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LDA

SPRING 2017

Journal

Journal of the Louisiana Dental Association



C.E. and Ski 2017

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OF DENTAL EDITORS

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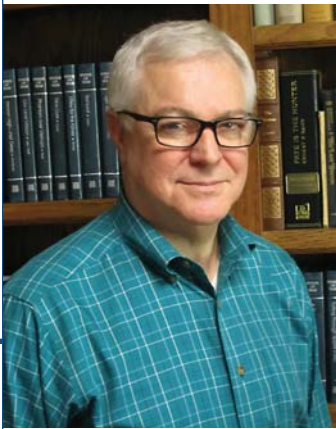
Established in 1878, the Louisiana Dental Association (LDA) is the largest professional health organization for dentists in Louisiana. It is a statewide grassroots organization whose purpose is to promote, advocate, and protect the dental professional. The LDA has over 1,900 members.

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On the cover: Paul Richard, Dr. Gizelle Richard, Mignon Richard, Dr. Gabrielle Richard and Jean-Paul Richard enjoying good family fun on the slopes during the LDA Winter C.E. and Ski meeting over Mardi Gras. The seminars were held in Park City/Canyons, Utah, and attendees had the opportunity to experience lots of snow and fun!

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



LDA

editorial

Dr. David Austin
Editor, LDA Journal



LDA Continues the Fight For You On These Upcoming Legislative Issues

I have listed below four of my “favorite” issues that need to be changed, revoked or amended, in the upcoming Legislative session.

1) Restore Sales Tax Exemption for Dental Devices

La. R.S. 47:305.D(1)(t) provided that many items used in dental treatment were exempt from state and local sales taxes. These items include anything that stays in the patient’s mouth when he/she leaves the office and anything used a single time, used up or consumed in treating a dental condition. Similar exemptions exist for medical devices, prosthetics, etc. The Sales Tax and Streamlining and Modernization Commission unanimously recommended on October 18, 2016, that the sales tax exemptions for medical and dental devices should be restored. This is a priority for our members and the LDA will push to get this done!

2) Increase Funding for Dental Medicaid

Modest increases in dental Medicaid reimbursements in the early 2000’s were significantly offset by four rate reductions (one reversed) since 2008. Rates now average just over 50% of the 70th percentile of typical fees. Yet dental office overhead averages approximately 64%. Recalling my math flash cards from elementary school, this is a no-brainer for doing business - but no surprise here as government always has trouble with basic math. And even more important, children with neglected dental problems may end up in an emergency room, where dental treatment averages nearly \$1,500 per patient – dramatically higher than the cost of preventive treatment in a dental office. Not only is this basic math, the heartbreak is the pain and suffering of our most precious commodity: our children.

The LDA will aggressively pursue an increase in funds to ensure that dentists can cover their costs, so that the program will ultimately help in more access for those children in need.

3) Support for LSU School of Dentistry

Three out of every four dentists and dental hygienists practicing in Louisiana are graduates of the LSU School of Dentistry (LSUSD). Nationally, LSUSD is unique among the more than 60 dental schools in the U.S. because it offers degrees in dentistry, dental hygiene and dental laboratory technology. By training students in all aspects of dentistry, LSUSD offers a level of training that has resulted in the

school’s reputation for outstanding clinical education.

Legislative cuts to state budgets seem to always cut healthcare and education, the two essentials to a successful society. As you are probably aware, LSUSD has not been immune to these cuts in the past that has not only impacted the efficient operation of the school but has threatened its very existence. So it is integral to dentistry in Louisiana that the LSUSD receive NO additional cuts. Any more cuts ON TOP of the cuts already received will truly be disastrous to the school and our state.

4) Retired Volunteer Dental License

Many dentists at the end of their careers, while no longer needing to practice for compensation, still enjoy the idea of giving back to their communities by providing gratis care in community clinics, schools and/or Mission of Mercy events. The Retired Volunteer Dental License created several years ago was intended to facilitate that by reducing the fees necessary for a retired dentist to retain a limited license to practice dentistry gratuitously. Unfortunately, the fees, continuing education requirements and liability coverage requirements for the Retired Volunteer License have proven to be such a barrier that NO dentists in Louisiana currently hold such a license. Sort of like winning a free vacation – to North Korea.

The LDA and the State Board of Dentistry have worked together to develop legislation that will make the requirements for this license a bit more practical, thus expanding the potential availability of free dental care in Louisiana.

There is more of course that our LDA will continue to lobby and work for on our behalf. My favorite saying about our state government is that “they’re not happy until you’re not happy.” But let’s face it, our state government should be looking out for the health and well-being of its citizens. And I understand that cuts to yearly budgets sometimes have to be made - but it seems to always impact education and healthcare providers’ reimbursements. Thankfully we have an organization that is always fighting on our behalf. Check out our executive director’s report for info on other pending legislation, and watch the LDA website and our Facebook page, as well as your emails for updates throughout the session!

www.ladental.org



LDA

executive director

Ward Blackwell, M.J.
Executive Director, LDA

Demystifying Third-Party Payor Issues with Information and Legislation

One of the subjects about which I get asked most frequently is insurance claims payment – more specifically, why insurers often don't pay as much or as rapidly as many member dentists believe they should. I can't begin to address ALL the issues that are relevant to this subject, but I can try to clear up some apparent confusion about a few of the more common issues that arise.

Louisiana's non-covered service law (La. R.S. 22:1157), for instance, forbids a dental benefit plan from requiring a dentist to sign a contract in which the plan sets the fees the dentist may charge a covered patient for a service that is not covered by the plan. There are two important aspects to this law that are often overlooked. First, the plan can offer a dentist a contract that DOES set fees for non-covered services if the plan also offers the dentist a contract that does not do so. Some dentists may accept the former contract in the hopes the discounted fees will translate to higher patient volume but do not fully realize the implications.

The other often overlooked aspect is that the law does NOT define a non-covered service simply as any service for which the plan doesn't pay the dentist. If the reason for not reimbursing for a particular service is that an annual maximum or frequency limit has been exceeded or because the patient has not yet met his/her deductible, that is still considered to be a covered service. In everyday terms, a non-covered service is generally one for which the plan is NEVER obligated to pay the dentist.

A somewhat gray area concerns procedures for which the provider contract states payment will be made, but it will be considered as a different, less expensive procedure (down coding). The non-covered services law doesn't specifically address this situation and the interpretation of whether such services are covered or non-covered under the law does not appear to have been tested as yet.

But, as a practical matter, a dentist doesn't have to test that interpretation.

Yet another Louisiana law (La. R.S. 22:1878) states that if a dental diagnosis allows for more than one treatment option, and the patient's dental insurance will only pay for the less expensive of the two options, the dentist may give the patient a choice. If the patient chooses the more expensive option, the plan must reimburse at the rate of the less expensive option and the dentist can collect the difference from the patient – provided that the patient approved this arrangement in advance and in writing.

Another issue that is confusing for lots of people (not just dentists) is ERISA preemption. ERISA, which stands for the Employee Retirement Income Security Act of 1974, is federal law that establishes minimum standards for retirement (pension plans) and various welfare benefit plans, including self-insured health benefit plans many large private employers use to provide health insurance to their employees.

Now, the details of self-insured health plan operation can get VERY complicated (a big reason it is taking the LDA a VERY long time to create a new self-insured plan for our members from ground zero). But here are the basics: If the total amount of claims paid in a self-insured plan exceeds the amount of premium collected, it is the employer, not the insurance company, who has to fund the account from which those claims are paid (this risk is one reason it's mainly large employers that self-insure). In a fully insured plan (i.e., the traditional insurance model), the insurance company bears the risk of having to fund payments for claims payments that exceed the total premium collected, but they get to keep the difference as profit when premium collected exceeds claims paid plus administrative costs.

One advantage to self-insuring is that ERISA regulations preempt (i.e., take the place of) many state insurance laws such as Louisiana's dental

Freedom of Choice law (requires insurer to pay the same benefits out of network as in-network), state-mandated benefits and Any Willing Provider laws. This makes it easier for employers doing business in multiple states to offer the same coverage to all employees since they don't have to comply with laws that differ from state to state.

Self-insured plans (a.k.a. ERISA plans) are almost always administered by insurance companies. (E.g., Blue Cross, United, etc. will adjudicate claims, pay claims, collect premium, issue ID cards, etc. for self-insured plans as well as their own fully insured plans.) Therefore, the difference between a fully-insured plan and a self-insured plan is rarely evident to anyone outside of insurance company executives and the benefits department of the self-insuring employers.

How does this create problems for dentists? Consider this scenario: A dentist who is not a contracted provider files a claim with XYZ Insurance after treating a covered patient. XYZ reimburses the dentist less than the in-network rate, or even declines to pay any benefit because he/she is out-of-network. The dentist, being familiar with Louisiana's Freedom of Choice law (La. R.S. 22:1154), repeatedly calls XYZ to complain, but the XYZ representatives just say that this particular plan doesn't pay in-network rates to out-of-network providers (even they don't know whether the plan is fully insured or self-insured). The dentist eventually calls the LDA and is told that the plan could be self-insured and have an ERISA exemption from the Freedom of Choice law. Unfortunately, the only sure way to find out is likely going to be to file a complaint with the LA Department of Insurance

(LDI). LDI will be able to determine if the plan has an ERISA exemption, but it could take a couple of weeks. That's a lot of time and frustration for the dentist who ultimately has no recourse.

Now consider the same scenario, except that the patient's ID card says "fully insured" if the plan is fully insured (and if it doesn't say that, the plan must be self-insured). If the plan does not reimburse in accordance with state law, the dentist will know immediately whether or not he has a valid complaint to pursue with the Department of Insurance. And, with support from the LDA, he/she should be able to get a fairly quick resolution to the issue.

That's the gist of HB 165, a bill the LDA has had introduced for the 2017 legislative session to try to make it simpler to know which insurance companies are subject to state law and which are under ERISA by requiring distinguishing language on patient ID cards. The bill is based on a Missouri law that appears to have worked well.

