



MDA NEWS

A Newsletter of the Montana Dental Association

Volume XXXII - Issue 6 - December 2011

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SURVEY SAYS "YES" TO KEEPING DENTAL BOARD INTACT

More than two-thirds of all licensed Montana dentists, hygienists and denturists surveyed as a group responded "Yes" to keeping regulation of all three professions under the current Board of Dentistry. The surveyed was conducted in November by the Board of Dentistry to give all dentists, hygienists and denturists an opportunity to voice their opinions about the legislative proposal to split up the Board.

A draft bill under consideration by the Legislature's Economic Affairs Interim Committee would remove regulation of hygienists and denturists from the current dental board by creating a new "Board of Dental Providers". The new board would be comprised of three hygienists, three denturists and two public members. The current dental board would become the Board of Dentists with five dentists and two public members. If approved by the committee, the bill will be introduced in the 2013 legislative session.

Legislators in August directed the Board of Dentistry to work together and return to the interim committee's January 20 meeting with more information. The board formed a committee to review the survey and provide recommendations on a response to the proposed bill. Legislators also asked the associations representing the three professions to work together to try to resolve positions on the bill.

MDA leaders invited members of the two other associations to meet in November and December, but no agreement has been reached. Following these meetings, MDA presented a recommendation to the Board of Dentistry's committee to create a Standing Committee on Dental Hygiene and a Standing Committee on Dentistry.

The proposed dental hygiene committee would include a hygienist, dentist and public member from the board and one hygienist who is not a member of the board. The dentistry committee would include one board member dentist, dentist and public member and one non-board member dentist.

Under this proposal, all matters affecting the practice of dental hygiene or dentistry would be referred to the respective committee for its review and recommendation. The committees would also be authorized to develop rule recommendations. When committee recommendations were presented to the Board, the full Board of Dentistry would be required to act.

(story continued on page 8)

Survey Results

In November, the Board of Dentistry mailed a request to all licensed Montana hygienists, denturists and dentists to take the online survey. Responses by category were: 60 percent of licensed dentists (462 of 776); 26 percent of hygienists (188 of 720) and 100% of denturists (19 of 19).

Of the all those participating in the survey, 472 (71 percent) responded "yes" to the question: "Do you support retaining the current board of dentistry comprised of 5 dentists, 2 dental hygienists, 1 denturist, and 2 public members?"

Only 144 (24 percent) replied "yes" to the question: "Do you support creating two boards: a board comprised of dentists and public members and a separate board comprised of dental hygienists, denturists and public members?"

The survey was prepared and conducted by the state's Department of Labor and Industry.



Top Row: Paul Consani, Denise Jones, Dirk Peterson DDS, Robert Hirai, Dick Barnette, Joe Consani

Bottom Row: Lynne Nelson, Joe Consani Sr., Wendy Hirai

Seasons Greetings!

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Above, Members of the Montana delegation take a break during the ADA Annual Session held in October. From left, MDA Executive Director, David Hemion, MDA President, Dr. Rob Neill, MDA member and ADA 11th District Trustee, Dr. Roger Kiesling, MDA Delegate-at-Large and ADA ADPAC Representative, Dr. Doug Hadnot, MDA Alternate Delegate, Dr. Jane Gillette, and MDA Delegate, Dr. Roger Newman.

The business end of the ADA House of Delegates.



MDA delegation relaxes with Dr. Robert Faiella, ADA President-Elect.

MESSAGE FROM YOUR PRESIDENT, DR. ROBERT NEILL



Dr. Rob Neill

Seasons greetings!

As we speed from Thanksgiving right into the Christmas season it is hard to believe we are wrapping up 2011 already and about to tie on the bow!

We, in dentistry have much to be thankful for. Dentistry is a great profession. With it comes great responsibility on our part both individually and collectively. The MDA and ADA, the vanguards, are looking ahead at things that affect you and the oral health of Montanans and all Americans. Together we stand and we may lose some battles, but we will remain proud that what we stand for is right.

Economic Affairs Interim Committee Update

The Economic Affairs Interim Committee (EAIC) proposed a bill to break up the Board of Dentistry (BOD) into a Board of Dentists and a Board of Dental Providers (Hygienists & Denturists). The EAIC also told the dentists, hygienists and denturists to “work it out”. The BOD sent out another survey, the results of which overwhelmingly supported retaining the current Board. I want to personally thank all dentists and hygienists that participated and voted to retain the current BOD. A high percentage of dentists but only 20% of hygienists participated in the survey. There were some very good comments on why they felt the BOD should be retained as is. Many hygienists tell us the majority of hygienists are fine with the current Board. All denturists want to break it up.

The MDA invited the Montana Dental Hygiene Association (MDHA) and Denturistry Association (DA) to meet and have a discussion. Our leadership met with the MDHA in person one time and by teleconference one time. We met with the DA one time in person. The thought was to find a solution other than the current one on the table, (bill to break up the board into two separate boards) which the MDA opposes.

