

# LDA Journal

VOL. 71, NO. 2 SUMMER 2012

Journal of the Louisiana Dental Association

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# LDA Journal

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### EDITOR

David N. Austin, D.D.S.  
230 Carroll Street, Suite 2  
Shreveport, LA 71105  
(318) 861-4549  
E-mail: daustin1@comcast.net

Dr. Stephanie B. Weaver  
President-Elect  
715 W. College St.  
Lake Charles, LA 70605  
(337) 478-3123

### MANAGING EDITOR

Annette B. Drodody  
LDA Headquarters  
7833 Office Park Blvd.  
Baton Rouge, LA 70809  
(800) 388-6642 Toll-free  
(225) 926-1986 Local Line  
(225) 926-1886 Fax  
E-mail: annette@ladental.org  
Web site: <http://www.ladental.org>

Dr. Robert E. Barsley  
Secretary/Treasurer  
345 S. 4th St.  
Ponchatoula, LA 70454  
(504) 619-8693

Dr. L. Stephen Ortego  
Speaker of the House  
P.O. Box 766  
Ball, LA 71405  
(318) 640-1470

### BUSINESS MANAGER

William M. Hall, Jr., D.D.S.  
3100 Woodlawn Avenue, Ste. B  
Shreveport, LA 71104  
(318) 865-1469  
E-mail: dr802@bellsouth.net

### LDA STAFF

Ward Blackwell  
Executive Director

Debra Bagley  
Administrative Assistant

Annette B. Drodody  
Assistant Executive Director

Sharon Elliott  
Director of Membership  
Development

Tiffany Waddell  
Director of Accounting

### EDITORIAL BOARD

Gary Caskey, D.D.S.  
Gary L. Roberts, D.D.S.  
Brian D. Basinger, D.D.S.

### LDA OFFICERS

Dr. Jeff Hooton  
President  
2805 Armand St., Ste. A  
Monroe, LA 71201-3767  
(318) 388-4411

Dr. William A. Hadlock  
Past President  
7934 Wrenwood Blvd., Ste B  
Baton Rouge, LA 70809-7703  
(225) 927-9770

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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 1,800 members.

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**On the cover:** The Louisiana Dental Association (LDA) unveiled a new design and organization for the association's website, [www.ladental.org](http://www.ladental.org). The website is paid for by Louisiana Dental Services, Inc. (LDS), the wholly owned for-profit subsidiary of the LDA.

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





# LDA

## from the editor

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

### No One Ever Talks About This

If you were to listen to the W.K. Kellogg Foundation or the Pew Center on the States, you might be persuaded to align your thoughts and activities toward their solution to a problem that I am not convinced exists.

Both think tanks, if you will, have come to the conclusion that what dentistry needs is an additional delivery method to thwart the dentist manpower shortage (they claim) that looms and is getting worse throughout our country. Their sensible cure-all is the mid-level provider that can be deployed en masse because of less educational requirements. And these providers can and will be the primary person to see the underprivileged and/or serve remote, lightly inhabited, yet needy areas of our country.

I remain unconvinced. In fact, I am willing to guess, and this is just me thinking aloud, and bet that many if not most mid-level providers, if they can find employment, will work where they will be paid.

I will also guess, and this is just me again thinking, that most but not all, will go where they will be paid the most. This is not rocket science.

And, as an aside, isn't it ironic that sugar-laden Kellogg's cereals have been peddled to kids for decades? I often wonder how this fact alone has contributed to the so called dentist manpower shortage, and/or the inefficiency of our current dental delivery system that they claim does not work. (Note, the foundation and the company are not directly affiliated; however, they were BOTH founded by W.K. Kellogg and the Kellogg family.)

I believe that the people that are being left out of receiving proper dental care are of course the underprivileged, and mostly underprivileged children. Now don't get me wrong, this is indeed a terrible travesty, children need to be healthy and dental health is primary to good health - period.

But why are they being left out?

Our government, both federal and state, seems to try, many times with great fanfare, and claim they are putting children first in making decisions. Surely it's not about votes? Underprivileged people can and do vote, there's no doubt about that. However, whenever there

is a governmental budget cut, it seems to me that it is always directed first toward aid to the needy, such as in Louisiana, by way of reduced reimbursements to doctors for their work, and also cuts to education. No politicians ever seem to cut their own benefits or paycheck, but they certainly want us to make the sacrifices.

Is it really the dentists? Do we only set up our practices where the money is located? Indeed, many of us do give away our services, and some of us devote our lives to the needy. But let's get real, dentistry is a costly endeavor involving substantial overhead that is little understood by most people, and most definitely misunderstood by government officials. We all understand that we can't give away our services and stay in business. As much as we'd like to be standup ladies and gentlemen and treat all of the underprivileged children, we have bills too! Unlike our government, we are not allowed to print money. That's a fact.

What about the parents or legal guardians of these children? What role do they have? When I used to see Medicaid children, there were many times that they just didn't show up for their appointments. I set aside the time, made sure the family was aware of the appointment, but still had a large amount of no-shows. There were so many times that I wanted to call the parent/guardian and say: Hello, the dentistry I am providing is basically free to your child. Why did you not come and see me?

I understand that there are always good reasons to miss an appointment. I have forgotten some myself. And thankfully, there are indeed more concerned parents and guardians that see to it their children have regular dental visits. But if the dentistry is free to you and important to the health of your child, you should run, not walk, to that office and see to it your child is taken care of. No matter what!

As I stated earlier, these statements I have presented to you are my very own, and not the opinion of anyone else that I can tell you. And believe it or not, I am not always right, but I do feel better getting this off my chest.

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# LDA from the president

Dr. Jeff Hooton  
President, Louisiana Dental Association

## Being an Involved Member

First, I want to thank all our component presidents and presidents-elect for attending the House of Delegates this year. We had a great turnout and I thank you for your involvement. Secondly, I want to thank all the delegates who took their Saturday to conduct the business of our organization. I know many of you are involved in your districts and have been for years. For that, I congratulate you. Lastly, I would like to thank all of those who supported OUR State meeting by attending the New Orleans Conference/LDA Annual Session. We had a great meeting this year and I hope you had a great time!

I was asked to paraphrase the President's Address I gave at the LDA House of Delegates this year for all of those who didn't attend, but the problem is that I can't really "weave the story" in one page or less. So I asked myself: If I had one thing to ask of our members, what would it be? My answer was: I would simply ask you to attend your district meetings. Why? Because it's the easiest thing you can do to enhance your professional organization.

Attending your district meeting gives you the opportunity to get re-acquainted with your colleagues and perhaps meet new ones. You might even have some lively conversations or learn a few new jokes. You might hear some good gossip or plan to get together with old friends. District meetings are more than C.E. and business. They are also about networking and grassroots. This is what keeps your professional organization strong. We are a member-driven profession, which means the direction our organization begins at the grassroots level and funnels upward. In other words, national policy begins at the district level. We have the opportunity to directly influence our organization and, therefore, our careers.

It's a life cycle: you are a member—you go to your district meetings—you guide your profession—you realize membership value—you become involved—because you are a member. Remember the commitment and energy it took to get through dental

school? Don't you think your livelihood deserves the same? Think about how vibrant the LDA would be if each and every one of us attended our district meetings. The LDA wants you to be involved. The LDA wants you to succeed. All you have to do is attend your district meetings. It's that simple. And who is the LDA really? The LDA is each and every one of us. The LDA is you!

To quote LDA Executive Director Ward Blackwell, "Being an LDA member means that even if you practice solo, you will never practice alone."

So true.

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# LDA

## council on lda sessions

Dr. Keith Kyler  
Chair, Council on LDA Sessions

### The 2012 New Orleans Dental Conference and LDA Annual Session: Good Food, Good Friends and GREAT C.E.

Over 800 dentists were in New Orleans as The Morial Convention Center filled with almost 2,800 dental professionals for the 2012 New Orleans Dental Conference and LDA Annual Session on the weekend of April 12-14. The conference offered up to 18 hours of C.E. with fantastic speakers, including, Dr. Ben Johnson, Dr. John Burgess, Dr. Gerard Chiche, Dr. Martin Goldstein, Dr. Henry Gremillion, Dr. Mel Hawkins, Dr. Timothy Hempton, Dr. Mark Hyman, Dr. Peter Jacobsen, Dr. Samuel Low, Dr. Jim Weir, Dr. Michael Block, Gary Zelesky and Betsy Wheat Liberto, just to name a few.

The conference committee's goal was to provide a vast array of well known and versed speakers to stimulate and energize both you and your team members. A few of the areas to be addressed were coding and billing, communications, anesthesia with new developments, medical emergencies both in and out of the office, "vital" practice signs to monitor and track, the power of persuasion and influence, mouth - body (oral - systemic) connections, boosting brain power, reclaiming balance and energy in your life, women's health and special needs.

Not only did the event offer up to 18 hours of C.E. from quality speakers, but attendees were able to loosen up in the Big Easy with music, food, networking, prizes—and yes, a money booth—all this for only \$325 for LDA members who preregistered.

And, the Exhibit Hall was definitely the place to be, as a Jazz second line, led by Dr. Carol Stuckey, once again celebrated the opening of the Exhibit Hall floor. Other items that attracted attention in the Hall were a Paretti Jaguar/Land Rover vehicle showcase, gift certificates and prizes from the Parade of Prizes program and Dr. Kent Mauduit and Dr.



Above: Carla Chimento and Vicky Kottemann enjoy popcorn in the Exhibit Hall that was available for all attendees both days. Left: Amy Metoyer, Dr. Pam McCalister and Jane Coe anxiously wait at the Parade of Prize drawings.

Sarah Hummel each won \$300 cash in the pre-registration drawings for dentists. As previously mentioned, the Money Booth was a crowd pleaser, especially as participants walked away with hundreds of dollars in cash! For instance, Dr. C.J. Landry from Marrero won \$493 on the Money Booth! Plus, there was free popcorn for all attendees both days the hall was open, a chef's demonstration with Chef Poppy Tooker, a workshop with Dr. Pedro Cuartas and the Second Annual Round Table Learning Program for Dental Assistants. There were also three \$50 cash drawings for staff members.

The Welcome Reception and LDA President's Party (that honored Dr. Bill Hadlock) was held at the New Orleans House of Blues again this year due to an overwhelming response in 2011. However, the entertainment did change and Grammy award winning Rebirth Brass Band entertained us as we danced, ate and drank the night away.

There was plenty fun to be had as the French Quarter Festival occurred at the same time and gave attendees another reason to enjoy their visit to New Orleans!



Many dental assistants participate in the Second Annual Round Table Learning Program. It is hosted in conjunction with the Louisiana Dental Assistants Association (LDAA).



Chef Poppy Tooker and her assistant tempt attendees with several unique dishes, including instruction on how to make creole cream cheese.



