

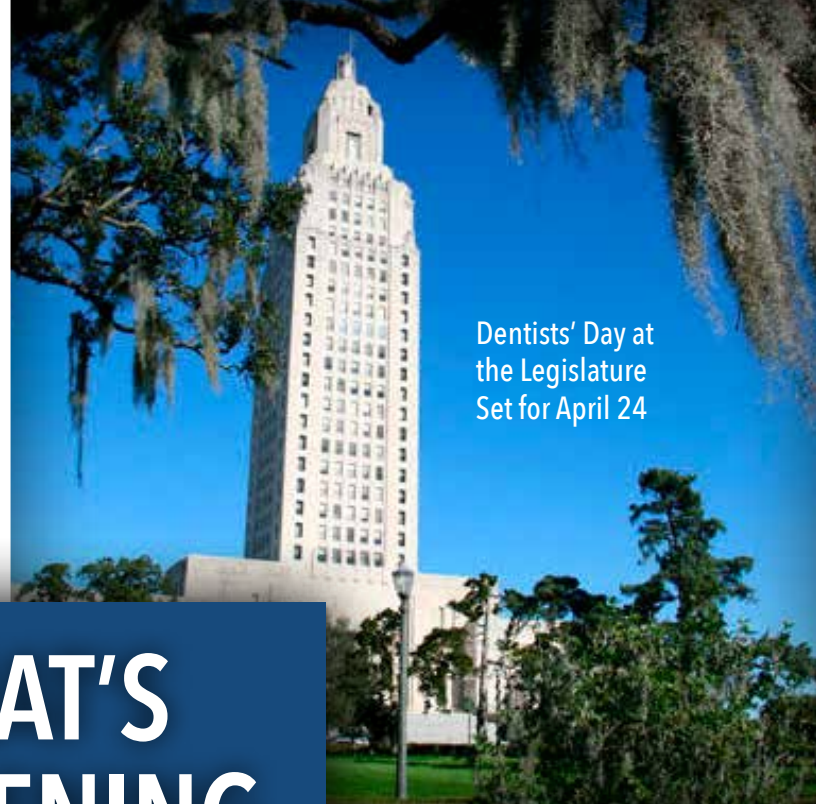
JOURNAL

LDA

JOURNAL OF THE LOUISIANA DENTAL ASSOCIATION

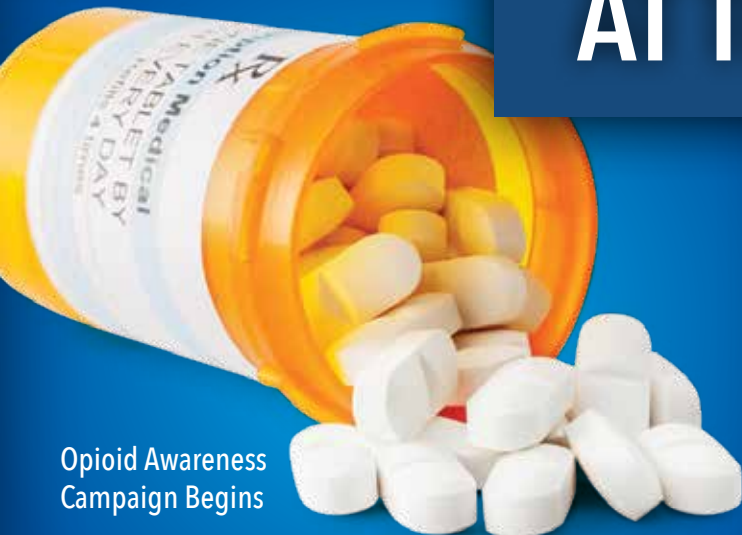


LDA Health Plan Trust
Coverage Began March 1



Dentists' Day at
the Legislature
Set for April 24

WHAT'S HAPPENING AT THE LDA



Opioid Awareness
Campaign Begins

**PLUS: See page 29 for children's
art contest info!**

LDA Offers Text
Messaging to
Members



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JOURNAL

Volume 78, Number 1, Spring 2019

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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: Clockwise from right...LDA's Dentists' Day at the Legislature is set for April 24, see page 28 for more info. The LDA has started a text messaging service for our members, see page 43 for more info. The LDA's Ad Hoc Committee on Opioid Awareness is hosting a kids' art contest, see pg. 29-30 for more info. And, the LDA's Health Plan Trust insurance coverage began March 1, enroll any time, see page 16 for more info. Additional events and resources can be found on the LDA website at www.ladental.org.

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



LDA editorial

Dr. David N. Austin
Editor, LDA Journal

Dentistry's Role in a Health Care Crisis

What would our country do if an enemy attacked killing 400,000 of our citizens? It would probably result in an all out conflict, if not a major war, that would impact civilization as we know it.

That same type of devastation is upon us and has had an impact across our nation that sees no gender or boundary, nor does it discriminate among people from different professions or economic background. According to the Centers for Disease Control and Prevention, from 1999-2017, almost 400,000 people died from an overdose involving any opioid, including prescription and illicit opioids. The CDC also says that on average, 130 Americans die every day from an opioid overdose.

The enemy is opioid abuse.

Make no mistake, dentistry has not been idle on this issue. The greatest decrease in opioid prescribing rates between 2007 and 2012 (the latest data available), occurred in emergency

medicine (-8.9%) and dentistry (-5.7%), according to the September 2015 edition of the *American Journal of Preventive Medicine*. And while the data is old, it is something I am proud to report.

As a profession, we can do a lot to keep opioid pain relievers from harming our patients and their families. Not only can we be more judicious in our prescribing when less aggressive treatments are indicated, we can also make sure our patients leave our offices knowing about their abuse potential and how to safely secure, monitor and discard them at home. I believe that we as a profession are doing much better, and am proud of that too.

With your help, we can hopefully end this tragic and entirely preventable public health crisis that has been devastating our families and communities.

Note: CDC info was found at <https://www.cdc.gov/drugoverdose/epidemic/index.html>.

LDA Hosts Kids' Art Contest; Winner's Art Featured on Cover of LDA Journal

Dr. Kristi Soileau
President Elect, LDA, and Chair, LDA Ad Hoc Committee on Opioid Awareness

The Louisiana Dental Association would like to do its part in educating our members and the public on the dangers of opioid abuse, as well as to inform children of the dangers of opioids by having them participate. For the contest, we are asking children to create an image representing dentists educating others on the risks and harm of opioid abuse.

It is my hope that ultimately this project will help LDA member dentists portray a unified front in addressing the opioid crisis per last year's urgent message from Capitol Hill to us through the ADA.

Please encourage your patients who have children, grandchildren, or friends between the ages of 8 and 18 to submit artwork, per the instructions on pages 29-30 of this issue or from the information posted under the "Public Resources" link on the LDA website. Artwork can be created in any media or materials form.

The overall winner will be featured on the cover of the summer LDA Journal issue, and honorable mentions

will be displayed at the New Orleans Dental Conference/ LDA Annual Session on easels in the Exhibit Hall.

This should be a fun venture for lots of children... and there are cash prizes for the winning "artists!"

Additionally, throughout the campaign, the LDA website will be very informative, with links to the ADA Opioid section and other resources, including educational material for both dentists and patients. Please feel free to disseminate this information to your peers, your patients, and your friends and consider posting on your office websites. More info will be provided throughout the year.

"Dentists in Louisiana Want to Give Opioids the Boot"



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executive director

Ward Blackwell, M.J.
Executive Director, LDA

2019 Key Legislative Issues

Very simply, here are the key issues LDA will lobby FOR in the 2019 legislative session:

Increased Funding for LSU School of Dentistry

Three of every four dentists and hygienists practicing in Louisiana today are LSU School of Dentistry (LSUSD) graduates. And, LSUSD is unique among all U.S. dental schools in offering degrees in dentistry, dental hygiene and dental laboratory technology. By teaching all aspects of dentistry, LSUSD offers a level of training that has earned a reputation for outstanding clinical education.

Though clearly worthy of support, LSUSD's state funding has been cut roughly in half over the past decade. Grad Act tuition increases have offset only a fraction of the reduction. The high overhead of a dental school means there just aren't more places to cut. Bear in mind: while medical students get a lot of their clinical training in residencies, dental school students do their clinical work – essentially like residencies – *while in dental school*. But unlike residency programs at teaching hospitals, LSUSD receives no federal Graduate Medical Education (GME) funding to offset the overhead of clinical treatment.

Increased Funding for Dental Medicaid

Since 2000, Medicaid reimbursement rates for dental EPSDT (under 21) have gone up, then back down, and now average just over 50% of the 70th percentile of typical fees. Yet, dental office overhead averages roughly 64%. Rates for dentures, the only services covered for adults 21 and up, haven't been increased in 18 YEARS! Over the same period, what many labs charge the dentist to actually make the dentures has roughly doubled.

Medicaid needs more dentists. Expansion led to more adults seeking dentures, though few dentists can afford to provide that care for what Medicaid reimburses. And, some children eligible for Medicaid but not enrolled DID get enrolled when expansion brought in their parents.

A 2016 LDA survey showed dentists are generally dissatisfied with Medicaid benefits administration. Their frustration is rising even as the need for dentists willing to do Medicaid also grows. And, low rates remain the most-cited reason why dentists don't enroll as Medicaid providers.

Giving Dentists Choice in Reimbursement Methods

Some insurers have started paying health care providers using virtual credit cards. In such cases, the insurer issues a single-use series of numbers instead of using a physical card. The provider then enters those numbers into a credit card terminal or web portal to get payment transferred to his/her designated account.

Like other credit card transactions, the merchant receiving payment in this way incurs a processing fee ranging from 2.5-5%. That 2.5-5% is automatically taken from the payment a dentist receives. So, if a practice had total reimbursements of \$1,000,000/year and all were by virtual credit card, that is an added expense of \$25,000-50,000/year. And that's to get payments that are often 30% or more less than the dentist's usual fee.

LDA will file a bill to ensure insurers cannot require a provider to accept only one form of payment and require insurers to inform providers they can choose to receive electronic payments or physical checks instead.

More Consumer Options for Dental Benefits

Even for the minority of Louisianans who have access to dental benefits through employer-sponsored plans, plan benefits have been stagnant for decades and capped at a level (typically \$1,000-1,500/year) that often doesn't cover the need. Yet, numerous studies have shown that patients with almost any kind of dental benefit are more likely to seek preventive care and undergo recommended treatment.