The hygiene meetings were very professional, cordial and respectful. The result was interest in a more effective hygiene committee of the BOD. This committee could review all dental hygiene matters and bring those to the full BOD for consideration. I am sure the full Board would agree with the committee’s recommendation on most routine matters. On controversial issues this allows for Board discussion in the open, among the three professions and the two public members. After all, any possible change should be looked at in an objective, analytical, non-controversial manner. If there was an additional Board of Dental Providers this would not be possible.

Our meeting with the denturists was historic. To my knowledge this was the first meeting between the two groups. There was quite a bit of venting of pent-up frustration on their part. They were mildly interested in a Denturistry Committee, but their goal is to control their own destiny with no dentists involved in regulation.

At its recent Dec. 2nd meeting the BOD discussed the EAIC proposed bill. The Board appointed a committee of BOD members and Association members to discuss keeping the existing Board of Dentistry and MDA recommended creating a Standing Committee of Dental Hygiene and a Standing Committee of Denturistry. The board will act on the findings of the committee and advise the EAIC accordingly at their January 20 meeting.

A “tip of the hat” to Great Falls Dentists for their recent care to Veterans and the Dental mission trip to India by some Anaconda and Butte Dentists! Hopefully we’ll get some pictures and more information on their activities. Let the MDA and local news know about your generosity. A lot is done but it is usually kept a secret as Dentists are a modest group. The MDA is also requesting information on how much dentistry you write off each year. Now is a good time to gather that with the end of the year approaching. You can of course remain anonymous.

Our Executive Director, David Hemion and I have visited and reported to the 1st, 2nd, 3rd, 4th and 9th districts. We thank you for your hospitality.

I want to thank Dr. Pat Quinn, chair, the MDA Insurance Committee and Group Benefits Trust for their hard work on MDA’s health insurance plan. Mountain West Benefits is doing an outstanding job for us as well. Just a reminder, EBMS will administer the claims starting in 2012, taking over from Blue Cross Blue Shield.

For those of you not on MDA’s plan, please take another look at it. I think you will find rates that are now competitive. Call Dara at Mountain West Benefits at 1-877-343-1060.

Be sure to put the MDA Annual Meeting on your calendars April 26-27 in Missoula! Don’t miss Dr. Gordon Christensen and other great speakers!

I’ll update you on other MDA activities and issues as they evolve.

I hope you all have a wonderful Christmas filled with joy, love and peace. I look forward to serving you in 2012 and sincerely hope that it is a healthy and fruitful year for you all!

DR. JOHN SMITH HONORED FOR SERVICE AS INTERIM MDA EXECUTIVE DIRECTOR



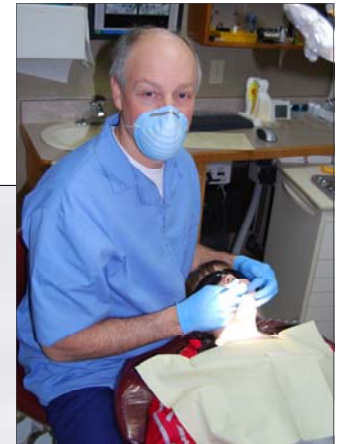
The Montana Dental Association has made a \$1,000 donation to the Montana Oral Health Foundation in honor of Dr. John Smith. Dr. Smith generously volunteered his time while serving in the capacity of interim MDA executive director from May through August following the death of Mary McCue.

“MDA owes John much gratitude,” said Dr. Rob Neill, president. “He was always available to assist the central office staff and took time away from his practice to attend

many meetings, return calls and emails, respond to correspondence and ensure MDA ran smoothly during the transition. If you have an opportunity, please thank Dr. Smith for his dedication to organized dentistry in Montana.”

“MDA owes John much gratitude.”

-Dr. Rob Neill, MDA president



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*Submitted by Nate Allie AAI, CIC
VP - Payne Financial Group*

I would like to thank the Montana Dental Association for again choosing Cincinnati Insurance Company and Hoiness LaBar/Payne Financial Group as its endorsed providers. We take great pride in servicing the insurance needs of MDA members. For more than 30 years the MDA has placed its faith in us to provide you with the best coverage available, at the lowest possible premium, while providing local service and claims support. That is why the vast majority of the MDA members purchase their Professional Liability and "Package" insurance from us.

The biggest advantage to Cincinnati's policy when compared to other insurance is that it only uses an "Occurrence Coverage form". There are two types of professional liability policies: a claims-made form, and an occurrence form. In the insurance industry, occurrence policies are considered superior to claims-made policies.

With Occurrence policies, you get a separate set of limits every year. So if you have been a practicing dentist for 10 years, and you have purchased an Occurrence policy every year, you would have \$1,000,000 in coverage for each of the past 10 years. With a Claims-Made policy, you only get one set of limits that covers your entire career. So for all years you have been practicing, you only have \$1,000,000 in coverage. You can see that with an Occurrence policy, over time, you accumulate much higher limits of coverage. If you currently have a Claims-Made policy with some other carrier, I strongly urge you to give us a call and let us do a comparison for you.