The conference is thankful for all of the exhibitors who make the meeting affordable to our members, including Chad Olivier and Ann Hilzlm (The Olivier Group).



Dr. Bill Hadlock, LDA outgoing president and past chair of the conference, and Dr. Claudia Cavallino, 2012 conference chair, touch base during the meeting to make sure everything is on schedule.



Dental assistants and their teachers from the Blue Cliff College of Dental Assisting attending meetings and visiting the Exhibit Hall. They are talking to Craig Mason with 3M ESPE in this photo.



The Welcome Reception also honors outgoing LDA president. Dr. Bill Hadlock and his family, Robert, Monica and Claire, enjoy the party at the House of Blues.



Dr. Seema Varghese participates in a game that is offered at the Dexcomm booth in the Exhibit Hall.



Gary Zelesky lecturing on "Getting the Staff Out of Your Team."



Dr. Carol Stuckey (with bass drum) opening the Exhibit Hall with a Jazz second line.



Dr. Thomas Taylor (center) wins the Robert Ellis and Associates gift basket from the Parade of prizes drawing and Stormy Blair and Bob Ellis present it to him.



Drs. (and sisters) Maria Burmaster and Valerie Hemphill listen to the Grammy award winning Rebirth Brass Band at the Welcome Reception.



Dawn Cloen, Brenda Ebeyer and Tonya Fleming listening to the Mary Govoni lecture on OSHA and infection control.



Preston Lovelace (ADS Lovelace and Associates), Dr. Earl Douglas (ADS South) and Dr. Ronnie Vinson visiting in the Exhibit Hall.



Carol Yoshonis with the LDS Glove Program and Christy Copeland with Office Depot anxiously greet attendees who are visiting the Exhibit Hall.





Betsy Wheat Liberto discusses "The Power of Persuasion - The Twelve Secrets of Influence."



Dr. Louis Passauer (right) presents one of the \$300 preregistration drawing prizes for dentists to Dr. Sarah Hummel.



Conference Treasurer Dr. Ray Unland presents one of the \$300 preregistration drawing prizes for dentists to Dr. Kent Mauduit.



Dr. George Arch assists Dr. Lindsey Warner during one of the conference hands-on workshops.



Dr. Louis Passauer (right) congratulates Dr. Nancy Pemberton on winning several prizes in the Parade of Prizes drawings.



Dr. Bill Hadlock and Dr. Henry Gremillion greet Welcome Reception attendees.



Drs. Sammy Tom, Melissa Tom, Justin Wu and Jenna Graham entering the Exhibit Hall.



Drs. Chuck Waguespack, Rajat Diwan and Scott Hannaman (all members of the LSUSD Class of 2011) catch up during the Welcome Reception.



Dr. C.J. Landry is the big money booth winner, winning \$493. Dr. Landry is pleased he visited the Exhibit Hall and participated in the money booth!



The most excited money booth participant is Allison Sanders (center) and her coworker, Betty Coleman, both from Midbay Dental in Florida. Allison won \$220 in the money booth. Drs. James Burns, Charlie Foy and Bill Hadlock congratulate her.



Dr. Pedro Cuartas (right) is teaching a workshop in the Exhibit Hall, "Coordinating Simple Implant Surgical Placement with Restorative Processes to Emphasize Esthetics."



# LDA

## louisiana dental services, inc.

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

### ProSites Offers LDA Members Opportunity to Win \$100 Gift Card; CGI Communications Offers NEXT! Program

This edition of the *LDA Journal* finds summer vacation time well under way and graduations finished and regular school classes dismissed until August. Louisiana Dental Services (LDS), now in its 21st year of operations, continues to offer LDA members a unique opportunity to not only save money in the day-to-day operation of your practice of dentistry, but also to support LDA membership activities and services. This program now includes 20 companies that offer their quality products and services for your consideration for your personal and/or practice needs in your everyday schedule of activities.

Because of the success of many of our programs, it is great to see the gradual growth in the number of purchases of the products and services by LDA members as evidenced by the gradual growth of revenue earned through the royalty received. I would tell you that with receipt of all expected royalties for the first quarter of 2012 now complete, we can report that we are modestly ahead of the same period for the year 2011. Several of our longer standing endorsed companies, along with our latest endorsed company ProSites, through their increased sales have supported this increase in royalties.

Speaking of ProSites, we are exceptionally pleased to have them in our Endorsed Program. ProSites is the premier website development company in the market today to serve the needs of the dental profession. If you already have a website up and running, but you want to make it more relative to your practice environment as it exists today, give them a call or check out the FREE trial website they offer all members. (LDA members who test it out by July 31 get a chance to win a \$100 gift card. See below.)

Another endorsed company with a new program is CGI Communications. CGI's NEXT! program focuses on enhancing and improving your on-line presence by making you aware of the ever changing landscape that is potentially affecting your business' hard earned reputation. Representatives from CGI will be contacting LDA members with an opportunity to find out more about NEXT!'s innovative capabilities. We encourage you to consider the benefits the NEXT! program can have for your practice!

CareCredit is another company you should check out. If you are considering offering through your office, a financing source for dental services provided by you, CareCredit could very well fit your patients' needs and

help them to be able to afford your high quality services.

The LDA/LDS Endorsed Program is very pleased to be able to offer to LDA members professional practice liability insurance coverage from Fortress Insurance, an A rated insurance company owned by dentists that is in the business of insuring only dental professionals. This company has a great reputation for providing excellent protection for you and your practice with risk management resources, individual consultation regarding matters of concern that you might have regarding daily practice events as they occur, excellent premium rates in comparison to like coverage offered by other companies and really great local agency representation provided by Robert Ellis & Associates (REA) through their agents Stormy Blair and Donna Hebert.

The story of this relationship has even gotten better now with Fortress starting in early June to offer a personal liability umbrella coverage policy to its insured of record in the professional practice liability program. The rates for this umbrella liability coverage are extremely competitive according to Stormy Blair of REA.

If you are unsure if a company is endorsed or want to check out all the endorsed offerings, visit [www.ladental.org](http://www.ladental.org). On the new LDA website, underwritten by LDS, endorsed products and services are a main link on the home page and are much easier to find! Also, if in the rare case you have some problem in your relationship with an LDA/LDS endorsed vendor, you should feel free to contact LDS through the LDA office for assistance by LDS on any matter that is covered under the LDA/LDS Endorsement Agreement with that company.

As always, we at LDS say thanks to all of you, as LDA members, who participate in the LDA/LDS Endorsed Program and make LDS successful.



LDA members who visit the following site and participate in the FREE trial will be entered to win a \$100 American Express Gift Card. To be eligible for the drawing, take a "test drive" of the FREE trial by Tuesday, July 31, 2012. Drawing will take place on August 1, 2012.



# Dr. Ed Silva, a Fortress Dentist.

*I live in Edina, Minnesota. I came to the States as an exchange student from Spain and got my DDS at the University of Minnesota.*

*I practice general dentistry. I really enjoy the cosmetic cases, the before and after is very satisfying. I've had patients hug me they were so happy.*

*I recharge by playing soccer. It's a great stress reliever. Our team has been together for 8 years, playing winter and summer. We have league games on Sundays.*

*I love my children, spending time with them. I have two boys. We bike around the lakes, play soccer and go up to our cabin in Wisconsin to fish and jet ski.*

*I plan to expand our practice to a network of offices in the metro area. We have two offices now, and plan to add a third. I like the business side of dentistry.*

*I hope to see my children develop into good people and guide them to achieve their goals. I can see having grandkids.*

*I admire my patients. Sometimes they have to sit for hours and they rarely complain.*

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# LDA

## from the executive director

Ward Blackwell, M.J.  
Executive Director, LDA

### The Rest of the Story, Legislatively Speaking

As the 2012 legislative session began on March 12, success on all the issues on the LDA's relatively full, seemingly ambitious agenda seemed a very tall order. Yet, even before the session officially concluded June 4, the LDA had achieved very positive results on just about all of those issues. (For details on the legislation passed, please refer to Dr. Garrett's article in this issue of the Journal.)



Dr. Jeff Hooton, Dr. Eric Geist and Dr. King Scott present Congressman Rodney Alexander with contributions from the ADPAC (American Dental Association Political Action Committee) and AAOMS PAC (American Association of Oral and Maxillofacial Surgeons Political Action Committee).

In between those dates, there was plenty of political intrigue, earnest negotiating, grassroots lobbying and spirited committee testimony that contributed to our eventual triumphs. Here are a few "backroom" highlights.

**That's just politics** – Several bills of interest to the LDA were nearly sidetracked by events that can readily be summed up as politics as usual. For instance, a group of mostly new House Republicans, upset with what they saw as fiscal gamesmanship by the Jindal administration, cut nearly \$300 million from the budget (HB 1) by eliminating "one-time" money. HB 1 as introduced had already included a 2% cut to Medicaid, and the House Appropriations



Dr. Nicky DeJean and Dr. Stacy Ste. Marie present Sen. Elbert Guillory with a contribution from LADPAC (Louisiana Dental Association Political Action Committee).

Committee had been forced to cut another \$57 million (equal to another 1.7% cut in reimbursement rates), in response to newly lowered revenue estimates for fiscal 2012-13.

In a meeting with Department of Health and Hospitals (DHH) Secretary Bruce Greenstein, representatives of health care groups (including LDA lobbyist Johnny Koch and I) were told that the combined effect of these cuts would mean DHH would have no choice but to eliminate the adult denture program (along with almost all other "optional" programs) and cut Medicaid reimbursement rates by nearly 10%. Conservative House Republicans dismissed such claims as administration scare tactics. Eventually, following an all-out lobbying campaign by the LDA and other interests, the Senate Finance Committee restored all the one-time money in HB 1, and the full Senate agreed. That was enough to restore the adult denture program and most of the Medicaid rate cuts. Then, House Democrats were joined by House Republican committee chairmen, who owe their posts to the governor, plus enough other House Republicans



(seemingly satisfied with derailing an administration proposed prison sale) to finally pass HB 1 without a conference committee.

Two other bills that had encountered no opposition in the House were nearly derailed by senators with particular concerns. In the case of HB 172, the chairman of the Senate Health and Welfare Committee had a constituent who had an issue with the Louisiana State Board of Dentistry (LSBD) and saw this bill as being related. In actuality, HB 172 resulted from a cooperative effort between LDA, LSBD and the LSU School of Dentistry to revise statutory language pertaining to sedation so it would more closely align with updated ADA recommendations. It did not directly address the constituent's concern. It took a great deal of time in sidebar conversations outside the hearing room and on the Senate floor before everyone was clear that the constituent's issue and bill were unrelated and that the former could best be handled via other means.