Direct Primary Care Agreements (DCPAs) between dentists and patients are simply a way for dentists to encourage better oral health and provide patients with discounts. They are not insurance and should not be regulated like insurance. As dental practices are overwhelmingly small businesses, such regulation would merely eliminate this option for encouraging patients to maintain good oral health – which in turn improves overall health.

It is important to note that Louisiana law already allows for such agreements between patients and physicians.

For full details on these and other issues the LDA is working in the 2019 session, go to: www.ladental.org.



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LDA

winter c.e.

Jeanne Parr McFall
Director of Conference Services, LDA

Cruising for C.E.

Once the boat horn blew Saturday, March 2, we knew we were ready to roll down the mighty Mississippi to have a different kind of Mardi Gras vacation!

Normally, you see an article about Disney or a ski trip for the LDA's Winter C.E. seminar, but this year we had a different adventure. The LDA brought a group of dental professionals aboard the Carnival Glory and traveled to Cozumel and Progreso, Mexico. Snorkeling, site seeing, jet skiing, shopping, and pub crawls were just a few of the things our guests got into on this 5-day cruise when they weren't getting their continuing education hours with Dr. Kitrina Cordell.

This trip was one for the books! Although we had to cruise on back to reality, the LDA has more C.E. trips planned. If you need to step-back from the stresses of your office, then join us on one of the tax-deductible continuing education trips listed to the right:

June 19-22, 2019
Sandestin Golf & Beach Resort, FL
www.ladental.org/summerconference

February 23-25, 2020
Disney's Yacht Club Resort, FL
www.ladental.org/character

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The entire LDA crew (dental professionals AND guests) headed to the all-inclusive resort excursion in Cozumel, Mexico.



Dr. David Bellow and wife, Judy, enjoying the beautiful sunset.



It's a family event! Sisters Carla Oberhofer and Beth Ruebsamen, along with Dr. Kris Ruebsamen, plan their family trips together AND got a tax write-off!



Above: Cocktails and company never disappoint with the LDA group! These folks enjoyed the LDA private reception: Angele Waguespack, Dr. Lamar Waguespack, Dr. Vince DiLeo, Mary DiLeo, Dr. David Hildebrandt and Jeanne Hildebrandt. **Right:** LDA members Dr. James Stafford and Dr. Keith Kyler grab their morning coffee before heading to their seats for the first day of C.E. on the ship.



Dr. Garrett Lipsey, Dr. James Stafford, and Dr. David Hildebrandt grabbing their last 3 hours of C.E. during the trip.



Grabbing a drink before dinner - A.J. Divincenti, Dr. Kitrina Cordell (speaker), Kevin Klingman, and Dr. Nicole Theiler.



CHEERS! Cozumel C.E. is done and time for a margarita for Dr. Keith Kyler, Karen Kyler, Dr. James Stafford, and Margie Stafford.



Dr. Teri Hernandez and Robert Williams try to hit the JACKPOT in the cruise casino!

Preferred Provider Organization Contracting – Beware of “Networking Leasing” in Louisiana

Dear Member:

The Louisiana Dental Association (“LDA”) is providing you this information because we feel it’s important to make our members aware of improper “network leasing” practices currently being undertaken by some Preferred Provider Organizations (PPOs) here in Louisiana and how these actions by some PPOs may be impacting your dental office.

What is a PPO?

PPOs are popular arrangements that allow patients to utilize his or her dental insurance and also visit “in-network” provider dentist of their choice. Dentists agree to participate in one or more PPO “networks” by signing contracts with PPOs and agreeing to accept set contractual reimbursement rates from the PPO and patient for dental services that are less than the customary fee usually charged by the dentist. The benefit to the dentist in accepting a reduced rate for dental services is the additional patients the dentist is expected to receive from the PPO by being an “in-network” dental provider.

What is “Networking Leasing?”

We have identified numerous instances in which a PPO’s Explanation of Benefits (“EOBs”) received by a dentist for dental services performed as an “in-network” dental provider, regularly reveals utilization of alternative rates of payment from other third-party PPOs, rather than the contractual reimbursement rate as originally agreed to between the dentist and the PPO. This practice by PPOs is commonly referred to as “networking leasing.”

In simple terms, rather than making payment as contractually negotiated, these PPOs are “leasing” from other PPOs lower reimbursement rates, to reduce the terms of payment for dental services provided by a dentist and his or her office. In an extreme example, a dentist who signs a single PPO contract may inadvertently agree to participate with dozens of PPO dental plans.



NEW ADVOCACY INITIATIVE

In other instances, outofnetwork dental plans are engaging in “silent network leasing” whereby the plan “leases” from and obtains the dentist’s innetwork PPO reimbursement rates. In other words, rather than paying dentists their out-of-network rate, dental plans are paying dentists a lesser amount based on favorable PPO network rates, even though the out-of-network dental plan originally indicated the dentist would be paid at the higher out-of-network rates.

Importantly, “network leasing” confuses office staff on which fee schedules are in effect, and which in turn leads to patient dissatisfaction when the wrong co-pay is charged. This patient dissatisfaction can ultimately lead to lost business for the dentist.

“Network leasing” is to the detriment of the dentist, since the dentist is ultimately paid less for dental services provided than originally agreed to by the PPO or originally quoted by the outofnetwork dental plan.

Is “Networking Leasing” legal in Louisiana?

Reimbursement via a network leasing arrangement is illegal under Louisiana law, unless it is disclosed in advance and on the patient’s benefit card. The law restricting network leasing is found in LSA R.S. 40:2203.1. While Louisiana law restricting network leasing does not specifically refer to dental PPOs neither does the law specifically exclude them. Legal counsel for the LDA is of the opinion this law applies to all health care PPOs, including dental PPOs.

If a PPO is found to be in violation of Louisiana law, a judge can award damages to a dentist equal to double the fair market value of the services provided, and not to be less than the greater of fifty dollars a day for noncompliance or two thousand dollars, plus an award of attorney fees.

What can dentists do to avoid the financial harm caused by “Network Leasing?”

The LDA is committed to ensuring that all Louisiana dentists are made aware of “network leasing” and the potential pitfalls when entering into a PPO agreement. Dentists have a number of options to combat PPO “network leasing.”

First, dentists may want to review their PPO contracts in light of these widespread actions and should also carefully weigh the potential for expanded patient access inferred by PPOs that may entail substantially reduced rates. While new patients may or may not result from the PPO agreement; other PPO networks may nonetheless then be able to access those substantially reduced rates, thereby reducing PPO's reimbursement rates to in-network dentists even further. In other words, the dentist could potentially receive few or even no new patients, and yet the dentist's reimbursement rates for current in-network PPO patients could suddenly be reduced by signing a PPO agreement.

Second, review of your EOB statements, and comparison of actual payment for services rendered offers insight into the practice of "network leasing" and whether your office has been a victim of this practice. If so, often within the remarks section of the EOB statement, the claim will indicate: "Claim Processed using [third party PPO] contract" or "Discount through [third party PPO] network."

Finally, should you feel your practice has been financially impacted by "network leasing," there are possible legal remedies available to you. LDA recommends that you consult with a reputable Louisiana attorney to make such a determination.

What is LDA doing to prevent improper Network Leasing in Louisiana?

LDA believes "network leasing" undermines dentistry in Louisiana, and we are committed to notifying and educating all of our members of this practice. LDA remains vigilant in its efforts to protect its member dentists, and accordingly LDA has recently issued "cease and desist" notices to those PPOs that have been identified as participating in illegal network leasing activities. LDA also intends to issue future "cease and desist" notices to any PPO found to participate in illegal "network leasing" activities here in Louisiana. Finally, LDA is also exploring additional actions, including lobbying efforts with the State Legislature.

We also encourage our members to contact us with any examples of improper network leasing so that appropriate action may be taken to protect the profession.

Should you have any additional questions regarding this notice, please do not hesitate to reach out to Christian Weiler of the law firm of Weiler & Rees, LLC at 504-524-2944, who assisted the LDA in the preparation of this notice.

LDA will keep you informed of further actions we may take on behalf of our members.



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LDA Louisiana dental services, inc.

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

LDS Endorsed Companies Support LDA at Conference and Through Discounts to Members

Oh my goodness; where does the **time** go? It's already **time** for the New Orleans Dental Conference/LDA Annual Session. In its 66th year, May 9-11, 2019, there is once again a number of LDA/LDS endorsed companies who are taking part in the meeting by exhibiting. You will be able to take the opportunity to talk one-on-one with ADS Transitions (practice transition), Association Gloves & Supplies (gloves, masks and disposable products), Best Card (credit card processing), Brown & Brown Association Services Professionals (insurance products), Campus Federal Credit Union (practice financing), CareCredit (patient treatment financing), iCoreConnect (HIPPA-compliant email), and ProSites (website design and maintenance).

At the LDS booth (#308), you can get info on all the endorsed companies and watch a short video that shows how an LDA member can save over \$6,500 a year using five of the LDA/LDS endorsed products that everyone needs in order to practice dentistry in Louisiana.

And, speaking of saving money, the Office Depot small business savings program call really save each of us a lot of money each year. Did you know that through your membership with the Louisiana Dental Association you can take advantage of exclusive pricing we negotiated with Office Depot?

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Option 2: Visit www.ladental.org/LDS and go to the Office Depot section for a store purchasing card. Get it laminated at the copy & print center for free and use it at the **time** of check out and your discounts will apply. You will always get the lowest price!

Superior Value, For Members Only... we're serious about our motto so give one or two companies a try and see how much you can save!

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Dr. J. Jerome Smith
President, Louisiana State Board of Dentistry

Planning to Avoid “Bad Calls”

I thought I’d get a jump on my first LDA Journal article the afternoon of February 3 since I don’t plan on watching **Superbowl LIII** this **Superbowl Sunday** and I assume that many of you Saints fans feel the same way.

Prior to being appointed to the LSBD over six years ago, I wondered what really went on “behind those closed doors” of the board office. Having now have attended over 20 board meetings, I can tell you with absolute honesty that it wasn’t quite what I had anticipated. During my tenure on the board, the members that I’ve had the privilege to serve with really do take their positions seriously. We have some lively and some intense discussions from time to time, but respect one another’s opinions and try to stay focused on our role as board members, which is to protect the public. Having said that, as dentistry as well as medicine has seemingly come under much scrutiny through the eyes of the media, especially social media, we remain committed to making sure that we’re doing our very best to remain attentive to current concerns, in particular with regard to anesthesia, infection control, etc.