Of course, it would be ideal to make some changes to ERISA at the federal level to deal with some of these issues. But that is a VERY heavy lift and not anything at which the ADA is likely to succeed any time soon. Hopefully, this relatively simple legislation could in the meantime have a substantial positive impact for many LDA members, for the LDA itself and even LDI (fewer complaints they have to pursue that in the end will go nowhere). Keep an eye out for legislative updates/alerts in your email. And, be sure to join us April 26 for Dentists' Day at the Legislature so you can tell your legislator to support LDA's "Fully Insured ID Card" bill!

MCNA Dental Advisory Committee Update

Similar to last year, MCNA has chosen NOT to delay payments to providers even though the State is delaying a payment to MCNA to stay within budget for the fiscal year.

And, based on the feedback from the LDA and the Dental Advisory Committee (DAC), MCNA reprocessed the claims that were denied with a request to submit x-rays.

When asked what exfoliation period MCNA uses to require an x-ray, their response was that they require an x-ray when the tooth is within six months of the ADA's shed age chart. A draft change to the provider manual is under internal review to clarify for all providers. Additionally, it was discussed that when x-rays are received in any combination within a 45-day period that exceeds the costs of a full mouth series, the codes are combined to the D0210. This does prevent future BWX's from being reimbursed in that same 12-month period as the member has reached the payment limit for a full mouth series.

When questioned about the process for post authorization review, MCNA reported that providers can submit requests for post authorization review via claims submission. The claim must include all required narrative and documentation that would be submitted via the prior authorization.

Dentists' Day at the Legislature

Wednesday, April 26, 2017

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www.ladental.org/dentistsday



Dentists' Day is a grassroots event celebrating the dental profession that offers dentists the opportunity to meet their lawmakers. After visiting with your legislators, don't forget to enjoy the reception, with food, music, and fun!

Schedule of Events

- | | |
|------------------|--|
| 2 p.m. | Briefings (Louisiana State Library Seminar Center, first floor of library, walking distance from Capitol) |
| 4:30 p.m. | Visit House and Senate chambers and leave notes for legislators |
| 5:30 p.m. | Reception for dentists, guests, and legislators at Pentagon Barracks (walking distance from Capitol) |

Registration Form: Please mail, fax, call or e-mail the LDA by April 23 to reserve your spot!

Name _____

Component _____

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I will be attending (circle one):

- 1) ONLY the briefings from 2-4 p.m.
- 2) ONLY the reception at 5:30 at the Pentagon Barracks
- 3) BOTH the briefings and the reception

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INSURANCE to CYA (Cover Your Assets!)

Dentists are always encouraging patients to perform daily tasks of brushing and flossing to take care of their teeth and prevent cavities. But when it comes to taking proactive steps to prevent losses for your practice, like an annual policy review, many are as non-compliant as their patients. The information in this column is provided to help you protect yourself, your family and your practice by making sure “you are covered.”

Cyber criminals are targeting dentists more and more frequently and a dental practice is an ideal breach target. Dental operations have very rich databases and the information is often mobile – from room to room and from one location to another. Technology enhancements also present greater risk of unauthorized access or theft of confidential personal and financial information. Burglaries that used to be limited to theft of controlled substances or precious metals now often include theft of PHI (Protected Health Information).

Common Causes of Data Breach

- Office burglary
- Laptop/iPad/mobile device lost or stolen
- inappropriate disposal of paper documents
- Mailing errors
- Social media such as Facebook/Twitter
- Vendors
- Employees/former employees
- Cyber attacks

It’s widely accepted that being “breach proof” is impossible - even Google and the IRS have taken hits! A breach can be devastating to your practice and a huge financial drain! Tangible costs include forensic investigating, legal fees, mailing notifications, and credit monitoring and identity restoration. As a health care provider, you are subject to the requirements stipulated in The Health Information Technology for Economic and Clinical Health Act (HITECH). If reporting requirements are not met in a timely fashion, substantial fines may be imposed by the federal government. There may also be reduced revenue due to the loss of patient and community goodwill/trust and the loss of time that is usually devoted to patient care.

Every Dental Office Needs Cyber Liability Protection

View the Fortress Insurance Company’s cyber liability webinar at dds4dds.com for valuable information on cyber liability. Take all practical steps to minimize risk and ensure you have a proper response plan in the event of a violation. Then consider a cyber liability policy such as the LDA’s Cyber Protector Plan. This policy is tailor-made to meet the needs of a dental practice by including:

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Dr. Michael J. Maginnis
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The 2017 L.H. Bowden Leadership Conference in January, partially sponsored by Louisiana Dental Services, Inc., was well attended. This conference's purpose is training LDA leaders to work effectively within the association. The conference speaker, Janie Walters, an award-winning communication specialist presented an interactive workshop teaching some of the essentials of leadership.

Janie even led a spirited session of the hokey-pokey that had everyone on their feet, including, Ward Blackwell, the LDA's Executive Director. Ward had a particular reason to "shake it all about" as he was celebrating his 20th anniversary with our association. Congratulations, Ward, and thank you for your service and leadership...may it continue unabated.

April 6-8 is the New Orleans Dental Conference and LDA Annual Session at the New Orleans Morial Convention Center. Ward and I will be there staffing the LDS booth and several of our endorsed companies will have booths in the Convention Center. I invite you and your staff to stop by and sign up for services or have any questions answered by the good folks at Association Gloves (LDS Glove & Supplies Program), ADS South (dental practice transition specialists), Best Card (credit card processing for your practice), Brown & Brown Association Services Professionals (malpractice, business and property insurance specialists), Campus Federal Credit Union (credit union and loans), CareCredit (health care credit card), ProSites (website design and internet marketing), Medical Waste Management (medical waste services), Solutionreach (patient engagement and communication solutions), and iMedicor (practice management software, electronic health records and secure e-mail).



Thank you to all who have taken advantage of the companies that have received the endorsement of the Louisiana Dental Association. The ultimate goal, of course, is to financially support the LDA and avoid increased in dues whenever possible. I encourage you to try any companies on the list that you haven't done

business with as they all come with discounts for LDA members and guarantees of quality and value. **The key here is to identify yourself as a member of the LDA.** The list is available on the LDA web site at www.ladental.org/LDS.



LDA/LDS endorsed Profit-On-Hold has new technology and they are now offering an exclusive deal for LDA members - background music for your office, commercial free and fully licensed - called Dental Radio for only \$18 per month! If you choose the background music for your office, messages can be added between songs, to thank your patients for their visit as well as other important information. In addition, it also connects to your Twitter account and live tweets what artist is playing at your location, such as Taylor Swift, along with other marketing messages. To hear a sample, visit ProfitOnHold.com/dental (DASH) radio or give them a call at 985-674-5757.

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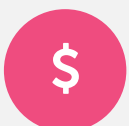
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Dr. Stephanie Weaver

This list includes all LADPAC contributions submitted with payments of 2016 LDA membership dues and/or received from individual dentists through Dec. 31, 2016.

Congratulations

LSUSD Class of 2017!

In honor to celebrate their accomplishments and welcome them to the profession, the Louisiana Dental Association and the LDA Council on Membership and Dental Practice hosted a Senior Reception, March 17, at Fulton Alley.



2017 Seniors.



Strike! Abram Taylor.



Archie Melcher, Kyle Maldonado, Stormy Blair (Brown & Brown), Kramer Sherman, and Kyle Free.



Highest Team Score (562): Archie Melcher, Austin O'Quinn, Kramer Sherman, and Mark Tinney.



Michael Naquin, Leigh Ann Griffin, Bradley Killebrew, Leon Flettrich IV, and Trey Hanna.



Joseph and Jennifer Daughenbaugh.



Dr. Ben Ber, Dr. David Balhoff, and Ward Blackwell.



Dr. Jeff Hennigan, Dr. Reid Owens, and Dr. Kim Caldwell.



Dr. Mike Maginnis (Louisiana Dental Services), Anna Raymond (\$50 winner), Stormy Blair (Brown & Brown), and Dr. Kim Caldwell.



Philip Marsiglia, Lauren Becnel, Tatiana Caldera, Martin Duplantier, and Edwin "Buddy" Trauth.



Stormy Blair (Brown & Brown), Archie Melcher (\$50 winner), and Dr. Mike Maginnis (Louisiana Dental Services).



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LDA

winter c.e. and ski

Jeanne Parr (right)
Director of Conference Services, LDA

The LDA Goes Onward and Upward to Park City/ Canyons, Utah

After a four year hiatus from the LDA Mardi Gras ski trip, we decided to venture onward and upward to Park City/Canyons, Utah. Over the last year, skiers and snowboarders alike begged to make the trek back to the mountains, and we are glad we listened! The 2017 Winter C.E. & Ski was a great success with over 50 C.E. attendees!

Dr. Maryanne Butler (pictured above, left) kicked off Winter C.E. & Ski Saturday and Sunday, February 25-26, with her lectures on “Nutrition...Oral and Systemic Affects and Interface.” Monday, February 27, Dan Romance from Tax Saving Professionals spoke about “A Proven Way to Pay Less Taxes.” Both speakers captivated their audience and had them coming back for more each session!

Along with three interesting days of C.E. courses, the LDA planned a Mardi Gras themed reception for attendees and their families, which included beads, jazz music, king cake (Thanks Brown & Brown!), and more! Definitely a different kind of Mardi Gras than we are accustomed to in Louisiana - watching the snow fall while listening to “Carnival Time,” by Rebirth Brass Band in Park City, UT!

Whether you were on the mountain with your skis and snowboard, or you hopped in an Uber to head for a stroll down Main Street, you were sure to find adventure in Park City. A few brave dentists found adventure on the LDA snowmobile excursion. During the three hour tour (thankfully Gilligan was not the tour guide!), attendees were able to drive up to 55 mph near the edge of a mountain! The tour guide even brought the group to a cabin in the woods to warm up by the fire and grab a snack. No picture could do the sights justice. It was breathtaking!