A similar speed bump arose in the path of HB 1045, the LDA's bill to have the State indemnify and defend dentists who contract to provide services to the LSBD. A single senator (an attorney) stated he had concerns about the bill's potential to greatly increase liability for the State – though his questions to me during my committee testimony suggested other issues as well. Again, a lot of time spent in sidebar conversations offering to work with the senator in any way necessary to address his concerns

eventually defused the situation and the bill passed – though we remained frustrated in our efforts to learn the exact nature of the senator's issue. (An interesting side note: this was the only time a legislator opted to challenge the LDA's position during committee testimony by me or our lobbyists. In all other cases, we were able to deal with legislators' concerns/issues in meetings and conversations before the particular bill was debated, which is more typical.)

**Plan B... or C... or...** Two bills got caught up in an all too common situation of repeated changes. The LDA sought to amend HB 349 after the LDA House of Delegates (HOD) resolved to insist upon assurance that, in LSBD investigations of multiple allegations, costs could not be assessed if they related only to allegations that weren't proven. A lot of time was put in by Dr. Marty Garrett, LSBD Executive Director Pete Burkhalter, myself and others before negotiations and multiple re-writes produced language that all parties could accept. Then, we had to repeat the process twice more after a Senate staffer inexplicably re-worded our amendments both in committee and on the Senate floor. Eventually, the language was fixed, and the bill passed in acceptable form.

SB 737 was the LDA's final recourse to elicit cooperation from local taxing authorities in efforts to resolve issues relating to exemptions from sales tax for dental devices. Local tax auditors had often not been recognizing the exemptions. The LDA had tried several approaches working directly with



**ADA Washington Leadership Conference**

*Far left: (From left) Ward Blackwell, Dr. David Kestel, Congressman Bill Cassidy, M.D., Dr. Gary Roberts and Dr. King Scott.*

*Left: (From left) Dr. King Scott, Dr. Gary Roberts, Dr. David Kestel and Dr. Bill Hall.*

*Continued from previous page.*

local authorities and the Louisiana Police Jury Association (LPJA). Finally, filing the bill got the attention of several interested groups including the LPJA, Louisiana Municipal Association and the Louisiana Association of Tax Administrators. A series of meetings between those groups, the LDA and the bill's sponsor, Senator Bodi White, eventually led to an alternative means of obtaining the information required in the bill.

**Surprisingly easy** - Before the session began, two other LDA bills seemed likely to face a number of obstacles. HB 639 created a new program of paid case management services to take over the work of Dr. Jamie Manders, retiring chair of the LDA Dentist Well-Being Committee. The concern with this bill was that the fee to fund the program would be construed as a new tax, which the Jindal administration might oppose. SB 345 required that only a U.S.-licensed dentist can make adverse claims determinations and that his/her contact information must be provided by the dental benefit plan. Generally, ANY bill that places new stipulations on insurers is a battle. Ironically though, both these bills passed rather easily.

As usual, the LDA's accomplishments in the session were a team effort. As he always does, Dr. Don Donaldson, chair of the LDA's Medicaid Task Force, worked tirelessly throughout the session to convince legislators to increase – or at least not cut further – funding for dental Medicaid. LDA members Dr. Jill Donaldson and Dr. Greg Folsie testified as to the devastating effects of the Medicaid cuts before the Senate Finance Committee. And, Dr. James Briggs generated a lot of grassroots support from in and outside the LDA in the form of e-mails, letters and a petition to legislators in support of the adult denture program.

Dozens of LDA members also sent e-mails to legislators as part of our grassroots effort on all of the



above bills. Hundreds of LDA members contributed to LADPAC and DAPPAC this past year, helping us gain the access to deliver the LDA's message to legislators effectively. And, about 40 truly committed dentists made a huge contribution to our cause by coming to Dentists' Day at the Legislature. All those efforts combined are a huge part of why the LDA continues to be rather astoundingly effective in legislative advocacy on behalf of our members, and I thank each of you who participated in that effort in ANY way.

### **The Northeast Louisiana Dental Association hosts a Legislative Dinner prior to the start of the 2012 Legislative Session.**

*Top:* Drs. Jeff Hooton, Corbin Turpin and King Scott.

*Circle:* Drs. Lane Eddleman and Kim Caldwell.

*Bottom left:* Dr. John Ward, Dr. Marty Garrett, Ward Blackwell, Dr. Lane Eddleman and Rep. Marcus Hunter.

*Bottom middle:* (From left) Ward Blackwell, Sen. Mike Walsworth, Dr. King Scott, Rep. Frank Hoffmann and Rep. John Morris.

*Bottom right:* Dr. Bret Sanders and Sen. Mike Walsworth.







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# Dentists' Day at the Legislature

March 28, 2012



1) Dr. Don Donaldson (left) and Johnny Koch (right) thank Don Gregory, outgoing Medicaid Director, for speaking to the participating dentists during the Legislative Briefings and for his years of support to the Dental EPSDT Medicaid Program. 2) Dr. Bob Barsley (left) visits with Rep. Steve Pugh. 3) The Dentists' Day at the Legislature reception is held at the Pentagon Barracks. 4) Rep. Greg Miller (left) greeting two of the NODA members who attended Dentists' Day at the Legislature, Dr. Richard Owens and Dr. Ray Unland. 5) Rep. Henry Burns (left) thanks Drs. Bill Hall and Ben Kacos for coming in from Shreveport to participate in the event. 6) (From left) Rep. Herbert Dixon discusses dental issues with two Alexandria dentists, Dr. Gary Dewitt and Dr. Wilton Guillory. 7) Dentists and guests visit with legislators at the Capitol after hearing Legislative Briefings and before the reception. 8) (From left) Rep. Rob Shadoin, Dr. Kirt Touchstone, Peggy Touchstone and Sen. Mike Walsworth catch up during the reception at the Pentagon Barracks. 9) Rep. Joe Harrison (standing in back) pops in to take a photo with Bayou dentists Drs. Steve Morgan, Donovan Soignet, Doug Ber and David Baughman. 10) Speaker of the House Rep. Chuck Kleckley (right) thanks LADPAC Chair, Dr. David Kestel, for co-sponsoring the reception.





# LDA

## council on government affairs

*Dr. Maurice B. "Marty" Garrett  
Chair, Council on Government Affairs*

### 2012 Legislative Session Comes to an End

The Louisiana Legislature wrapped up its 2012 regular session and adjourned sine die on Monday, June 4, 2012. In the closing days of the session, legislators challenged Gov. Bobby Jindal's use of one-time, or nonrecurring, money in the state's \$25.6 billion spending plan for the fiscal year beginning July 1.

HB 1, the state appropriations bill that provides for the ordinary operating expenses of state government, has been extremely contentious this session since the House of Representatives did not want to give in to allowing use of the one-time money. As the bill came out of the House, without use of any sort of one-time money or rainy day funds, dental Medicaid was in a dire situation. We were looking at the elimination of adult denture and as high as a 10% reduction in reimbursement rates for EPSDT.

The Senate Finance Committee was able to add funds to HB 1, but not enough to forestall all cuts to dental Medicaid. At this time, the Department of Health and Hospitals (DHH) projects these cuts to be 3.7% (2% cuts that were in the Executive Budget and 1.7% cut by the House Appropriations Committee).

The LDA monitored many bills affecting dentistry, health care, small business owners, etc., but focused primarily on Medicaid funding, our package and the Louisiana State Board of Dentistry's (LSBD) bills. The following are the bills and resulting positive results received from the bills that were part of the LDA's legislative agenda:

HB 172 was a collaboration between the LDA, the LSBD and the LSU School of Dentistry to amend provisions of the Dental Practice Act (DPA) relative to the sedation of dental patients. The American Dental Association (ADA) has updated its policies so as to enable more clear distinctions between levels and techniques of sedation. These changes led to some discrepancies between dental school instruction based on the updated ADA policies and the existing regulatory standards in Louisiana. This legislation makes the DPA closer to the new ADA policies and provides greater clarity for Louisiana dentists in complying with the applicable laws and rules and ensures dental school education in Louisiana is consistent with both the highest standards for patient care and Louisiana law. This bill was enrolled as of May 31, 2012.

HB 349 is the LSBD's bill that also amended the DPA. This bill provided that when someone is found guilty of violating the DPA, the LSBD shall assess all the costs relating to the investigation, prosecution and review of the case, dating back

to the beginning of the investigation. This will ensure that, to the degree possible, regular LSBD revenues from licensing fees, exam fees, etc., will not need to be used to pursue these cases. After the LDA's House of Delegates (HOD) met April 14, the LDA lobbying team had to amend the bill to reflect an HOD resolution that insisted upon assurance that, in LSBD investigations of multiple allegations, costs could not be assessed if they related only to allegations that weren't proven.

HB 349 also ensures that a dentist faced with suspension of his/her license could not continue to practice if doing so posed potential harm of any kind to patients or the LSBD. This bill was enrolled as of May 31, 2012.

HB 639 was part of the LDA's legislative package and will provide for a well-being program for Louisiana dental professionals to ensure impaired dentists receive coordinated care and return to practice as swiftly as possible. The new program will use paid professional case managers in place of the exemplary, and basically inimitable, efforts of Dr. Jamie Manders as chair of the LDA's all-volunteer Dentist Well-Being Committee. This bill will be effective August 1, 2012.

HB1045 clarifies that dentists contracted by the State (LSBD) for such purposes as to serve on a review panel are indemnified as far as actions they take in fulfillment of their obligation to the State. There was a gray area for dentists and this legislation ensures that dentists who work for a state agency in such a capacity have status as agents of the State as far as immunity or protection is concerned. This bill was enrolled as of June 1, 2012.

SB 345 was the LDA's bill to require that only dentists licensed in the U.S. can deny a claim and that their licensing and contact info be included in communications regarding a denial. This bill was enrolled as of May 25, 2012.

There are many other bills that the LDA monitored throughout session. If you have questions pertaining to a certain bill that was not covered in this report, call the LDA at (800) 388-6642, email [info@ladental.org](mailto:info@ladental.org) or you can visit the state's legislative website at [www.legis.state.la.us](http://www.legis.state.la.us).

Thanks to all the LDA members who used the LDA Grassroots Action Center powered by Capwiz to help lobby for or against the bills that impacted dentistry. Grassroots participation is essential to the LDA's lobbying efforts, and all members are encouraged to use this service in the future. Capwiz makes it quick and easy for you to have your voice heard in the Louisiana Legislature!



# LDA

## lsu school of dentistry

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

### Our Legacy

In May, through the collective efforts of several individuals, the first-ever Dean's Report was released to share our accomplishments and activities during fiscal year 2011. It served as an opportunity to gather, synthesize and set forth a concise report to communicate why the LSUHSC School of Dentistry (LSUSD) matters and its importance to the citizens of Louisiana. To view the Dean's Report, visit the LSUSD website at [www.lsusd.lsuhs.edu](http://www.lsusd.lsuhs.edu).

Because our faculty and students are engaged in so many activities, the process forced us to select the most important areas to highlight. Through the report, I hope our alumni and friends will gain a clearer understanding of our statewide impact and how we improve the quality of life for so many people.