For 2018, Dr. Marija LaSalle submitted a summary of the number of complaints submitted to our board which was published in the past issues of the *LDA Journal*. I thought that it would be even more informative to show the nature of the complaints that are submitted to the board office last year and this is cited in the following table.

The “Other*count (line 2), includes sexual harassment, expired drugs and missing equipment (CDC inspection), anesthesia incidents, inappropriate touching, practicing outside of specialty, substance abuse (i.e. positive drug test), “conspiracy to implant tracking device,” etc.

It seems like the majority of the complaints stem from a “communication breakdown” between patients and doctors/ staff, the perception of “rude treatment,” fee disputes, allegations of over diagnosis, problems with removable dentures and partial dentures and some dental implant related outcomes.

If a patient files a complaint with the board, it is our obligation to follow through with the complaint regardless of the nature of the allegation, which most of the time involves requesting a written response to the complaint from the dentist or dental hygienist. **In the vast majority of the complaints filed, the complaint is dismissed because of lack of merit.** In

Complaint	Count
Substandard Care	62
Other*	17
Fee Dispute	16
Fraud	14
Advertising Violation	7
Rude Treatment	7
Habitual Indulgence	5
Illegal Prescribing	4
Lack of Informed Consent	3
Unlicensed Practice	2
Allowing unlicensed persons to practice dentistry or dental hygiene	1
Failure to Return Records	1
Fraudulent inducement of dental patronage	1
Violation of Board Rule (unsanitary conditions)	1
Violation of Board Rule spore testing	1
Violation of Board Rule; 37:793 (C)(3)	1
Grand Count	143

some cases, the board will request the dentist or dental hygienist to come to the board office for an **informal hearing** only in those matters where greater clarity and one-on-one discussion is necessary in order to follow through properly. As board members on a discipline oversight committee of three, we have to be like referees in these matters. We review the patient’s complaint, the doctor or dental hygienist’s story and are left with having to come up with a decision on the matter. Sometimes this is rather simple and straight forward. And sometimes this involves a much more indepth analysis to try and come up with the right course of action. And this is NOT easy, by any means.

A “**bad call**” on our part is something that we try to avoid and a “**no call**” (such as in the recent Saints-Rams game) is probably even worse! Regardless, if the dentist or dental



(Left to right) Brian Samuel, board investigator; Kristen Ferran, administrative assistant in licensing/anesthesia; Erin Conner, assistant executive director; Alexx Smith, administrative coordinator; Rachel Daniel, administrative assistant; and Arthur Hickham, DDS, JD, executive director.

hygienist is not in agreement with the decision, the case can go on to a formal hearing. In years past, this involved another trio of board members to review the findings of the case, however, due to recent legislation, the practitioner now has the option to go before an administrative law judge instead of the dental board. As the old saying goes, “there are three sides to every story—their side, your side and the truth.” Finding “the truth” in all of these matters is the honest intention.

Back in 2010, I had a patient file a complaint against me with the dental board. As I recall, this patient was driving along the back roads of Ville Platte, LA one evening and

hit a cow! Her attorney was filing a lawsuit against the farmer whose cow evidently either jumped the fence or was inadequately fenced in and wandered onto the road and subsequently struck by the plaintiff in her two-tone Chevy Impala. Her attorney, a guy that I went to elementary school with back in the 60’s, referred her because she claimed that the accident caused her to have some “dental problems.” I saw her, performed an in depth clinical and radiological exam and summed up my conclusions in a report to her lawyer. Basically, it stated that “her existing dental problems including recurrent decay, failed three unit bridge, missing teeth, Class III periodontal disease” were not caused by the Chevy-bovine collision. Subsequently, I received a very nasty letter from her including

promising to report me to the dental board, which she did. I was contacted by the board for a response, sent in my findings and opinion, and “the case was closed.” This is what occurs in most instances.


Also, as a reminder for compiling your C.E. hours, for those of you that are doing volunteer dental work, you can earn up to 3 hours of C.E. per year towards your total C.E. hours. Currently, the LSBDB has approved those entities as listed below and these hours can be reported in the C.E. Broker section entitled “Treating a donated dental service patient (pro bono).”

- Greater Baton Rouge Community Clinic
- Lafayette Community Health Care Clinic
- Northeast Louisiana Virtual Clinic
- 232-HELP, Inc.
- St. Bernadette Community Clinic
- Shreveport Bossier Rescue Mission
- Covington Food Bank
- Community Healthworx
- Donated Dental Services
- Latin World Ministries

If you are involved in some other type of volunteer work or organization that is not listed above, please submit the information to the board office for review and hopefully inclusion in the above list.

I am including a photo of our office staff and their responsibilities. I personally feel that they work very well as a team in conjunction with our fellow board members

Lastly, I’d like to mention that it has been a privilege for me to have worked with our recent outgoing past board members Drs. Dean Manning, Wilton Guillory, Ronnie Marks and Rick Willis. I look forward to our paths hopefully crossing again in the future. On that same note, I’d like to welcome our newly appointed board members, **Mr. Albert Bossier, JD (Consumer member); Dr. Kimberly Caldwell (4th District at large member), Dr. Jeetendra Patel (4th District) and Dr. Stephen Ortego (3rd District).**



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Broader Network of Doctors & Hospitals

The LDA has chosen broad networks of doctors and hospitals in Louisiana and nationally for their members. You may find that your choices are much more limited on your current plan. For example, many Blue Cross/Blue Shield policies are now HMO's. HMO's typically require treatment in-state only and many even further restrict the network to a certain region of the state.

Lower Out-of-Pocket Costs

Dollar-for dollar, the LDA plans frequently have lower co-insurance and out-of-pocket maximums than other carriers like Blue Cross/Blue Shield.

Employer-Friendly Program

A few of the differences between the LDAHPT and traditional group plans are:

- While employers do have to offer the plan to all eligible employees, there is no requirement to pay a portion of employee premiums.
- More dental offices can qualify for group rates which are typically more affordable than individual rates.
- Employers are not required to participate in order for their staff to be eligible.
- The fees qualify as a business expense for the employer. And, employees may save money too by paying with pre-tax dollars through payroll deduction.

Not ObamaCare

The LDAHPT is a Multiple Employer Welfare Arrangement (MEWA) owned by the LDA. This lets the LDA design plans with the health benefits our members want while avoiding some mandates of the ACA and State that can increase costs.

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LDA

president-elect

Interview with our 2019-2020 President: Dr. Kristi Soileau

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

My parents, James Soileau of Ville Platte and Verna Nezat of Opelousas, brought me to my first home in Jackson, La. in 1958, where we stayed until I was about three, at which time we moved to nearby Clinton. It is there that I have so many good childhood memories of small-town living. In 1971, the English Racer was a new mode of bicycle, and I still have the one I received for Christmas that year. I would ride it to school each day after picking up a Susie Q, Funyuns, and a can of Coke at the little grocery around the corner on the way to school each day (this is true). My four sisters and I had to attend dance class and see the dentist 30 miles away, and I remember my mother would always dress us up when we had appointments with the dentist. Perhaps it is because of this, and my choice of diet back then, that I became interested in dentistry.



Family photo from 2003.

I attended Clinton Elementary School until the age of 14, at which time I entered Silliman High Institute of Technology, the original building having served as a young ladies' school in the 1860s. I was captain of the dance team, although I always secretly wanted to be on the cheerleading squad. Maybe that's why I became involved in dental advocacy. Heehee.

I left high school after junior year and entered Southeastern University, where I graduated in Biology in 1978. I taught at



Jackson Square with my three sons.

South Cameron High School my first year out, and then in the Village of Slaughter, La. my second year. I was accepted to the LSU School of Dentistry (on my second try) in 1981. Upon graduation, I entered the AEGD program, and then Periodontics, which residency I completed in 1988.

Meanwhile, I completed a Master's in Education at the University of New Orleans while in residency. I rather recently completed a Master's Degree in Health Care Ethics from Creighton University, which lead to my appointment to CEJBA, a Council of the ADA, as well as towards my becoming the volunteer dentist for Nôtre Dame Hospice, thanks to the contact made through Archbishop Emeritus Alfred Hughes.

Another benefit of dentistry is that while in school, one sometimes gets a spouse with the degree. Then you can live and talk dentistry 24-7, especially if your spouse is also enamored with the Tripartite. I met my husband, David DeGenova, while I was a dental student and he was an ortho resident, teaching third years how to bend wires, mine probably not impressing him much at that time.

At the suggestion of a faculty member, he did ask me out three years later (so I suppose he got over my lack of prowess with ortho), married at Holy Name of Jesus Church, and have three sons in their twenties. All three sons attended Trinity and then Newman in New Orleans. Alex graduated from Rhodes college, received a Master's in

Biology from Mississippi College, and is now a freshman at LSUSD. Adam is majoring in biology with plans to graduate from the Citadel in Charleston, and Christopher is a mechanical engineering fourth year student at the University of South Carolina.

We enjoy traveling as a family, and have been fortunate to have had edu-vacations to Europe, Canada, and to numerous beautiful U.S. cities, and so the benefits of dentistry are truly vast. I also enjoy a bit of lecturing and leisure reading, and working with St. Francis Xavier Church, where I received one of the 2016 Francis Xavier Rombouts Awards for service and volunteerism.

David and I also have been season Opera patrons for over 25 years, although our sons let it be known in their teens that they did not enjoy it as much as we did, so we went from five tickets to two, sadly. So, I bought a fishing camp in Grand Isle. That was more like it, they said. I figured if it got them to move back to Louisiana after college, it was worth the trade-off.

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

Drs. Don Toso and Darlene Bassett recruited me immediately out of residency to be editor of the New Orleans Dental Association newsletter, a position I have held ever since. Also, Dr Ben Leggett spurned my interest in community dentistry, which lead to my working at Lafon Nursing Home for the past 30 years. Further, because of other mentors such as Dr. Robert Barsley, LSUSD Dean Dr. Henry Gremillion, Dr. Gary Roberts, Oklahoma Dean Dr. Raymond Cohlmia, and countless others, I have truly enjoyed being enabled to participate in organized dentistry at the



La Mission of Mercy with son, Alex.

local, state, and national levels, and can't say enough about the benefits I have received from the positions I've been allowed to hold. It has been an amazing ride, and I look forward to many more years on that trail. Thank you to all those leaders who asked me if I'd like to help here or there, as I likely wouldn't have learned how if you hadn't asked.

