texas furnished the third party administrator, Boone-Chapman of Austin, to provide marketing and claims payment services in Louisiana. This whole project was driven by the fact that the ADA's solution to managed care in the dental marketplace back in this era, direct reimbursement, was not working out as advertised. This endorsed relationship led to the payment of royalty revenue to the for-profit subsidiary. Slowly, but surely, the program began to grow.

However, in late 1990, Dr. Hollembeak advanced the idea that several other state dental associations were doing, which was to have for-profit subsidiaries that were involved in a much broader application of the endorsement of products and services used by association membership. After a thorough investigation of just how this process worked, the LDA House of Delegates voted in 1991 to establish Louisiana Dental Services, Inc. (LDS). Shortly after this new corporation was chartered, through an exchange of stock with the LDA, it became the owner of PD of LA.

PD of LA saw more of the dental benefit marketplace being captured in Louisiana by Paid Dental Plans, but the service being provided by the third party administrator was less than satisfactory to both LDA members who were rendering services and their patients who were to benefit from Paid Dental coverage. PD of LA severed its relationship with Paid Dental (Texas), and a new corporation was established named Professional Dental Plans, Inc. (PDP) and the new endorsed program was named Crescent Dental Plans®. The original corporation became a dormant corporation and finally was cancelled.

In the meantime, the new operation became very successful such that in its January 2000 annual report

it was able to claim a book of dental benefit premiums worth \$22 million which resulted in nice royalty income for PDP and subsequently the LDA. At this point another business destabilization event occurred in the business environment surrounding Crescent Dental Plans® third party administrator which had a devastating effect on the day to day operations of Crescent Dental Plans®. Once again, PDP had no control over any of the events that were precipitated by personal actions within the TPA. When all the smoke cleared, the book of business remaining was worth about \$6 million annualized premium and we were now in business with a new marketing and administrative operation named Crescent Employee Benefits, Inc. A relationship that has re-grown the book of business to somewhere over half what it was at its peak in 2000 when we ran into what has become the final straw that has broken the proverbial "camel's back."

This "final straw" is the fact that no underwriter exists in the dental benefit marketplace today that will issue a policy that is without some form of PPO requirement. **The LDA Board of Directors chose to not allow the endorsement of any dental benefit plan that includes the PPO requirement.** It has been a worthwhile endeavor for the LDA through its for-profit subsidiaries. It has also been beneficial for the Mississippi Dental Association as they chose to endorse Crescent Dental Plans®, along with Tennessee.

I would be amiss in my responsibilities if I did not profusely thank the leadership of Robyn Bossom, vice-president of Crescent Employee Benefits, Inc., and Robert Ellis, president of Robert Ellis and Associates, Inc., for their successful efforts in restoring Crescent Dental Plans® into the positive pattern of growth it now enjoys. The name Crescent Dental Plans® and the Crescent Moon logo will still appear in the marketplace as Crescent Employee Benefits, Inc. agreed to purchase these marks from Professional Dental Plans, Inc.

THEREFORE, IT IS IMPORTANT THAT YOU REMEMBER THAT THE LDA NO LONGER ENDORSES CRESCENT DENTAL PLANS® or any other dental benefit plan.

# Take advantage of *YOUR* membership, and *SAVE* with LDS endorsed products and services!

Work with quality vendors and save on your operating expenses with the great companies endorsed by Louisiana Dental Services, Inc., through the LDA.

*We've got you covered:*



- **ADS Transitions** – Practice transition specialists.
- **Amalgaway** – Amalgam waste disposal service by mail.
- **Banc of America Practice Solutions, Inc.** – New office and practice purchase loans, equipment and remodeling financing, debt consolidation, and retirement capital.
- **Bank of America Financial Services** – Including credit cards, credit accounts, consumer loans, CDs and more.
- **Bruner and Company: A Creative Web Design Studio** – Complete web solutions company.
- **CareCredit** – Revolving credit lines for your patients.
- **CGI Communications, Inc.** – Practice marketing and communications specialists.
- **Dexcomm** – Message experts offering flexible options for your telephone answering needs.
- **D-MMEX** – Precious scrap metal return.
- **Elavon** – Convenient credit card processing services.
- **ENSERV/Stericycle** – Collection, tracking, treatment and disposal of medical waste.
- **Fortress Insurance Company** – Professional liability insurance.
- **Institute of Medical Emergency Preparedness** – Emergency response system.
- **LDS Glove Program** – Individualized gloves for your needs.
- **Mercury Data Exchange** – Benefits verification and claims adjudication.
- **New Line Medical** – Dental and infection-control supplies. Louisiana-owned company.
- **Oak Tree Storage** – Online backup and restoration services.
- **Office Depot** – Office supplies, discounts below store pricing.
- **Paychex, Inc.** – Payroll and employee tax accounting services made simple.
- **Robert Ellis & Associates** – Business office protection insurance.
- **SolmeteX** – Effective and compact online waste-water mercury removal systems.
- **Southern Anesthesia and Supply (SAS)** – Dental, surgical, pharmaceutical and emergency preparedness supplies.
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# LDA

## access-to-care feature

Dr. Edward L. "Don" Donaldson

Chairman, LDA Medicaid Task Force; Member, LDA Access-to-Care Task Force; and Treasurer, DAP-PAC

### The Dissolution of the Dental Home

2010 has been a difficult year for dentists who treat children. The Medicaid program has absorbed two different rate cuts and we lost a key battle in our long debate with the State Board over school-based mobile dentistry.

First, as many of you know, the LDA has been able to convince the state legislature to dramatically increase funding for the dental Medicaid program over the last 10 years. Our goal has always been to move reimbursement rates to the 75th percentile of the ADA fee survey. As of last year, we had achieved approximately 70% of this goal.

This year, those increases became decreases as the program sustained two separate cuts, the last being about 4.6%. Given the substantial cuts that the rest of the Medicaid system was handed, it is fortunate that our cuts have been minimal in comparison. We are still striving to achieve our goal of the 75th percentile.

Second, the LDA and many long-time Medicaid providers lost a battle that we have been fighting for over a year to require parental presence and consultation for school based mobile dentistry.

Under the "cover" of **access to care**, our Louisiana State Board of Dentistry has decided that a token signature is the only thing necessary to treat a child for a dental procedure at any location. Disregarding advice and suggestions from virtually every organization that is involved in children's dentistry, the Board opened the doors for a dental delivery system, which creates a paradigm shift in the delivery of care to children.

With the adoption of these rules, this state has now assumed a much lower standard of care for children. There is no parental or guardian presence required. Let me repeat that. There is **NO PARENTAL PRESENCE REQUIRED!** There is no parental consultation about diet or hygiene or prevention; no discussion about medical history or recommended treatment or treatment options; and no dialogue about post-treatment complications or emergency care. I cannot believe after 40 years of requiring a parent or guardian to be present in my office before I would even look at a child, I am now witnessing a complete release of parental responsibility by our own State Board.

Another of the many tragedies of the State Board's ruling is the condoning of the solicitation of patients from the many private offices that provide excellent dental homes for these children. **Where are the Ethics?** The school dentists say that they only see children who do not

have a dentist. That is simply UNTRUE! At the legislative oversight hearing, I presented three active patients that were seen by the school dentist without their full knowledge and comprehension of what was going to happen. One of their grandchildren had a tooth extracted without them (as guardian) providing consent. If a doctor in my practice had extracted a tooth without a parent's consent, we would have been brought up before the Board for disciplinary action. We have an additional 13 patients that were seen in our office within the last year and were still seen by the school dentist. These are just the ones who have spoken up!

The paradigm shift is that the delivery of dentistry for every child will begin to take place within the school system. Medicaid children are just the beginning. The mobile school dentist has no boundaries! They will have access to every child, in every school, in every parish, whether these children are patients of record in a private practice dental home or not. Thus begins the dissolution of the dental home.

If you read the article in this publication by LDA Executive Director Ward Blackwell, you can see the LDA's official "Statement on Rules Regarding Parental Involvement in the Treatment of Minor Patients" and for this reason, we continue to ask the State Board to reconsider their position on parental presence/ involvement. Again, I say parental presence is of primary importance. At the very least, parents must be present on the initial visit to the portable dental clinic and on any appointment for an invasive procedure. Secondly, the mobile school-based provider should not be allowed to accept a patient if they have been seen in a private practice dental home for the last three years. The reason is simple. Patients don't always see their dentist every six months. Even if they wait two years, it does not mean they are not patients of record with a valid dental home. The laws established by our neighboring states certainly reflect the wisdom of such controls, yet somehow Louisiana did not.