Personally, I think the most important topic covered in the report relates to our students and residents. They are our legacy—the reason we exist in the first place. Every spring, we have the opportunity to celebrate a new group of graduates. And every spring, I have the same proud feeling. Helping a group of talented young people finally reach their goals provides me with a deep level of satisfaction and joy. Fifty-nine dentists, 34 dental hygienists and 9 dental laboratory technologists received their degrees in May. The next month, 43 advanced education students completed their specialty programs.

During graduation ceremonies, I often reflect on the many students who have passed through our



*Student Leaders and DDS Graduates, Mohammed Ismail, Stuart Huntsman, Cole Johnson and Renee Bourgeois with Dean Henry Gremillion (Center).*



doors since the early 1970s. As a 1977 graduate of LSUSD, I have been afforded a rewarding and meaningful life because of my education. In addition to having a wonderful dental practice, I've had the privilege and honor to serve in academia for nearly three decades. No doubt, school was tough. However, I can honestly say that the payoff has been great.

Attending conferences like the New Orleans Dental Conference and Louisiana Dental Association Annual Session is a valuable opportunity for me to reconnect with many of our graduates—recent and seasoned. This year, I celebrated with many graduates who were holding class reunions, one of which was my own. It was a wonderful opportunity to reconnect, tell stories and reminisce.

All of our graduates have a story, a testimony about how LSUSD has impacted their lives. I hope that when you reflect on your educational experience, you remember the good and all the blessings that have resulted due to your career.

Stay involved, stay connected. Our common experiences create a special bond that cannot be



duplicated elsewhere. We represent a field of health care that is respected, valued and essential to the well-being of all people. We truly are privileged.

**Mark Your Calendar  
Friday, September 21**

**LSUSD**  
*Alumni*  
**DAY**  
**2012**

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*Mark D. Anderson, D.D.S.  
Family Dentistry, New Orleans  
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# 2013 LDA Distinguished Service Award

## 2013 LDA New Dentist Award

### OFFICIAL CALL FOR NOMINATIONS

Please photocopy, legibly complete, and forward this form together with any supporting documents or exhibits to the LDA, 7833 Office Park Blvd., Baton Rouge, LA 70809. **All forms must be postmarked by November 1, 2012.** Please use additional pages if necessary. Please write clearly. If you have questions, contact the LDA office at (800) 388-6642, Dr. Mark Chaney, Chairman of the DSA Committee, at (504) 861-2523, or Dr. Ross Quartano, Chairman of the Council on the New Dentist, at (985) 626-5030.

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

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

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

Address \_\_\_\_\_

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

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

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

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

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

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



# 2013 LDA Humanitarian Award

## OFFICIAL CALL FOR NOMINATIONS

Please photocopy, legibly complete, and forward this form together with any supporting documents or exhibits to the LDA, 7833 Office Park Blvd., Baton Rouge, LA 70809. **All forms must be postmarked by November 1, 2012.** Please use additional pages if necessary. Please write clearly. If you have questions, contact the LDA office at (800) 388-6642, Dr. Mark Chaney, Chairman of the DSA Committee, at (504) 861-2523. The LDA DSA Committee also oversees the LDA Humanitarian Award.

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

Spouse's Name \_\_\_\_\_ Children's Name(s) \_\_\_\_\_

Address \_\_\_\_\_

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

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

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

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

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Nominee's service of the dental profession in humanitarian efforts. Describe service to the profession and the year(s). Include other organizations, projects of service (chronologically.)

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

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

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

*For a list of past recipients of the DSA, New Dentist or Humanitarian awards or for awards requirements, visit the LDA website at [www.ladental.org](http://www.ladental.org) or call the LDA office at (800) 388-6642.*



# LDA House of Delegates

April 14, 2012



1) (Standing) Dr. Richard Atkins offers a substitute resolution while Dr. Tom McNeely waits his turn to speak. 2) LDA past presidents attending the Past Presidents' Breakfasts are: (bottom row, from left) Dr. Doug Kemp, Dr. Ed Hebert, Dr. Robert Faiella (of Osterville, Mass., ADA president-elect for 2011-12), Dr. Rich Corley and Dr. Marty Garrett, and (top row, from left) Dr. Ronnie Marks, Dr. Steve Ortego, Dr. Mark Chaney, Dr. Gary Roberts, Dr. David Kestel, Dr. Charlie Foy and Dr. Ed Roberson. 3) Incoming LDA president, Dr. Jeff Hooton (right), presents Dr. Bill Hadlock, outgoing president, with a plaque and president's pin. 4) Delegates attending the 2012 LDA House of Delegates. 5) (From left) Drs. Michelle Swift, Craig Crawford and Scott Hannaman serve as delegates from Southwest. 6) Outgoing LDA President Dr. Bill Hadlock congratulates Dr. Jamie Manders for her outstanding work on the LDA's Dental Well-Being Advisory Committee. Because of her efforts and leadership with her committee, the LDA received a Golden Apple Award from the ADA. 7) Dr. Bill Hadlock inducts ADA delegates and alternate delegates (from left) Dr. Charlie Foy, Dr. Lance Savoie, Dr. Stephanie Weaver, Dr. Bob Barsley, Dr. Steve Ortego and Dr. Marty Garrett. 8) (From left) Speaker of the House Dr. Tom Price and LDA Secretary Treasurer Dr. Bob Barsley introduce resolutions. LDA Executive Director Ward Blackwell is seated to the right.





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# LDA benefits byline



*Stormy Blair  
Senior Vice President, Robert Ellis & Associates (LDA/LDS Endorsed Company)*

## Managing Risk in Your Dental Practice

*Join the LDA at the Summer Education Conference and Learn More about Risk Management*

Dentists ride an emotional roller coaster when accused of malpractice. This roller coaster is fueled by uncertainty, anger, fear, anxiety and/or indignation. A good risk management program can significantly reduce the potential for claims and effectively manage risks after they occur keeping you off that ride.

Effective risk management starts before you are sued. It doesn't focus only on how to defend a claim. It begins at the onset of the dentist-patient relationship. There are two key principles that you can control from the start of a relationship with your patient. Good patient rapport maintains patient confidence in you and your office so that if a problem arises, the patient will let you provide complete care and resolve the problem instead of going elsewhere for a solution. Good documentation helps prove you exercised good judgment and pursued reasonable actions during the course of treatment.

### *Good Rapport*

Patients who seek dental treatment may be in pain and afraid. They seek your care and treatment to resolve a problem. Patients who conclude you don't care are less likely to let you complete treatment when problems arise. Not all patients who suffer an injury or complication seek legal counsel. However, patients who lose confidence in their dentist, who have unmet expectations, or have a problem the dentist can't resolve may seek help from people other than their dentist. Maintaining confidence is the first step in preventing the patient from seeking help elsewhere. This is accomplished through good communication that fosters rapport, trust and reasonable expectations.

Remember that the dentist-patient relationship involves not just the dentist, but everyone in the office. The patient's first impression starts with the first contact with your office, whether that is a receptionist,

a scheduler or you. And, your assistants, hygienists and billers are also a reflection of you and your professionalism. Everyone on your team should send the same caring message to the patient.

Patients have no way of knowing whether your treatment complied with professional standards; they only know when they have a problem. If you are mindful of their perspective and use good communication, you may be successful in being able to keep them in your practice to allow you to remedy their problem.

### *Good Documentation*

Your patient records should tell the complete story of your care. There should be sufficient details to explain who, what, where, when and why. Good records are important to you and your staff during and after treatment. And, they are the primary way people outside your office know that you provided good care that complied with professional standards. A favorable peer review is more likely and lawyers are less likely to take a case if your records summarize reasonable judgment and care (or unreasonable behavior by your patient).

Consider a complete informed consent process for your practice. This is an effective means of achieving good rapport and good documentation. It involves educating your patient so that he/she can make knowledgeable treatment decisions. It should cover the proposed treatment plan, the patient's willingness to accept the plan, the inherent risks associated with choosing the plan or an alternative, and the patient's responsibilities. It should also include the risks of choosing no treatment. Written consent forms are the foundation for reasonable expectations. And, if necessary, consent forms provide a valuable tool during peer review or in court.

How the dentist-patient relationship ends is



particularly important if the relationship ends before care is completed. Be sure to document non-compliance and warnings about the consequences when you have an uncooperative patient. Properly documenting closure is critical whether the patient ends the relationship by failing or refusing to complete care or if you withdraw from care. This will reduce misunderstandings that lawyers use to shift responsibility from patients to dentists.

Patients who don't complete care because they run out of money pose challenging situations for a dentist. On one hand, you may feel a duty and responsibility to the patient. On the other hand, acting in the patient's best interest may not always be achievable, despite a good faith intent. There may be help through a dental clinic, a dental school or local charities. However, handling these situations can be tricky and are often the basis for an accusation of malpractice. To reduce the potential for a claim, advice from your malpractice carrier is recommended prior to withdrawing from care or sending a patient to collection.

Decisions involving refunds also should involve advice from your malpractice carrier. You may want to

offer a partial or complete refund as a gesture of good-faith when a patient is dissatisfied. This may prevent the patient from seeking resolution through a claim. However, you should be careful that this is viewed as a professional courtesy rather than an admission of guilt. And, you may need to comply with certain reporting requirements for any refunds that go to Medicare or Medicaid patients.

Implementing a good risk management program will improve the quality of care, generate reasonable expectations, reduce misunderstandings, AND prevent malpractice claims. Consider this good advice:

- Obtain current medical history forms and utilize informed consent forms.
- Treat at your comfort level, refer beyond your comfort level.
- Properly train and supervise all staff members.
- Remember that your malpractice insurance provider is a good source for forms, risk management training and advice.

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# LDA

# ILDA Foundation

Dr. Nelson P. Daly

## Let's Go Fishing!

It's that time again. Dust off those weapons, replace the lines, oil the gears and tell the spouse that you'll be discussing dental expertise in Grand Isle instead of your office. Besides that, the reputation of your district is in your hands, on your line and is depending on you. The LDA Grand Isle Fishing Rodeo is July 20 and 21. It is right around the corner and you know you gotta be there!

This year, we have another reason to drink beer and tell lies; the Rodeo will benefit the LDA Foundation. The mission of the Foundation is to enhance the oral health of our State by providing funding for clinical research, education, scholarships and access-to-care programs, as well as providing financial assistance to dental professionals and their families who are in need. Well, think back to 2005! Katrina and Rita both "attacked" our state. You may

ask yourself how many of your friends benefited from the Foundation after the hurricanes with grants that helped pay for day-to-day expenses that were unexpected because of the magnitude of those disasters. The Foundation has been there for those who needed its help, and with our help and financial support, it will grow a little stronger each year for those who need it in the future.