Frankly, some of my most enjoyable moments revolve around being on dental committees, councils, and boards. Sitting around a table with people who have a passion for the profession and who don't go home until the agenda is exhausted is exhilarating and self-defining. Preserving future dentists' ability to make clinical decisions as he or she sees fit is crucial for both dentist and patient, and this cannot be achieved without action at both the political and organizational levels.



Celebrating ribbon cutting of LSU School of Dentistry's new building.



ACD Banquet, 2017.

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Above: With sons and friends at 2016 LDA Foundation Fishing Rodeo. **Right:** Krewe of Iris, 2017.

So, thank you to all of you hard-working cohorts who have contributed to assignments we've had together. It's been great getting to know you better...even when we didn't always agree!

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

Trying to keep up with recent presidents is, I can see, going to be a real challenge. Dr. Bob Barsley's plans involved strengthening outreach programs and Medicaid, increasing our membership "market share," and solidifying bonds with the LA State Board of Dentistry. Dr. Nelson Daly specified the importance of strengthening the alliance between LDA and the Dental School, LDA's role in tripartite dentistry, and LDA and Capitol Hill. Dr. David Hildebrandt had the goal of being truly flexible as our LDA membership needs varied and pushing forward the insurance regulation needs of our members, as well as to more readily avail himself to the membership, particularly those in crisis. And Dr. Danny Weaver has spent much effort in getting dentists to step up contacts with legislators, impressing upon our members the importance of educating lawmakers as to what dental issues benefit the public. I hope to have gained wisdom from each of these gentlemen during their presidencies, and to continue the strides which they made in all of these arenas. I also plan to join the ADA in its request that dentistry become more involved in preventing the opioid crisis. We will be jump-starting our two-year program this spring and summer with an art contest for children and patients of dentists (see pg. 29), the winners artwork to be used for a reproducible LDA OPIOID PROJECT PARTICIPANT display in members' offices. We'd like to have everyone join in for this endeavor by placing the display in an area visible to patients.

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?

Front and center is membership market share. Without adequate membership with the vast majority of dentists on board, it won't matter what the critical issues are... we will have no say in the development of our profession and thus would have

no reason to concern ourselves with such. Two-thirds of dentists are carrying the weight of the entirety of the profession, and this burden may not be sustainable. Without the ADA, would dentistry be a trade profession? We may never know, but one thing is certain: what you don't control controls you. Do we want to lose the significant amount of autonomy we now enjoy?

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?

Firstly, we members have an exemplary LDA staff who function as a well-orchestrated machine. They are up-to-date and well-prepared regarding member issues, are well respected regionally and nationally, and are in the know politically. Working with them is a pleasure, and the support they bring to the Board and committees of the LDA is phenomenal.

Our main focuses right now are getting the new office completed after agreeing to sell the current one; continuing to establish and improve upon innovative member benefits, such as our recently-introduced medical insurance for members; and furthering public and political representation, services, and programs, all with the desired effect of increasing member value and member numbers.

My goal is to continue supporting these endeavors, as has outgoing President Dr. Danny Weaver, with the transition being as seamless as is possible. Dr. Weaver has been a very dedicated president and is a distinguished gentleman through and through; I look forward to having his support on the Board as Immediate Past President in the coming year.

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

Wouldn't it be nice if we knew! Then we could simply sidestep issues by intercepting all the impediments that we face day-to-day. Unfortunately, it's not that simple, but what is in fact certain is that we must be malleable, stay active, and expend a lot of energy-and yes, political dollars-to be sure that our future stays as bright as we wish it to be.

We are repeatedly at or near the top of the "best professions" list in *US News and World Report* because of our tenacity and dedication through the years, and we want to stay at the top. Together, we will assure our ability to cure our patients of their dental problems, as we have spent so many years training to do. Get involved. Stay the course. Organized dentistry is the way not only to success, but also to survival.





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LDA Government Affairs Team Meets with Governor Edwards

Louisiana Governor John Bel Edwards met on January 22 with representatives of the LDA to discuss, among other things, possible increased funding for the LSU School of Dentistry, dental insurance issues of reimbursement via temporary credit card and network leasing, and dental Medicaid issues ranging from low reimbursement rates and the developing FMP program to pending changes in administration. The conversation at Edwards' office in the governor's mansion also involved several of the governor's closest aides who pledged to follow up and assist on a number of LDA issues. Present on the LDA's behalf were: Dr. Gizelle Richard, chair, LDA Council on Governmental Affairs; Dr. Robert Barsley, LDA past president and contact dentist for the governor; Ward Blackwell, LDA executive director; and LDA's lobbying team of Johnny Koch, Cary Koch and Scott Kirkpatrick.



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Hosted by Acadiana District Dental Association & LDA

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Last Chance Seminar - www.ladental.org/lastchance

Friday, December 13, 2019

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Welcome New LDA Members (February 2018-February 2019)

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Dr. Andrew Brouillette
Dr. Andrew Meram

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Dr. Keith Evans

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Dentists' Day at the Legislature

Wednesday, April 24, 2019

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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 (Capitol Park Welcome Center, 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 17 to reserve your spot!*

Name _____

Phone _____

Email _____

Address: 7833 Office Park Blvd.
Baton Rouge, LA 70809
Telephone: (225) 926-1986
Fax: (225) 926-1886
E-mail: jeanne@ladental.org

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

For more information or to register online visit:
www.ladental.org/dentistsday



LDA Opioid Awareness Campaign

“Dentists in Louisiana Want to Give Opioids the Boot” Kids Art Contest

Entry Form

AGE 8-12 DIVISION

AGE 13-18 DIVISION

NAME OF ENTRANT: _____

AGE: _____ DATE OF BIRTH _____

ADDRESS: _____

SCHOOL: _____

TELEPHONE NUMBER: _____

SIGNATURE OF ENTRANT: _____

(I acknowledge that this is my original artwork.)

SPONSORING DENTIST: _____

The undersigned hereby request and approve the entrant’s registration and participation in the Louisiana Dental Association art contest. In consideration of such registration and participation, the undersigned hereby agree to hold the LDA and any of its subordinate units and their officers, members, agents and employees, blameless and without liability, and hereby agree to release, indemnify and hold harmless all of the above mentioned from any and all claims and expenses resulting from or relating to entrant’s said participation. Entries become the property of the LDA, which retains exclusive rights to use said entries in future promotional materials, with creative credit given to the artist.

SIGNATURE OF PARENT/GUARDIAN:

PRINTED NAME:

DATE: _____

SCORING INFORMATION TO BE COMPLETED BY LDA OFFICIALS:

Slogan Clarity (max of 30 points): _____

Artistic Merit (max of 30 points): _____

Overall Impact (max of 40 points): _____

Contest Rules

Opioids – natural or synthetic, illicit or otherwise – all carry similarly high risks of dependency, addiction and overdose and are known to be addictive. Opioids also include common prescription pain relievers. If misused or abused, these drugs can cause severe harm.

The Louisiana Dental Association would like to do its part in educating our members and the public on the dangers of opioid abuse, as well as to inform children of the dangers of opioids by having them participate. For the contest, we are asking children to create an image representing dentists educating others on the risks and harm of opioid abuse.

- Poster must reflect the theme of “Dentists in Louisiana Want to Give Opioids the Boot” and must provide a positive message and focus on solutions to our state’s opioid abuse problems.
- Use 8 1/2 x 11, white, vertical sheet of paper.
- Open to Louisiana children, ages 8 to 18.
- Entries may be done via various media, including freehand with pencil, ink, crayons, markers, and the like, or submitted digitally if designed on a computer. No copyrighted images. Must be original work.
- Must be the student’s original slogan and artwork, and should be age appropriate within the grade division. Signature signifies it is student’s original artwork.
- No glue or glitter.
- Each entry must be submitted with a fully completed and legible entry form.
- All entries become the property of the Louisiana Dental Association and may not be returned to the artist.

Judging

Judging will be done by the Louisiana Dental Association Opioid Awareness Ad Hoc Committee with the assistance of the LDA staff. A 100 point scoring system will be used to determine the winners. All entries will be anonymous to judges. Items of consideration in which entries are judged will be in regards to quality and creativity of design, positive approach to the theme, and reproductability of the piece.

30 Points: Slogan - How clearly is the theme presented?

30 Points: Visuals - How well do the visuals convey the message?

40 Points: Overall impact - How effective was the poster in capturing your attention and causing you to reflect on the topic?

Awards/Prizes

An overall winner will be featured on the front cover of the *LDA Journal*, a quarterly peer reviewed magazine for dentists with 2,000 subscribers. Winners’ artwork will also be featured at the New Orleans Dental Conference/LDA Annual Session May 9-11, 2019. Awards will also be provided for 1st, 2nd, and 3rd place participants in each of the age groups. If appropriate, judges have the right to select Honorable Mention entries.

Prizes: 1st - \$100; 2nd - \$75; and 3rd - \$50.

Submission/Deadline: April 15, 2019

Entries should be postmarked by April 15, 2019, to the


LDA Office, Attn: Dr. Kristi Soileau, 7833 Office Park Blvd., Baton Rouge, LA 70809

Questions should be directed to (225) 926-1986 or info@ladental.org.

Email submissions are welcome. However, if an emailed submission is not high resolution enough to be printed on the cover of the *LDA Journal* and the entrant cannot produce the original piece, the entry will be forfeited.

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Four Steps for Business Success

Own my small business for 16 years has taught me a lot about discipline, hard work, patience, and achievement. Running a successful business is rewarding, yet extremely challenging at the same time. Business owners face some of the same struggles across any industry. Whether a dental practice, financial planning firm, manufacturing company, or any other company, there are key ingredients that the most successful businesses have and that any business owner should incorporate. Let's look at four steps for business success: Find your "Why," set Wildly Important Goals, develop efficient systems, and execute.

Step 1: Find your "Why." Simon Sinek, bestselling author of *Start With Why*, says, "People don't buy what you do, they buy why you do it." Start with why you do what you do. This is the purpose, cause, or belief of the business. A couple of years ago I re-examined why I was in business. I discovered that I enjoy contributing to our clients' families and helping them with their goals. That's why I started The Olivier Group and that's why we come to work each day. Successful businesses that have longevity have a great vision of why they are in business. If you can express that to your patients or clients, then they will be inspired to work with your company. This also applies to your employees. Ensure that they believe what you believe, so they can help work towards your vision. Create your business plan around this vision.