Cincinnati Insurance also has what we have found to be the best rates. Hoiness LaBar/Payne Financial is an independent insurance agency, so there are several insurance companies that we could use. We continually look at what rates would be for our dentist clients. More often than not, Cincinnati has lower premiums. Being independent agents also allows us the freedom to be unbiased. Most other agents that sell dental professional liability policies are "Captive agents", which means they can only sell for the company they work for. This freedom allows us to represent you the client first and foremost.

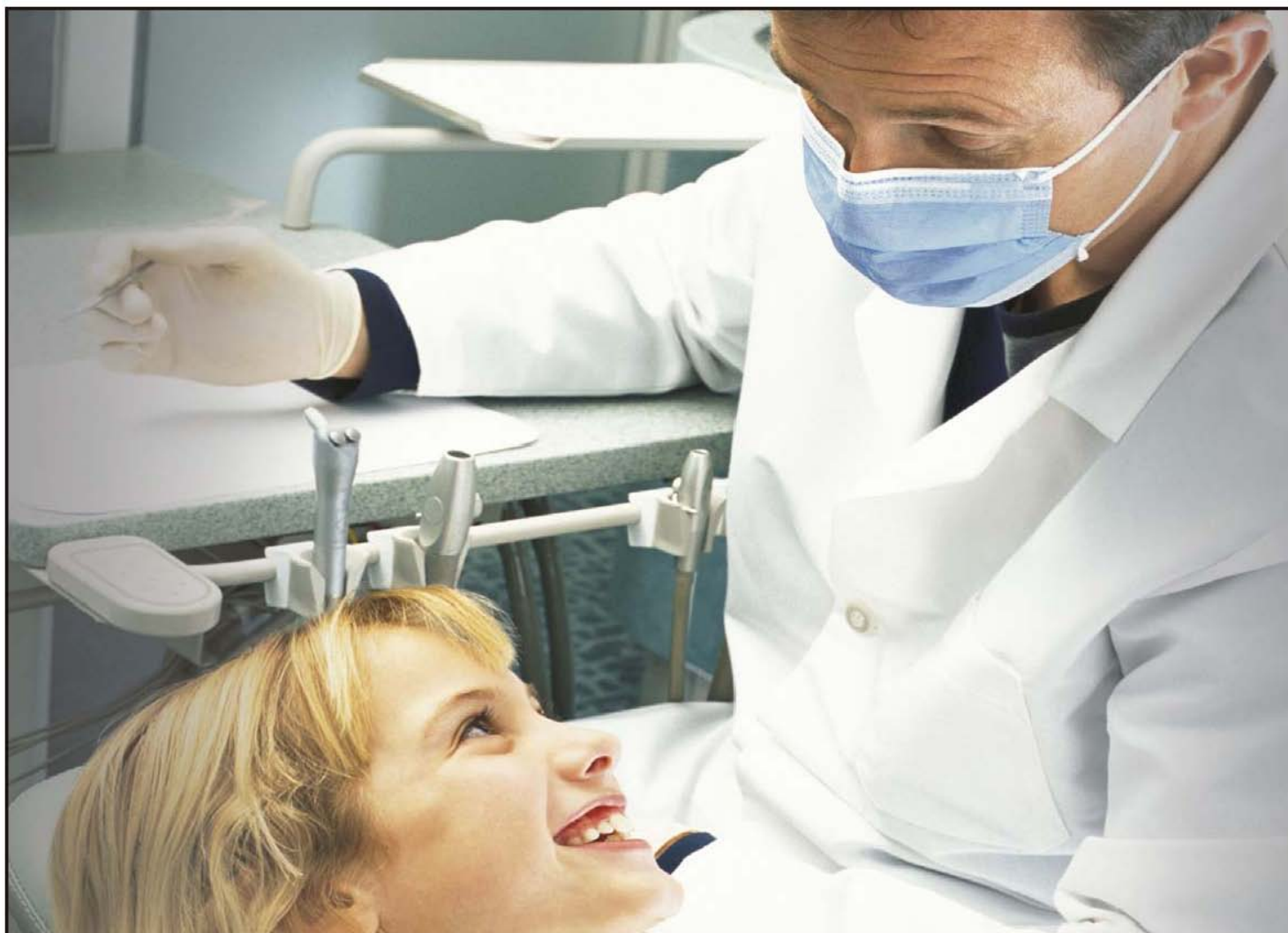
Another major advantage of the Cincinnati Insurance Company is that it is the only company that offers a 3-year policy. You only have to fill out an application

once every three years. Most other providers require that you submit a new application every year. This is also advantageous if you have a claim. Often when a claim is reported, the insurance carrier will set aside an amount of money called a "reserve". This is the amount of money that a claims adjuster guesses the claim could cost. That reserve can have a dramatic affect on future renewal premiums. Dentist's claims go to review before they can go any further. If the panel rules in the dentist's favor, the claim will be closed shortly after. At that time, the reserve will come down to equal the amount the insurance company has spent on legal fees and the claim will be closed. If you are on a 3-year policy, Cincinnati cannot change your rates or non-renew your policy. With any other carrier, your rates would go up drastically at the next renewal. I have seen many instances where a claim will be filed, a reserve is set, and the claim will go to review. The panel rules in the dentist's favor and the claim is closed for a minimal amount. However, that process can take quite a while. Cincinnati clients on a 3-year policy do not have to worry about how a large reserve on an open claim will affect their next renewal.