All in all, we may not have had the hustle and bustle of Mardi Gras, but we did have lots of snow,

family and friends, adventure, and a little C.E., too! Now it's time to look ahead to Mardi Gras 2018 where we will head to *Walt Disney World® Resort BoardWalk Inn*, Sunday, February 11- Tuesday, February 13, for another magical Winter C.E.!



Above: Andrée (wife), Camille (daughter), Dr. Lane Eddleman, Thomas (son) take on the slopes and enjoy the view! Left: Selfie time on the slopes with Dr. Wallace Serpas and wife Lia Serpas!



Thomas (son) and Dr. Lane Eddleman warm up with some hot chocolate after a long day on the mountain!



Left: Pictures don't get much more perfect than this one! Katelyn (daughter), Kandace (daughter), Dr. Keith Kyler, and Karen (wife).



Left: Dr. Mary Kathryn Crigler and husband David with daughters Camille, Julia, and Caroline taking a beautiful family photo with ALL the snow! Right: Monique (wife), Dr. Don Bennett, and Charlie (son) took full advantage of the location and skied all the terrain from Deer Valley to the Canyons! Wow!

Thanks to our Winter C.E. and Ski Events Partners & Sponsors. Without you, we would be unable to offer such great C.E. programs:

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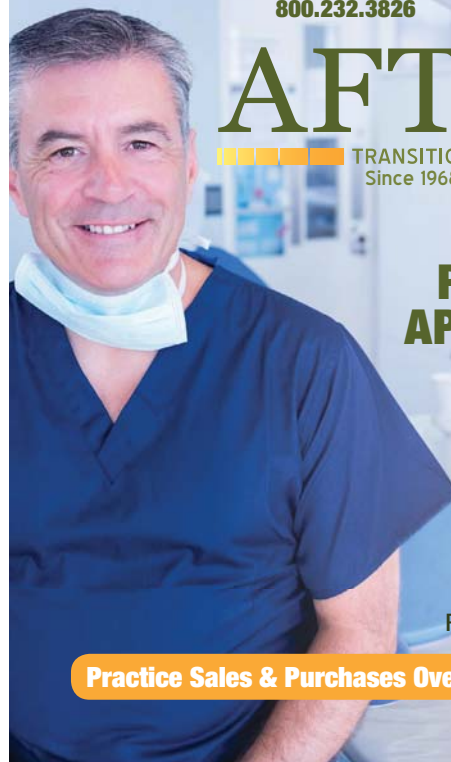


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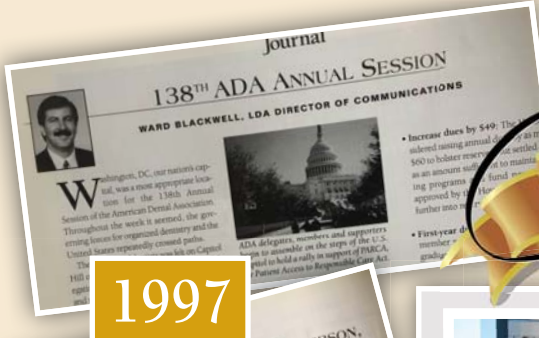
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LDA president

Dr. Robert Barsley, J.D.
President, Louisiana Dental Association



1997



2000



Ward's first communique as LDA's director of communications, Fall 1997.



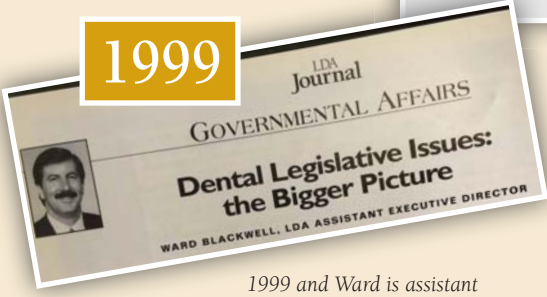
Feb. 3, 1997, Ward Blackwell joined the LDA staff as director of communications and public affairs. Twenty years later, he serves our members as executive director (promoted in 2000) with diligence and incredible knowledge of governmental affairs. Thank you Ward for your service to organized dentistry! LDA leaders Dr. Bob Barsley and Dr. David Hildebrandt presented Ward with a service award during the January Bowden Leadership Development Conference. For those of you that know Ward, he was uncharacteristically speechless!



Who's the "King" (2000)?



Ward gets a case of Potomac Fever when he meets with U.S. Representative Charlie Norwood (R-GA) in 1997.



1999

2017

1999 and Ward is assistant executive director.



In his usual reserved manner, Ward takes possession of the LDA's new digs on Office Park Boulevard (2000).

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Interview with the President-Elect: Dr. David J. Hildebrandt

LDA



Dr. David, Ryan, Jeanne, Christopher, and Amanda Hildebrandt.

As all of our members might not know you, can you tell us a little about your background, education, family and hobbies?

Most people don't know I was born in California. However I only lived there for 5 months. My parents then moved back to live near family in Iowa. After the second grade our family made the move to Louisiana where I grew up in New Orleans and Metairie. Our home in Metairie was right on Lake Pontchartrain. So, I grew up fishing and small game hunting right in my back yard. Today, all the woods, where I grew up, are now fully developed subdivisions. I attended Jesuit High School in New Orleans



and participated in football, basketball, and band. From Jesuit, I attended LSU in Baton Rouge and became an avid Tiger fan. With hard work and a little luck, I was accepted into LSUSD after three years of undergraduate study. I graduated from LSUSD in 1984. I joined the U.S. Army Reserves in 1985 and spent 12 years as an Army dentist as I also worked to grow my private practice in Slidell.

My wife, Jeanne, and I met in High School at a Jesuit Fair.

Yes, we are high school sweethearts. We both attended LSU. She graduated from LSU Health Sciences Center with a B.S. degree in nursing. We were married in June of 1983 just prior to my senior year of dental school. We have two terrific sons. Christopher was born in 1987 and Ryan in 1989. Christopher is a veteran having served 4 years in Germany as a combat medic. He and his wife, Amanda, reside in Baton Rouge where Chris is currently continuing his studies at LSU and is working toward a physician's assistant degree. Ryan graduated from LSU School of Engineering and is currently employed as a mechanical engineer at the DOW chemical plant near Baton Rouge. Of course both boys are equally passionate Tiger fans (as you can also see from our photos).

My hobbies are my family, golf, and all outdoor activities. I love being on the water or in the woods, but golf is where I spend most of my free time. Jeanne and I love to travel. We enjoyed being able to make two big trips across the "pond" to visit Chris and Amanda while they were stationed in Germany. We also love "chillaxin" on the beach and visiting Mickey at Disney World.

What inspired you to take an active role in LDA leadership?

I have been involved in organized dentistry since I graduated from dental school. I learned early on the value of dentists working together to solve problems, improve care for our patients, and tackle legislative issues affecting our practices. I started my leadership in the New Orleans Dental Association. I started on committees, became a board member and eventually president of NODA in 2004. I then started working with the New Orleans Dental Conference and became chairman in 2009. I still work with the conference as the workshop coordinator. When the LDA became an active partner with the conference, I was exposed to many of the



Dr. David and Jeanne Hildebrandt.



Clockwise from top left: Christopher, Amanda, Jeanne, Dr. David, and Ryan Hildebrandt with Mike.; Drs. Lance Savoie, Nelson Daly, and David Hildebrandt at their American College of Dentists Induction in October 2016 in Denver; Dr. David and Jeanne Hildebrandt., and Dr. David Hildebrandt.

behind the scenes activities of the LDA. I had always enjoyed LDA activities such as ski trips, beach conferences, and the Fishing Rodeo, but after becoming more involved, I saw how much more the LDA was doing for me and my colleagues. I became a NODA director to the LDA, and now am looking forward to taking the reigns as your president.

What are your goals for the LDA during your term as president?

In my opinion, the LDA is moving in a great direction. My primary goal is to continue steering the ship down its current path. I am sure there will be unforeseen issues that will affect dentistry during my term, so I am prepared to address these issues as they occur. Another goal is to be accessible to the membership. If a member has an issue affecting their practice, I want to be available to help the member as soon as possible. If I cannot help directly, I want to be able to find the right resource to get the assistance needed.

What, in your opinion, are the most critical issues facing dentists right now, and how would you like the LDA to respond to these issues?

One of the main problems I face in my practice is the intrusion of dental insurance into the doctor–patient relationship. I plan to work with our LDA and ADA lobbyists

and the LDA Council on Government Affairs to address the intrusion and unfair practices of insurance companies on our practices. Another critical issue is unnecessary government regulation. One example is the requirement that we hire a translator to be in our office if we are treating a patient on a government subsidy and the patient is not proficient in the English language. There are many other government regulations and taxation issues that I plan to address thru our lobbyists and committees.

The LDA is very involved in guarding the interests of dentists both in state and national government. What issues are you looking forward to becoming more involved with during your term as president?

I have been very active in the local levels of organized dentistry. However my exposure to the ADA and national issues has been limited. I am looking forward to meeting ADA leaders and learning how to use their influence to help dentists in Louisiana. I will be fortunate to have Dr. Gary Roberts as our ADA president for most of my term. Gary is the second ADA president from Louisiana and the first was over over 100 years ago. I look forward to working with Gary in both local and national issues.

What are your future predictions for organized dentistry, as well as dentistry as a profession? How do you think dentistry will change and develop?

I have heard some in our profession say the “Golden age of Dentistry” is in the past. I strongly disagree. I am excited about the future of dentistry. I have seen dentistry change from “wet fingered, drill and fill” to regeneration of tissue, CAD/CAM restorations, and hard tissue lasers. I know the LDA and ADA will be essential components of our future. We cannot predict what advancements and technology are in our future, but I am excited and looking forward to all the changes to come!





Left: Northwest had a visit from the Tooth Fairy! Right: Dr. Robert Hill



Above left: Drs. Jesse Roberts and L. King Scott. Above right: Dr. Daniel Cassis, Sharon Chaney, Dr. L. King Scott, and Dr. Heber Tuft.



Far left: LSU Dental School hygiene students teach students which food groups are good and which food groups can be bad for teeth.