Step 2: Set Wildly Important Goals. When planning set ten-year, five-year, three-year, and one-year goals. Start with the ten-year goals and five-year goals. Then break it down to what the company needs to do on a three-year basis and then one-year basis. Break down the one-year goals even further to a quarterly basis and then to a weekly basis. Always make sure the goals are specific, measureable, pursuable, and compatible to your long-term goals and aligned with the overall vision for the business. Identify Key Performance Indicators (KPIs), measureable values that can determine if the company is working towards the goals. Tracking KPIs is a way to keep score. Verne Harnish, author of *Scaling Up: How a Few Companies Make It...and Why the Rest Don't* says, "Nothing builds momentum and energy like hitting specific targets." Throughout this process communication with your partners and staff is key. One of the most successful business leaders of our time,

John D. Rockefeller, built his oil empire by establishing priorities and having a daily meeting with his key executives. Keep your employees aligned with your goals.


Step 3: Develop efficient systems. Once you have the goals and KPIs in place it is time to establish a system for each goal. Goals are worthless unless there are efficient processes in place to pursue them. The systems are all of the daily tasks that can get you to your goals. Create an environment where the employees are always looking to improve and streamline the systems.

Step 4: Execute the plan. When you have your systems in place meet on a consistent basis, make sure there is an employee assigned to each task, and hold each employee accountable. Verne Harnish lists the three most powerful tools a leader has in getting team performance: peer pressure, collective intelligence, and clear communication. By meeting with your team at least weekly and holding them accountable you will have constant execution of your plan, getting you closer to your goals. Don't forget to reward your team when a goal is accomplished.

Running a profitable business is hard work. Spend your time wisely and master these four steps to effectively and efficiently grow your company to success.

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. The example represented in this article is not indicative of all individual situations. Each individual has unique circumstances. 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](#).

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LDA feature

Jack Casanova, Jr.
Baldwin Haspel Burke & Mayer, LLC

Selling a Professional Services Business

Building a successful professional services business takes years of hard work and dedication. In addition to running the day-to-day operations of the business, owners must maintain a strong reputation in the community, preserve a loyal client base and train a dependable staff. Selling a business that took such time and effort to build can be a difficult decision, both emotionally and financially.

Potentially, the most important aspects of selling such a business take place before the actual sale. Preparation is crucial to the successful sale of a professional services business. Accordingly, please see the following pre-sale preparation list that can be used to help effectuate the sale of a business in an efficient and effective manner.

Pre-Sale Preparation:

- Review and streamline financial statements (i.e. clean up balance sheet, including resolving bad or old receivables);
- Consider getting audited financial statements;
- Update billing cycle;
- Review and confirm that all necessary licenses and permits are current;
- Organize executed copies of all material contracts, including amendments and extensions;
- Discuss goals and transaction objectives with advisors;
- Develop clear and concise plan for the sale of the business.

In addition, the due diligence process can be arduous and expensive. Sellers can save significant time and money by having material documents and financials organized in advance. The following list previews customary requests made in connection with the sale of a business.

Basic Document/Information Requests:

- Summary of company profile and history;
- Articles of Incorporation/Bylaws, including any amendments;
- Operating agreement, including any amendments;
- Financials statements (balance sheet, income statement, cash flow statement);
- Summary of key contracts (real estate leases, equipment leases, vendor contracts, etc.);
- Bank statements;
- Summary of clientele;
- Estimates of client retention on sale;
- Employee benefits plans;
- Key employee compensation documentation;

- Debt history;
- Insurance policies and loss runs;
- Licenses, permits and authorizations.

Finally, there are several mechanisms in place that may allow for business owners to reduce, defer and potentially exclude taxes resulting from the sale of their business. For example, La. R.S. § 47:293(9)(a)(xvii) provides an individual income tax deduction for net capital gains (the “Net Gains Deduction”), resulting from the sale or exchange of an equity interest in or substantially all of the assets of a non-publicly traded corporation, partnership, limited liability company or other business organization commercially domiciled in Louisiana for at least 5 years prior to the sale or exchange. The amount of the Net Gains Deduction will vary depending on the length of time the business is commercially domiciled in Louisiana.

Alternatively, the Opportunity Zone program, created by the Tax Cuts and Jobs Act of 2017, offers capital gains tax relief to investors for new investments in qualified opportunity zones. Investment benefits include deferral of tax on previously realized capital gains as late as 2026, if the amount of the gain is invested in a Qualified Opportunity Fund (“QOF”). Specifically, a taxpayer that recognizes capital gain from sales to unrelated persons, and within 180 days invests an amount that is less than or equal to the capital gain into a QOF, may elect to defer the reinvested portion of the original capital gain. For instance, the amount of capital gain invested in a QOF may be discounted by up to 10% if the investment is held 5 years and up to 15% if the investment is held for 7 years or more. Further, if the investment is held for 10 years or more, any appreciation associated with the QOF investment will be shielded from capital gains tax.

***About Jack Casanova, Jr.:** Jack is an attorney at the New Orleans based law firm of Baldwin Haspel Burke & Mayer. His practice consists primarily of transactional matters, with an emphasis on federal and state taxation, and estate planning. Baldwin Haspel Burke & Mayer is a New Orleans based law firm that has been providing advice and guidance to companies and individuals regarding the acquisition and sale of companies, corporate and tax planning, estate planning and complex litigation since 1914. Visit www.bhbmlaw.com to learn more.*



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



TEAM UP for a Healthier Tomorrow

Oral health care professionals are well aware of the relationship between oral health and overall health. For too long we have separated the mouth from the rest of the body in terms of health care practices. An important academic effort to improve the health of patients is interprofessional education or IPE. The World Health Organization defines IPE as “when students from two or more professions learn about, from, and with each other to enable effective collaboration and improve health outcomes. Once students understand how to work interprofessionally, they are ready to enter the workplace as members of the collaborative practice team.”

The first IPE course for LSU Health Sciences Center (LSUHSC) students from the schools of allied health, dentistry, medicine, nursing and public health debuted in 2012 as a university-wide elective. Under the leadership of Tina Patel Gunaldo, PhD, DPT, MHS, director of the LSUHSC Center for Interprofessional Education and Collaborative Practice, the IPE effort at the university has strengthened considerably in the past four years. One of its major initiatives is the LSUHSC Team Up™ program—a two-year IPE experience integrated within the curriculum of all six LSUHSC schools for first- and second-year students. When the inaugural student cohort participated in Team Up in September 2017, approximately 700 first-year students from 19 academic health programs representing five schools convened in 65 teams on a monthly basis every Monday afternoon until April.

A current IPE focus is the improvement of Louisiana immunization rates through interprofessional collaboration. The United States has recently seen an increase in cases of mumps and measles, which had been uncommon in the past few decades due to high vaccination rates and the resultant herd immunity. Louisiana has a 96.1% coverage rate for children entering kindergarten, but the vaccination coverage



(Left to right) Sandra Andrieu, Ph.D, Associate Dean for Academic Affairs; John Gallo, DDS, Associate Dean of Clinical Affairs; Jessica Owens, DMD, Assistant Professor in Periodontics; and Tina Patel Gunaldo, PhD, DPT, MHS, director of the LSUHSC Center for Interprofessional Education and Collaborative Practice presented the immunization workshop at the ADEA Annual Session in March.

rates begin to decline with age. According to the Centers for Disease Control and Prevention (CDC), 2017 Louisiana teen coverage rates are: Tdap 91.5%, MenACWY (88.1%), and HPV series completion 52.9%. While these percentages are in alignment with Healthy People 2020 indicators, the state can do better. For older adults, the vaccination coverage continues to decrease. The coverage rate for pneumonia is 33.8%, tetanus 55.4%-64.2% and Tdap 30%. The MenACWY protects against four types of meningococcal diseases and Tdap is a combination vaccine that protects against tetanus, diphtheria, and pertussis (whooping cough). In addition, the burden of disease has a tremendous impact on our U.S. health care system as evidenced by the 2017-18 flu outbreak, which impacted 49 million individuals, hospitalized 960,000 patients, killed 79,000 individuals and cost \$10.4 billion.

This IPE immunization initiative aims to bring together stakeholders interested in improving the health of Louisiana citizens through immunization advocacy. In 2017, the LSUHSC New Orleans campus held an interprofessional

2019 EVENT

2019 Alumni Day Team Up For a Healthier Louisiana

LSU School of Dentistry
Friday, September 20
8:00 a.m. - 5:00 p.m.

Key Note Speakers:

Purnima Kumar, BDS, MS, PhD, Professor,
Periodontics, Ohio State University

DeWitt Wilkerson, DMD, Senior faculty
member at The Dawson Academy

LSUSD Faculty Members: Panagiotis
Dragonas, DDS & Jessica Owens, DMD

Special Guest: ADA Executive Director
Kathleen O'Loughlin, DMD, MPH

education event focused on immunizations for all students. During the event students asked, "What impact might we have on improving immunization rates if we all advocated for patients to receive immunizations?" Research indicates provider recommendation increases the likelihood of a patient receiving a vaccine by five-fold.

LSUHSC's goal is to increase immunization education in the dental and dental hygiene curricula to improve immunization rates in our patient population. By integrating questions and providing information concerning immunizations during the medical history intake for the approximately 13,000 patients who receive care at LSUSD, we hope to improve immunization rates for both children and adults who pass through our doors.

At the American Dental Education Association Annual Session in Chicago in March, four of our faculty members provided education to faculty and students from other dental schools about integrating immunization education in the student curricula. Through their workshop entitled "Public Health Policy in a Dental School: Integrating Immunization Initiatives," Drs. Sandra Andrieu, John Gallo, Tina Gunaldo and Jessica Owens shared their experiences and the steps they are taking to include immunization education at LSUSD.

It is our hope—that in time—the dental community will be agreeable to participating in such an effort. From students to established providers, for general dentists and dental hygienists, we believe that by recommending vaccinations, educating our patients on vaccinations and documenting the vaccination status of patients, we will improve the health of all Louisiana citizens.