I can assure you that the MDA leadership did a very thorough job of looking at all the options for MDA members. I am delighted that they chose to continue our long term relationship and want affirm for you, the MDA members, that MDA is endorsing the best product for your insurance needs.



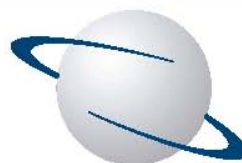
*Winter Trees
photo by Dr. Tom Lidahl, Plentywood*



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Cutthroat Trout - Rock Creek - Photo courtesy of Dr. Eric Berkner, Missoula

MDA is excited to offer a *Radiography Review Course* to dental assistants in preparation for the Radiation Health and Safety Exam. Instructor Danica Luedtke of the Dental Assisting Technology program at Salish Kootenai College will offer this 3 hour course to 15 participants on Thursday or Friday morning. Further details will be announced.

Advanced Lawsuit Protection and Tax Reduction Strategies for Dentists



Larry Oxenham, Author, and Senior Advisor with American Society for Asset Protection is one of America's top asset protection experts, having helped thousands of doctors achieve financial peace of mind by teaching them how to properly structure their assets for lawsuit protection and tax reduction.

COURSE SUMMARY: This course teaches proven and effective strategies to prevent and protect against lawsuits, allowing dentists the peace of mind necessary to focus on improved patient care. Tax reduction and estate planning strategies adapted to dentists are also taught. Specific topics covered in this course include Lawsuit protection, tax reduction, and Estate planning.



Survey Says "Yes" to Keeping Dental Board Intact (continued from front cover)

"The MDA proposal keeps the Board of Dentistry intact while creating more opportunity for hygienists and denturists to participate in matters affecting their regulations," said MDA president Dr. Rob Neill.

"At the same time, this preserves the effect of patient protections the Legislature has built into law by requiring dentist supervision of hygienists and requiring denturists and dental hygienists to refer patients to dentists for needed care beyond the scope of practice of hygienists or denturists," he said.

"Our primary concern is that splitting up the Board of Dentistry will weaken these safeguards, because dentists would be excluded from the new board. Dentists wouldn't have a vote on the supervision and referral requirements the Legislature has mandated for the practices of hygienists and denturists."

(Ed. Note: As this edition of the MDA News was being printed, the Board of Dentistry had not yet finalized a position for its presentation to the January meeting of

the Economic Affairs Interim Committee).

MDA asks dentists who are constituents of legislators on the Economic Affairs Interim Committee to contact them and voice your opinion on the proposed bill. Members of the committee are Rep. Tom Berry (R-Roundup), committee chair; Sen. Tom Facey (D - Missoula); vice chair; Sen. Joe Balyeat (R - Bozeman); Sen. Edward Walker (R-Billings); Sen. Jonathan Windy Boy (D - Rocky Boy); Rep. Chuck Hunter (D-Helena); Rep. Carolyn Squires (D-Missoula); and Rep. Gordon Vance (R-Bozeman).

"I'd urge dentists to express your support for keeping the Board of Dentistry intact and for MDA's proposal," Dr. Neill said.

MDA will be sending more information about how to contact your legislator in January. For further information, contact the MDA office at (800) 257-4988 or email to mda@mt.net.



On February 3, 2012, dentists from all parts of the state have an opportunity to participate in the annual Give Kids A Smile event. Montana dentists donated more than \$160,000 in free care during the event earlier this year. They will join thousands of their colleagues from

all parts of the United States in donating free dental screenings and care on the first Friday in February.

Several components across the state have expanded the program to more than just one day while others have chosen to help at various times throughout the year.

"What a great experience!"

- Dr. Marlene Ostby, Billings

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REPORT FROM THE NEW DENTIST BOARD REPRESENTATIVE



Submitted by Dr. Will Samson

During the past five years we have seen many changes, and proposed changes, to the dental profession. The graduation of the first class of midlevel dental practitioners from the University of Minnesota, the development of other midlevel practitioner programs, and the proposed breakup of the Montana Board of Dentistry are a few changes that may not be in the best interest of the public. The expanding integration of dental clinics into community health centers may bring ideas of unfair competition while the opening, or planned opening, of several new dental schools may provide an overabundance of dentists. Not to mention, we are still not completely sure how the new healthcare law is going to affect dentistry. These changes will have the greatest impact on young dentists. The key is becoming involved and guiding change in a positive manner, both to act in the best interest of the public and improve our respected profession. Today, more than ever, new dentist involvement in organized dentistry is imperative to continued success of our profession.

Dental school was not an easy endeavor and now that we are in the “real world” practicing what we had spent a significant portion of our life preparing for, it is easy to get caught up in the daily grind. We are being pulled in many different directions: family, patients, staff, bills, marketing, and just trying to catch our breath. Now, you are reading an article on the need to add something additional to your plate of responsibilities. Rest assured, there are many ways to make a difference that do not require a significant amount of time.