So make sure to join us Friday and Saturday, July 20-21. The same great fishing venue, and the usual camaraderie, cold beer, great music, fun prizes and tasty food, this Rodeo is open to all dentists and their guests or anyone who goes to the dentist as long as they register with a dentist (granted some districts may have it a little easier...). And, don't forget, the title of "The Best Fishermen in the State" is on the line once again!

## SOUTHWEST DENTAL CONFERENCE



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# LDA

## Foundation

### 11th Annual Membership Fishing Rodeo

### Friday & Saturday, July 20-21, 2012 Sand Dollar Marina, Grand Isle, LA

Two fun-filled days of fishing, a Friday night Welcome Reception and a Saturday night Awards Ceremony and Fish Fry!

#### **REGISTRATION & SPONSORS**

Two-day fishing entry fee includes admission to the Welcome Reception on Friday and the Fish Fry on Saturday. All are welcome to attend and participate, but all fishing rodeo entrants must be registered under the name of an LDA member dentist. No refunds after pre-registration deadline of July 1, 2012. Orders for hats and t-shirts after July 1, 2012, subject to limited availability.

To see a complete list of rules visit the LDA website, [www.ladental.org](http://www.ladental.org), or call 800-388-6642. Proceeds from the Fishing Rodeo will benefit the LDA Foundation to support dental education, research, patient care and community outreach.

**Thanks to our sponsors (as of 3/19/12) Robert Ellis and Associates (LDA Events Partner), Louisiana Dental Services, Inc. (LDS), Henry Schein Dental, Campus Federal Credit Union, Sand Dollar Marina**

LDA Member's Name: \_\_\_\_\_ Component: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Names of ALL Fishing Rodeo Entrants \_\_\_\_\_ Fee Category (check only one) \_\_\_\_\_ Fee (see above) \_\_\_\_\_

\_\_\_\_\_  Regular (\$45)  12 & Under (\$25)  Dental Student (\$25) \$ \_\_\_\_\_

\_\_\_\_\_  Regular (\$45)  12 & Under (\$25)  Dental Student (\$25) \$ \_\_\_\_\_

\_\_\_\_\_  Regular (\$45)  12 & Under (\$25)  Dental Student (\$25) \$ \_\_\_\_\_

Number of tickets for additional guests attending Saturday night Fish Fry ONLY: \_\_\_\_\_ @ \$25 each \$ \_\_\_\_\_

HATS (\$20) and T-SHIRTS (\$15) must be pre-ordered. I request \_\_\_\_\_ hats and \_\_\_\_\_ t-shirts for a total of \$ \_\_\_\_\_

Indicate t-shirt sizes: \_\_\_\_\_ S \_\_\_\_\_ M \_\_\_\_\_ L \_\_\_\_\_ XL

Add \$25 per person LATE FEE after July 1. No exceptions. \$ \_\_\_\_\_

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# LDA feature

Preston Lovelace, J.D., M.S.  
Vice President, ADS Lovelace and Associates (ADS Transitions is an LDA/LDS endorsed company)

## Practice Housekeeping: Things to do Even if You are Not Selling Your Practice

As a practice management and transition consultant, I visit many dental offices. In doing so, I often repeatedly encounter the same issues with the condition and marketability of a dental practice. Most of these issues are simply housekeeping items that should be addressed in all practices, even if a transition is not anticipated. These critical housekeeping topics include issues with accounts receivables, inadequate financial controls, long term service contracts and issues with office leases.

The most common things that take our clients by surprise are positive balances on the practice ledger, old accounts receivable, and inadequate financial controls within the practice. When transitioning a practice, accounts receivable are usually either not sold or sold at a discount. Either way, positive balances on the Accounts receivable and uncollectable accounts affect the marketability of the practice. Since they represent money owed to patients, they are a debt of the practice and must be accounted for at the closing of any sale. Patients acquire a positive balance in a number of ways, most often when their insurance payment exceeds the amount estimated at time of service. Other positive balances reflect patient prepayments for services yet to be rendered, clerical mistakes, or intentional errors by dishonest staff members. Efforts should be made to verify the source of all positive balances, and all patients with positive balances should be contacted to schedule treatment or issue a refund. If the patient cannot be contacted, state law requires the funds to be remitted to the Secretary of State's unclaimed property division after three years.

Often uncollectable accounts will linger on a practice ledger for months or even years and skew

practice statistics. Accounts more than 180 days past due should be sent to a collection agency and/or written off the books if you are no longer able to contact the patient or make some type of payment arrangements with the patient.



Financial controls within an office help to prevent fraud and keep practice expenses to a minimum. Responsibility for the day to day finances within an office is often delegated by the dentist, as the practitioner cannot be two places at once. Since a doctor cannot always be watching the money, there are a few basic rules to prevent fraud in your

office. The first rule is to set user rights in your practice management software to make sure no staff members can adjust off payments on the computer. The only user authorized to do so should be the doctor, and the password should not be "shared" with the staff for convenience. Without this precaution, staff members can adjust off cash or check payments and pocket the money. The second item is to segregate duties amongst your staff. One staff member should collect the money throughout the day, and a second staff member should prepare the deposit at the end of the day. This will require staff collusion in order to defraud the practice. All patients should be given a receipt, even if there is no charge for the day. Last, but not least, a deposit should only reflect collections for one day. No checks or cash from the prior or following day are included in a deposit, do that the daily deposit always matches the collections on your software ledger.

Service Contracts are another area that causes problems in practice overhead and marketability. Most of these contracts are month to month and can be cancelled at will by the Buyer, but some require more notice to terminate without penalties. Yellow Page



advertisements and year-long advertisement contracts in magazines are the main issue. Unless business driven by the ad is tracked (using a unique phone number or other method) and clearly illustrates the "return on investment" from the ad, few buyers are willing to assume the contracts. Therefore, use caution in signing a year-long agreement if you anticipate selling in the next few months.

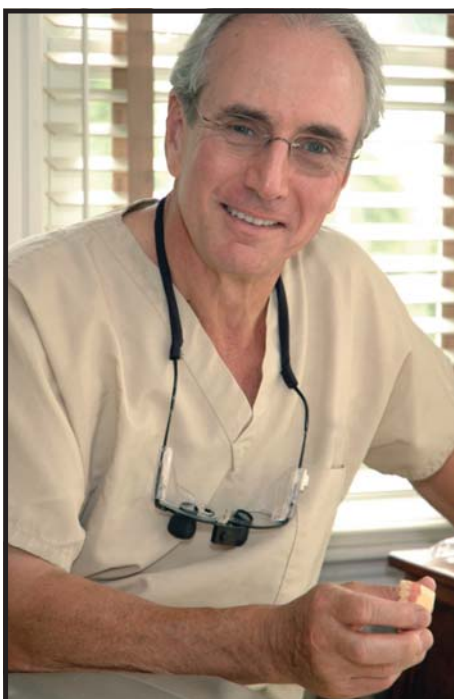
Office leases are a final area that presents problems in practice transitions, unless the building is owned by the practice owner. The banks that fund practice acquisition loans require that the buyer have a lease, or options to renew the lease, covering the full term of the loan. If it is time to renegotiate a practice lease and you anticipate selling your practice in the next five years, request a minimum of four 3 year renewal options to renew. In addition, ask that the lease be assignable and request a right of first refusal on any sale of the building. Opportunistic landlords can make your practice very difficult to sell if they refuse to grant an assignment of the lease or sign a new lease near market rates. You can ensure your buyer will not encounter problems if he can assume a decent lease that you have negotiated.

Finally, have a plan for the worst case scenario. Gather together a copy of the lease, 3 years prior tax returns, and a list of usernames and passwords for any software. Let your spouse know where you keep it, and update it annually. Give a practice broker a call long before you anticipate having to sell or transition your practice. This way, you and your

family are comfortable with the integrity and honesty of the person who will guide you through a practice transition in the case of sickness, injury or an accident.

*ADS Lovelace and Associates is an LDA endorsed full service professional practice valuation, brokerage, and consulting firm based in Baton Rouge. Preston received his Bachelor's degree in Chemistry and Applied Mathematics at Hampden-Sydney College. He received his Master's degree in Chemistry and Juris Doctorate from the University of Illinois. He is a member of both the Louisiana State Bar and United States Patent Bar. He is an active speaker, frequently addressing state and local dental associations, study clubs, dental students, and other professional groups. He can be contacted at (225) 614-7700 or Plovelace@gmail.com.*

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# ladpac LDA LADPAC

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

## Take a Chance and “Split the Pot” with LADPAC

I hope that everyone who attended the New Orleans Dental Conference and LDA Annual Session had a great time. The speakers were excellent and the hall location was very convenient and, therefore, there was less of a hike from the hotels.

At our annual meeting during the conference, the LADPAC board has decided that because of the changes in the economy and the business climate since the inception of the LADPAC golf tournament about 10 years ago, that sponsorship and participation has declined drastically and that we should put this event on the back burner for now.

Instead of the golf tournament and because of its success last year, the Board chose to put all of its

efforts into the LADPAC “Split the Pot” Raffle. Please support our raffle and purchase some tickets by calling the LDA office at (800) 388-6642. They are \$25 each. We need your support.

The LADPAC Board has also voted to continue funding Dentists’ Day at the Legislature on an annual basis because of its importance in getting face time with the legislators. We traditionally split the cost of the event with DAP-PAC. This is a great way to meet one on one with our legislatures and express our views and concerns. So, watch the LDA website and LDA publications for a date for the 2013 event.

We’re now officially into summer and I personally wish all of you a safe and wonderful summer.

## Buy Tickets for LADPAC’s “Split the Pot” Raffle!



- Tickets available from any LADPAC board member or call the LDA at 1-800-388-6642.

- Board members:

- |                       |                        |
|-----------------------|------------------------|
| - Dr. David Kestel    | - Dr. Marty Garrett    |
| - Dr. Roger Grimball  | - Dr. Vincent DiLeo    |
| - Dr. Lige Dunaway    | - Dr. Kirt Touchstone  |
| - Dr. Curtis Zeringue | - Dr. Russell Westfall |
| - Dr. Gary Dewitt     | - Dr. Bill Hall        |

\* Drawing will take place at the LDA’s Last Chance Seminar, tentatively set for Nov. 16, 2012. Winner need not be present to win.



For reservations, call (800) 380-4808. Visit [www.ladental.org](http://www.ladental.org) for more info.