Finally, I want to say I have been proud to stand with the LDA in this fight. Dr. Ed Hebert (our president), Dr. Charlie Foy and Dr. Marty Garrett (past presidents), Dr. Claudia Cavallino, Dr. Ambrose Martin, Dr. Kirt Touchstone (LDA Access-to-Care Task Force members), and the entire LDA Board was unwavering in their commitment and their principles. I cannot say enough about Ward Blackwell and Annette Drodgy. They were wonderful warriors. Thank you to the membership for all of your continued support.



# LDA's Last Chance Seminar

## November 12, 2010



**Embassy Suites  
Baton Rouge**

**7 Credit Hours (Clinical)**

## C.E. Speaker Dr. John Khademi "Endodontics & Endo Restorative"

This case-based presentation will demonstrate how visual and restoratively based ways of treatment can lead to greater canal discovery while retaining key cervical tooth structure. Further, while dental implants have altered the contours of the treatment planning landscape in even single tooth cases, this course will show how debilitated and marginal teeth can be rehabilitated with a variety of non-surgical, surgical, and most importantly restorative techniques, none of which are possible without the dental operating microscope.



*Stay the weekend and watch the  
LSU vs. ULM Homecoming Game on  
Saturday, November 13, 2010*

*Sponsors (as of 8/30/10):*



Robert Ellis & Associates  
Training Services



**OBTURA  
SPARTAN**  
Endodontics



## Donated Dental Services through the National Foundation of Dentistry for the Handicapped

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 Thomas O. Adams  
 Wanda B. Aguillard  
 Randolph H. Alexander  
 Melvin Allen  
 Ben Almerico  
 Melanie Andrews  
 Michael J. Appleton  
 George Arch  
 Lance Babin  
 Victor Babin III  
 Ronald F. Baldo  
 Daniel O. Bankhead  
 Debra S. Barker  
 Barton C. Barre  
 Wendy K. Barrios  
 Brian Basinger  
 Harry J. Batt  
 David Baughman  
 Benjamin Beach  
 Katie Beach  
 Johnny Bear  
 Mary A. Beilman  
 Benjamin Ber  
 Douglas Ber  
 Ted Bercier  
 Corey Bergeron  
 Shannon Bergeron  
 Terry Billings  
 Allen T. Black  
 Gary J. Blanchette  
 Michael S. Block  
 David Crockett Blythe  
 Jennifer Boles  
 William P. Bolton  
 Scott Bonson  
 Dan Bordes  
 Charles A. Boudreaux  
 Ezra Bowens  
 J. David Brannen  
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 Denice L. Derbes  
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 Emma M. DiCarlo  
 Ross H. Dies  
 Vincent L. DiLeo Jr.  
 Dennis E. Donald  
 K. Richard DuBois  
 Jay C. Dumas  
 Willard L. Dumas Jr.  
 Brian Dyess  
 Richard W. Eckman  
 E. H. Eiland Jr.  
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 Shelly Ereth  
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 Michael Ferguson  
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 C. C. Gaddis  
 H. D. Gaddis Jr.  
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 Maurice B. Garrett  
 Wayne J. Gary, II  
 Jimmie Gaubert  
 Eric T. Geist  
 Lisa German  
 Larry Germany  
 Danny J. Gerstner  
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 Americus Dental Lab  
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 Bayou Dental  
 Bergeron Dental Lab  
 Bio Tech  
 Biomet 3-I Lab  
 Bite Rite Dental Lab Inc  
 Blackburn Dental Lab  
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 Ceramic Dental Arts Lab  
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 Cherry Dental Lab, Inc.  
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 Clark Dental Lab  
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 Custom Arts  
 David Tran Dental Lab  
 Delahoussaye Dental Lab  
 Delux Dental Lab  
 Delux Dental Lab  
 Dentacon International  
 Dental Center Lab  
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 Dynasty Dental Lab  
 Edwin Kee  
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 Elite Dental Laboratory  
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 T N T Dental Lab  
 T N T Dental Studio  
 Tate Dental Lab  
 Tetra Dynamics  
 Thomas Dental Ceramics  
 Thomas Dental Ceramics  
 Trident Dental Lab  
 Trindent Dental Lab  
 TriState Lab  
 Tuan Dental Lab  
 XEL Dental Lab

During fiscal year July 1, 2009, through June 30, 2010, the program treated 297 individuals, with \$729,303 worth of donated care. There are another 214 people within the program who have been referred to dentists and are still active cases.

**\*List of names provided by each organization.**



## Acadiana Donated Dental Program

Dr. Jerome Alesi  
 Dr. Gerald Baudin  
 Dr. Corey Bergeron  
 Dr. Charles Bernard  
 Dr. Neil Bernard  
 Dr. Carl J. Breaux  
 Dr. David Chambers  
 Dr. Brent Chauvin  
 Dr. Tim Chauvin  
 Dr. Claudia Cavallino  
 Dr. Randy Comeaux  
 Dr. Kirk Crane  
 Dr. Michael Daigle  
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 Dr. Kenneth Guilbeau  
 Dr. Kevin Harmon  
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 Dr. Phillip Stelly  
 Dr. John Taylor  
 Dr. David Trahan  
 Dr. Preston J. Webre  
 Dr. Michael N. Woodruff

We had 45 dentists participate in our Donated Dental Program. The total in-kind value for program year July 2009 – June 2010 was \$100,207.13 and 245.35 hours were donated by our volunteer dentists. There were 154 patient referrals and 126 of these were completed.



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# LDA summer conference

Alicia Haefele  
LDA Intern

## Fun for the Whole Family at the LDA Summer Education Conference

Even with the possibility of oil in the emerald waters of the Gulf of Mexico, nearly 70 C.E. registrants and their families flocked to the Tops'l Beach & Racquet Resort in Destin, Fla., for a chance to combine continuing education with family fun at the LDA Summer Education Conference.



Attendees are participating in the C.E. portion of the conference.

The Tops'l Beach & Racquet Resort offers its guests luxury all-condo accommodations as well as a private beach club and state-of-the-art fitness center. All of these amenities are only steps away from the resort's private beaches that remained untouched by the oil spill, proving to be a great vacation destination.

And, thanks to our events partner, Robert Ellis & Associates, and our conference sponsors, Louisiana Dental Services, Inc. (LDS), Brasseler, Coltène/Whaledent Inc. and Dentsply Caulk, registration fees remained at a minimal cost of \$295 for LDA members!

During the conference, held July 28-31, attendees were able to receive up to 16 hours of C.E. credit by attending seminars from 8 a.m. to noon each day. Featured speakers, Dr. James Braun, Dr. Lynne Brock and Dr. Daniel Ward, spoke on a variety of topics ranging from clinical updates to new innovative dental therapies.



Ward Blackwell and speaker Dr. Lynne Brock present Dr. Ken Bonnette with a new DVD player as a door prize.

With the afternoons free, attendees and their families spent the remainder of their days soaking up the sun and sand at the beach, as well as enjoying other special events hosted by the LDA. At the scrumptious Family Beachside Shrimp Boil, a smorgasbord of food, including jumbo shrimp, andouille sausage, chicken, salad, vegetables and dessert, was served on a beautiful pool-side deck overlooking the beach. Another popular event that took place was the LDA's Fourth Annual Family Volleyball Tournament. However, the tournament took on a new form this year. Instead of creating multiple small teams, participants split into two teams and played for the best two out of three matches. The winning team included Blaine Bush, Jill Dimarco, Madison Blackwell, Rebecca Warner, Rene Higginbotham, Dr. Walter Vaughan and Ward Blackwell.

If you missed out on this year's LDA Summer Education Conference, be sure to mark your calendars now for next year's, Wednesday-Saturday, July 27-30, 2011.



Top left: Dr. Patrick Dooley and children, Aidan and Connor, play by the pool. Top middle: Dr. Russell Dimarco, Sophia Dimarco and Marian Dimarco take a break from eating to pose for a picture during the Beachside Boil. Top right: Dr. Damon Dimarco makes a serve for his team.

Above left: Dr. Cecil Lloyd and Debbie Bennett enjoy great food at the Beachside Boil. Above right: Dr. Scott Taylor reaches for the ball. Right circle: The Family Volleyball Tournament winning team includes: (front) Rebecca Werner and Madison Blackwell and (back) Renè Higginbotham, Dr. Walter Vaughan, Jill Dimarco, Ward Blackwell and Blaine Bush.

Below: Spencer Mounger, Marcus Mounger, Dr. Amy Russo-Mounger, Scout Mounger, Dr. Alexis Underhill and Patsy Russo hang out on the pool deck during the Beachside Boil.