The best place to start lies in simply attending your local district dental society meetings. Each district has a member on the MDA Board of Directors who will provide the district with updates on the current issues the board of directors are tackling. The board member may ask for assistance from their district, which may include communicating with your national or state legislators, serving as a member on one of the many MDA committees, or even publishing a short editorial

or article in your local newspaper. These are simple activities that don't take a lot of time but can make a big difference.

The ADA New Dentist Committee offers several tools to assist in developing those skills needed to feel comfortable and be effective. Free continuing education is available from the ADA at www.adaceonline.org. The CE (3 credits) titled, “*Understanding the Association*,” is geared towards those individuals looking to get involved. It consists of nine modules that help to identify individual leadership style, aid in conducting effective meetings, setting goals, and understanding dentistry's role in the political process. The ADA New Dentist Committee also developed a Leadership Development Toolkit. The toolkit provides information, tips, available support, and tools to use such as PowerPoint presentations and sample speeches. The interactive toolkit is available for free, on a flash drive, by contacting the ADA at newdentist@ada.org. Finally, both the annual New Dentist Conference and Leadership day at the ADA annual session provide classes/events geared towards developing leadership for young dentists.

Change is inevitable and, if done right, can have a very positive impact. As young dentists, it is our responsibility to become educated on current issues and involved in the discussions regarding possible change. Please feel welcome to use your district MDA board member, or myself, as a resource if you have questions, concerns, or would like to become more involved.

The key is becoming involved and guiding change in a positive manner, both to act in the best interest of the public and improve our respected profession. Today, more than ever, new dentist involvement in organized dentistry is imperative to continued success of our profession.



Happy Holidays

TAMPER-RESISTANT PRESCRIPTIONS REQUIRED

In June the Montana Board of Pharmacy approved a new rule requiring that tamper-resistant pads be used for all written prescriptions. This requirement has been in effective as a federal rule since 2008 for prescriptions written for Medicaid patients and is now being extended to all prescriptions written in Montana.

Quoting from a letter sent by the Board of Pharmacy to the Board of Dentistry in November,

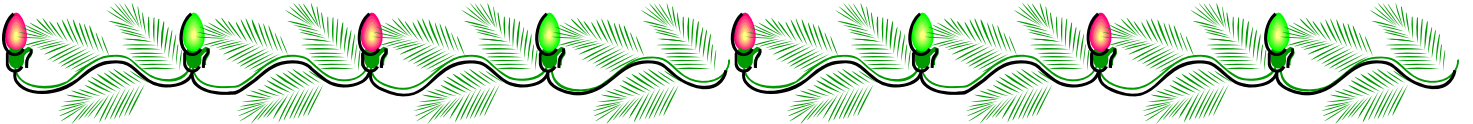
“Written prescriptions must contain the prescriber’s signature and their name must be readable on the script: either stamped, typed or neatly printed. In addition, written prescriptions must be on paper that meets three baseline requirements for tamper-resistant pads. These baseline characteristics are those that:

- 1) Prevent unauthorized copying of a completed or blank prescription form;
- 2) Prevent the erasure or modification of information written on the prescription by the prescriber; and
- 3) Prevent the use of counterfeit prescription forms.

Please note that electronic prescriptions, faxed prescriptions, and prescriptions sent orally over the telephone are exempt from this requirement.”

Vendors of prescription pads or paper for computer generated prescriptions that comply with this rule are available by searching the Internet.

Please contact Ronald Klein, executive director of the Board of Pharmacy at (406) 841-2371 with any questions.




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MDA MEMBERSHIP AND DENTAL LICENSE RENEWALS

Your 2012 ADA, MDA and local component membership renewal statement was mailed in November. Please contact the MDA office if your statement has not arrived.

Several options for payment are available, including online at www.mtdental.com. Please remember that your tripartite membership will be canceled if payment is not received by March 31, 2012.

Locally, your membership assures participation in component dental society activities. With your continued support, MDA can continue to be your voice in Helena to protect your practice from government intrusion. And ADA will continue to provide leadership to advance the dental profession.

Please use your membership renewal as your opportunity to support the challenges dentistry faces from government at all levels. Your donation to the '99 Club is especially important to continue effective lobbying in Helena. Donations to MDA's political action committee, MoDePAC, and to ADA's ADPAC remind legislators and members of Congress that dentists are the experts in preventing and treating oral disease.

MDA will also send monthly reminders, and as the deadline approaches, members of the Board of Directors will call you. Please feel free to call MDA at 800/257-4988 or email mda@mt.net with questions.

Winter also brings renewal of your dental license. According to the state's Healthcare Licensing Bureau, you may renew online at http://bsd.dli.mt.gov/license/bsd_boards/den_board/board_page.asp beginning January 2 and continuing to March 1, 2012. Sixty day reminder postcards will be mailed to the current address of record for all licensees December 30 with thirty day reminder postcards mailed February 1. The late renewal period starts after March 1 and runs through April 16, 2012. Although the renewal fee is doubled after March 1 licensees can still renew online. If not renewed by April 16, the license expires and you cannot practice. After April 16, you may renew only through the Board of Dentistry with additional documentation required.