**ILDA**

# Summer Education Conference

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*Complete course descriptions can be found on the LDA website.*

**Wednesday:** Richard L. Small, J.D.

"Liability Challenges in a Modern Dental Practice"

**Thursday:** Dr. Kitrina Cordell, LSU School of Dentistry

"Suspicious Oral Lesions: Recognition and Management"

**Friday:** Dr. Don Callan

"Tissue Regeneration"

**Saturday:** Dr. Don Callan

"Gingivitis, Periodontitis, Peri-Implantitis: The  
Connection and Treatment"

***Thanks to our sponsors (as of 5/20/12): Robert Ellis & Associates (LDA Events  
Partner), Fortress Insurance, Louisiana Dental Services, Inc. (LDS),  
PerioSeal and Blackburn Dental Lab***



# LDA Louisiana dental hygienists' assoc.

Tammie Nelson, R.D.H., B.S.  
President, LDHA

## Lifelong Learning

After attending continuing education courses, I always leave with a renewed passion for the dental profession. Attending the New Orleans Dental Conference and LDA Annual Session in April was no different. We like to think that when we graduate from school, we know everything we need to know about dentistry, but we soon realize that we are wrong and our education is just beginning. Our profession is a process of lifelong learning. Embracing every opportunity to learn should be a goal we want to achieve.

This year the American Dental Hygienists' Association (ADHA) hosted the Center for Lifelong Learning (CLL) at the 89th Annual Session in Phoenix, Arizona June 13-19. The program is carried by the theme Navigating through a Changing Profession and Seizing the Opportunities of

Tomorrow. CLL at Annual Session offered courses that are coordinated to provide information applicable to all stages of the dental hygiene career. CLL at Annual Session is yet another opportunity for dental hygienists to stay abreast of the changing profession by attending cutting edge and hands on continuing education courses to apply in their practice and improve performance in their workplace.

ADHA's 2013 Annual Session will be held in Boston, Mass., where the 100th anniversary of the dental hygiene profession will be celebrated. It's not too early to begin encouraging dental hygienists to attend. It's just another step in that lifelong process of education and learning to stay current in health care!

### A FOCUS ON THE PURE ART OF DENTISTRY

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# LDA

*Dr. David L. Melancon  
President, Louisiana State Board of Dentistry*

## Online Renewal Process Timely and Efficient

It is hard to believe but I am almost half way through my term as president of the Louisiana State Board of Dentistry (LSBD). At the time of this writing, it is May and we all know what happens at this time of year. It is festival time, the weather is warmer and students are graduating. I want to take this opportunity to congratulate all of the graduates but especially those completing their dental and dental hygiene education. It is a very exciting time for the graduates. The opportunity to practice your craft is the culmination of many years of hard work. Unfortunately, the hard work is just beginning but I can tell you from personal experience that it is worth every minute when you help a patient with his or her dental needs.

For those entering the practice of dentistry, you should be mindful of the board's requirements for licensure and permitting. The Board rules require that you post your license in full and open view for all patients to observe, along with any permits that you receive. In addition, you are responsible for securing all necessary anesthesia permits for your practice. You are required to have a personal permit and the office in which you practice must have an office permit. The level of anesthesia that you plan to administer will dictate the type of application and permits which are required. The board has available on its website, [www.lsbdb.org](http://www.lsbdb.org), frequently asked questions, as well as numerous forms including all anesthesia permit applications. Should you need any assistance with any license or permit issue please call the board staff at (504) 568-8574.

On the issue of permitting and licensure, the board just completed its second year of online renewals for dentists and hygienists. The process has worked very well. In this last renewal cycle, the board issued 1,404 renewal certificates to dentists.

Of those, 1,319 renewed online and the other 85 were paper renewals. On the hygiene side, the board issued 1,145 renewal certificates and only 30 were paper renewals. The system worked so well that in most cases, the licensees received their renewal certificates within seven days of the completion of the online renewal process. The board is pleased with the timely and efficient manner in which the renewal process is now being handled and we hope that you are as well.

I have received a number of calls and questions regarding the board inspection process and what, if any, sanctions the board has imposed as a result. The board started the statewide CDC and anesthesia inspection process in August 2011. The board investigator Camp Morrison and his staff started the inspections in the Shreveport area. The inspections continued in the northern part of the state including the Alexandria area. The inspection process begins with the board issuing a letter advising the practitioner that the investigator will be in the area and that he will inspect the office during a specified period of time. In most instances, the licensee has at least five days notice before the investigator arrives at the dental office. The inspection form that is completed by the investigator is posted on the board website and notice of its posting was made with the summer update in September of 2011.

The board investigator is checking for not only compliance with the Federal Centers for Disease Control Guidelines including the basic cleaning of dental offices and operatories but also that a proper infection control program is in the office. In addition to CDC compliance, the board investigator checks for the posting of licenses and permits, and the investigator will initiate an anesthesia inspection for adult and pediatric oral sedation and higher levels of anesthesia. This inspection includes a





review of the anesthesia drug logs and inventories, a corresponding patient chart inspection and a review of emergency equipment and drugs. The anesthesia inspection also includes a check to ensure that all equipment has up to date certifications. The inspections last approximately 30 minutes unless an anesthesia inspection is included which will extend the inspection to one hour. The board has inspected approximately 400 offices since August and has only sanctioned one practitioner.

Once again, the board is obligated to protect the public through the regulation of the practices of dentistry and dental hygiene. The board regulates the practices through the Dental Practice Act. Each year the board sends to every practitioner a notice of updates and changes to the DPA and posts those updates on the board website, [www.lsb.org](http://www.lsb.org). The inspections conducted by the board are merely one more way that the board is fulfilling its mission to protect the public.

I enjoyed seeing everyone at the New Orleans Dental Conference and LDA Annual Session and look forward to the continued cooperation between the board and the LDA for the benefit of our profession.

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(910) 523-1430  
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(205) 253-9094  
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# LDA feature

Sharon Elliott  
Director of Membership Development, LDA

## LDA Hosts Activities for LSUSD Graduates

### *New Graduates' Signing Day and Senior Reception*

The LDA held our first Signing Day at the LSU School of Dentistry! Signing Day is part of the ADA's overall effort to encourage graduating seniors to join the Tripartite and to make them aware of the benefits of being a member of organized dentistry. The outreach event was held at the LSUSD's Vendor Fair sponsored by the American Student Dental Association (ASDA). This new membership program was made possible in large part due to a Sign and Dine membership grant the LDA received from the ADA.

Prior to Signing Day, the LDA successfully hosted this year's graduates and their guests at a reception on March 23 honoring the LSUSD Class of 2012. The festivities to honor this year's graduating class were held at the Bourbon Vieux in New Orleans.

All seniors in attendance were placed in a drawing for cash and a gift certificate. This year's winners were: Office Depot gift card – Mohammad Ismail; \$50 – Chase Martin; and \$50 – Ian Landesman. These gifts were sponsored by the LDA and Louisiana Dental Services, Inc. (the for-profit subsidiary of the LDA). Honorees were also given membership packets, including applications for joining the Tripartite and information regarding membership benefits and initiatives.

# Signing Day



Renee Bourgeois, Elise Puissegur and Katie Medine.



Bruno Savoia.



Richard Keech.



Erica Hender.



Sanir Hamdan, Jr.



# Senior Reception



Above: LSU School of Dentistry Class of 2012. Right: Andrew Hood, Kevin Kidder and Chad Gustafson.



Dr. Jimmy Babineaux, Jr. (2009 LSUSD graduate and LDA member who was a guest of 2012 senior Celeste Toups), Dr. Steven Gaudet, Jr. (Bayou) and Dr. Johnnie Hunt (LDA Council on Membership and Dental Practice Chair, Greater Baton Rouge).



Fifty Dollar Cash Winner Ian Landesman, Dr. Mike Maginnis (Vice President and Treasurer, Louisiana Dental Services, Inc.), Ward Blackwell (LDA Executive Director) and Dr. Rich Corley (President and CEO, Louisiana Dental Services, Inc.).



Michael Farrar, Sarah Farrar, Andrew Hood, Lauren Graugnard, Luci Brandner and Josh Brandner.



# LDA

## wealth management

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### Got Yield?

#### 4 Asset Classes for Creating Investment Income: Part 1

When looking at your overall investment portfolio, one question that you may want to ask is: Are my investments creating enough yield? Over the next two issues of the LDA Journal we are going to discuss four asset classes that can produce income in your portfolio: Dividend Stocks, Corporate Bonds, Municipal Bonds, and Alternative Investments. The purpose of these investments is to search for yield without taking on unnecessary risk. Today we will look at dividend stocks, corporate bonds, and municipal bonds and how to find yield in these types of investments.

#### Dividend Stocks

When considering dividend stocks, you may want to look for companies with strong cash flow that can withstand the ebbs and flows during an economic cycle. These companies have a better chance of incrementally increasing their dividend payment over time. A company that has the potential to grow their dividend over time may be a better choice than a current high-yielder. Good companies pay dividends, but great companies increase their dividend.

Companies with low debt may perform better than those that have too much leverage. Debt, or leverage, is a double-edged sword. It might help the company's stock rise in the short-term, but over a full economic cycle, debt can hinder more than help the stock's performance. Focus on companies with a debt/equity ratio of less than 50%.

Look for companies with a reasonable and sustainable payout ratio, preferably below 50%. This way the company can pay all their short-term obligations, seek other avenues of growth, and still have some cash on hand for rainy days.

Take into consideration that these are only a few of the many fundamentals to focus on in this current economic environment when evaluating dividend stocks.

#### Corporate and Municipal Bonds

Corporate and municipal bonds are part of the debt side of investing. You are loaning money to an entity, such as a company or an institution, with the promise from that entity to pay you a stated interest rate and return a stated dollar amount on a specific date in the future. When you invest in individual debt instruments like bonds you are investing for the consistent income and return of principal. Make sure you understand the entity you are lending money to and their ability to pay interest and return your principal. Many news and investment organizations have instilled in the ordinary


investor that bonds may not be the best investment right now since interest rates are so low and bond prices work inversely to interest rates. Keep in mind these experts are talking about buying bonds and trading bonds for overall return. If you invest in individual bonds you know the terms and interest you will be receiving the day you purchase the bonds. When looking for corporate bonds, look at individual, investment grade bonds with short-to-intermediate term maturities. When buying municipal bonds, you can get state, tax-free interest income payments by buying muni bonds issued in your current state.

Interest rates do change, so consider laddering a bond portfolio. When you ladder a portfolio, you can have bonds maturing two, four, six and eight years from now. At these different maturity dates you will have bonds coming due and may be able to take advantage of higher interest rates in the future, helping increase your income. We never know exactly when rates will be going up or down, so a bond laddering strategy can level out your income.

In the next issue we will discuss Alternative Investments and a strategy to put these asset classes into a comprehensive investment portfolio.