Above: Sponsor Bob Ellis from Robert Ellis & Associates, speakers Dr. Lynne Brock and Dr. Daniel Ward and LDA Executive Director Ward Blackwell enjoy a beautiful evening on the deck overlooking the beach during the Beachside Boil.





# LDA

## wealth management

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

### The Income Need

You worked and saved your entire life, amassing what you believed to be a pretty sizable investment portfolio. Then after plugging the numbers into a retirement calculator... Bam! You discover that your investment portfolio must double in size in order to obtain the required income you desire in retirement. I recently had a number of clients do this with their 401(k) provider's retirement calculator. They almost went into shock when the portfolio amount necessary to retire magically appeared.

The truth is this required asset amount is not what you should emphasize most when calculating when and how you will retire. The truly important figure is the "Income Need Number."

#### What is the Income Need Number?

Start anticipating a budget in retirement. This is not an easy process and can become more difficult the further you are away from retirement. Let's take a look at the major components of your current budget to begin projecting a monthly retirement income:

**Housing:** Hopefully no mortgage will be carried into retirement, but you will still have insurance, taxes and upkeep expenses.

**Vehicles:** Ideally, car notes will not be carried into retirement, but you will have insurance and maintenance expenses.

**Other spending:** Include food, gas, and insurances (life, long-term care, and health). Exclude what you are currently spending on any dependent kids (extra food, car insurance, auto payments, school tuition).

**Entertainment and travel:** Use what you currently spend on entertainment as a base and include additional plans. Do you intend on traveling more once you retire? Or will you pursue some of your favorite hobbies? Make sure to incorporate these estimated expenses into your budget.

Put all of this to paper and calculate how much income per year is needed as of today to pay for these

living expenses. Then don't forget to add inflation in the mix. This is your Income Need Number.

Let's take myself as an example: \$6,000 per month is my current budget not including my mortgage payment and kids' school expenses. I plan on travel and entertainment expenses to be an additional \$2,000 per month. This gives me a total of \$8,000 per month or \$96,000 per year of current income needed. If I hope to retire in 22 years at the age of 60, a 2% inflation rate puts my future Income Need Number at \$148,414.

#### Work Backwards: Turning the Income Need Number into Total Portfolio Need Number


Any other forms of income after retirement, such as pension or social security payments, should be taken into account and deducted off the monthly need amount. Make sure to consider what age this other income can start being received.

Divide the income that is left over by 4% to see the asset amount that must be attained at a 4% rate of withdrawal once retired. If you are not currently at that asset amount you can do a few of the following steps: 1.) Wait on retirement. 2.) Lower your income need. 3.) Approach other strategies, such as working part-time or sending part of your retirement to an insurance company for monthly lifetime income payments.

Focus on the biggest question with your retirement planning: What are your income needs and how will you satisfy those needs in retirement?

---

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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## Dr. Earl L. "Les" Tarver, LDA President from 2002-2003, Passes Away

*Dr. Earl L. "Les" Tarver, of Monroe, La., LDA president from 2002-2003, passed away on August 13, 2010, after a courageous battle with pancreatic cancer.*

Dr. Tarver, a general dentist, was a member of the LDA, the American Dental Association (ADA) and the Northeast Louisiana Dental Association (NELDA) for over 31 years. He served the ADA and LDA in many capacities, including delegate or alternate delegate to the ADA House of Delegates since 1988. He was the current chair of the ADA Committee of Dental Accreditation (CODA) and served on the ADA's Committee G, formerly known as the Recognition of Specialties. He also served on the ADA Council on Dental Education and chaired the Recognition of Dental Specialties Committee and Recruitment and Retention of Allied Personnel Committee.

He was named as one of this year's recipients of the LDA Distinguished Service Award during the Annual Session on April 8, 2010. This is the highest honor bestowed by the LDA and is presented annually to individual members who have exemplified the highest standards of professional conduct in dentistry and have made extraordinary contributions in organized dentistry and their community.

Representing the NELDA, Dr. Tarver served on the LDA Board of Directors, LDA Council of Insurance and the Distinguished Service Award Committee. He was a past president of NELDA, and was recognized by his component this year with the NELDA Distinguished Service Award. He is also a Fellow to both the American College of Dentistry and to the International College of Dentistry.

Dr. Tarver graduated from the University of Louisiana at Monroe, where he was president of Kappa Sigma, a fraternity focused on fellowship, leadership, scholarship and service. He then continued on to the LSU School of Dentistry, from which he graduated in 1979.

Dr. Tarver is survived by his wife, Susan Tarver, and their two sons, Josh and Justin. Dr. Justin Tarver is a dentist and LDA member and married to Dana Tarver. Dr. Tarver had also recently become a first-time grandfather with the birth of Dr. Justin's son, Harrison David Tarver. (Photo collage by Mulhearn Funeral Homes.)





# LDA

## lsu school of dentistry

Dr. Henry A. Gremillion, Dean  
LSU School of Dentistry

### Facing Fear by Speaking Up

**M**y son, Scott, and I have long shared a love for baseball. Imagine my fatherly pride when, in the spring of 1999, he was headed for college on a baseball scholarship. One rainy afternoon, his mother and I watched him, poised at the batter's box, ready for anything that might come his way. That's when the nightmare began.

#### *Thwack.*

The ball ricocheted off the wet bat and hit him in the eye. Blood gushed out of his eye like a fountain and he lay lifeless over home plate. No words can describe the panic we felt. Would he ever see again? How would this change his life? Would his love of baseball be replaced with fear of stepping into the batter's box? How would this affect his perspective in the future?

Six weeks later, with a great mental attitude and the help of outstanding medical care, Scott was ready for batting practice. Four years later, he graduated from Loyola University where he had a great baseball career and, most importantly, he received a wonderful education.

I learned a lot from my son. He gave me insights about fear that I've applied since becoming dean on October 1, 2008, at the beginning of the national economic downturn. We all know the recession has had major consequences for higher education in Louisiana.

Since 2008, the LSU School of Dentistry has experienced a budget reduction of 23.4% (\$2,801,740). More cutbacks and reductions are expected in the next fiscal year. It looks like things are going to become more challenging before they get better.

It's time to face our fears, take responsibility for our profession and develop a plan of action. You are a part of that plan. There are things we can do together.

Every practicing dentist and hygienist needs to communicate the links between health care and dentistry and dental education. Otherwise, our funding will be in greater jeopardy.

Most people expect their family dentist to always be there. That expectation shows the high level of trust enjoyed by our profession. Over the years, national surveys have revealed that dentistry is one of the most trusted professions in America.

This goodwill gives us the opportunity to take the initiative and talk about the connection between the family dentist and dental education. Now is the time to speak up when funding for higher education is under scrutiny.

How can you help? I would like for you to think of 20 people in your circle of friends and share with them the following facts:

- 27% of all dentists practicing in Louisiana today are 60 years of age and older, nearing retirement;
- As the only dental school in the state, the LSU School of Dentistry is the only source for educating new dentists to replace those who are retiring;
- Of all the students who enter LSUSD, 98.9% graduate, an outstanding statistic that should fill us with pride;
- 75% of all practicing dentists and hygienists in Louisiana are graduates of the LSU School of Dentistry; and
- The vast majority of Louisiana parishes have been identified as dental health care shortage areas.

This is a very important time for dentistry in Louisiana. Decisions are being made that will shape our profession. We need to take the initiative, step up to the plate and speak up for supporting dental education in Louisiana.



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# LDA membership

Dr. Glenn Dubroc  
Chairman, Council on Membership & Dental Practice

## Take Advantage of YOUR Membership, It Is About YOU

When you buy a new car, computer or television, you are excited to experiment with all of its features to obtain maximum use and the best possible enjoyment of your purchase. Membership in organized dentistry provides many benefits. But are you utilizing those benefits to maximum advantage? As we approach the end of another calendar year, this is an excellent time to highlight the major perks available to LDA members.

The LDA can assist you through every step of your professional development, from your years in dental school to transitioning into retirement. Your needs will change during each stage, but one thing will remain constant: the LDA is here for you!

Your membership gives you access to a number of benefits including continuing education, insurance coverage, peer review, networking, government affairs, communications and a host of endorsed products and services. Utilize these benefits to reduce your office overhead and increase practice efficiency.

### Continuing Education

The LDA offers economical, quality continuing education. Members receive discounted registration for all events, including the Winter Lecture Series, New Orleans Dental Conference/LDA Annual Session, LDA Summer Education Conference, and Last Chance Seminar. In addition to being extremely economical, these continuing education opportunities feature informative and entertaining speakers and enjoyable locations.