Dr. Damien Cuffie Joins the ID Dental Clinic



Damien Cuffie, DDS, MPH, who joined the LSUSD Diagnostic Sciences faculty in 2018, practices dentistry at the Infectious Disease Dental Clinic. A recent graduate of the LSUHSC General Practice Residency (GPR), he served as chief resident during his second year in

the program. He entered dentistry after a career in public health, graduating with a master's of public health from LSUHSC in 2010 and a DDS from Meharry Medical College School of Dentistry in 2016. He also received a certificate in health science from Meharry Medical College School of Graduate Studies and served as a Robert Wood Johnson Health Policy Scholar.

Dr. Cuffie currently serves in the U.S. Army National Guard at the rank of captain. After completion of the GPR program in 2018, he practiced in the Southeast Louisiana Veterans Health Care System. Before beginning his career in dentistry, Dr. Cuffie served as an analyst in Disease Management with the LSU Health Care Services Division, and worked for Ochsner Health System on its medical information system. With his public health background, Dr. Cuffie is a valued addition to the Infectious Disease Dental Clinic.

A component of the Infectious Disease Center of University Medical Center New Orleans, the ID Dental Clinic treats patients living with HIV and AIDS. One of three dentists in the clinic, Dr. Cuffie joins Dr. Dwight Brown, clinic director, and Dr. Alana Goldstein Schier. Dr. Goldstein Schier, who has worked in the clinic for the past four years, will be leaving in June.

Dental Lifeline Network • Louisiana

February 2019



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Timothy Delcambre, DDS

William Hall, DDS

Jennifer K. L. Hew

Laurie Moeller, DDS

L. Stephen Ortego, DDS

Dental Lifeline Network • Louisiana appreciates the Louisiana Dental Association and its partnership in jointly developing a Donated Dental Services (DDS) program in 1987, to help people with disabilities or who are elderly or medically fragile and have no other access to dental care. The Louisiana DDS program is part of a network in which services are available in all 50 states and the District of Columbia. Last year, DLN volunteers provided over \$26 million in donated treatment nationwide.

DLN launched a new volunteer recruitment campaign in November to help veterans with special needs and attract more volunteers. With the help of the American Dental Association and other membership organizations, promotions and emails were sent to dentists asking them to volunteer for "Will You See One Vet," a moniker adopted for Veteran services. The campaign attracted over 400 new volunteers nationally, including in LA, and these new volunteers will be linked with veteran applicants with disabilities, who are elderly or medically fragile.

Since inception, Louisiana dentists and labs have donated **almost \$10.9 million worth of comprehensive treatment for 5,278 vulnerable people.**

Donated Dental Services (DDS) Program Totals			
Below is a snapshot of the first seven months of this fiscal year compared with last year, and last year's final statistics.			
	7/1/18-1/31/19	7/1/17-1/31/18	7/1/17-6/30/18
Donated Treatment Value ¹	\$227,091	\$172,434	\$288,552
Donated Lab Value	\$12,507	\$11,266	\$17,541
Average Value of Treatment ²	\$3,729	\$4,152	\$4,387
Patients Served ³	143	82	128
Patients on Wait-list	139	178	165
Participating Dentists	364	351	351
Participating Labs in LA	77	73	73
Participating Labs outside LA	3	5	5

¹Donated treatment value includes lab value.

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

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

*While volunteers generously donate their services, funding is necessary to support their efforts by providing program coordination, oversight and covering program costs such as the coordinator's salary and benefits, office and administrative expenses. **Thanks to those who contributed to DLN through the LDA Dues Statement – your contribution made a difference!***

The DDS program restores the oral health and often transforms the lives of the patients we serve, like Roy, 79, an army veteran who lives in northwest Louisiana. In addition to battling diabetes, Roy has kidney failure and must undergo dialysis three times a week and has heart issues. Sadly, his dental health was also poor and interfering with his overall health. His physician became concerned and urged him to address his dental problems. Formerly a construction worker, Roy was forced to stop working due to his health and now relies on a Social Security benefit and a small military benefit to make ends meet. Fortunately, the DDS program was able to help and a volunteer dentist and a lab came to his aid. Thanks to this generous team, Roy received \$3,100 in donated treatment that restored his oral health and smile! He wrote to express his appreciation for this amazing gift.

"Dr. H went beyond and did a real good job. I can smile and chew again. Thank you!"

For more information go to: DentalLifeline.org or contact: DDS Coordinator, Michelle Aiken at maiken@DentalLifeline.org or 225.926.8062



Dr. Terry Billings (Metairie) DDS Volunteer since 2007, with his staff and DDS patient.

Learn more about DLN, Volunteer or Donate at: DentalLifeline.org

Intraoral X-Ray Sensor Repair/Sales: We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/Carestream, and major brands. We also buy/sell sensors. American SensorTech, (919) 229-0483, www.repairsensor.com.

Grand Family Dentistry is seeking a Full-Time Hygienist to join our team. This is an outstanding opportunity to join one of the most successful private practices in Baton Rouge, Louisiana. State-of-the-art facility, impressive team with efficient systems that literally run the practice so you can focus on the practice of dentistry! Again, the position is in the family oriented community of Shenandoah in Baton Rouge, LA, with work hours being Tuesday-Thursday from 8 a.m. to 5 p.m and Friday from 8 a.m. to 1 p.m. We provide a competitive compensation package starting at \$38-40 per hour, including comprehensive health benefits (Health, Vision, Dental), Life Insurance, Continuing Education Allowance Program, 401(k) program and leadership opportunities. Please contact Dr. Grand at (985) 705-3786 or e-mail granddds@grandfamilydentalcare.com.

Associate Needed: Large Private Practice North of Baton Rouge. We place our focus on the health and well being of the patient, striving to provide for their needs with care and compassion utilizing the best materials and methods available. 8 total operatories - to view this practice in more detail, please visit www.pattersonconnect.com or email drchad@chadmorrisdds.com.

Used Dental Equipment for Sale: Perfect opportunity for equipment to start a practice or a satellite office. Equip three operatories with Pelton&Crane chairs with European delivery system and lighting. Two x-ray units, compressor, and other small pieces of dental equipment and instruments, including office furniture. If interested, please call (337) 205-3320.

BEAUMONT AREA: Established practice with 5 operatories equipped with computers and digital x-rays. The practice focuses on General/Family Dentistry and refers out all Orthodontic cases, some Endo, Perio, Oral Surgery cases and difficult Peds patients. 2 full-time hygienists account for about 40% of the revenue. 85% of the revenues come from PPO's, and the remainder is FFS. Revenues have been over \$960K over the past couple of years. There are just over 1,900 active patients in the practice with a new patient flow of 22 per month with most being referred through the insurance companies. Seller is available for a short transition period before retiring. Please contact: McLerran & Associates at 281-362-1707 or email: houston@dentaltransitions.com for more information.

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

Dallas Dental Symposium September 21, 2019: 8 Hours C.E. for \$400. Grafting, Website Design, SEO, Dental Taxes, Periodontal Treatment, Office Embezzlement, Orthodontics, Microscopy, and Innovative New Products. More Details: www.weteachextractions.com or call (843) 488-4357.

Overview: You've invested the time to become a great periodontist, now let us help you take your career further with more opportunity, excellent leadership and one of the best practice models in modern dentistry.

As a periodontist supported by Pacific Dental Services®, you can rely on a great number of referrals as you will be providing owner dentists the ability to provide excellent and comprehensive care under one roof. You will have the autonomy to provide your patients the care they deserve and provide you with the opportunity to earn excellent income and have a balanced lifestyle without the worries of running a practice.

The Opportunity: You became a dentist to provide excellent patient care and a periodontist to have a career that will serve you for a lifetime. As a PDS®-supported periodontist, you will have a balanced lifestyle, fantastic income opportunities and you'll work for an office that cares about people, their patients and their community.

The Future: As a periodontist, you will receive ongoing training to keep you informed and utilizing the latest technologies and dentistry practices. Pacific Dental Services is an equal opportunity employer. Apply Here: <http://www.Click2Apply.net/5wcp9kqy7wh46d5z>

Now Hiring General Dentists and Orthodontists, Oral Surgeons, Periodontists, and Endodontists with opportunities of partnerships in state-of-the-art practices in New Orleans (LARGEST IN THE CITY), Baton Rouge, and Lafayette areas. Our offices are digital/paperless and is equipped with the most innovative technology that includes scanner, 3d printer and CBCT. You will have a strong patient flow giving you ample opportunity as the sole provider to treat and educate a diverse patient pool. You'll have the autonomy of a traditional private practice without the administrative and financial burdens of practice management. We have a great compensation package with POTENTIAL TO EARN GREAT INCOME! If interested, please email your resume to thuydds@hotmail.com or call at (870) 362-1118.

MANDEVILLE DENTAL SUITE: Available Aug. 1, 2019. Fully plumbed, 5 treatment rooms with N2O2, central lab, 3D imaging on site. Contact endocenter@gmail.com for virtual tour.

You've invested the time to become a great endodontist, now let us help you take your career further with more opportunity, excellent leadership and one of the best practice models in modern dentistry. As an endodontist working in an office supported by Pacific Dental Services®, you can rely on a great number of referrals as you will be providing PDS®-supported owner dentists the ability to provide excellent and comprehensive care under one roof. You will have the autonomy to provide your patients the care they deserve and provide you with the opportunity to earn excellent income and have a balanced lifestyle without the worries of running a practice.

As a PDS-supported Endodontist, you have the opportunity to work full-time or part-time, fantastic income opportunities and you'll work with an organization that cares about their people, their patients and their community. You won't have to spend your time navigating practice administration, scheduling, or any other administrative tasks. Instead you'll, set your hours and focus on your patients and your well-being. As an endodontist you will receive ongoing training to keep you informed and utilizing the latest technologies and dentistry practices. Apply Here: www.Click2Apply.net/kw7hv8mpf8qn27cr

As an oral surgeon supported by Pacific Dental Services®, you can rely on a great number of referrals, as you will be providing owner dentists the ability to provide excellent and comprehensive care under one roof. You will have the autonomy to provide your patients the care they deserve and provide you with the opportunity to earn excellent income and have a balanced lifestyle without the worries of running a practice.

You became a dentist to provide excellent patient care and an oral surgeon to have a career that will serve you for a lifetime. As a PDS®-supported oral surgeon, you will have a balanced lifestyle, fantastic income opportunities and you'll work for offices that care about people, patients and their communities. You won't have to spend your time navigating practice administration and instead, you'll focus on your patients and your well-being.