*Companies may reduce or eliminate the payment of dividends at any given time. The payment of dividends is not guaranteed. The market value of corporate bonds will fluctuate, and if the bond is sold prior to maturity, the investor's yield may differ from the advertised yield. Municipal bonds are subject to availability and change in price. They are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise. Interest income may be subject to the alternative minimum tax. Municipal bonds are federally tax-free but other state and local taxes may apply. Alternative investments may not be suitable for all investors and should be considered as an investment for the risk capital portion of the investor's portfolio. The strategies employed in the management of alternative investments may accelerate the velocity of potential losses. The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. The Olivier Group is not an LDA/LDS endorsed company. 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.*

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Dr. Frank Martello and Myrna

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**Go to [www.ladental.org](http://www.ladental.org) and click on the Classified Advertising link.**

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

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

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## *Dr. Bob Barsley Elected as President of AAFS*



Dr. Robert Barsley, JD, LDA secretary treasurer, and professor and head of the Division of Diagnostic Sciences in the Department of Comprehensive Dentistry and Biomaterials, and director of Oral Health Resources, Community & Hospital Dentistry at the LSU School of Dentistry, has had an impressive career in forensic odontology. Among his

latest accomplishments is election to the presidency of the American Academy of Forensic Sciences (AAFS) at its Annual Scientific meeting.

The AAFS is a multidisciplinary professional organization that provides leadership to advance science and its application to the legal system. Organized in 1948, AAFS serves a distinguished and diverse membership of 6,000 forensic science professionals who are the focal point for public information when forensic science issues are addressed in the public domain. AAFS publishes the internationally recognized Journal of Forensic Sciences.

## *NODA's 2011 Honor Dentist*



The New Orleans Dental Association (NODA) presented the 2011 Honor Dentist Award to Dr. Donald R. Toso at the President's Installation Banquet on March 24, 2012, at Metairie Country Club. A 1966 graduate of Loyola University School of Dentistry in New Orleans, and a 1969 graduate of Loyola University School of Dentistry in

Chicago, with a Master of Science in Oral Biology, Toso has been a member of NODA, LDA and ADA since 1966.

Toso is also a member of the Louisiana Orthodontic Association, the Southern Association of Orthodontists, and the American Association of Orthodontics. He has served in many capacities for organized dentistry. He has also served on the faculty at the LSUSD since 1970. He received the rank of clinical professor in 1977.

## *Louisiana Dentists, Drs. Felder and Jackson, Receive 2012 Mastership Award from the AGD*

The Academy of General Dentistry (AGD) is pleased to announce that 352 dentists have earned the AGD's prestigious Fellowship and Mastership Awards, which were

bestowed during a special Convocation ceremony on June 23, 2012. The Convocation was held at the AGD 2012 Annual Meeting & Exhibits, June 21 to 24, in Philadelphia.

Ninety-seven dentists received the AGD's Mastership Award, two of those being LDA members: Dr. Susan M. Felder and Dr. Natalie S. Jackson. The Mastership Award is the highest honor available at the AGD and one of the most respected designations within the dental profession. To receive this honor, the dentists must earn their Fellowship Award and complete an additional 1,100 hours of continuing dental education.

Dentists who have earned Fellowship or Mastership from the AGD make up a distinct group—they represent less than six percent of all general dentists practicing in the United States and Canada.

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COURSE	DATE, CITY	COURSE NAME, LOCATION, AGD CODE		FEES	HRS
25-12	Jul 13 Friday New Orleans	<b>Infection Control</b> with Dr. Wm. H. Garbee, Jr., at LSUSD <b>AGD #148</b>	Dentist RDH Ass't/Other	\$295* \$175* \$115*	7 L C
27-12	Jul 20 Friday Hot Springs, AR	<b>LSU DAY IN ARKANSAS – Practice Management Topics</b> with Dr. Robert D. Westerman <b>AGD #TBA</b>	Dentist RDH or DLT Ass't/Other	\$295* \$175* \$115*	7 L C
08-12	Jul 27 Friday Shreveport	<b>LSU DAY IN SHREVEPORT: Mastering Anterior &amp; Posterior Composite Restorations</b> with David M. Bonner, DDS, MBA, MAGD <b>AGD #254 &amp; #255</b>	Dentist RDH or DLT Ass't/Other	\$295* \$175* \$115*	07 L C
41-12	Jul 29-Aug 5 Alaska	<b>The Glacier Cruise to Alaska</b> -with Dr. Larry Breeding, Lisa Philip, RDH and Ms. Stormy Blair, aboard the Norwegian Cruise Lines	All	Call us	15 L
26-12	Aug 3 Friday Gonzales	<b>Dental Business &amp; Administrative Skills for Practice Success</b> with Elizabeth Schmidt, CDA, CDPMA, EDDA, at the Clarion Hotel (Dentist saves \$50 if attending with Office Mgr., Business Assistant or other Staff Member)	Office Mgr., Bus. Ass't or Other Staff Dentist	\$395◆ \$495	07 L N/C
28-12	Aug 10-12 Fri-Sun Gonzales	<b>Expanded Duty Dental Assistant (EDDA)</b> with Eliska Davis, RDH, MRC, Ebony Lang, RDH and Tonya Whitehead Chidester, EDDA	Assistant	\$515◆	24 L/P
29-12	Aug 24 Friday New Orleans	<b>Extraction Socket Bone Grafting and Pre-Clinical Implant Placement for the General Dentist</b> with Dr. John M. Barksdale, Jr. <b>Limited Attend. AGD #499</b>	Dentists only	\$495	7 L/P C
30-12	Sept 14-15 Fri-Sat NOLA	<b>The Clifton O. Dummett Jr. Memorial Lecture on Dentistry for the Pediatric Patient</b> with Dr. Timothy Wright (Lecture & Lab) <b>AGD #430</b>	Dentist	\$765*	14 L/P C
30-12-FRI	Sept 14 Friday New Orleans	<b>The Clifton O. Dummett Jr. Memorial Lecture on Dentistry for the Pediatric Patient</b> with Dr. Timothy Wright (Lecture only)	Dentist Staff Mbr.	\$379* \$125*	7L C
42-12	Sept 14 - 15 Fri-Sat Shreveport	<b>How to Administer BOTOX® and Dermal Fillers for Facial Esthetics</b> with Dr. Christy Allen Bennett, Dr. Stanley Barten Heckrodt and Dr. A. Dale Ehrlich <b>LIMITED ATTENDANCE AGD #780</b>	Dentist	\$2,995	16 L/P C
31-12	Sept 21 NOLA	<b>ALUMNI DAY</b> - speakers & topics TBA - at LSUSD <b>AGD #149</b>	All	TBA	06 L C
45-12	Oct 5 Friday	<b>Advanced Laser Dentistry</b> with Dr. Robert Convisar – Limited Attendance	Dentist	\$595	7 L/P
33-12	Oct 5 Gonzales	<b>LSU Hygiene Day</b> – speaker & topic TBA – at the Clarion Hotel, Gonzales			
34-12-1 34-12-2	Oct 14-19 Oct 19-21 NOLA	<b>LSU's Oral &amp; Maxillofacial Surgery Review Course</b> and <b>LSU's Adv. Cosmetic Maxillofacial Surgery Course</b> (Lecture & Cadaver Practicum) – for OMS residents & practitioners. Call us for details.			
35-12	Oct 26-28 Fri-Sun Gonzales	<b>Expanded Duty Dental Assistant (EDDA)</b> with Eliska Davis, RDH, MRC, Ebony Lang, RDH and Tonya Whitehead Chidester, EDDA	Assistant	\$515◆	24 L/P C
36-12	Nov 2 Alexandria	<b>LSU DAY IN ALEXANDRIA</b> - speaker & topic TBA <b>AGD #TBA</b>			7 L C
38-12	Nov 10 Saturday New Orleans	<b>Digital &amp; Conventional Radiology for Dental Assistants</b> With Drs. Kavas Thunthy and J. Sean Hubar - at LSUSD	Assistant	\$189◆	7 L/P C
32-12	Nov 16 - Friday Monroe	<b>LSU DAY IN MONROE - Oral Lesions</b> with Dr. Kitrina Cordell <b>AGD #739</b>	Dentist RDH or DLT Ass't/Other	\$295* \$175* \$115*	7 L C
44-12	Nov 29-Dec 1 Thu-Sat NOLA 	<b>Head and Neck Anatomy and Dissection</b> with Dean Henry A. Gremillion, DDS, MAGD, M. Franklin Dolwick, DMD, PhD, Dale Ehrlich, MS, DDS and J. Stan Montelaro, MD, DMD - at the Center for Advanced Practice, LSUHSC <b>Hands-on, Limited to 32 AGD #181 &amp; #012</b>	Dentist, Physician, or PT	\$2,995	18L/P C
39-12	Dec 7 Friday Shreveport	<b>LAST CHANCE IN NORTH LOUISIANA: Real World Endo</b> with Dr. Alex Fleury <b>Hands-On Course AGD #70</b>	Dentist	\$349	7 L/P C
40-12	Dec 7 Fri New Orleans	<b>LAST CHANCE IN SOUTH LOUISIANA: Treating Snoring and Sleep Apnea in the Dental Practice</b> with Jonathan A. Parker, DDS (at LSUSD) <b>AGD #160</b>	Dentist RDH or DLT Ass't/Other	\$295* \$175* \$115*	7 L C
37-12	Dec 7-9 Fri-Sun New Orleans	<b>Expanded Duty Dental Assistant (EDDA)</b> with Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA, and B. J. Triay, CDA, EDDA - at LSUSD	Assistant	\$515◆	24 L/P C

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

\*Call us at 504-941-8193 or go to [www.LSUCDE.org](http://www.LSUCDE.org) for Early Bird savings on fees marked with an asterisk. Courses marked with a ◆ may qualify for 100% reimbursement through the SBET program. See Jocelyn Wagner for more information at 504-941-8198.

# LDA

## c.e. and lda events calendar

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

**DATE:** July 20-21, 2012  
**COURSE TITLE:** Fishing Rodeo Benefitting the LDA Foundation  
**LOCATION:** Sand Dollar Marina, Grand Isle, LA, Call (985) 787-2893 to make your reservations.  
**SPONSOR:** LDA Foundation, (800) 388-6642, visit [www.ladental.org](http://www.ladental.org) to register online or for more information.  
**DESIGNED FOR:** All  
**FEE:** \$45 - Adults; \$25 - Children 12 & under; \$25 - Dental Students; \$25 - Guests for Saturday Night Fish Fry ONLY (no fishing)

**DATE:** July 25 - 28, 2012, 8 a.m. to noon each day  
**COURSE TITLE:** LDA Summer Education Conference  
**SPONSOR:** LDA, (800) 388-6642, visit [www.ladental.org](http://www.ladental.org) to register online or for more information, ADA CERP recognized provider. A brochure will be mailed to all LDA members.  
**LOCATION:** Tops'l Beach and Racquet Resort, Destin, Fl. For reservations, call (800) 380-4808. Visit [www.ladental.org](http://www.ladental.org) for accommodations.  
**DESIGNED FOR:** All  
**INSTRUCTORS:** Wednesday: Richard L. Small, J.D., "Liability Challenges in a Modern Dental Practice"; Thursday: Dr. Kitrina Cordell, LSU School of Dentistry, "Suspicious Oral Lesions: Recognition and Management"; Friday: Dr. Don Callan, "Tissue Regeneration"; and Saturday: Dr. Don Callan, "Gingivitis, Periodontitis, Peri-Implantitis: The Connection and Treatment"  
**CREDIT HOURS:** 16, lecture (4 practice management and 12 clinical)  
**FEE:** LDA member-\$295; ADA member-\$345; Non-member-\$395; Hygienist-\$99; Associate member-\$79; Other staff-\$89; Dental student-\$79; and Retired volunteer license-\$49.