Top right: Pediatric Dentistry resident Dr. Afua Richardson, LSU School of Dentistry Dean Henry Gremillion, ADA President Dr. Gary Roberts, LSU Dental student Hannah Boudreaux, Dr. John Hendry, and Dr. Nicole Boxberger show the ADA president around GKAS 2017 activities.

Bottom right: LSU dental and dental hygiene students team up to do a prophylaxis and exam on a ReNEW McDonogh City Park Academy student.

Counter clockwise from left: Dr. Johnnie Hunt.; Dr. Ashley Griffon (left); Dr. Billy Hall (left); Drs. Rob Delarosa, Brynn Leroux, Paige Sigsworth, and Brad Comeaux.; and Dr. Kredenna Beverly (left).



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Dr. Eric Hovland, Past Dean, Retires



Dean Gremlion presents a George Rodrigue Blue Dog poster to Dr. Hovland (left).

Eric J. Hovland, D.D.S., M.Ed., M.B.A., professor of endodontics, and dean of the LSUHSC School of Dentistry from 1993 to 2008, retired at the end of January. He had directed the Office of Advanced Education since 2008.

As dean of LSUSD during Hurricane Katrina, which closed the school buildings for two years, Dr. Hovland was responsible for the successful development of a temporary campus in Baton Rouge, allowing students to continue their dental education. In addition, in partnership with various agencies, he established a satellite dental hygiene program and clinic in Lafayette, a clinic in New Orleans for the treatment of patients with HIV/AIDS, and the Tooth Bus for the treatment of children throughout New Orleans. He also strengthened the continuing education program, created a Master of Science degree in oral biology (now master of dentistry), created a competency-based curriculum, and established the first patient simulation laboratories for preclinical instruction. Among his efforts to expand the research functions at the dental school were the creation of a research center and a clinical research facility. He created four positions for patient care coordinators who work closely with students to monitor patient care.

NODA Honor Dentist: Dr. Kristi M. Soileau



Dr. Kristi M. Soileau was awarded the New Orleans Dental Association's most coveted award, Honor Dentist, in recognition of her outstanding contributions and exemplary conduct in dentistry. Dr. Donald Toso nominated Dr. Soileau for the award, which she received at the NODA President's Banquet on March 18, 2017, at Metairie Country Club.

NELDA Honor Dentist: Dr. John T. Little

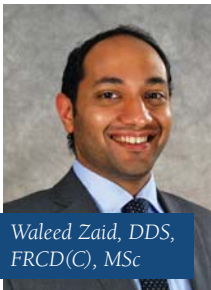


Dr. John Little was presented with the Northeast Louisiana Dental Association (NELDA) Distinguished Service Award on Jan. 19 at the Lotus Club in Monroe. He is pictured here (center) with LDA President-Elect Dr. David Hildebrandt and NELDA President Dr. Daniel Cassis.

Drs. Beomjune Kim and Waleed Zaid Two of 17 Nationwide to Receive ABOMS Certification in Head and Neck Oncologic and Reconstructive Surgery



Beomjune Kim,
DMD, MD, FACS



Waleed Zaid, DDS,
FRCD(C), MSc

In December, Beomjune Kim, DMD, MD, FACS and Waleed Zaid, DDS, FRCD(C), MSc were two of 17 oral and maxillofacial surgeons nationwide to have passed an examination and been awarded the American Board of Oral and Maxillofacial Surgery (ABOMS) Certificate of Added Qualifications in Head and Neck Oncologic and Reconstructive Surgery.

The process was a stringent one. Sitting for the examination required meeting multiple criteria, including completion of fellowship in the subspecialty, being lead surgeon on extensive and varied head/neck oncologic surgical cases, and collaboration with a multidisciplinary hospital tumor board. The certificate demonstrates one's comprehensive

knowledge of the skills central to the specialty of head and neck oncologic and reconstructive surgery, which encompasses cancer of the oral cavity, head and neck, and salivary glands. The inaugural exam was administered by renowned head and neck surgeons in the field, including Drs. Ghali Ghali and David Kim with LSU Health Shreveport.

For more information, contact:

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bkim1@lsuhsc.edu; (504) 941-8216

Waleed Zaid, DDS, FRCD(C), MSc
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LDA Summer Education Conference

NEW DATE: Wed. - Sat., June 21 - 24, 2017

NEW LOCATION: Hilton Beach Gulf Front, Pensacola, FL

Reservations should be made no later than **May 21, 2017. The group code is "LDA."** Attendees should call the hotel directly at **(850) 916-2999** and ask for inhouse group reservations. Make sure to give the code "LDA" to ensure you receive the group rate.

Wednesday, June 21 | Dr. Marco Brindis
"A New Generation of Hybrid Denture: A more effective, viable, hygienic solution for the edentulous patient"

Thursday, June 22 | Dr. Marco Brindis
"How to Select the Materials for your Implant Abutments and Restorations"

Friday, June 23 | Will Scott
"6 Steps to Kicking Butt Online, Finding More Patients and Retiring Early"

Saturday, June 24 | Richard Akin, D.D.S., M.D.
"The Harmony Concept: Bringing Immediate Implant Provisionals to Every Site"

Complete Course Info and Registration can be found at
www.ladental.org/summerconference

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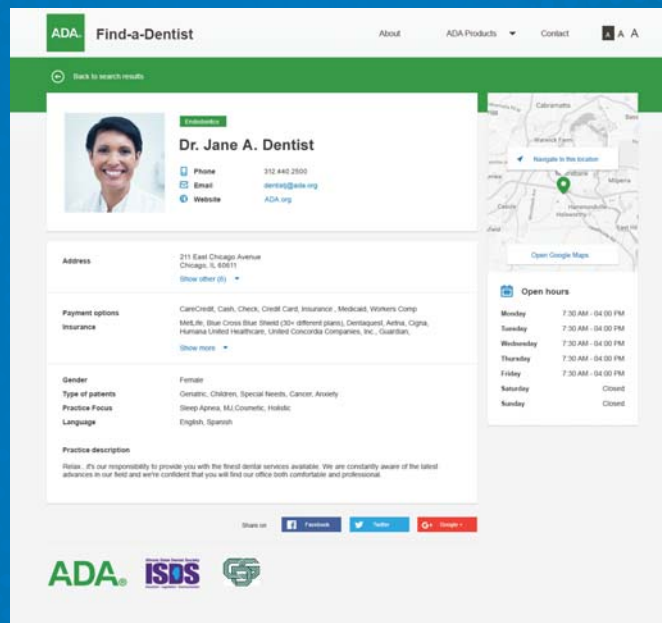
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LDA louisiana state board of dentistry

Dr. Claudia A. Cavallino
President, Louisiana State Board of Dentistry

Keeping the Lines of Communication Open

The term of president of the Louisiana State Board of Dentistry was served in 2016 by Dr. Rusty Mayer. Dr. Mayer served the board and the citizens of Louisiana honorably, and I am privileged to be following him as 2017 president.

Since this is my first article for the *LDA Journal*, I would like to share a little info about myself. I am a lifelong New Orleans resident who graduated from LSUSD in 2002 and completed a pediatric dentistry residency at LSU in 2004. Since graduation I have been in private practice in the New Orleans and Houma areas. I have been a tripartite member of the ADA and the AAPD since graduation, and have had the privilege of working on various committees for the LDA, NODA, and the AAPD. I have also remained actively involved with the LSU School of Dentistry through a part-time faculty position.

In 2016, the LSBD underwent a comprehensive legislative audit. The auditors examined just about every aspect of the board's practices and functions, including disciplinary matters, finances, and CDC inspections, to name a few. As with any legislative audit, it is customary for the final auditor's report to include recommendations to improve areas that the auditor may find deficient.

One of the recommendations that was strongly suggested by the auditor was to increase the number of CDC inspections conducted by the LSBD. Currently, the LSBD is the only state health regulatory agency that regularly inspects its licensees' office. For example, our medical colleagues are NOT inspected by the state medical board. Our current inspection cycle is every 3 years and we have a full-time employee who travels the state to complete these inspections. In order to be in compliance with the auditor's recommendation, we are currently in the process of hiring another inspector.

Another recommendation from the legislative auditor was that the legislature add a non-dentist public member to the board. This idea is one that has been suggested by the auditor and various members of the Louisiana legislature, not born out of any LDA or LSBD suggestions. That being said, many states do now have a non-dentist member. The LSBD is currently working on parameters to present to the legislative auditor's committee should including a non-dentist member become a reality. We intend to have input from the LDA through the LDA/LSBD Task Force. One recommendation expressed by LDA and LSBD members alike is that a non-dentist board member should



NOT have any involvement in disciplinary matters since that person would not have the dental training or knowledge needed to fairly judge a complaint.

I also wanted to take this opportunity to update LDA members as to current matters before the LDA/LSBD Task Force. At our most recent meeting a proposal was made to add a retired dentist category which would allow a retired dentist to maintain a license in order to volunteer at an event such as Mission of Mercy or the like without having to meet the onerous requirements of having to work in a community health center for 8 hours per month, as the law currently stands. This would require a statute change from the legislature and the LDA, through its Council on Governmental Affairs, has agreed to sponsor such legislation.

Another topic of recent discussion was a proposal to change the general supervision of hygienists as it pertains to nursing home patients to allow for more flexibility in caring for this population of patients. The LDA wanted to examine this issue further before making any proposals so the matter was referred to an LDA committee for further study with recommendations/proposals expected in the future.

Lastly, the task force has been working on changes to our state's sedation permit guidelines and requirements. This has been a three year process involving the LSBD Anesthesia committee and the LDA/LSBD Task Force. Our current rule changes are an attempt to reflect the national ADA guidelines so that our state's rules reflect what the rest of the nation is doing. As many of you may already know the ADA passed new educational guidelines for sedation at their Annual Session last October. Our most recent rule changes, which are scheduled to go into effect on May 20, 2017, adopt these changes. Many of you may have probably recently received an advertisement from the DOCS Education group encouraging you to register for their course. The advertisement states that the board is "attempting to fast-track" the ADA guidelines and "effectively demolish sedation dentistry." This is simply not true and is an unfair characterization of the board's efforts. Our intent is simply to bring Louisiana in line with what the majority of states are already doing and protect the public.