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Registration, 8 am Class, 8:30 am – 5 pm

ABOUT THE CLINICIAN

Dr. Richard Nagelberg has been practicing general dentistry in suburban Philadelphia for over 29 years. He has international practice experience, having provided dental services in Thailand, Cambodia, and Canada. Dr. Nagelberg is Editorial Director of Dental Education for PennWell Publishing. He is co-founder of PerioFrogz.com, an information services company, and is a speaker, clinical consultant and key opinion leader for several dental companies and organizations. He has a monthly column in Dental Economics magazine, "GP Perio-The Oral-Systemic Connection". He is also a recipient of Dentistry Today's Top Clinicians in CE, 2009, 2010, 2011 and 2012. A respected member of the dental community, Dr. Nagelberg lectures internationally on a variety of topics centered on understanding the impact dental professionals have beyond the oral cavity.

ABOUT THE COURSE - 7 Credit Hours

Presentation is designed for dentists, dental assistants and dental hygienists

Course description: This presentation discusses current concepts of periodontal disease development and progression including; biofilm, bacterial invasion of the gingiva, the immuno-inflammatory response and risk factor identification and management. The interconnections between periodontal disease, atherosclerosis, cardiovascular diseases and diabetes are also examined. The presentation concludes with a discussion of salivary diagnostics and the incorporation of research findings into daily practice to enhance patient care.

Course Outline - The science of periodontal disease:

- ◆ Detailed discussion of; biofilm, perio pathogens, bacterial invasion of gingival epithelium, infection, inflammatory response, bacteremia, immune system and the mechanism of periodontal tissue destruction.

Risk assessment:

- ◆ Understanding the primary role of risk factor identification and management.
- ◆ Oral and systemic diseases update:
- ◆ Emerging research concerning the associations between periodontal disease, atherosclerosis, cardiovascular disease and diabetes.

Practice modifications:

- ◆ Incorporating research findings into daily practice, disease vs. wellness model of practice, DNA testing, case studies

At the conclusion of this program attendees should understand:

- ◆ The impact dental professionals have on patient health beyond the oral cavity
- ◆ The mechanism of periodontal disease development and the immuno-inflammatory response
- ◆ Risk assessment to maximize clinical outcomes
- ◆ Interconnections between oral and systemic diseases and their clinical relevance

Thank you for pre-registering

Lunch and breaks are included in the cost of tuition. No refunds will be issued after the course date.

MDA Member Dentist _____	\$205
With CE Credit Sticker _____	\$180
ADA Member/other than MT _____	\$255
MDA Retired Volunteer Dentist _____	\$ 35
Non-Member Dentist _____	\$355
Hygienist/Staff Att. with Dentist _____	\$ 85
Hygienist/Staff Att. w/o Dentist _____	\$ 95
Total _____	

Attendee's Information

Name _____

Address _____

City, State, Zip _____

Phone _____

Additional Attendees _____

Method of Payment

Check made payable to MDA

MasterCard VISA Am Ex Discover

Credit Card # _____

Expiration Date _____

Signature _____

CVV Code _____

Mail Payment and Registration to:

MDA, PO Box 1154,
Helena MT 59624

Phone 800/257-4988

Fax 406/443-1546

with Credit Card

Attach
CE Credit
Sticker
Here.

ADAC • E • R • P
CONTINUING EDUCATION RECOGNITION PROGRAM



Classifieds

Practice Opportunities

Practice for Sale

Flathead Valley GP for Sale - Beautiful, 5 operatory general dental practice in an excellent location. This efficient dental business offers the opportunity to step into a practice with long term goodwill, a strong patient base and a reputation for quality. 2010 collections exceeded \$860,000.

Contact: Practice Transition Partners, (888) 789-1085 or contact@practicetransitions.com.

Northwest - Fabulous practice in the Flathead Lake region. The practice is large and progressive and has six operatories. Strong hygiene program and plenty of room to accommodate an associate or partner. The valley is legendary for its beauty - and its tasty cherries. Whether it is skiing at Big Mountain or Blacktail, sailing on Flathead Lake, hiking or hunting, there is nowhere more beautiful or that has more to offer in terms of family fun and recreation. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd. (866) 348.3820. www.mydentalbroker.com

Northwest Montana Experience the Mountains, Flathead Valley and Glacier National Park. This is a quality, fee for service Family Practice, committed to excellence and provides all facets of patient centered care including fixed and removable Prosthetics, Surgery, Endodontics, and Pediatric Dentistry. The Flathead Valley has a growing diverse economy, an International airport, good schools and a Community college. Hunting, fishing and golf are all available in addition to the symphony, live theatre and art galleries. Reply in confidence to Dr. Don Hanson

www.qualitytransitionsdds.com 406-862-6260

North Central - If you're looking for the best deal out there, this is it! 100% fee-for-service solo practice collecting \$500,000 and priced to attract you to come and enjoy the advantages of a rural community. Owner refers out most oral surgery and endo. Practice has three operatories. Building also available for purchase. Beautiful area with immediate access to big game and bird hunting, fishing, hiking, golf and water sports. Rural area minutes away from larger community; international airport 2 hours away. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd. (866) 348.3820. www.mydentalbroker.com