As an oral surgeon supported by PDS, you will receive ongoing training to keep you informed and utilizing the latest technologies and dentistry practices. PDS is one of the fastest growing companies in the US which means we will need excellent specialists like you to continue to provide clinical excellence in the future. **Apply Here:** www.Click2Apply.net/krnvgqw67d4bjgdq



**FOR SALE
- DENTAL
TRAILERS:** The units are enclosed trailers that are pulled by a truck. Both the trucks and trailers were purchased new

in December 2017 and our company started servicing nursing homes in Virginia in January 2018. There is a generator that is bolted to the frame of the truck. It was also purchased new in December 2017. The unit is fully stocked with dental supplies for two operatories in order for basic dentistry to be performed. All dentistry was done from the patient's wheelchair. One of the trailers is 28 ft. bi-axle and the other is a 32 ft. tri-axle. Both are being stored in Baton Rouge, LA. The trailers are equipped for shore power through a 50A/240V receptacle on the left front of the trailers. They can be connected via the generator or through a physical service. There are two circuit breakers on the trailer that feed the power to receptacles throughout the trailer. There are also 2 a/c units that are hardwired and there is a vacuum system and air compressor that is housed in the outer compartment that is on the left side of the trailer. There is a Schick CDR sensor and a handheld x-ray machine in each unit. They both have 2 a/c units and a fireplace that puts out heat for the winter months. Contact Amie Rabel, (225) 324-5945; amiefalcon@gmail.com.

Full-time dentist needed for a New Iberia general dentist practice. Outgoing personality and a philosophy of gentle/excellent dentistry a must. Buy-in option available. Send resumes to chris@johntmahoneydds.com.

Impeccable Dental Practice in Alexandria, LA on the Market! It must be your lucky day, because there is a new impeccable dental practice in Alexandria, LA, on the market! Practice is located within a stand-alone building in an excellent part of the city. Due to the loyal patient base, amazing staff and incredible reputation the practice has in the area, there is tremendous goodwill within the practice. Therefore, to learn even more details about this stunning classic practice to see if it is the right fit for you, please read more below:

- 7 Fully Equipped (and certainly expansive) dental operatories
- Likewise, all ops are highlighted with upgraded equipment
- The average annual collections are over \$550,000
- The net to doctor after loan payment is over \$66,000

- Therefore, the total valuation of the practice is \$264,000
- Of course, there is great growth opportunity with extended hours, offering more services in house and additional marketing efforts

To learn even more about this undeniably incredible practice, please contact Kaile Vierstra with Professional Transition Strategies either by phone at (719) 694-8320 or by email at kaile@professionaltransition.com.

Grand Family Dentistry is seeking a Full-Time Hygienist to join our team. This is an outstanding opportunity to join one of the most successful private practices in Mandeville, Louisiana. State-of-the-art facility, impressive team with efficient systems that literally run the practice so you can focus on the practice of dentistry! Again, the position is in the family-oriented community of Mandeville, LA with work hours being Tuesday - Friday, from 8 a.m. to 5 p.m. At Grand Family Dentistry, we pride ourselves in providing the very best oral healthcare services in a friendly, community-focused practice setting. We strive to be leading edge dental providers of comprehensive dentistry while providing the absolute best care and service to our patients. The services we provide range from routine cleanings to implants, periodontal care, and endodontic services. Our hygienists practice in a collegial atmosphere with a professional operations team, allowing the hygienist to focus on quality patient care. We provide a competitive compensation package, including comprehensive health benefits (Health, Dental), Life Insurance, Continuing Education Allowance Program, 401(k) program and leadership opportunities. Please contact Dr. Grand at (985) 705-3786 or e-mail granddds@grandfamilydentalcare.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 Drodgy at (225) 926-1986 or info@ladental.org.

www.ladental.org

Every effort has been made to present this course listing as accurately as possible from information available on March 19, 2019.
Notice of changes will be announced on the website. Check for the most up-to-date list of courses here: www.LSUHealthNewOrleansCDE.org.

Course Date(s) & City	Course Name, Speaker(s) & Location	For	Fees	Hours*
Apr. 12-14 Live in New Orleans	Expanded Duty Dental Assistant (EDDA) w/Nancy DeGruy, RDH, CDA, EDDA; Dana Williams, CDA, EDDA; and Brianne Mannio, CDA, EDDA - at LSU School of Dentistry	Assistant	\$650	24 C (12L/12P)
May 17-19 Live in Lafayette	Expanded Duty Dental Assistant (EDDA) w/Karen Coco, EDDA; Loretta Hoyer, EDDA, CDT; and Telisa Rogers, EDDA	Assistant	\$650	24 C (12L/ 12P)
Starts May 17-19 Ends Jun. 7-8 Live in New Orleans	Local Anesthesia Training Program for Dental Hygienists (must attend both sessions). Presented by Christopher J. Spencer, DDS with injection lab guidance and supervision by members of the LSU School of Dentistry hygiene faculty – at LSU School of Dentistry	Hygienist	\$1,595	38 C (18L/12P/ 8SA)
May 18, 2019 Live in New Orleans	Digital & Conventional Radiology for the Dental Assistant (RAD). Presented by Dale Hernandez, LRT – at LSU School of Dentistry	Assistant	\$300	7 C (3.5L/3.5P)
May 31, 2019 – Feb. 15, 2020 Live in New Orleans	The 2019-2020 LSU Orofacial Pain Continuum™: Five Sessions. Presented by Henry A. Gremillion, DDS, MAGD; A. Dale Ehrlich, MS, DDS, MAGD; Gary D. Klasser, DMD; and Christopher J. Spencer, DDS – at LSU School of Dentistry	Dentist/Healthcare Professional	\$9,950	74 C 5 sessions
Jun. 7-8 Live in New Orleans A "Hands-On" Course	How to Fabricate a New Generation of Hybrid Dentures for Endentulous Patients (1.5 days). Presented by Marco Brindis, DDS with Julio Zavala, MDT – at LSU School of Dentistry ♦ Dentists: if you are bringing your assistant, please call (504) 941-8193 to register; do not register online.	Dentist Dental Assistant	\$1,995 ♦ Free	10 C (6L, 4P)
Jun. 14-15 Live in New Orleans	Moderate Sedation Review Course (Pediatric Patients Only). Presented by Michael D. Webb, DDS, Med – at LSU School of Dentistry	Dentist Dental Team Member	\$959 \$249	12 C (12L)
Jun. 21-23 Live in Baton Rouge	Expanded Duty Dental Assistant (EDDA) w/Jennifer Rayborn, EDDA; Leslie Hernandez, CDA, EDDA; and Leslie Smith, RDH - at National EMS in Baton Rouge	Assistant	\$300	7 C (3.5L/3.5P)
Aug. 16-18 Live in New Orleans	Expanded Duty Dental Assistant (EDDA) w/Nancy Weiss, RDH, CDA, EFDA; Dana Williams, CDA, EDDA; and Brianne Mannino, CDA, EDDA - at LSU School of Dentistry	Assistant	\$650	24 C (12L/12P)

Moderate Sedation Review Course (Pediatric Patients Only) – Covers Oral Sedation & IV Sedations

An updated review course that satisfies the La. State Board of Dentistry's latest requirements to renew a personal permit- no less than once every **four (4) years**- for the purpose of administering moderate oral sedation and/or IV sedation to pediatric patients only.

Presented by **Dr. Michael D. Webb, DDS, Med.** Dr. Webb is Chair of the Department of Pediatric Dentistry, Orthodontics and Dentofacial Orthopedics at East Carolina University (ECU) School of Dental Medicine. Prior to coming to ECU, he was in private pediatric dental practice in the Richmond, Virginia area. Dr. Webb is a graduate of Northwestern University Dental School and a board-certified pediatric dentist.

This course is for the entire dental team. After completing this review course, dentists should be better able to understand and explain the following:

- The role of moderate sedation in the treatment of pediatric dental patients
- Basic behavior management of the pediatric dental patient
- Pediatric anatomy and physiology, assessment of pediatric dental patients and monitoring of vital signs
- Medications used in pediatric sedation and emergency management
- Sedation for the medically, physically or mentally compromised patient
- Management of the pediatric airway
- Management of medical and sedation emergencies that can occur in the pediatric dental office
- The role of local anesthesia in pediatric moderate sedation
- The role of nitrous oxide in pediatric moderate sedation
- Pain Control for the pediatric dental patient

Call (504) 941-8193 to register.



Starts May 31, 2019 and Ends February 15, 2020
Five Weekend Sessions

For dentists and other health care professionals who have a desire to better recognize, evaluate, diagnose, manage and refer patients who have TMD, sleep disorders, and other types of orofacial pain.

Continuum Directors & Presenters
Henry A. Gremillion, DDS, MAGD
A. Dale Ehrlich, MS, DDS, MAGD
Gary D. Klasser, DMD
Christopher J. Spencer, DDS

Tuition Fee for the 5-Session Continuum: \$9,950 per participant
Save \$500 or more if you register with one or more dentists at the same time.

To register or to have a full color digital brochure emailed to you Call (504) 941-8193.

LDA

C.E. and LDA Events Calendar

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

DATE: April 5, 2019
TIME: 8:30 a.m.-11:30 a.m.
TOPIC: "Recognizing, Diagnosing, and Managing Common Medical Emergencies in the Dental Setting and Pitfalls of Sedation Dentistry"
SPEAKER: Dr. Brett King, DDS
PROVIDER: CDEBR & Louisiana Dental Association
LOCATION: The Bluffs, 14233 Sunrise Way, St. Francisville, LA 70775
REGISTRATION: www.ladental.org/hod or call (225) 926-1986

DATE: April 11, 2019
TIME: Social 6-7 p.m., Dinner 6:45, CE 7-9 p.m. (2 CE hrs)
TOPIC: Periodontics: A Review for the Clinical Dental Hygienist
SPEAKER: Jessica Owens
PROVIDER: VOCO-Cheryl Ranlett, RDH, BS
LOCATION: Cello's, 3401 N. Hullen St., Metairie, LA
REGISTRATION: RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS at www.nodha.org/?page_id=356. For questions, please email RDH@NODHA.org

DATE: April 12-13, 2019
EVENT: The LSU Pearls Course
PROVIDER: Louisiana Society of Oral & Maxillofacial Surgery Surgeons
LOCATION: New Orleans, LA
REGISTRATION: For more information or to register, contact paulettebinion@gmail.com; docs.wixstatic.com/ugd/c8dd57_a1741fb45ec642f69bb360639d099faa.pdf

DATE: April 16, 2019
TIME: 6 p.m.
TOPIC: Head & Neck Anatomy
SPEAKER: Dr. Woerner
PROVIDER: Shreveport-Bossier Dental Hygienists Association (SDHA)
LOCATION: Rotolo's Pizzeria in Shreveport, La.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit their Facebook page at www.facebook.com/groups/123019001229/.