In closing I would like to convey my sincere thanks to all of my fellow LSBD and LDA board members for all of their hard work and dedication. As president, it is my intent to keep the lines of communication open and, through the joint task force, continue to address the issues that affect dentistry and public safety.



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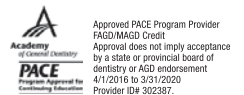
Jeffery A. Hennigan, D.D.S.
has acquired an equity position
in the practice of
Peter T. Bayles, D.D.S.
DeQuincy, Louisiana

Cecilia L. Luong, D.D.S.
& Neil S. Oza, D.D.S.
have acquired and merged
the practice of
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Proceeds from the Fishing Rodeo will benefit the LDA Foundation, including support for the Louisiana Mission of Mercy (LaMOM) program, as well as dental education, research, and community outreach.



LDA lsu school of dentistry

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

Champions for Children

There are many individuals to be proud of at the LSU School of Dentistry (LSUSD). Our faculty members, students and residents are so committed to education and clinical care. One example relates to our Department of Pediatric Dentistry. In the last three years alone, under the leadership of Janice Townsend, D.D.S., M.S., department head, and Suzanne Fournier, D.D.S., advanced education program director, seven grants have been awarded to improve dental care for underserved children in the New Orleans area.

In 2014, the department received a \$25,000 grant from Kool Smiles Foundation to provide dental care to 65 pediatric patients and enhance pediatric training and experience for 62 dental students. The grant matched pre-doctoral students interested in obtaining additional training and experience in pediatric dentistry with patients who have limited financial resources and are ineligible for government assistance. The project demonstrated that with adequate funding, LSUSD dental students and residents can improve the dental health of underserved children who would otherwise not have access to care.

In 2015, the department was awarded a \$20,000 grant from Healthy Smiles Healthy Children (HSHC), the charitable arm of the American Academy of Pediatric Dentistry, to encourage the parents of children with unmet dental needs to establish a dental home at LSUSD. Children from the New Orleans area who are screened through the LSUSD mobile outreach effort are eligible for the program. Two students dedicated eight hours a week to develop relationships and educate parents about available dental services. They addressed barriers, such as transportation, that may prevent their children from receiving care. One in five households in New Orleans does not have an automobile and public transportation can often pose difficulties. Most of the children are in a lower socioeconomic group and are Medicaid eligible. In addition to providing much needed care to the children, the program is an excellent training opportunity for students prior to going into practice.

A grant of \$1,500 from America's Tooth Fairy: National Children's Oral Health Foundation was also received in 2015 to provide oral hygiene kits and educational material to children who receive dental screenings through a partnership



(From left to right) Dr. Janice Townsend, Dr. Richard Owens, HSHC representatives Paul Amundsen, and Dr. Neophytos Savide and Dean Henry Gremillion.

with Catholic Charities of New Orleans. Most are recent Hispanic impoverished immigrants who are not eligible for Medicaid or other government based insurance programs. Children are screened for dental caries, provided with educational material, referred to LSUSD if necessary, and given an oral hygiene kit. During the last fiscal year, over 3,000 children received dental services through the program.

In 2016, another grant for \$37,156 was awarded by Healthy Smiles, Healthy Children to start an after-hours pediatric dental clinic at LSUSD. In late January patients, students and faculty sported their comfortable and colorful PJs to mark its grand opening. HSHC President Dr. Neophytos Savide and Vice President for Development and Charitable Programming Paul Amundsen, MNA, CFRE attended the opening to see the clinic in action. It is anticipated that this new clinic will serve as a national model. Other special guests included Louisiana State Senator Wesley T. Bishop (District 4), Dr. Richard L. Owens, Sr., 2016 president of the New Orleans Dental Association, and Dr. Claudia Cavallino, president of the Louisiana State Board of Dentistry. The clinic anticipates 900 patient visits annually.

Two other grants for \$10,000 each from Delta Dental Community Care and the American Dental Association (ADA) Foundation Access to Care program have enabled the department to provide free comprehensive dental care to at least 80 children from low-income families, including those in the growing immigrant population. Many recent immigrants are without current access to Medicaid or CHIP due to a mandatory five-year waiting period. Once their initial care is completed, children may remain patients of the Department of Pediatric Dentistry, paying the school's reduced rate.

Also in 2016 and in cooperation with the Department of Pediatric Dentistry, fourth-year student Mallory Debnam requested and received \$5,000 from the ADA Foundation Samuel D. Harris Fund to educate expectant and new mothers about infant oral health. The effort was in collaboration with the parenting programs of both Touro Hospital and the City of New Orleans. Early childhood caries is particularly widespread in disadvantaged communities. In New Orleans the child poverty rate is 17 percentage points higher than the national average and has the city has the ninth highest child poverty rate among the 39 cities with populations between 275,000 and 600,000. The poverty rate for single-mother families in New Orleans—at 58%—is much higher than the national average of 41% (The Data Center).

Although LSUSD pediatric residents provide dental care for children primarily in the New Orleans area, the department treats children referred from 70 parishes and counties in Louisiana and adjacent states. Although most patients receive Medicaid, there is a recent and growing uninsured population. Graduates of the LSUSD pediatric dentistry program provide care in both urban and rural areas. Today, nearly 41% of pediatric dentists in Louisiana are graduates of LSUSD.

According to the ADA report “2012 Survey of Dental Practice--Pediatric Dentists in Private Practice--Characteristics,” the contemporary pediatric dental practice demonstrates the specialty's commitment to access to care. Close to 70% of pediatric dentists treat Medicaid, CHIP or both. Over half of pediatric dentists accept new Medicaid patients; almost 60% of pediatric dentists report using the operating room, thereby providing a source of care for very young and special needs patients. Not surprisingly, almost all pediatric dentists (99.5%) report that they care for patients with special needs. Studies indicate that relatively few general dentists provide regular care for children less than three years of age and 69.5% of dentists report that fewer than 20% of their patients are children.

It is our hope that in addition to the direct benefits of providing dental care to underserved children, both our dental students and residents will be committed to serving their communities after graduation. LSUSD strives to ensure a healthier tomorrow for all Louisiana citizens—adults and children alike.

LSU Pre-Dental Workshop Attracts Nearly 250



(Left to right) Robby Bowen, LSU College of Science counselor and advisor for the LSU Pre-Dental Society with society officers Hannah Ducote (Hygiene Rep.), Catherine Wethey (Media Rep.), Rebecca Tatum (Vice-President/Pre-Dental 101 Coordinator), Kishan Patel (Treasurer), Nina Kalpakis (Fundraiser Coordinator), Lani Huval (Service Coordinator), Sarah Beth Roberts (Membership Director), and Julia Daigle (President) with Dr. Toby Cheramie.

Coordinated by Dr. Toby Cheramie, assistant dean of admissions, with support from Jane Walsh, R.D.H., J.D., director of the dental hygiene program, the 7th annual Pre-Dent 101 Workshop was held in January. The event, sponsored jointly by the LSU Pre-Dental Society and LSUSD, drew 177 pre-dental students and 71 pre-dental hygiene students. More than 10 different workshops were presented on topics such as research and basic Science, DAT preparation, the AADSAS application process, chalk carving, and dental waxing. Dental hygiene students learned about the application and interview process, clinical dental hygiene, digital radiology, and the importance of being involved in the Student American Dental Hygiene Association. While the majority of students in attendance were from Louisiana, 11 out-of-state participants attended.

Friday, September 22 Alumni Day

LSU School of Dentistry, New Orleans
8:00 a.m. to 5:00 p.m.
TGIF Celebration to Follow

For more information, contact Katie Kelley, M.B.A. at (504) 941-8120 or kkell2@lsuhsc.edu.

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Dental Lifeline Network • Louisiana, through its Donated Dental Services (DDS) Program provided \$521,280 in donated dental services, including \$45,012 in donated lab services in FY 2015-2016 (7/1/15 to 6/30/16). Since the program's inception in 1987 (thru 1/31/17), 5,145 vulnerable patients with disabilities, who are elderly or medically fragile have been treated with a donated treatment value of \$10,176,462. Special thanks to the 319 dentists and 73 labs who volunteer their services through the DDS Program. (Names and figures provided by Dental Lifeline Network.)

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 Hollywood Smiles Dental Lab
 Irwin Dental Lab, Inc.
 Jim Wood Dental Lab
 Jones Dental Lab
 Karam Dental Lab
 Kellceram Dental Lab
 Kinder Dental Lab
 L & N Dental Lab
 Lafayette Dental
 Lake Area Dental Studio
 Lapeze Dental Lab
 M & R Orthodontic Lab
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 Master Tech, Inc.

McCoy Dental Lab
 Megloo Dental Laboratory
 Mel Dental Lab
 Mesa Dental Arts
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 Mireille's Porcelain, LLC
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 Precision Dental Ceramics
 Pro-Tech Dental Arts
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 Richard James Lab
 Riverside Dental Lab
 Robert Orr Lab
 Rogers Dental Lab
 Scott Bishop Dental Ceramics
 Sculpture Dental Ceramics
 Selser Dental Lab
 Service Dental Lab
 Southeast Dental Lab, Inc.
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 T N T Dental Studio
 Tim Boles Dental Lab
 Trinident Dental Lab
 Tri-State Dental Laboratories
 Tuan Dental Lab
 XEL Dental Lab
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In 2016, 232-HELP's Donated Dental Program utilized our volunteer dentists to provide \$286,377 of treatment value with 389 total number of hours donated for 169 patients. (Names and figures provided by 232-HELP's Donated Dental Program.)