### Insurance Coverage

Your dental practice is an investment. Protecting that investment is one of the most important steps you take as a practitioner. Members attain financial security through LDA-sponsored insurance, including major medical, disability income, term life, business overhead expense, general liability, malpractice and long-term insurance plans. Also available are

business office packages and workers compensation. All coverage options are specifically designed to meet the needs of dentists at competitive rates for both members and staff through the LDA's endorsed carriers. Insurance is essential, so why not utilize your Association and get outstanding service with a group plan?

### Peer Review

LDA members have FREE access to the LDA's statewide peer review and mediation. Should you ever need this service, peer review is an invaluable means for you, your patient and/or third party payers to resolve differences. The process saves you time,

Review the endorsed products and services opportunities,  
update your contact information,  
view the calendar of events,  
read dental news, keep abreast of governmental briefs and more, all at

[www.ladental.org](http://www.ladental.org)

money and the hassle of going to court. What's more, the Louisiana State Board of Dentistry recognizes the results of cases mediated through peer review and refers patients with complaints to the LDA.

### Networking

The LDA represents over 1,800 members and is linked nationally to thousands more through the ADA. LDA members have frequent opportunities to network with fellow professionals working in Louisiana and across the country. Through various local, LDA- and ADA-sponsored events, members can meet, converse with and make contacts professionally, politically and socially. The LDA's Membership Fishing Rodeo is held annually in Grand Isle for members to kick back and relax with peers.

### Government Affairs

Possibly one of the greatest assets of membership is your opportunity to be involved in the legislation that impacts dentistry. As a member, you can stay abreast of governmental issues and be heard in legislative and regulatory forums in a manner not possible for individuals. Through their fundraising efforts, the Louisiana Dental Political Action Committee (LADPAC) and the Dental Access and Prevention Political Action Committee (DAP-PAC) help the LDA maintain an influential voice in state government. LDA governmental activities include the use of staff and contract lobbyists,

governmental publications, legislative reporting service, Dentists' Day at the Legislature and grassroots lobbying software!

The ADA Washington Office and the American Dental Political Action Committee (ADPAC) speak to members in Congress and federal regulators, voicing the dental profession's positions on legislative and regulatory issues. This is YOUR profession. GET INVOLVED! With member benefits like VoterVOICE, it's easy to do!

### Communications

The LDA informs members of events and information affecting our profession through the quarterly LDA Journal and the Louisiana Dental News. Subscriptions to the monthly Journal of the American Dental Association (JADA) and the biweekly ADA News are also included in your ADA membership dues.

The LDA maintains a website, [www.ladental.org](http://www.ladental.org), which, along with the ADA's site ([www.ada.org](http://www.ada.org)), allows members to discuss dental issues, find fellow member dentists and have instant access to Association information and staff. The LDA also has a Facebook page dedicated solely to members where you can find pictures of events, information on upcoming events and links to dental related sites. Our username is Louisiana Dental Membership, add us today and become part of the conversation!

*Continued to page 26.*

## 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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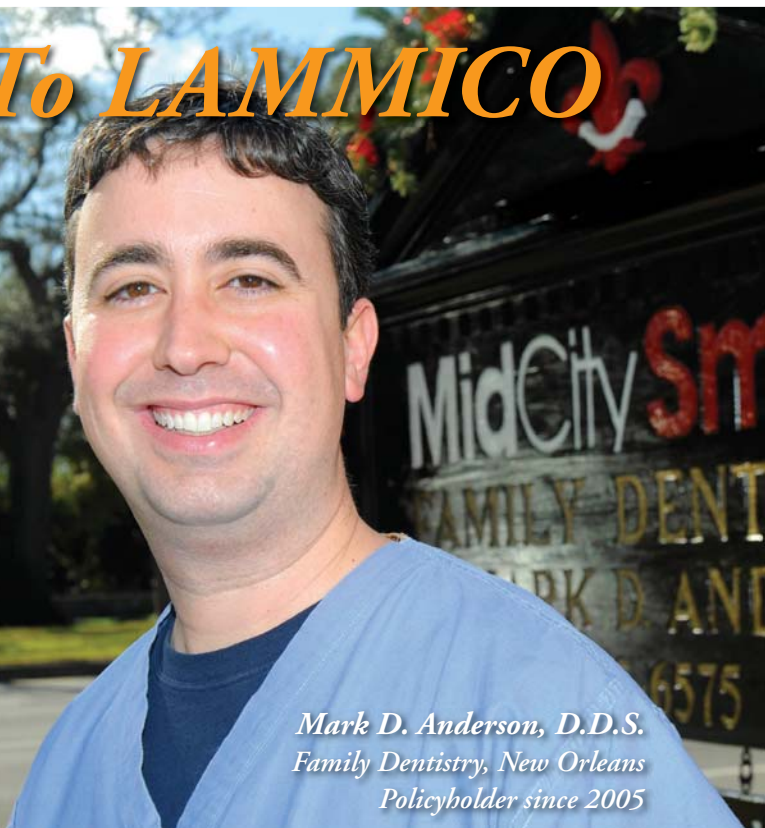
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Continued from page 25.

### Endorsed Products and Services

LDA members receive discounts on products and services offered by a variety of companies who are endorsed by our subsidiary, Louisiana Dental Services, Inc. (LDS). If you are not utilizing at least a few of these companies, you might be increasing your overhead. You get to save money on the things you already purchase, while using a company that has been selected for its quality and reliability, and each purchase benefits the Association by increasing non-dues revenue.

Whether you are a dental student just starting out or an established practitioner, your membership offers numerous benefits, but only if you take the initiative to implement what is available to you! More information on the great value of your membership can be found online at [www.ladental.org](http://www.ladental.org).

**LDA Website:  
[www.ladental.org](http://www.ladental.org)**

## 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.

Applications can be found on the LDA website at [www.ladental.org](http://www.ladental.org) or on page 35 of this publication.

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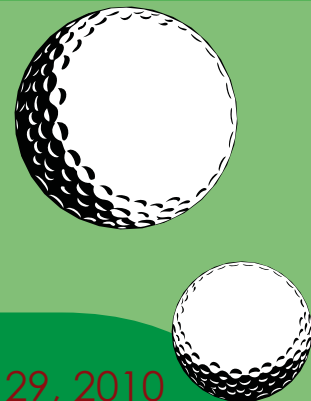
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# LADPAC CHIPPING IN FOR DENTISTRY

## 8th Annual Golf Tournament Registration Form



Friday, October 29, 2010  
Carter Plantation, Springfield, La.

ENTRY FEE:	\$170 (includes beverages, lunch, reception and two mulligans)
AGENDA	
11:00 a.m.	Registration
11:30 a.m.	Lunch Begins
12:30 p.m.	Shotgun Start*
Tournament ends	19th Hole Reception and Tournament Awards and Prizes

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

Share the love! Consider sponsoring a dental student to play in the Tournament. The LDA will find a student for every sponsorship offered. This is a great way to get the next generation of dentists involved in the Association and in government affairs!

### 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 (\$170 each) \_\_\_\_\_ = \$ \_\_\_\_\_

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

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

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

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# ladpac LDA

Dr. David Kestel  
Chair, Louisiana Dental Political Action Committee (LADPAC)

## Let's Stick Together During These Tumultuous Times

Can you believe summer is gone! Time flies when you are having fun, but what bothers me the most is that it also flies when you are not having fun! Kind of an oxymoron isn't it! And speaking of an oxymoron, isn't it strange that all of those who do not contribute to LADPAC enjoy many of the same benefits as those of us that do.

A prime example of a benefit is that the Feds have postponed implementing the Red Flag Rules again. Hopefully through our lobbying efforts in Washington, D.C., we will get that beast removed entirely. Also, we successfully lobbied our state legislature to prohibit insurance companies from controlling what you may charge for services the insurance company does not cover. Gov.

Jindal has already signed this bill. For more information on this past legislative session, visit the LDA website at [www.ladental.org](http://www.ladental.org) and click on the "Governmental Affairs" link.

You can rest assured that your LADPAC money is well spent and that we carefully monitor the state legislature for bills affecting the practice of dentistry. Thanks again to all who contribute to LADPAC. Please encourage your fellow colleagues to do the same. It is imperative that we all stick together during these tumultuous times.

And, once again, do not forget about our Chipping In for Dentistry Golf Tournament, Friday, October 29, 2010, at Carter Plantation in Springfield, La. Get your teams ready for a fun day on the course!