**DATE:** September 7, 2012; 8:30 a.m.  
**COURSE TITLE:** Bruxism and Sleep Apnea  
**LOCATION:** Clarion Hotel, 1419 E. 70th St., Shreveport, La., (318) 797-9900  
**SPONSOR:** Ark-La-Tex Academy of Dentistry, Contact: Dr. Clint Bruyere at (903) 753-0337, [www.arklatexacademy.com](http://www.arklatexacademy.com) (AGD PACE Recognized Provider)  
**DESIGNED FOR:** All  
**INSTRUCTOR:** Dr. Jeff Rouse  
**CREDIT HOURS:** 7, lecture  
**FEE:** Non-mbr. - \$245; staff/lab tech - \$45

**DATE:** September 14, 2012, 8 a.m. to 4:30 p.m.  
**COURSE TITLE:** Dr. C. Richmond Corley, Jr. Annual Fall Seminar 2012; Treatment Options for Periodontitis, Peri-Implantitis and Antibiotics in Dentistry  
**SPONSOR:** Southwest District Dental Association, contact Dr. Craig Crawford, 701 W. College St., Lake Charles, LA 70605 or (337) 478-7590, [crawfordorthodontics@yahoo.com](mailto:crawfordorthodontics@yahoo.com), ADA Cerp recognized provider  
**LOCATION:** L'Auberge Casino and Resort, Lake Charles, LA  
**DESIGNED FOR:** All  
**INSTRUCTOR:** Dr. Robert Fazio  
**CREDIT HOURS:** 7, clinical, lecture  
**FEE:** Southwest District Dental member: \$155; ADA member: \$205; Non-ADA member: \$355; Auxiliary: \$75; and Hygienist: \$95 (includes lecture, breakfast, lunch and course materials)

**DATE:** October 12, 2012, 8 a.m. to 4:30 p.m.  
**COURSE TITLE:** Contemporary Pediatric Dental Sedation from the Perspective of a Private Practitioner: It's Art and Science  
**SPONSOR:** Southwest District Dental Association (make checks payable to Southwest District Dental Association), contact Dr. Eric Sanders, 2620 Country Club Rd., Lake Charles, LA 70605 or (337) 433-5437, fax: (337) 433-3271, ADA Cerp recognized provider  
**LOCATION:** L'Auberge du Lac Casino and Resort, Lake Charles, LA, (866) 540-7444  
**DESIGNED FOR:** General Dentist, Specialist, Hygienist and Assistant  
**INSTRUCTOR:** Dr. John E. Nathan, M.Dent.Sc.  
**CREDIT HOURS:** 7, clinical, lecture  
**FEE:** Southwest District Dental member: \$225; ADA member: \$275; Non-ADA member: \$350; Auxiliary: \$95; and Hygienist: \$115 (includes lecture, breakfast, lunch and course materials)



**DATE:** October 12, 2012; 8:30 a.m.  
**COURSE TITLE:** Implant Restorative  
**LOCATION:** Clarion Hotel, 1419 E. 70th St., Shreveport, La., (318) 797-9900  
**SPONSOR:** Ark-La-Tex Academy of Dentistry, Contact: Dr. Clint Bruyere at (903) 753-0337, www.arklatexacademy.com (AGD PACE Recognized Provider)  
**DESIGNED FOR:** All  
**INSTRUCTOR:** Dr. George Priest  
**CREDIT HOURS:** 7, lecture  
**FEE:** Non-mbr. - \$245; staff/lab tech - \$45

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**DATE:** October 19, 2012  
**COURSE TITLE:** Operative Dentistry  
**INSTRUCTOR:** Dr. Thomas McDonald  
**CREDIT HOURS:** 7, lecture  
**LOCATION:** Independence Park Theater, 7800 Independence Blvd., Baton Rouge, LA. 70806  
**SPONSOR:** Continuing Dental Education of Baton Rouge (CDEBR). To register or for additional information, contact Dr. Byron Rome at (225) 621-2700 or go online at www.cdeofbr.com.

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**DATE:** October 20, 2012  
**COURSE TITLE:** Endo-Irrigants and Disinfectants  
**SPONSOR:** Southwest Louisiana (Calcasieu Parish) Dental Society, 1333 Oak Park Blvd., Lake Charles, LA 70601; Dr. Michelle Swift, (337) 478-2960  
**DESIGNED FOR:** General Dentist, Specialist  
**INSTRUCTOR:** Dr. Terrell Murphy  
**CREDIT HOURS:** 1, clinical, lecture  
**FEE:** For SW members only; fee included with dues

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**DATE:** November 9, 2012; 8:30 a.m.  
**COURSE TITLE:** Crown and Bridge  
**LOCATION:** Clarion Hotel, 1419 E. 70th St., Shreveport, La., (318) 797-9900  
**SPONSOR:** Ark-La-Tex Academy of Dentistry, Contact: Dr. Clint Bruyere at (903) 753-0337, www.arklatexacademy.com (AGD PACE Recognized Provider)  
**DESIGNED FOR:** All  
**INSTRUCTOR:** Dr. Brian Schroder  
**CREDIT HOURS:** 7, lecture  
**FEE:** Non-mbr. - \$245; staff/lab tech - \$45

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**DATE:** November 16-17, 2012  
**COURSE TITLE:** Oral Surgery for the General Dentist  
**LOCATION:** Lafayette, La.  
**SPONSOR:** LA Academy of General Dentistry, Contact: Brenda Descant at (800) 277-8356, 9069 Siegen Lane, BR, La. 70810, AGD PACE and ADA CERP Recognized Provider  
**DESIGNED FOR:** General Dentist  
**INSTRUCTOR:** Dr. Karl Koerner  
**CREDIT HOURS:** 11, lecture and participation, clinical

**FEE:** One day, member-\$245 and non-mbr.- \$325; and two days, member-\$445 and non-mbr.- \$495

**DATE:** January 11, 2013  
**TITLE:** L.H. Bowden Leadership Development Conference  
**SPONSOR:** LDA, (800) 388-6642, visit www.ladental.org and info will be posted as it is available. ADA CERP rec-ognized provider.  
**LOCATION:** TBA  
**DESIGNED FOR:** LDA leadership and component leaders  
**INSTRUCTOR:** TBA

**DATE:** January 17-19, 2013  
**COURSE TITLE:** Southwest Dental Conference  
**LOCATION:** Dallas Convention Center, Dallas, Texas  
**SPONSOR:** Dallas County Dental Society, (972) 386-5741 or www.dcds.org (The LDA is a regional partner of the Southwest Dental Conference.)

**DATE:** March 8-9, 2013  
**TITLE:** LDA Annual Session (Friday) and House of Delegates (Saturday)  
**SPONSOR:** LDA, (800) 388-6642, visit www.ladental.org and info will be posted as it is available. ADA CERP rec-ognized provider. A brochure will be mailed to all LDA members.  
**LOCATION:** Shreveport, La.  
**DESIGNED FOR:** All  
**INSTRUCTOR:** TENTATIVE, Friday - Dr. John A. Svirsky (Oral Pathology)  
**FEE:** TBA

David Austin

## Those Formidable Years

I'll never forget the time in third grade that my new friend Trip wanted to borrow a couple of my crayons out of my brand new 64 assorted colors Crayola box. I was kinda proud of that box full of colors. I guess if it wasn't in there then it wasn't a real color anyway.

He borrowed cornflower and cadet blue. After two days had gone by and he hadn't returned them, I decided to go ask him. Much to my surprise when he smiled at me, his teeth were all a funky yellow-blue color. Seems my good buddy Trip had eaten them.

This new turn of events dented our friendship a little, especially every time I opened my 64 assorted colors Crayola box and realized I only had 62. I never loaned anything to Trip anymore as I had learned a deep lesson on who could be trusted.

Trip became a successful orthodontist in the Northeast and was a pioneer in developing and using colored bonded brackets.

I had a pretty bad crush on Becky in the fifth grade. She stood a full head taller than me but was the most beautiful creature I had ever seen. Whenever Becky was around me, I couldn't think, couldn't eat in the cafeteria, and couldn't talk. My fifth grade teacher Mrs. Talley realized I couldn't concentrate when Becky was close by me, so she wisely had me seated on the other side of the room. Thankfully, I made it through fifth grade.

I ran into Becky a few years ago and found out she did model some while in college, but went on to become some sort of molecular physicist. I am taller than her now but I couldn't remember my name when I shook her hand.

Lester was a buddy of mine from first grade. We went all the way through fifth grade together and

were always in the same class. When we played together on the weekends, he almost always wore a double leather holster with a couple of the shiniest Fanner Fifties you've ever seen. We would play cowboys and indians until it got dark and our moms would start calling us home.

Lester was a really cool dude back in the day. He was one of my first friends that could dial up a number on the phone. He would call me sometimes just to shoot the breeze, and made my mom mad for tying up the phone for three or four minutes.

Lester later became involved in law enforcement before investing in a chain of Dunkin Donuts. Made a mint, which is good because he has to shop at the big and tall

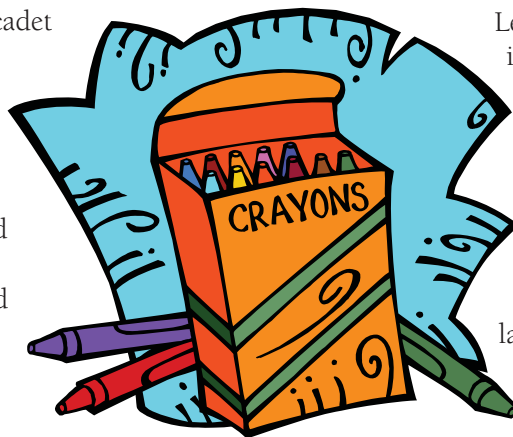
shop for his clothes. Mostly in the big department.

Probably my friend Greg had the most influence on me during those elementary and middle school years. From fourth grade, he started telling everyone he wanted to be a dentist when he grew up which was a little weird. I wasn't real sure what all a dentist did but what I did know sounded yucky, and I was one of his few friends.

As I became older, I thought maybe this dentist career thing that Greg always talked about might have some merit for me. This was the path I chose and the rest is history and a good one.

But my friend Greg eventually went into politics and is currently a U.S. congressman in another state. When I asked about his desire to be a dentist as a kid, he said he was just saying that to sound important.

I have to admit, he has become a very successful politician, and he wants to run for a senate seat next year. I'll be sure and send a contribution to his opponent.





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