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 Dr. Neil Bernard
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 Dr. Carl Breaux
 Dr. T. Kirk Crane
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Moving Your Business Forward

Turn on the television, radio, or search the internet and there it is, an advertisement touting how a certain investment will make you rich or how to avoid the next stock market crash, but still get returns. These ads use fear to scare you in the direction of what the company is selling. They claim to be experts and use phrases like “guaranteed to never lose money,” but after further investigation these are financial bullies preying on wounded investors.

Looking ahead at the markets, there is a lot of uncertainty. In the face of so much uncertainty, focus on your long-term financial plan instead of listening to these ads and getting scared into an investment that may leave you trapped. Let’s look at some steps that will help you build confidence in your investing.

Have a plan and stick to it. Before making any investment decisions, work with a CERTIFIED FINANCIAL PLANNER™ practitioner to develop a complete financial plan. A good plan will set your financial goals, create steps to obtain those goals, evaluate retirement plan options, evaluate asset protection options, and set up a strategy for your investment portfolio. If you do not lay out a plan, then your investment strategy may not yield your desired results. Warren Buffet once said, “Risk comes from not knowing what you’re doing.” Have a proactive plan in place, so you can always know what you are doing and why you are doing it.

Understand your risk. Remember, the higher the reward or return, the higher the risk. Risk capacity is all about the financial aspects of your ability to sustain a market decline without suffering an unacceptable loss of lifestyle or quality of life now or in the future. Risk tolerance measures your ability to handle risk emotionally. It evaluates your willingness to take on the risk of receiving lower returns in exchange for the possibility of earning higher ones. The combination of your financial risk capacity and emotional risk tolerance creates the foundation on which an overall portfolio can be created to determine appropriate investment strategies.


Stay diversified. When things are going well with your portfolio, many times you tend to overlook applying the necessary due diligence. The economic recovery that began in mid-2009 may pass its eighth birthday in 2017, but do not let that lead you to overconfidence. It can be tempting to go after the big returns and get heavily weighted in one asset class. In 2008, the S&P 500 was down over 36% leading to a widespread panic.¹ Many investors were either chasing returns or running for the hills and cashing out. However, the Barclays U.S. Aggregate Bond Index was up 5.2% and the CS

Managed Futures Index was up 18.3%.¹ A good approach is to stay diversified and to have your assets allocated correctly in all types of markets. Many companies will push you into an investment that will solve all your worries, but one investment cannot solve all your needs. That is not being diversified and is not sound advice.

Know the person giving you advice. You should research everything about an advisor before trusting anyone with your money. Lots of people claim to be financial experts, so do your homework. Find out what licenses and designations they hold. Try to find someone that is a CERTIFIED FINANCIAL PLANNER™ professional. CFP® professionals are held to strict ethical standards to ensure recommendations are in your best interest. Also, look up the person on FINRA’s BrokerCheck (<https://brokercheck.finra.org>). This website will tell you an advisor’s registrations, employment history, and if any complaints have been filed against them. In addition, before your advisor discusses any investments, they should know you and understand what you and your family are trying to work towards.

¹ RCM Alternatives, “A Wealth of (Managed Futures) Common Sense” 2015 (<http://www.rcmalternatives.com/2015/07/a-wealth-of-managed-futures-common-sense/>)

All performance referenced is historical and is no guarantee of future results. Indexes are unmanaged and cannot be invested into directly. The S&P 500 Index is a capitalization-weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. The Barclays U.S. Aggregate Bond Index is a broad-based flagship benchmark that measures the investment-grade, U.S. dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS, and CMBS (agency and non-agency). There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Diversification does not ensure against market risk. The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investment(s) may be appropriate for you, consult your financial advisor prior to investing. No strategy assures success or guarantees against loss. Securities offered through LPL Financial, A Registered Investment Advisor. Member FINRA/SIPC.

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Congratulations...

ADS Lovelace and Associates, Inc. would like to congratulate Dr. Rupa Jolly on successfully transitioning her New Orleans, Louisiana Practice to Dr. Richard Rathke

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Please join us in New Orleans on April 7th at the
NODC/LDA ANNUAL SESSION
as we teach the following courses:

PRACTICE VALUATIONS & TRANSITIONS
(8:30 a.m. • 1.5 non-clinical CE hours / O 330)

BUYING A PRACTICE
(11:00 a.m. • 1.5 non-clinical CE hours / O 390)

LAFAYETTE, LA, FOR LEASE: Turnkey dental office. Waiting room, reception, 6 patient rooms, offices, restroom, and kitchen area. Total of 2,685 square feet. Located in the heart of Lafayette in a full-service medical office building. Call MPW properties at (337) 232-1438 or email katiec@mpwproperties.com. Highly motivated landlord. (3/23/17)

Kool Smiles in hiring in LA! We have FT Orthodontist-4 days/wk openings in the following cities: New Orleans/Baton Rouge/Lake Charles/Lafayette. For more information, please apply online at koolsmilesjobs.com or contact Emily Platto at (770) 508-6810. Guaranteed Daily Compensation, Comprehensive Benefits Package, Paid Malpractice Insurance.

General Dental Office with 3 ops and 3 chairs for SALE in Covington! This practice will come with all of the equipment and the entire patient base. The office space is in a great location in a very busy part of town and is available for lease. \$225k Gross on a lazy 4 days/week. Huge potential for growth for a go-getter! Sale price affordable and negotiable. Contact (985) 290-4553.

GENERAL/PEDO Dental Office with 7 chairs (3 operatory and 4 open bay chairs) for sale in Lafayette. The practice will come with 90% of the equipment and no patients. The price of the sale is negotiable and very affordable for a start-up. Space is available for lease. Please contact us at (870) 362-1118.

ASSOCIATE DENTIST: General dentistry family practice in the Lafayette area. Full-time associate 5 days/week (M-F), 8 hygiene and 4 operatory chairs. Compensation will be a % of your operatory collections, or a guaranteed daily rate, whichever is greater. Full medical benefits available. Please contact us at (870) 362-1118.

DDS Dentures + Implant Solutions is seeking a qualified General Dentist in the our Louisiana locations including Monroe, Lake Charles and Lafayette! We provide comprehensive general dentistry to adults with a heavy volume of extractions, dentures and implants. All offices have a dental lab on site, full digital equipment, as well as the most sought after benefits:

- Annual income ranges approximately \$180,000 to around \$600,000 with a mean of approximately 330,000 annually
- Sign on bonus \$5,000
- Malpractice insurance
- 401k match after one year (group offers 4% match to your 5%)
- Health insurance
- Licensure / Permits
- In-House CEs on Implants and more
- No investment required
- Relocation Assistance
- Office Manager in every office so you can focus on patient care
- M-F, 8a-5p

If you confident in your clinical abilities, enjoy a team environment while delighting patients and financially motivated - join our team! We want to talk with you - careers@dental-service.net.

Great opportunity for start-up dental practice or satellite. Used Pelton & Crane chairs with miscellaneous equipment and furniture available for a 3-operatory setup. If interested, please call (913) 485-5238.

Orthodontist in New Orleans - Part-Time: Part-time orthodontist needed 4-6 days per month. Busy, two doctor practice located in New Orleans. Contact Zac at (770) 710-3042 or zrhinesmith@benevis.com.

General Practice #LA-1308: Ouachita & Red River Counties, 4 Operatories. Average collections \$1,038,582. Average net profit \$388,401. Multiple location practice - one full time, one satellite. Can be bought together or separate. Excellent opportunity. For details contact Amanda Christy, NPT (National Practice Transitions, LLC), (877) 365-6786 x230, a.christy@NPTdental.com or register for FREE on our website (www.NPTdental.com) as a member for immediate updates.

General Practice #LA-1313: Jefferson County, 4 Operatories. Average collections \$213,955. Small office currently open 3 days/week. Significant growth potential. For details contact Amanda Christy, NPT (National Practice Transitions, LLC), (877) 365-6786 x230, a.christy@NPTdental.com or register for FREE on our website (www.NPTdental.com) as a member for immediate updates.

Near Turnkey Dental Office in Lafayette, La., Available for Lease: Two waiting rooms, large receptionist area, private office, kitchen, storage, 7 dental rooms with electrical and water ready for dental chairs. Call MPW Properties at (337) 232-1438 or email katiec@mpwproperties.com. Highly motivated landlord.



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If you share a passion for excellent clinical dental care in a thriving practice please contact me immediately! Dr. John Moreau, 3820

Masonic Drive, Alexandria, La. 71301, (318) 442-9555, (318) 201-6825, kay@drjohnmoreau.com.

ASSOCIATE DENTIST - NEW ORLEANS: General dentistry family practice in New Orleans seeking a full-time associate 5 days/week (M-F). 4 hygiene and 4 operator chairs. Fee for service and PPO practice. Compensation will be a % of your operator collections, or a guaranteed daily rate, whichever is greater. Full medical benefits and retirement plan available. Please contact Zac at (770) 710-3042 or zrhinesmith@benevis.com for more info.

BRIAN M. BEGUE is now available to represent Louisiana dental professionals in disciplinary and other proceedings. From 1992-2015, he was Counsel, Louisiana State Board of Dentistry. From 2002-present, he is Chairman, Louisiana State Bar Association Administrative Law Section. Contact: (504) 944-8443 or e-mail beguebrianatty@bellsouth.net.

IMMEDIATE ASSOCIATE OPPORTUNITY for general dentist near Slidell, Louisiana, and the Northshore. Paperless office in a new building with all new equipment, including a CEREC machine. All aspects of general dentistry practiced. Flexible hours available. If interested, please contact Picayune Smiles at (601) 798-1135 or picayunesmiles@gmail.com.



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FEE-FOR-SERVICE DENTAL PRACTICE IN LAKE CHARLES LOOKING FOR FULL TIME ASSOCIATE DENTIST. This is a long term opportunity with ownership potential. Email hennigandental@gmail.com or call/text (337) 274-7938 for more information.

Expanding Baton Rouge dental office is seeking full time associate dentists, hygienists, front desk personnel and dental assistants. Please fax resumes/CVs to (225) 218-9219 or email to jackiesuir@yahoo.com.