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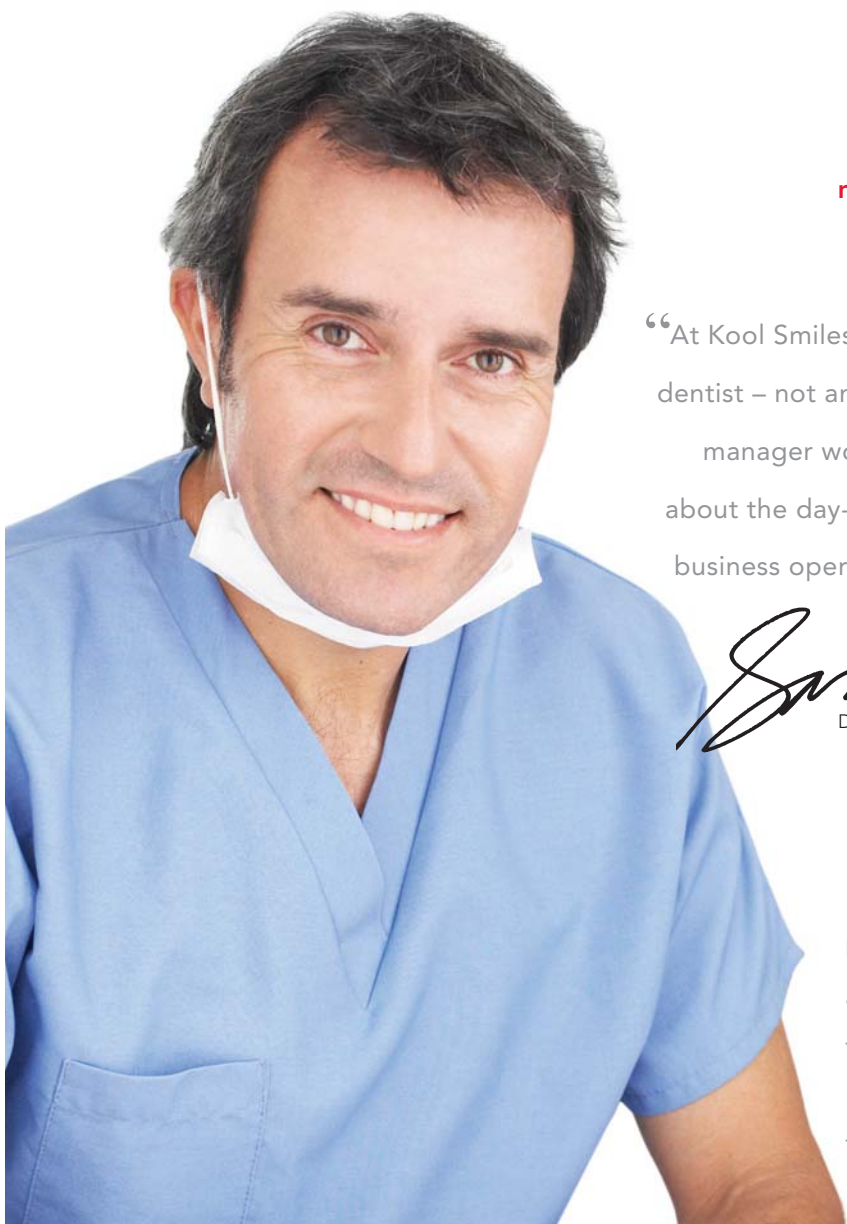


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# LDA feature

Sandy Pardue  
Director of Consulting, Classic Practice Resources

## Three “Quick Fixes” for Broken Appointments

Last minute cancellations and no-shows can cost a practice thousands of dollars in lost production and cause significant stress for the entire team. To fix the problem of broken appointments, let's first look at the three primary causes. The first is accountability. Many practices do not have a dedicated team member responsible for managing the schedule to meet production goals. The second cause of no shows and cancellations is the patient's attitude toward care; they just don't “feel” it's important for them to keep the appointment. The third reason patients skip appointments revolves around their financial situation. Once dentists and their team understand the reasons for broken appointments, they can develop new strategies and systems to help fix them.

### *Give a Team Member Accountability*

If “no one” is given the responsibility to manage the schedule, then “no one” will do it. The first step is scheduling to meet your production goals. Take your annual production goal and break it down to a daily goal that details both the hygiene and clinical production needs. Then empower one person on the team to make sure you are scheduled to meet goal and that appointments are kept and open holes are filled. Provide a reward system to recognize accomplishments. Give your dedicated staff member the tools and techniques necessary to “confirm” appointments in such a way that the patient is even more committed to the dentistry and to turn cancellation calls into kept appointments. For example, it's important that confirmation calls happen 24-hours in advance. And that during the call, the team member accountable for the schedule reinforces the patient's responsibility to keep their appointment by using language like, “you have reserved time on the schedule with the Doctor on Tuesday at 9:00.” Another proven technique is to send out reminder postcards on Thursday so patients with appointments on Monday are aware of their

reserved time. I recommend using the message “We look forward to seeing you in the office on Monday. Have a great weekend!” Do not include language on the postcard that gives the patient an “out,” such as “If you need to cancel, please call within 24 hours.”

### *Give Patients Accountability*

Even if the schedule is booked out to meet production goals, open time will appear if the patient does not “own” their dentistry. This critical step happens during the treatment presentation where the dentist clearly explains the benefits of treatment – and the consequences of delaying or declining care. I am not talking about using scare tactics to make sure patients say “yes.” I'm talking about a truthful conversation that doesn't protect patients from the realities of their oral health situation. All too often, the dentist doesn't want to be the “bad guy” or give patients bad news. But without truth, there is no understanding. Without understanding, the patient has no way of “valuing” the dentistry or placing urgency on care. Additionally, it's important that the team be able to effectively address patients' spoken and unspoken concerns. Because even if they value the dentistry, if they have extreme fear of pain, scheduling issues or cost concerns, they may still break their appointment. The team must ask one simple question as they are scheduling treatment, “Do you have any concerns about your treatment, financial responsibility or other areas of your daily life that may keep you from keeping this appointment?” This opens up the door for the patient to share their concerns and life circumstances.

### *Take Care of Finances Upfront*

In between scheduling their appointment and treatment time, often patients experience changes in their financial situation. That's why it's important that the dental team handle financial arrangements in advance of treatment, so the patient is not



concerned with cost at the last minute – leading to cancellations and no-shows. The best way to do this is by providing patients with a Financial Policy that outlines when payment is expected and their payment options. In this economy, it's even more important to offer several different payment choices as part of your practice's Financial Policy, including cash, check, credit cards and a patient financing program such as CareCredit. (CareCredit even offers a quick and easy online tool on their website for creating your own customized Financial Policy.) For treatment over \$500, it's very beneficial to break the whole amount down into low monthly payments, which helps the patient comfortably fit treatment into their budget without stressing their savings or credit balances.

Ultimately, we need to communicate to patients that the doctor's time is valuable and that you are reserving time with the doctor just for them. And if they value and own the dentistry and are not concerned with cost because the financial

arrangements have been made, only unavoidable life circumstances will cause broken appointments at your practice.

*Sandy Pardue is Director of Consulting with Classic Practice Resources and is an internationally recognized lecturer, author and practice management consultant. With over 25 years practical experience in the dental field, Pardue has assisted dental teams with practice expansion, staff development, efficient office systems and increased production. If you'd like to learn more about this topic, Sandy Pardue's free educational audio CD "Stress Less and Produce More" is available, complements of CareCredit. Call 800-300-3046 for your free copy or access their complete audio library at [www.carecredit.com/resource-center](http://www.carecredit.com/resource-center).*



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- Are you up-to-date on all the Rules and Regulations of the Louisiana State Board of Dentistry?
- Do you know how to avoid violating those Rules and Regulations?
- Do you need effective legal counsel to protect your rights and to represent you before the Board?
- Do you have any other legal questions relating to dentistry, contracts, non-compete agreements, insurance coverage, estate planning, transition issues, employment, etc.?

If you answered "yes" to any of these questions, please consider contacting us for legal advice. Legal proceedings before the Board are neither civil nor criminal, but are administrative in nature and are governed by special procedural rules. If you are faced with such administrative proceedings, you benefit by having legal counsel who is familiar with the Louisiana Administrative Procedure Act as well as the Dental Practice Act and the various rules of the Louisiana State Board of Dentistry. Two such Chaffe McCall lawyers intimately familiar with these issues are John C. Saunders, Jr. and Conrad Meyer. Mr. Saunders was previously legal counsel for the Louisiana State Board of Dentistry and now represents licensees before the Board. Mr. Saunders is also the Secretary - Treasurer of the Louisiana Bar Association's Administrative Law Section. Mr. Meyer has represented physicians in front of the Louisiana State Board of Medical Examiners and is currently the chairman of the New Orleans Bar Association Health Law Committee. Don't try to navigate these rules and proceedings without experienced counsel at your side. Both Mr. Saunders and Mr. Meyer are available to assist you throughout this process as well as provide you the effective legal help you will need for all of your future matters.