DATE: May 9-11, 2019 (Thursday - Saturday)
EVENT: New Orleans Dental Conference/ LDA Annual Session
SPEAKERS: www.nodc.org/conference/speakers-a-course-descriptions
LOCATION: Hyatt Regency Hotel, New Orleans, LA
REGISTRATION: www.nodc.org or call (504) 834-6449

DATE: May 17, 2019
TOPIC: Cone Beam Applications in Dentistry
SPEAKER: Dr. Dale Miles
PROVIDER: CDEBR
LOCATION: Independence Park Theatre, 7800 Independence Blvd., Baton Rouge, LA 70806
REGISTRATION: cdeofbr.com/

DATE: May 21, 2019
TIME: 6 p.m.
TOPIC: Local Anesthesia
SPEAKER: Dr. Haydel
PROVIDER: Shreveport-Bossier Dental Hygienists Association (SDHA)
LOCATION: Rotolo's Pizzeria in Shreveport, La.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit their Facebook page at www.facebook.com/groups/123019001229/.

DATE: June 19-22, 2019 (Wednesday - Saturday)
EVENT: Summer Education Conference
SPEAKER: Dr. Julie Goldberg (Dental Risk Management: Root Cause Analysis through Claims Review) / Dr. Glenn Kidder (Diagnoses and Treatment of TMD) / Dr. Keith Evans (Real World Endo® presents Safety and Simplicity in Root Canal Instrumentation: Myths, Metal and Motion / Real World Endo® presents Instrument safety: Reciprocation vs. Rotation. Which is better?)
PROVIDER: Louisiana Dental Association
LOCATION: Sandestin Golf and Beach Resort, FL
REGISTRATION: www.ladental.org/summerconference or call (225) 926-1986

DATE: July 18-20, 2019 (Thursday - Saturday)
EVENT: LDA Foundation Fishing Rodeo
LOCATION: Sand Dollar Marina, Grand Isle, LA
REGISTRATION: www.ladental.org/fishingrodeo or call (225) 926-1986

DATE: August 9, 2019
EVENT: Kick-Off C.E.
PROVIDER: Acadiana Dental Association & Louisiana Dental Association
LOCATION: Petroleum Club, Lafayette, La.
REGISTRATION: www.ladental.org/kickoff or call (225) 926-1986

DATE: September 5, 2019
TIME: 6:30 p.m. (Dinner Not Provided) - (3 CE hours)
TOPIC: CPR Certification
SPEAKER: Iggy Rosales
PROVIDER: NODHA
LOCATION: Avenue Family Dentistry, 3600 St. Charles Ave., Ste. 202, New Orleans, LA - Free parking in garage below building.
REGISTRATION: RSVP Mandatory one week prior. To reserve your place see **BOOKING AND PAYMENTS** at www.nodha.org/?page_id=356. For questions, please email RDH@NODHA.org

DATE: September 14, 2019
EVENT: The 2019 Implant Seminar
TIME: 8 a.m. - Noon
TOPIC: Battlefield Prosthodontics
COURSE TYPE: Lecture 4 hrs (clinical)

PROVIDER: Louisiana Society of Oral & Maxillofacial Surgery Surgeons (LSOMS)
LOCATION: L'auberge Casino Hotel in Baton Rouge
DESIGNED FOR: General Dentist, Specialist, Hygienist, Assistant, Technician
FEES: \$150 per dental professional; \$100 per staff member
REGISTRATION: For more information or to register, contact paulettebinion@gmail.com

DATE: September 17, 2019
TIME: 6 p.m.
PROVIDER: Shreveport-Bossier Dental Hygienists Association (SDHA)
LOCATION: Rotolo's Pizzeria in Shreveport, La.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit their Facebook page at www.facebook.com/groups/123019001229/.

DATE: September 19, 2019
TIME: Social 6-7 p.m., Dinner 6:45, CE 7-9 p.m. (2 C.E. hours)
TOPIC: Cultural Competency for Clinical Dental Hygienists
SPEAKER: Suzanne Farrar, RDH, MSHCM
PROVIDER: NODHA
LOCATION: Messina's, 2717 Williams Blvd., Kenner, LA
REGISTRATION: RSVP Mandatory one week prior. To reserve your place see **BOOKING AND PAYMENTS** at www.nodha.org/?page_id=356. For questions, please email RDH@NODHA.org

DATE: October 4, 2019
EVENT: LDHA Fall Session
SPONSOR: Louisiana Dental Hygiene Association (LDHA)
LOCATION: Bossier City, La.
FEE & REGISTRATION: For more information, www.ldha.org/annual-session.html or contact Joanna@peachtreedental.com

DATE: October 15, 2019
TIME: 6 p.m.
PROVIDER: Shreveport-Bossier Dental Hygienists Association (SDHA)
LOCATION: Rotolo's Pizzeria in Shreveport, La.
REGISTRATION: For more information, contact Allysonleigh818@gmail.com or visit their Facebook page at www.facebook.com/groups/123019001229/.

DATE: October 17, 2019
TIME: Social 6-7 p.m., Dinner 6:45, CE 7-9 p.m. (2 CE hours)
TOPIC: Prevent and Protect for Oral Health for a Lifetime for Dental Hygienists in a Clinical Setting
SPEAKER: Annette Wolfe, RDH, BS
PROVIDER: Colgate Oral Pharmaceuticals
LOCATION: New Orleans Hamburger & Seafood, 4141 St. Charles Ave., New Orleans, LA
REGISTRATION: RSVP Mandatory one week prior. To reserve your place see BOOKING AND PAYMENTS at www.nodha.org/?page_id=356. For questions, please email RDH@NODHA.org

DATE: December 6, 2019
TIME: 12 p.m. social; 1-2 p.m. (2 CE hours)
TOPIC: Clinical Risk Assessment for Comprehensive Patient Care
SPEAKER: Tricia Baker, RDH, Med
PROVIDER: Young Dental - Susan Beaudean, RDH, BSDH
LOCATION: N'Tini's, 2891 Hwy 190, Suite D, Mandeville, LA
REGISTRATION: RSVP Mandatory one week prior. To reserve your place see BOOKING

AND PAYMENTS at www.nodha.org/?page_id=356. For questions, please email RDH@NODHA.org

DATE: December 13, 2019
EVENT: Last Chance Seminar
PROVIDER: Louisiana Dental Association
LOCATION: Renaissance Hotel, Baton Rouge, LA
REGISTRATION: www.ladental.org/lastchance or call (225) 926-1986

DATE: February 23-25, 2020 (Sunday - Tuesday)
EVENT: Winter C.E. Mardi Gras 2020 (Walt Disney World®)
PROVIDER: Louisiana Dental Association
LOCATION: Lake Buena Vista, Florida, Walt Disney World®, Disney's Yacht & Beach Club Resort
REGISTRATION: www.ladental.org/character or call (225) 926-1986

Text Messaging System for LDA Members



Stay Connected!

The LDA now offers a text message system for our members for important reminders and alerts. Because of the federal rules related to spam, members must sign up themselves for the text messages. We do not plan to inundate you with text messages, but we would like to send quick reminders, especially during the legislative session, for bills and laws related to dentistry.

Sign up is available at all times from the LDA's home page, www.ladental.org. If at any time you want to unsubscribe, you are able to unsubscribe from the system. If you have questions, call the LDA office at (225) 926-1986 and ask for Annette or email Annette@ladental.org.

David N. Austin

Just a Good Night's Sleep Please

Not long ago, I began to notice a peculiar lump in my mattress. It was the kind of lump that became more noticeable the longer you were there and no matter which way you turned and twisted, it was always in the way. I couldn't sleep.

The brilliant idea of turning the mattress over revealed an odor that brought to mind the essence of a wet dog. My dog likes to sleep under my bed, so I guess after all these years that part of the mattress was his. It was time to get a new one.

It shouldn't be so hard to find one, after all it seems like there's a mattress and bedding store on every corner. Just go in, try a few out and buy the one that feels the best.

A good friend of mine told me about a place to go shop with the odd name of Vern's Bedding and Seafood Palace. He assured me that it was a great place with deep discounts.

After about an hour of driving in the countryside north of town I finally found it in what appeared to be an abandoned building. Sure enough, ole Vern was inside wearing a dirty apron and led me to a large room with mattresses stacked everywhere. He told me that one of his seafood suppliers had given him a good deal and he wasn't marking them up to just mark them down and call it a "sale," if you know what I mean. However, the stench of bad crawfish was the deal breaker for me.

After looking in a few more places, I just couldn't find what I wanted so I decided to go online and order one that had great ratings for comfort. With just a few clicks of my computer, the Biagra 2000 was on the way.

In a few days, a really large FedEx truck pulled up with three men that manhandled a tall thin box to my front door. The box was so heavy, I couldn't move it into



the house. I managed to hire the college kid next door to come over with four of his buddies to bring the box upstairs and place it on my bed frame. It took them nearly half an hour to get that thing up the stairs.

As soon as they left, I opened the box and read the instructions as the mattress was tightly bound with some straps. It advised caution cutting the straps as it would spring open and expand to its normal size.

Unfortunately, I was leaning over the top of it when I cut the last strap. I'm here to tell you that that mattress sprung open so violently that it actually threw me down the hall holding an open pair of scissors. Momma would have been ticked. I managed to crawl back and peek into my bedroom to see a hissing and expanding mattress with my dog laying on his back on top of it already asleep. He had come running inside when he heard the explosion in my bedroom. I then remembered he had been playing in the back yard chasing the water sprinkler.

I was so tired and worn out from unpacking my mattress, I went to bed while it was still growing. The instructions said it would take no more than 24 hours to enlarge to full size and that if it took any longer that I would need to call the provided emergency number or permanent damage could occur.

The next morning I nearly fell out of bed because it had grown so tall, but I have to admit that my new mattress was quite comfortable. It's been nearly three months now and my friends and acquaintances notice that I seem a little more rested and perky these days.

I do believe I have a little more pep in my step so to speak and I always wake up satisfied and ready to go. And thankfully, I don't even mind the wet dog smell.

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