North Central - Contemporary 3-op practice with exceptionally low overhead. Seller does most of his own endo and refers out oral surgery. Opportunity to grow with expanded schedule. Seller relocating out of state. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd. (866) 348.3820. www.mydentalbroker.com

Great Falls - Professional Office Space Available: I have a dental building available for lease or purchase (possible owner finance). It is located in a dental complex with an

endodontist, periodontist and several general practitioners and is close to an oral surgery practice as well as the hospital. It has approximately 1,750 sq. feet on the main floor including five operatories, panoramic x-ray room, dark room two offices, laboratory, two bathrooms and a large waiting-reception area. It also has a full basement with laundry facilities, locker room with bathroom facilities including a shower and a large storage area. It will be available this summer. If you are interested please contact me at 406-781-8340. Jay A. Tuomi, DMD, 2504 13A St SW, Great Falls MT 59404.

Central - Owner relocating. Low, low overhead means high-net to purchaser. This semi-rural four operatory practice collected \$500,000 last year. Owner pretty much "does it all" including implant restoration. The office is roomy and attractive, and there is opportunity to expand the schedule. The area is largely agricultural and has remained economically stable. There is a local airport, and the area is scenic and surrounded by various mountain ranges. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd. (866) 348.3820.

www.mydentalbroker.com

Southwest - Modern practice in rural area close to shopping, airport, etc. Four operatories with room for five. The practice is collecting \$425,000 on a three-day schedule. Digital x-ray, digital pano, a great team and low overhead make for a great opportunity with a healthy profit margin. This is a walk away sale and available now. There is also opportunity to supplement practice income with an outside employment opportunity. The area is beautiful and surrounded by unlimited outdoor recreation, including skiing, golf and family recreation areas. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd.

(866) 348.3820. www.mydentalbroker.com

Western Montana - A great opportunity in the surrounding beauty of the Rocky Mountains. This family Practice offers a wide cross section of dental care plus a well trained, versatile staff with many years of experience. A perfect setting for the outdoor enthusiast (rafting, hiking, hunting, fishing and golfing nearby). The community has excellent schools, hospital, museum and public library. East, Interstate drive to a large University, international airport, cultural and sporting events.

Reply in confidence to Dr. Don Hanson (406) 862-6260

www.qualitytransitionsdds.com

Dental Office - 1,300 sq. ft., 3 operatories, reception area, option for 4th operatory. Excellent location. Bozeman, Montana. Call (406) 587 -4888.

Missoula - Dental building for sale or long-term lease. 5 operatories with some cabinetry, but dental/office equipment not included. Available Summer 2012. Inquire mslanordstrom@msn.com or call (406)544-4936.

Professional Office Space Available: Missoula

I would like to bring it to your attention that I am currently constructing a 6,000 square foot, two story building located on the corner of High Park and SW Higgins, next to Romeo's restaurant.

There will be professional space available up to 3,000 on the first floor sometime this summer. This will be available for lease or lease option to buy. At this time, there are still some design options available. This is an excellent location with easy access from High Park as well as SW Higgins.

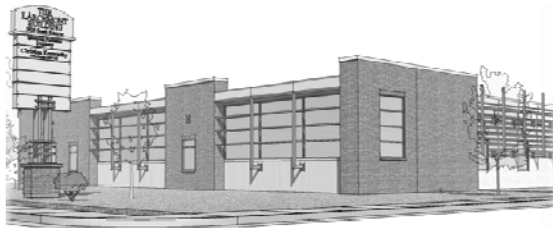
If you have an interest in possible ownership or needing a larger facility to lease in the future please contact me at 406-728-5100.

John Spierling, D.M.D.
690 SW Higgins Ave. Ste B
Missoula, MT 59803



Professional Office Space on South Reserve in Missoula

Dr. Christian Kenworthy and Mr. Paul Tiede have recently remodeled the Larchmont Building located at 3020 South Reserve Street. Opened for business in January 2011, three of the five condominium suites are occupied by Missoula Pediatric Dentistry, PC., Kenworthy Orthodontics, and Missoula Oral Surgery. Two suites are remaining for lease or purchase. Suite A is roughly 2100 sq ft and Suite B is roughly 2400 sq ft. Super exposure, excellent access on Reserve Street and more than ample parking for both staff and patients. Please call for a personal tour and specific layouts of the remaining suites.



Christian Kenworthy, DMD
K&T Associates, LLC
3020 South Reserve Street, Suite E
Missoula, MT 59801 (406) 450 - 2264

Billings - Associate position with future ownership. This high tech, patient centered office, provides all components of Dentistry including an excellent Soft Tissue Management program with a long term, experienced team. CE and good communication have been an important aspect of this Practice. The Yellowstone Valley provides all the aspects of the good life: fine dining, performing arts center, excellent schools, hunting, fishing, golfing and a regional hub airport in its backyard. Reply in confidence to Dr. Don Hanson (406) 862-6260 www.qualitytransitionsdds.com

Billings - Small patient base Billings practice, 4 opts, west end, good parking—excellent merger or start-up option. AFTCO (406)462-5615