For more information or to arrange a free consultation, please contact Mr. Saunders at the New Orleans office of Chaffe McCall at 504-585-7000.

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# LDA Louisiana dental hygienists' assoc.

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

## Benefits of Tripartite Membership

Both the American Dental Hygienists' Association (ADHA) and the American Dental Association (ADA) have the effective tripartite structure, which benefits their members. Being a member of the national organizations automatically makes you a member of your state organization, LDHA and LDA, as well as a member of your local component (i.e. New Orleans, Baton Rouge, Lafayette, Shreveport, etc.)

ADHA member benefits include Marsh insurance (liability, disability, and health), MBNA credit card with financial planning and a mileage program, GEICO insurance (auto and homeowner), a hotel discount program, and online CEU's. ADHA staff support in governmental affairs, education/research, Institute for Oral Health, membership (database of every hygienist in the United States), communications, and the ADHA store order fulfillment is obtained at [www.adha.org](http://www.adha.org) or 312-440-8900.

LDHA member benefits are centered on Annual Session each March: upcoming March 11-12, 2011, at Diamond Jack in Shreveport/Bossier. Annual Session attendees can earn at least three/fourths of our required 12 hour annual CEU's at an incredibly affordable rate. The opportunity to reconnect and network with other hygienist friends and former classmates is priceless. For more information, visit our website at [www.ldha.org](http://www.ldha.org).

Local components meet for dinner and CEU's numerous times per year. In Baton Rouge, we meet in September, October, November, February, and April for an opportunity to earn another 10 CEU's. Our website offers substitute and job opportunities at [www.BRDHA.org](http://www.BRDHA.org). Other components can be linked from [www.LDHA.org](http://www.LDHA.org).

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## Alpine Lecture Series

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**Reference the "Alpine Lecture Series," or code #25M9YI**

**Deadline to book accommodations is February 11, 2011.**

**Watch for more information coming soon!**





# LDA nodc/annual session

*Dr. Mark Chaney  
2011 Conference Chair*

Put a little flavor in your continuing education by attending the 2011 New Orleans Dental Conference and LDA Annual Session, set for April 14-16, 2011, at the New Orleans Morial Convention Center.

At this three day conference, attendees will have the opportunity to earn up to 18 hours of C.E. credit for approximately \$300. If you break down the cost, it's only \$16.66 per hour of credit. Now that's an incredible deal!

Some of the biggest names in dental continuing education will be lecturing at this meeting. These nationally-recognized speakers include Dr. Gordon Christensen, Dr. Ross Nash, Dr. Hisham Nasr, Dr. Louis Malcmacher, Dr. Greg Psaltis, Dr. Karl Koerner, Dr. Henry Gremillion, Dr. Robert Westerman, Ms. Carol Tekavec, C.D.A., R.D.H., Ms. Molly Kimball, R.D., Dr. Nate Booth, Dr. Linda Niessen, Dr. Patricia Blanton, Dr. Debra Stewart, Ms. Anita Jupp, Mr. Tim Caruso, Ms. Judy Bendit, R.D.H., Ms. Karen Davis, R.D.H. and many more!

As if this conference isn't an incredible deal already, we have jam-packed the weekend with a number of exciting events that are sure to keep you occupied. The Welcome Reception and LDA President's Party, honoring outgoing LDA President, Dr. Edward Hebert, will be held at the notorious House of Blues in the heart of the French Quarter. There will be plenty of food, drinks and music featuring jazz trumpeter and star of HBO's 'Treme', Kermit Ruffins. Guests are encouraged to explore the walls of the restaurant and music hall that are covered with 298 pieces of folk art, the largest

collection in the country. This venue truly provides a unique setting that you will never forget.

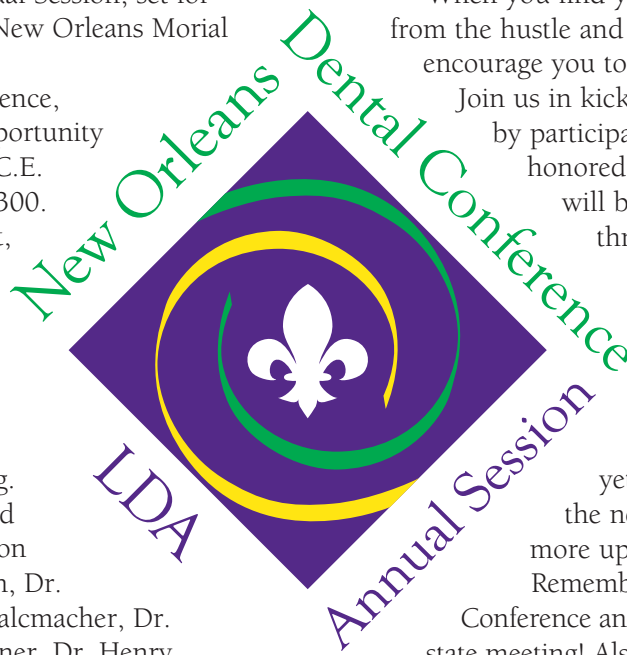
When you find yourself in need of a break from the hustle and bustle of the Big Easy, we encourage you to check out the Exhibit Hall.

Join us in kicking off the opening of the floor by participating in our second line, a time honored New Orleans tradition. There will be tons of information available throughout the Exhibit Hall

regarding new products and services to help you improve your practice. It will also be the home to several new booths and attractions this year. We can't reveal them just yet, so make sure you check out the next edition of the LDA Journal for more updates.

Remember the New Orleans Dental Conference and LDA Annual Session is YOUR state meeting! Also, be sure to call your friends, classmates and co-workers so they don't miss out on this amazing opportunity either.

For more information, visit [www.nodc.org](http://www.nodc.org) or call Normalee Ward at (504) 834-6449. Plan to register early to lock-in our low rates. Registration books are scheduled to be mailed in December and online registration should open January 1. Hope to see you at the conference!



**[www.nodc.org](http://www.nodc.org)  
or  
[www.ladental.org](http://www.ladental.org)**



# LDA

## Louisiana state board of dentistry

Dr. Charles T. McCabe  
President, Louisiana State Board of Dentistry

### The Dental Oath

#### *The Dental Oath*

*I realize that my license to practice dentistry in the state of Louisiana is a privilege, granted only to those who adhere to a higher standard of ethics. Accordingly I pledge to uphold the following:*

*As a dentist, I will promote health and healing, reduce suffering, and will not act contrary to the well being of my patients.*

*I will not treat patients beyond their needs nor beyond my capabilities and I will consult with colleagues and specialists when indicated for the benefit of my patients.*

*I will treat every person with respect, concern and compassion and will maintain confidentiality in dealing with my patients.*

*As a lifelong student, I will continue to develop my skills and expand my knowledge in an ongoing commitment to my patients.*

*This oath I take upon my honor.*

Every year, the State Board of Dentistry receives hundreds of complaints against practicing dentists. Most problems arise because the individual dentist has forgotten the basic principles that form the foundation of our profession. These principles can be traced back over 2,000 years to the Greek physician Hippocrates who established a code of ethics for health care providers.

Although much has changed in the intervening years, the concepts embodied in that ancient oath are as true today as they were then. Our Board has modeled our Dental Oath on the principles contained in the original Hippocratic Oath.

New licensees are provided with a copy of the Dental Oath on parchment. We suggest that it be framed and put in a prominent place where the dentist and their patients will see it every day. If you abide by the tenets of the oath, you will be a credit to your profession as well as to your patients.

If you would like a copy of the Dental Oath, please contact the board office (1-504-568-8574).

**2011 LDA Distinguished Service Award  
2011 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, 2010.** 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. Matthew Whitehead, Chairman of the Council on the New Dentist, at (318) 445-5489.

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

Nominee's Name \_\_\_\_\_

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

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, chronologically 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 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. Award requirements can be found on the LDA website at [www.ladental.org](http://www.ladental.org) or on page 26 of this publication.*

## *Angelico-Tatum Named LSUHSC Dental Alumni of the Year*



Virginia Angelico-Tatum, D.D.S., was named 2009 Alumna of the Year by the LSU Health Sciences Center New Orleans School of Dentistry.