ASSOCIATE DENTIST: Our large family practice located in Litcher, LA is looking for an associate dentist. We are located 30 minutes outside of New Orleans and 30 minutes outside of Baton Rouge. We are looking for someone who can thrive in a fast paced environment. We constantly strive to improve ourselves and our office by seeking new advancements in dental care and customer service. Responsibilities will include: examining new and existing patients; developing relationships with patients; creating treatment plans; carrying out those treatment plans. We foster an environment that you can focus solely on dentistry and patient care and not managing employees. We have been in business for 35 years and our team is dedicated to patient care and customer service. Come work in our fun, fast paced environment. Please send resume to DrPhillipsHR@gmail.com. Compensation between \$144,000-\$250,000 per year.

Endodontists needed (Greater Baton Rouge & New Orleans areas): Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking Endodontists for locations in the Greater Baton Rouge and New Orleans areas. Please contact Terry Ernst at (985) 893-2240 or fax/email your CV to (985) 893-2629 or ternst@ladentalcenter.com.

IV Conscious Sedation (Greater Baton Rouge & New Orleans areas): Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking a dentist who performs IV conscious sedation. If you're interested in joining our team of professionals, please contact Terry Ernst at (985) 893-2240 or fax CVs to his attention at (985) 893-2629.

Associate Dentist-Slidell: Dr. Jacob Dent is looking for an experienced Associate Dentist to work full time in his state-of-the-art practice in Slidell, LA. The office is fully digitalized and equipped with SIROLaser, Cerec® CAD/CAM, and integrated specialties. Dr. Dent's full time Dentists are given great income potential and benefits including medical, dental, vision, 401K, paid C.E. and malpractice. This practice has OWNERSHIP potential. For more information about this opportunity, please email clarka@pacden.com.

Classified Advertising Online

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

For all classified advertising, payment is required in advance and ads will be placed on the LDA website on the next possible business day after payment is received. Make checks payable to the Journal of the Louisiana Dental Association. Placement of a classified ad up to 30 words is \$30 for LDA members and \$55 for non-LDA members. For each additional word, LDA members pay \$0.15 and non-LDA members pay \$0.30. Ads will remain on the LDA website for three months and will appear in one issue of the *LDA Journal*. A photo with ad is an additional \$50.

For more information or to place a classified ad, contact *LDA Journal* Managing Editor Annette Droddy at (225) 926-1986 or info@ladental.org.



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L.H. Bowden Leadership Development Conference Friday, January 13, 2017








Janie Walters presented “To Boldly Go Where Few Have Gone Before! Leadership skills for the 21st Century.” LDA and component leadership enjoyed learning more about leading and motivating after a good old dance of the Hokey Pokey!



Upcoming CE Courses: During 2017

For registration and latest course updates: www.LSUHealthNewOrleansCDE.org
or call 504-941-8193 Questions? Email info@LSUCDE.org

Every effort has been made to present this course listing as accurately as possible from information available on February 13, 2017.
We reserve the right to make changes to this schedule. Notice of changes will be announced on the website.
Because we are constantly introducing new courses, please check for the most up-to-date list of courses by visiting
www.LSUHealthNewOrleansCDE.org.

Course Date(s) & City	Course Name, Speaker(s) & Location	For	Fees	Hours* C or NC, L and/or P, SA
Mar. 31 New Orleans 	Maximized Adhesive Dentistry: Level I, The Foundational Posterior course. This course is limited attendance. REGISTER EARLY! Presented by <i>Bruce J. LeBlanc</i> with <i>John M. Barksdale, Jr., DDS</i> and <i>Mike Robichaux, DDS</i> – at <i>LSU School of Dentistry</i>	Dentist	\$795	7 C, (1L/6P)
Apr. 21-23 New Orleans	Expanded Duty Dental Assistant (EDDA). Presented by <i>N. Weiss, RDH, CDA, EFDA, D. Williams, CDA, EDDA, and B. Meyers, EDDA</i> – at <i>LSU School of Dentistry</i>	Assistant	\$650	24 C, (12L/12P)
May 5-7 Lafayette	Expanded Duty Dental Assistant (EDDA) – Lafayette. Presented by <i>K. Coco, EDDA, L. Hoyer, EDDA, and T. Rogers, EDDA</i> – at <i>Lafayette General Medical Center</i>	Assistant	\$650	24 C, (12L/12P)
May 13 New Orleans	Digital & Conventional Radiology for the Dental Assistant. Presented by <i>K. Thunthy, DDS, A. Klasser, EDDA and D. Brooks Hernandez, LRT</i> – at <i>LSU School of Dentistry</i>	Assistant	\$300	7 C, (3.5L/3.5P)
May 19-21 New Orleans	Oral (Enteral) Sedation Courses. Choose one (1) option that applies: (1) <i>Intro to Oral (Enteral) Sedation for Adult Patients Only</i> ; (2) <i>Review of Oral (Enteral) Sedation for Adult Patients Only</i> ; (3) <i>Intro to Oral (Enteral) Sedation for Adult and Pediatric Patients</i> ; (4) <i>Review of Oral (Enteral) Sedation for Adult and Pediatric Patients</i> . Presented by <i>Benjamin R. Record, DDS, Alfredo R. Arribas, DDS, MS and Mike Webb, DDS, Med</i> – at <i>LSU School of Dentistry</i>	Dentist Dental Team Member	For registration fees for each option and number of CDE credit hours, please call (504) 941-8193 or visit the LSU CDE website.	
May 26 Baton Rouge  May 26 	The Essentials of Endodontics: Understand & Utilize Concepts to Maximize Your Clinical Success. Presented by <i>Jorge Vera, DDS</i> – at <i>Lod Cook Alumni Center in Baton Rouge (on Main LSU Campus overlooking University Lake)</i> - or take by Video Conference if you live 150 miles or more outside of Baton Rouge – Streaming LIVE from the Lod Cook Alumni Center in Baton Rouge to your home or office desktop or laptop. This course is limited attendance. REGISTER EARLY! Please call (504) 941-8193 to register.	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
June 9 Lafayette  June 9 	Ten Things That Will Help My General Practice, Without Breaking the Bank: Overview of New Techniques with a Clear ROI. Presented by <i>Parag R. Kachalia, DDS</i> – at <i>National EMS Academy in Lafayette</i> - or take by Video Conference if you live 150 miles or more outside of Lafayette – Streaming LIVE from the National EMS Academy in Lafayette to your home or office desktop or laptop. This course is limited attendance. REGISTER EARLY! Please call (504) 941-8193 to register.	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
June 16 New Orleans 	Maximized Adhesive Dentistry: Level II, The Anterior Course. This course is limited attendance. REGISTER EARLY! Presented by <i>Bruce J. LeBlanc</i> with <i>John M. Barksdale, Jr., DDS</i> and <i>Mike Robichaux, DDS</i> – at <i>LSU School of Dentistry</i>	Dentist	\$895	7 C, (1L/6P)
June 16-17 New Orleans 	How to Fabricate a New Generation of Hybrid Dentures for Edentulous Patients (1½ days). Presented by <i>Marco Brindis, DDS</i> with <i>Julio Zavala, MCDT</i> – at <i>LSU School of Dentistry</i> ♦ <i>Dentists: if you are bringing your assistant, please call (504) 941-8193 to register; do not register online.</i>	Dentist Dental Assistant	\$1,995 ♦ FREE ◆	10 C, (6L/4P)
June 23-25 Baton Rouge	Expanded Duty Dental Assistant (EDDA) – Baton Rouge. Presented by <i>A. Klasser, EDDA, L.C. Hernandez, EDDA, and S. Renfrow, EDDA</i> – at <i>National EMS Academy in Baton Rouge</i>	Assistant	\$650 ★	24 C, (12L/12P)

*Hours C = Clinical NC = Non-Clinical L = Lecture P = Participation SA = Self-Administered

■ This is the regular tuition. Register 4 weeks before and SAVE – see website for Early Bird savings and deadlines.

★ You may be eligible for tuition reimbursement through LA's Small Business Employee Training Program – call CE at (504) 941-8193 to see if your practice qualifies.

◆ Your dental assistant may attend the course at no additional charge and may attend the Friday lectures and observe the Saturday "hands-on" workshop.

LDA c.e. and lda events calendar

Visit www.ladental.org
for the statewide
C.E. calendar!

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

DATE:	April 26, 2017
EVENT:	Dentists' Day at the Legislature
LOCATION:	Louisiana State Library, Capitol, and Pentagon Barracks
PROVIDER:	Louisiana Dental Association (AGD PACE Recognized Provider)
DESIGNED FOR:	All
REGISTRATION:	www.ladental.org/dentistsday

DATE:	April 28 – May 1, 2017
EVENT:	Smiles at Sea, Bahamas from Miami
TOPIC:	Dentistry Meets Nursing
LOCATION:	Bahamas
CREDIT HOURS:	12 Hours
PROVIDER:	Louisiana Dental Hygienists' Association
DESIGNED FOR:	Nurses and Dentists
FEE:	(Save an additional \$25 using code "JS") http://www.smilesatsea.com/current-cruises

DATE:	April 28, 2017
TOPIC:	"Cosmetic Dentistry"
SPEAKER:	Dr. Jimmy Eubanks
CREDIT HOURS:	7 Hours
PROVIDER:	Continuing Dental Education of Baton Rouge
REGISTRATION:	http://cdeofbr.com/online-registration

DATE:	May 3-6, 2017
EVENT:	10th National Conference on Health Disparities
LOCATION:	JW Marriott, 614 Canal St., New Orleans, LA
REGISTRATION:	Contact M. Monique Hill, hillmo@musc.edu or Dr. David E. Rivers, riversd@musc.edu , nationalhealthdisparities.com

DATE:	May 4, 2017
TOPIC:	LDHA Day at the Legislature
LOCATION:	State Capitol Building
CREDIT HOURS:	3 Non-Clinical Hours
DESIGNED FOR:	Hygienists
FEES & REGISTRATION:	www.ldha.org

DATE:	May 5, 2017
TOPIC:	"The Team Approach to Comprehensive Periodontal and Restorative Treatment"
SPEAKER:	Dr. Daniel Melker
LOCATION:	Houma – Terrebonne Civic Center
CREDIT HOURS:	6 Hours
PROVIDER:	Bayou District Dental Association (AGD PACE Recognized Provider), Contact: Teresa Guidry, (985) 879-1972 or teresamguidry@hotmail.com
DESIGNED FOR:	General Dentists, Hygienist, Dental Assistants, Dental Specialist
FEES & REGISTRATION:	Dentist \$300, Non-Member Dentist \$350, Hygienist \$200, Other Staff \$150

DATE:	May 11, 2017
TOPIC:	"Detection and Management of Oral Cancer"
SPEAKER:	Dr. Beomjune "B.J." Kim, DMD, MD, FACS
LOCATION:	Heritage Grill, 111 Veterans Blvd., Metairie, LA 70005
CREDIT HOURS:	2 Hours
FEES & REGISTRATION:	Register by May 5th for discount rate; Members (bring ADHA card)/\$30, Potential Member/\$40 (\$45 if you pay at the door), LSUSD-DH Students/\$15 RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS (http://www.nodha.org/?page_id=356). For questions, please email RDH@NODHA.org Registration/Social 6-7 p.m., Dinner 6:45 p.m., C.E. 7-9 p.m.