Eastern - Exceptionally well priced practice with experienced staff and loyal patients waiting to welcome new owner. The Practice is 100% fee-for-service and has very low overhead. Monthly collections are averaging \$45,000. Located in Dawson County, the area is very stable economically and is beautiful with rolling hills and rock formations. The community has much to offer with the Dawson Community Airport served by Gulfstream International, Dawson Community College, a local golf course, and even dinosaur museum. For detailed information about this opportunity and others, contact Wendy Hirai at ADS Northwest/Consani Seims Ltd. (866) 348.3820. www.mydentalbroker.com

Temporary Coverage of Your Dental Practice

I am semi-retired in Bozeman, and provide locum tenens or "fill in" dental services. Whether it is an illness, military commitment, extended vacation, or just assisting during a transition, I can help. Contact Ron DeArmond at 406/579-8103, 406/586-1768 ron_dearmond@hotmail.com.

DENTIST HELPING DENTISTS SINCE 1984. Locum Tenens Interim Office Coverage: Vacations, Illness, Maternity Leave. Also, Excellent Job Opportunities. Forest Irons & Associates 800-433-2603. www.forestirons.com

Looking to Purchase

Cooperative Health Clinic of Lincoln is looking for a panorex x-ray film processor preferably with daylight loader." Contact Dr. Dan Harrington at 443-8920 or 491-3926.



In Memoriam

Written by Dr. Sam Stroehler in memory of his Father, Dr. James S. Stroehler

As his oldest child and a lifelong witness to the time and efforts he put into organizing and leading the MDA during his years, I would jump at the chance to trumpet his successes. But, what he did in the name of the Ninth District, MDA, and ADA he did out of a love for the organizations and a desire to promote their agendas and relevance during the times when he served. Dad eschewed self aggrandizement. The simple message that you circulated was more than enough to alert his friends and colleagues who attended the funeral. We all shared memories of his adventures while participating in organized dentistry. He would be embarrassed by additional acknowledgment, that just wasn't his style. His life was not about power, perks, or politics, it was about promoting the organization of dentistry, often regardless of the costs, stresses, and additional time his efforts required. His benefits were pride in the organization, success of the organization, and the friendships working with other fathers of the MDA like Dr. Lohman in Butte.



Dental Datebook

2012

January

- 12-13 Billings Mid-Winter, contact Amy Fuller at 406/651-4867 for more information. Thursday, Dr. Chandhur Wadhvani and Dr. Alfonso Pineyero: "Restoratively Driven Implant Failure." Friday, Dr. Dennis Tarnow: "Esthetics and Implant Dentistry; Innovations & Controversies". Online registration at www.mtdental.com.
- 26-27 Montana Study Club
- 27 MDA Board of Directors meeting - Helena.

March

- 2 Montana Board of Dentistry Meeting
- 2 Montana Study Club open lecture with Dr Ed McLaren. Registration at 8 am, with class from 8:30 - 5. Lunch and snacks included in fee. Missoula Holiday in Parkside. More details to follow.
- 9 MDA spring CE featuring Dr. Richard Nagelberg - Helena. See page 13 for full details.

March (continued)

- 16 3rd District Dental Society Annual St. Patrick's Day Seminar, Fairmont Hot Springs, Anaconda, MT. Call Dr. Bill Brennick (406) 494-7080 or Dr. Dan O'Neill (406) 494-1316.

April

- 26-27 MDA annual meeting - Missoula, Montana. Thursday, Dr. Gordon Christensen and Friday - Robert Stutman. Dr. Jane Gillette will present AbCd Montana training and Evidence-Based Dentistry. An Asset Protection class and a Dental Assisting Radiography Study Course will be available (*limit 15*).

May

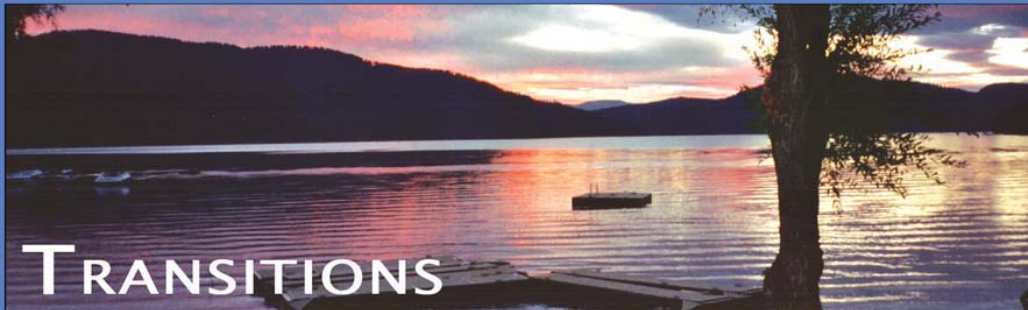
- 3-4 Montana Study Club Missoula

June

- 15 Montana Board of Dentistry Meeting

September

- 7 Montana Board of Dentistry Meeting
- 14 MDA Fall CE featuring Dr. Terry Tanaka. Location TBD.



TRANSITIONS

Donald G. Hanson, DDS, PC.: 406.862.6260
www.qualitytransitionsdds.com

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you
have
a
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