A 1979 graduate, Dr. Angelico-Tatum has spent enormous personal time as a leader of the LSUHSC School of Dentistry Alumni Association. She has attended countless functions of the boards of directors of both the LSU Health Sciences Center Foundation and the LSUHSC School of Dentistry Alumni Association.

In the aftermath of Hurricane Katrina, Dr. Angelico-Tatum was one of the first to call with an offer of help. Over the years, she has graciously hosted events, spear headed fundraisers and made phone calls. She was one of the first contributors to the LSUHSC School of Dentistry Committee of 100 which provides much needed support for faculty and student development programs, as well as facility renovations and other important endeavors. Although she fulfilled her initial pledge years ago, she continues to contribute generously each year.

## *Cordell Joins Faculty at LSUSD*



Kitrina G. Cordell, D.D.S., M.S. has joined the faculty of the LSU School of Dentistry as an associate professor in the Department of Comprehensive Dentistry/Section of Oral and Maxillofacial Pathology. In that capacity, she will work closely with Dr. Robert Brannon, section chair, in the

LSUSD Oral Biopsy Service.

Dr. Cordell received her B.S., cum laude, in 1995 from Ohio University. Four years later, she received her DDS from The Ohio State University. In 2002 she received a M.S. in oral and maxillofacial pathology, also from The Ohio State University. For the past eight years, she has been on the faculty of the University of Michigan/School of Dentistry at Ann

Arbor, where she was director of the Oral Pathology Biopsy Service. She also worked with the university's faculty practice in diagnosing and treating patients with challenging oral diseases.

## *LAMMICO Names 2010 Scholarship Recipient from the LSUHSC School of Dentistry*



(Left to right) Dr. John R. Ritchie, director of admissions, Diversity & Minority Affairs (LSU Dental School); Ashleigh N. Briody; and Elizabeth Wilks VanDervort, LAMMICO assistant marketing representative posing for a photo during the July 2010 scholarship presentation.

LSUHSC School of Dentistry Student Ashleigh N. Briody received LAMMICO's 2010 scholarship. She is also a graduate of LSU, where she majored in biological science. Briody's cumulative GPA of 3.8 resulted in her graduating magna cum laude and earning several scholastic awards, including dean's list and the chancellor's honor roll. Briody is originally from Baton Rouge, where she graduated from St. Joseph Academy in 2006. While at LSU, she participated in several community programs, including a mission trip to Honduras.

Since 2000 – 2001, LAMMICO has awarded merit scholarships to medical students for their first year enrollment at all of Louisiana's medical schools. Over the last nine years, a total of 33 incoming freshmen medical students have used the funds to help defray tuition and other expenses at both medical school campuses of the Louisiana State University in New Orleans & Shreveport; Tulane University Medical School and the LSU School of Dentistry in New Orleans. Eligible students for LAMMICO merit scholarships are incoming freshmen from Louisiana.

# LDA classifieds



**DENTAL OFFICE  
AVAILABLE FOR LEASE:**  
1080 Old Spanish Trail,  
Slidell, LA 70458. 1,125 sq.  
ft. If interested, please call  
(504) 831-3140 or email,  
[info@hiraminvestments.com](mailto:info@hiraminvestments.com).



**DENTAL SPACE  
AVAILABLE FOR LEASE:**  
5150 Hwy 22, Mandeville,  
LA 70471. 1,000-3,400 sq.  
ft. If interested, please call  
(504) 831-3140 or e-mail,  
[info@hiraminvestments.com](mailto:info@hiraminvestments.com).

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**SHREVEPORT - Office space for lease.** 2000 sq. ft. Located in a 2 story office building that has a large medical clinic in it. Four treatment rooms, consultation room, break room, and private office. Networked throughout and plumbed for N20 in three treatment rooms. Daylight lights throughout. All dental equipment and office furniture is in place and is modern, attractive, and functional. Equipment and furniture is for sale for \$30,000. 318-797-1550.

**STATIM INSTRUMENT STERILIZER FOR SALE:** Statim 2000/5000 Instrument Sterilizer in working condition. Previously used in local orthodontic office. Please call 225-766-3300 for more information.

**Advanced Dental Lab - Tupelo, MS:** For a limited time, we will fabricate Emax Pressed Crowns for \$99.00 each! Please call us at 1-800-841-9866 or 1-662-844-6545 for further information.

## 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 website on the next possible business day after payment is received. Make checks payable to the Journal of the Louisiana Dental Association. Placement of a classified ad up to 30 words is \$30 for LDA members and \$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 website 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 Drodody at (225) 926-1986 or [info@ladental.org](mailto:info@ladental.org).

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# 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 website for the most up-to-date listing of all LDA-sponsored continuing education events ([www.ladental.org](http://www.ladental.org)).

**DATE:** October 1, 2010, 8:30 a.m.  
**COURSE TITLE:** The New Perio Medicine Protocol  
**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 [clintbru-yeredds@cablelynx.com](mailto:clintbru-yeredds@cablelynx.com). Download registration forms and additional information from the website at [www.arklatexacademy.com](http://www.arklatexacademy.com).  
**INSTRUCTOR:** Dr. Tim Donley  
**CREDIT HOURS:** 7

**DATE:** October 11, 2010, 8 a.m.-4 p.m.  
**COURSE TITLE:** Oral Health Management for the HIV/AIDS Patient: A Clinical Preceptorship  
**LOCATION:** ID Dental Clinic, 136 S. Roman St., New Orleans, La.  
**SPONSOR:** LSUHSC/DELTA Region Aids Education & Training Center, 136 S. Roman St., 2nd Floor, New Orleans, La. (504) 903-0788. To register contact Danielle Pierce at (504) 903-0788.  
**INSTRUCTORS:** Mohammed Chowdhury, DDS, MPH; Rebecca Clark, MC, PHD; Brandon Hagler, DDS; Jo-anne Maffei, MD; Edwina Mcbride, RN  
**CREDIT HOURS:** 6.75

**DATE:** October 22, 2010  
**COURSE TITLE:** Nutrition for a Healthy Lifestyle  
**LOCATION:** BREC Little Theater at Independence Park  
**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).  
**INSTRUCTOR:** Elizabeth Somer  
**CREDIT HOURS:** 7

**DATE:** October 29, 2010, 11 a.m. (registration begins), 11:30 a.m. (lunch begins), 12:30 p.m. (shotgun start)  
**EVENT:** LAD-PAC's "Chipping in for Dentistry" Golf Tournament  
**LOCATION:** Carter Plantation Golf Course, Springfield, La.  
**SPONSOR:** Louisiana Dental Political Action Committee (LADPAC) on behalf of the LDA. To register, contact the LDA at (800) 388-6642 or [info@ladental.org](mailto:info@ladental.org) or visit our website at [www.ladental.org](http://www.ladental.org).

**DATE:** November 12, 2010, 8: a.m. (registration), 8:30 a.m. (C.E. session)  
**COURSE TITLE:** LDA's Last Chance Seminar (speaker topic: Endodontics)  
**LOCATION:** Embassy Suites Hotel, 4914 Constitution Ave., Baton Rouge, La. 70808, to make reservations, call (225) 924-6566 or 1-800-EMBASSY and use group code: LDA.  
**SPONSOR:** LDA, ADA CERP recognized provider, (800) 388-6642, [info@ladental.org](mailto:info@ladental.org), visit our website at [www.ladental.org](http://www.ladental.org).  
**INSTRUCTOR:** Dr. John Khademi  
**CREDIT HOURS:** 7, clinical  
**FEE:** Members - \$119, check LDA website for other categories

**DATE:** November 12, 2010, 8:30 a.m.  
**COURSE TITLE:** Implant Restorative/Surgical  
**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 [clintbru-yeredds@cablelynx.com](mailto:clintbru-yeredds@cablelynx.com). Download registration forms and additional information from the website at [www.arklatexacademy.com](http://www.arklatexacademy.com).  
**INSTRUCTOR:** Dr. Maurice Salama  
**CREDIT HOURS:** 7

### LDA's Bowden Leadership Conference

Friday, January 28, 2011, Baton Rouge, La. Watch for more information as it becomes available at [www.ladental.org](http://www.ladental.org) or call (800) 388-6642.

### LDA Alpine Lecture Series

Saturday - Monday, March 5 - 7, 2011, The Canyons Resort in Park City, Utah. Room rates and other information can be found at [www.ladental.org](http://www.ladental.org). ADA CERP recognized provider.

### New Orleans Dental Conference and LDA Annual Session

Thursday - Saturday, April 14 - 16, 2011, New Orleans Morial Convention Center.