DATE:	June 21-24, 2017
EVENT:	LDA Summer Education Conference
LOCATION:	Hilton, Pensacola, FL <i>Event details continued next page</i>

PROVIDER: Louisiana Dental Association (AGD PACE Recognized Provider)
SPEAKERS: Dr. Marco Brindis, Will Scott, and Richard Akin, D.D.S., M.D.
DESIGNED FOR: All
REGISTRATION: www.ladental.org/summerconference or call (800) 388-6642 or (225) 926-1986

DATE: July 14-15, 2017
EVENT: LDA Foundation Fishing Rodeo
LOCATION: Sand Dollar Marina, Grand Isle, La.
DESIGNED FOR: All
REGISTRATION: www.ladental.org/fishingrodeo or call (800) 388-6642 or (225) 926-1986

DATE: September 7, 2017
TOPIC: "Keeping up With the Times: Digitizing Your Dental Hygiene Practice in a Clinical Setting"
SPEAKER: Steve Kent
LOCATION: Café East, 4628 Rye St., Metairie, LA 70006
CREDIT HOURS: 2 Hours
SPONSOR: Carestream Dental
FEES & REGISTRATION: Register by September 1st for discount rate; Members (bring ADHA card)/\$30, Potential Member/\$40 (\$45 if you pay at the door), LSUSD-DH Students/\$15
 RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS (http://www.nodha.org/?page_id=356). For questions, please email RDH@NODHA.org
 Registration/Social 6-7pm, Dinner 6:45, CE 7-9pm

DATE: September 28, 2017
TOPIC: "CPR"
SPEAKER: Iggy Rosales
LOCATION: Avenue Family Dentistry 3600 St. Charles Ave., #202, New Orleans, LA 70115
SPONSOR: NODHA
FEES & REGISTRATION: Payment collected at the door \$50, RSVP to RDH@nodha.org by Sept. 22; Free parking in garage below building.

DATE: October 12, 2017
TOPIC: "Education & Training for the Dental Clinician in Regards to Patients with HIV/AIDS"

SPEAKER: Dr. Christine Brennan, PhD, RN NP-BC
LOCATION: New Orleans Hamburger & Seafood 4141 St. Charles Ave., New Orleans, LA 70115
SPONSOR: LSUHSC School of Public Health
FEES & REGISTRATION: Register by October 6th for discount rate; Members (bring ADHA card)/\$30, Potential Member/\$40 (\$45 if you pay at the door), LSUSD-DH Students/\$15
 RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS (http://www.nodha.org/?page_id=356). For questions, please email RDH@NODHA.org
 Registration/Social 6-7pm, Dinner 6:45, CE 7-9pm

DATE: November 9, 2017
TOPIC: "Periodontics: Soft Tissue Grafting and Advances in Root Coverage"
SPEAKER: Dr. David Wilson (Periodontist)
LOCATION: Heritage Grill 111 Veterans Blvd., Metairie, LA 70005
CREDIT HOURS: 2 Hours
SPONSOR: Dr. David Wilson
FEES & REGISTRATION: Register by November 3rd for discount rate; Members (bring ADHA card)/\$30, Potential Member/\$40 (\$45 if you pay at the door), LSUSD-DH Students/\$15
 RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS (http://www.nodha.org/?page_id=356). For questions, please email RDH@NODHA.org
 Registration/Social 6-7pm, Dinner 6:45, CE 7-9pm

DATE: December 8, 2017
EVENT: LDA Last Chance Seminar
LOCATION: Marriott, Baton Rouge, LA
PROVIDER: Louisiana Dental Association (AGD PACE Recognized Provider)
DESIGNED FOR: All
REGISTRATION: www.ladental.org/lastchance or call (800) 388-6642 or (225) 926-1986

David N. Austin

Fat Chance

Recently the LDA Research Institute (LDARI) in Bunkie stumbled upon a breakthrough business model that would significantly add additional revenue to our organization.

As you are aware, for the last five years, LDARI has been embroiled in deep research as to how a person can eat a two pound box of chocolates and gain five pounds. While this is mathematically not possible, we are still receiving complaints primarily from the Zwolle, Dry Prong, and Gretna region of our state that indeed this occurs on a regular basis.

During LDARI's research, a brilliant idea was brought forth based on an individual's body mass index or BMI. It has come to our attention that the BMI of LDA members is quite good. Most of our members have a BMI of 19 – 25.

The LDARI scheme or business model is based on similar national models our government uses concerning wetland mitigation recovery and/or carbon credits.

Fat people across the nation have a problem with their BMI being too high of course. The only previous way to reduce this index was to diet and exercise, which takes time and, of course, is not fun.

LDARI president, Dr. Roscoe Bottoms, presented the BMI mitigation model at the just concluded Research Institute of America convention dinner held at the Golden Corral Restaurant in Boston. His presentation described how fat people would be able to Pay (cash or credit card only) to reduce their BMI. In other words, skinny people can usually take some additional BMI

credits without any adverse effects. Fat people would pay a substantial fee to be relieved of excess BMI.

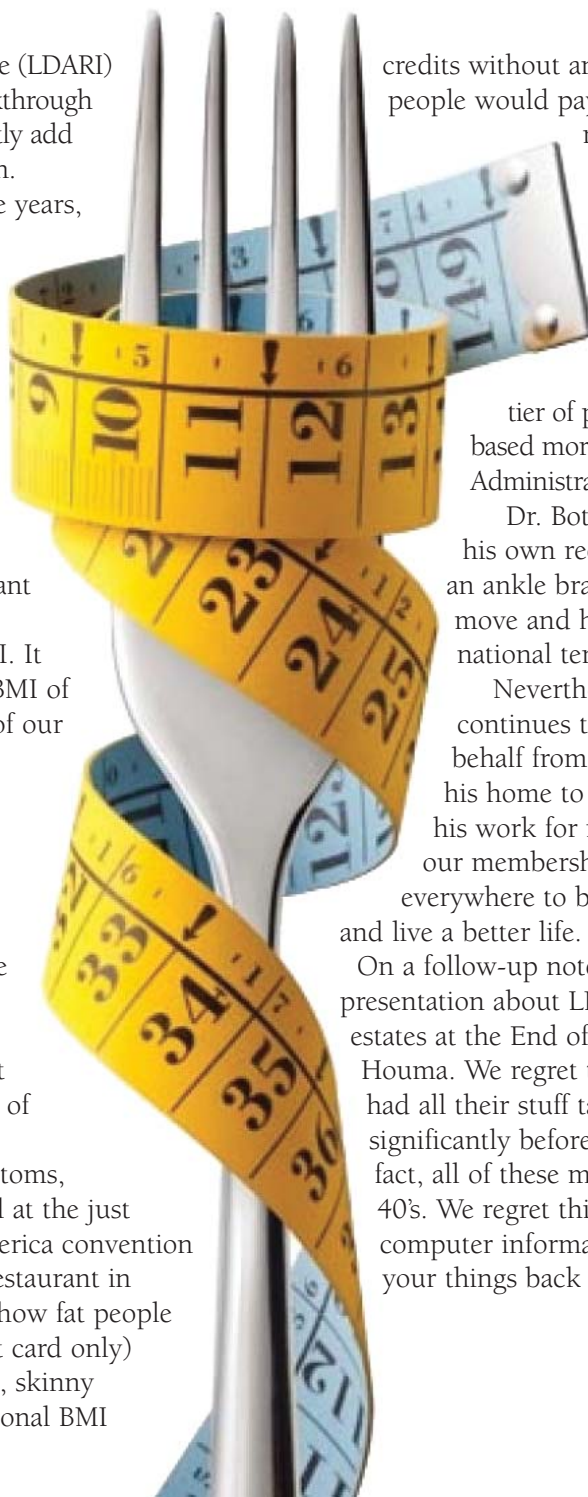
Immediately after Dr. Bottoms' presentation, he was arrested among angry shouts of Ponzi scheme and the restaurant running out of fried chicken, when in actuality the

tier of paying for BMI credits is based more on the U.S. Social Security Administration scheme.

Dr. Bottoms has been released on his own recognizance but must wear an ankle bracelet to track his every move and has also been placed on the national terrorists 'do not fly' list.

Nevertheless, Dr. Bottoms continues to work tirelessly on our behalf from his cell/office within his home to insure the success of his work for not only the benefit of our membership, but for fat people everywhere to be relieved of excess BMI and live a better life.

On a follow-up note from a previous presentation about LDA members donating their estates at the End of Life Seminar presented in Houma. We regret that three of our members had all their stuff taken from their homes significantly before the end of their life. In fact, all of these members were in their early 40's. We regret this breach of our confidential computer information and we will try to get your things back to you ASAP.





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Does your current on-hold player and in-office dental radio offer **free social media marketing and overhead announcements?**

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