COURSE #	DATE/CITY	COURSE NAME, LOCATION & AGD SUBJECT CODE		FEES	Hours Lect/Partic
34-10	September 17 Friday Monroe	<b>A Team Approach to Prosthetic Success</b> w/Dr. James L. Cassidy, Jr. on University of LA-Monroe Campus 7 <sup>th</sup> Floor Library Conference Room AGD#670	Dentist Lab Tech Hygienist Ass't/Other	\$285* \$225* \$165 \$115	7 L Clinical
35-10	September 17-19 Friday-Sunday New Orleans	<b>Expanded Duty Dental Assistant (EDDA)</b> w/Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA (at LSUSD)	Assistant	\$415	24 L/P Clinical
36-10	September 18 Sat., New Orleans	<b>Digital &amp; Conventional Radiology for Dental Assistants</b> w/Drs. Kavas Thunthy and J. Sean Hubar (at LSUSD)	Assistant	\$149	7 L/P Clinical
37-10	September 24 Friday New Orleans	<b>ALUMNI DAY</b> w/Harold L. Crossley, DDS, Michael T. Bellerino, CDT and Eliska M. Davis, RDH, MRC (at LSUSD)	Dentist RDH or DLT Ass't/Other	\$195* \$145* \$115*	6 L
38-10	October 1 Friday New Orleans	<b>The 4th Annual Clifton O. Dummett Jr. Memorial Lecture on Dentistry for the Pediatric Patient</b> w/Dr. William F. Vann, Jr. and Dr. Jessica Y. Lee (at LSUSD) AGD #438	Dentist Hygienist Ass't/Other	\$285 \$165 \$165	7 L Clinical
55-10	October 15 Friday Baton Rouge	<b>LSU Hygiene Day: A Hands-On Course</b> w/Tracey Jacobs, BSDH, RDH, Annette Wolfe, RDH, BS and Sherry Burns, RDH, MS, on LSU's Main Campus in the Nelson Mem. Bldg.	Hygienist	\$165*	7 L/P Clinical
40-10	October 15-17 Friday – Sunday New Orleans	<b>Expanded Duty Dental Assistant (EDDA)</b> w/Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA (at LSUSD)	Assistant	\$415	24 L/P Clinical
41-10	October 16 Sat., New Orleans	<b>Digital &amp; Conventional Radiology for Dental Assistants</b> w/Drs. Kavas Thunthy and J. Sean Hubar (at LSUSD)	Assistant	\$149	7 L/P Clinical
42-10-1, 42-10-2	October 17 – 24 Sunday – Sunday New Orleans	<b>LSU's Oral &amp; Maxillofacial Surgery Review Course and Advanced Cosmetic Maxillofacial Surgery Course</b> w/Dr. Kent, Daberkow, Perenack, et al at Marriott New Orleans at the Convention Center and LSU's Center for Advanced Practice	Resident/ Practitioner	Call C.E. office	Hours vary: All Clinical
43-10	October 29 Fri., Shreveport	<b>Cosmetic Pearls for the General Practitioner</b> w/ Marty Zase, DMD, at the Shreveport Convention Center AGD #780	Dentist Hygienist Ass't/Other	\$285* \$165* \$115*	7 L Clinical
44-10	November 5 Friday, Alexandria	<b>LAST CHANCE: ALEXANDRIA</b> Course Topic and Presenter – To Be Announced	Dentist	TBA	7 L Clinical
45-10	November 12 Friday Baton Rouge	<b>Local Anesthesia Update: for Dentists and Hygienists</b> w/Drs. Michael O'Brien and Frank Drongowski on LSU's Main Campus in the Nelson Memorial Bldg. AGD #132	Dentist Hygienist	TBA	7 L Clinical
46-10	November 12-14 Friday-Sunday New Orleans	<b>Expanded Duty Dental Assistant (EDDA)</b> w/Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA (at LSUSD)	Assistant	\$415	24 L/P Clinical
48-10	November 19 Friday, Lafayette	<b>Hands-On Endo Course</b> (Attendance limited to 20) w/Dr. Van Himel, at So. Louisiana Community College AGD#070	Dentist	\$395*	7 L/P Clinical
29-10	Dec. 3-4, Fri-Sat. Baton Rouge	<b>Oral Sedation Update</b> Presenters – TBA The Nelson Memorial Bldg., LSU's Main Campus	All	TBA	14 L/P Clinical
49-10	December 3 Fri., New Orleans	<b>LAST CHANCE: NEW ORLEANS</b> Course Topics and Presenter – To Be Announced	All	TBA	7 L Clinical
50-10	December 3 – 5 Friday-Sunday Lafayette	<b>Expanded Duty Dental Assistant (EDDA)</b> w/Gen Benoit, RDH, MEd, Theresa Courtois, RDH, MS and Julie DeRouen, EDDA (at Lafayette Community Health Care Clinic)	Assistant	\$415	24 L/P Clinical



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

## There Are No Cats In Heaven

The most intelligent dog I ever owned or who ever owned me was Sniff. Sniff was part Labrador, poodle and chihuahua (a Labrapoochi). I am not sure how Sniff found me, but we grew up together and when I was not in school, we were inseparable.

I never knew how he learned this, but Sniff could fetch anything I would ask. He always brought the morning paper in and sometimes the mail if the postman would give it to him.

One hot summer afternoon, I was playing outside and became hungry, so I asked Sniff to go in the house and fetch me an apple out of the refrigerator. I don't know how he opened the fridge, but he returned with the biggest, coldest, red apple you ever saw. And it tasted all the better because it had Sniff's teeth marks all over it. Every night, before I went to bed, Sniff would bring me my toothbrush. Sniff took care of me and was my best friend.

Now, there was a time when Sniff lost all interest in fetching anything. In fact the only thing he was interested in was watching the new neighbors through the fence. Seems they had a cute little female setter, and all Sniff would do was stare and whine every now and then. I became concerned that Sniff was sick, so I took him to the vet.

The doctor laughed and explained that an operation would cure Sniff of this problem. I was horrified of my beloved Sniff undergoing this procedure and asked the Doc if there was any other remedy. So he gave me a bottle of pills that were simply labeled 'No Joy,' and instructed that I give him one every morning. Well, within about two days I had my old Sniff back.

It wasn't long after this that my grades began to suffer. I had taken notice that the absolute most

beautiful girl in seventh grade sat in front of me during science class. My parents were startled and angry when I brought my next report card home and were puzzled as to what was wrong. This did not go unnoticed by Sniff. That very night when Sniff brought me my toothbrush he also brought me his bottle of 'No Joy' pills and sat there and looked at me with a goofy grin. I got his point, and my grades gradually improved.

Now there were two things that Sniff hated. He absolutely hated cats. There was not a cat that could walk within 200 yards of our house that Sniff would not go crazy over and snarl and bark, and chase, and generally give that cat a piece of his mind. Smart cats kept their distance.

Sniff also didn't like Ms. Snitgrass. She would always take her evening walk down our street and Sniff would bark and snarl and show his teeth to her. But Sniff would never chase her. He would just sit there by the side of the road and make mean noises as she walked by shaking her cane at him. Come to think of it, old Sniff was a pretty good judge of character.

Now you and I know there are no cats in heaven. (Trust me, it's in Deuteronomy.) I just hope Ms. Snitgrass made it there. You know, to give Sniff something to do.

**P.S. Sniff, I want you to look up a few friends of mine including one that is a recent newcomer and fetch them whatever they need. I'm sure they would appreciate that. And stay out of the flower beds! Good dog.**



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E-mail Melissa at [melissa.manix@transworldsystems.com](mailto:melissa.manix@transworldsystems.com)  
or Joy at [joy.gugliuzza@transworldsystems.com](mailto:joy.gugliuzza@transworldsystems.com)

Overcoming a disability can be a long, arduous journey. To make your road to recovery easier, we encourage you to consider the financial security that is available to you through the LDA-endorsed Long Term Disability insurance program.

Consider the peace of mind you'll have with the outstanding Long Term Disability benefits available exclusively to you as a member of the Louisiana Dental Association:

- A true "own occ" definition of disability
- Affordable rates – For a 40 year old male, a \$5000 monthly benefit with a 90 day waiting period is less than \$104 per month, billed semi-annually
- Monthly benefits up to \$10,000 per month
- Choice of 30, 60, or 90 day waiting period
- Partial disability benefits

For additional information or a no-obligation quote, contact your LDA insurance representatives at:

**ROBERT ELLIS & ASSOCIATES** • ATTN: STORMY OR DONNA  
985-674-3880 NORTHSORE • 1-888-503-5547 TOLL FREE

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