Dear Colleagues,

Subject: Mid Level Care: Use & Abuse

As I look at our profession, ‘MID LEVEL DENTAL PROVIDERS’ is a subject that is often discussed. But what is MID LEVEL? MID LEVEL assumes a top and a bottom with dentists obviously at the top of the PROVIDER list. Everyone else who has direct oral contact is a PROVIDER.

Some states are helping patients access oral health by authorizing midlevel practitioners—often called DENTAL THERAPISTS—to work with dentists. Similar to physician assistants, these providers enable public and private practices to expand their reach to care for more patients. Particularly in underserved areas.

What is a Midlevel Provider? According to the AMERICAN STUDENT DENTAL ASSOCIATION: “an individual who is NOT a dentist with four years of post-college education (three years in the case of University of Pacific School of Dentistry) who may perform irreversible procedures on the public. Due to barriers to care issues, Midlevel provider pilot programs have begun to enter the MAINSTREAM OF DENTAL HEALTH CARE.

ONLY A DENTIST SHOULD PERFORM THE FOLLOWING FUNCTIONS: exams, DX, TP, Prescribing work authorizations, performing irreversible dental procedures, prescribing drugs and/or meds.

The Minnesota legislature in 2009 created two types of providers: the DENTAL THERAPIST (DT) AND THE ADVANCED DENTAL THERAPIST (ADT), both of whom are allowed to provide general dental services, as well as irreversible procedures such as tooth extractions and cutting on hard and soft tissue, under the general or indirect supervision of a dentist, dependent upon the procedure. The key attribute of either provider is that the provider was intended to primarily work in settings that serve population with minimal access to dental care. According to the Minnesota Board of Dentistry, there were 42 licensed DT’s in June. Two licensees lived out of state. During this time, only 3 DT’s practiced in the region defined in study and only 8 practiced in HPSA’s. More than 25% practiced in Minneapolis, the state’s largest city, while 73% practiced in the Twin Cities metro area. Therefore a significant maldistribution.

Arizona, which has Dental Therapists for rural reasons, has concluded, “We have yet to benefit from Midlevel dental care.”

Dental Therapists in Vermont perform the following procedures: prophy, polish, fluoride, , outh guards, suture removal, change perio dressing, brush biopsy, administer local anesthesia, place temporary restorations.

MID LEVEL PROVIDER legislation introduced or PASSED in the following states and more than 50 COUNTRIES: Washington, New Mexico, Kansas, Minnesota, Michigan, Ohio, Georgia, South Carolina, Vermont, Massachusetts, Maine.

In Kentucky we have EDDA (expanded duty dental assistants), RDH (registered dental hygienists), RDH with Anesthesia permit, X-ray Certified Techs, Sterilization Certified Techs.
CODA, the Commission of Dental Accreditation, recently set standards for U.S. dental therapists programs, somewhat following the Minnesota DT program. However the American Dental Association is quite clear in its statement:

CODA has taken no position on the merits of Dental Therapists as a dental profession; this is an issue for each state to determine.

Scope of practice is also the purview of each state, not CODA.

CODA’s standards for Dental Therapy education programs are the nationally accepted educational requirements for this emerging discipline.

Conclusion: DENTAL THERAPISTS (by whatever name you wish to call them) like PHYSICIAN ASSISTANTS, are here: Medicaid, Affordable Care Act, Large Group Practices, demand for services is growing in rural and urban areas. Education and quality control will assure success of this facet of our profession.

Respectfully yours, Bobby Mann, DMD, bobbydmd@aol.com

Hearts In Motion 2017  A non-profit service organization that provides school construction, medical/dental/ physical therapy care and treatment for children, families and communities through its programs and sponsorships in Central and South America. Some of our members have gone on mission trips through Hearts In Motion. Pictured here are Drs Chris Mattingly & Bobby Mann.

Donations to Hearts in Motion have been made by
Drs. Blincoe & Shutt                      Dr. Kenneth Livesay
Dr. E. Ramsey Burton, Jr, Dr Courtney Shearer & Dr. Gretchen Wigand

To make a donation go to www.heartsinmotion.org

2017 Dates for LDS Sponsored Free Dental Clinic:
Feb 18th  4th Ave UMC              318 W. St Catherine, Louisville, 40203
Feb 25th  Sojourn Community Church       Shelby & Clay Streets
March 18th  St Joseph’s Church            1406 Washington Street, Butchertown
April 15th  4th Avenue UMC
May 20th  4th Avenue
June 17th  St Joseph’s
August 19th  4th Avenue
Sept 9th  4th Avenue
Oct 21st  4th Avenue
Nov 4th  Sojourn
Nov 18th  4th Avenue
Dec 2nd  St Joseph’s

Your New LDS Officers for 2017-2018:
President: Darren Greenwell            Vice President: Paul Boyd
Secretary ~ Treasurer: Emily Brown       Scientific Sessions Chair: Joseph Cieslak
Budget & Finance Chair: Bogdan Graboviy Assistant Secretary-Treasurer: Michael Metz
Peer Review: Joe Cieslak, Wil Engilman, Joe Jacobi, Todd Peter
The Louisville Dental Society Presents
“A Day at the Races at Churchill Downs”

Friday, June 2, 2017

Doors Open at 12:00 ~ First Race at 12:45

DRESS: In keeping with the Churchill Downs tradition, we ask that **no shorts, jeans or T-shirts be worn.** Men must have shirts with collars, and ladies are asked to dress accordingly. **“Business Casual” No scrubs!**

COST: The total cost of **$45.00 per person** includes admission to Churchill Downs, reserved seat in Millionaires Row, a delicious buffet luncheon, program, tip sheet, and chances on door prizes.

This will be a fun-filled day, with door prizes given away between races all day long.

We will be sponsoring a race (**The Louisville Dental Society Purse**) with a trophy to the winning owner or trainer. Wouldn’t this be a great way for you and your guests to spend a fun-filled day at one of Kentucky’s famous landmarks?

Seating is Limited! This event will sell out early—**It always does!**

This event is for LDS & KDA members, their guests and LDS Patrons & Advertisers.

**Tickets are reserved in the order they are received! Window seats go first!**

If 2 or more offices want seats together, **PLEASE send requests in together.**

Return the reservation form below with your check to:

Louisville Dental Society
1920 Nelson Miller Parkway
Louisville, KY 40223-2164

Tickets will be mailed to you by May 19th.

Payment must be received with this form. **Questions? Call Susan @ LDS: 244-2005**

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Please reserve ____________tickets to LDS Day at the Races on June 2, 2017

at $45.00 per ticket. Tables seat 8. $________________

Name: __________________________________________ Phone________________

Address: __________________________________________

City & State: __________________________________________ Zip Code:___________
2016-17 SCIENTIFIC SESSIONS SCHEDULE

Thursday, February 16 and April 20 LDS will be at Audubon Country Club. $25 in advance for each of these meetings—call 502/244-2005 to reserve w/ credit card or mail check to LDS, 1920 Nelson Miller Pkwy, Louisville, 40223.

February 16 dinner meeting at Audubon CC, $25. Aging and the Oral-Systemic Connection with Dr. Jan Potempa, Professor at the University of Louisville School of Dentistry and Dr. W. Michael Mansfield, Assistant Professor at the University of Louisville School of Dentistry.

Welcome New Dental Students, Class of 2021, at the February 16th Society Meeting

December first of 2016 was a big day in the life for 17 University of Louisville pre dental undergraduates. On that day they received their acceptance letters to various dental schools starting class in July of 2017. LDS would like to honor and welcome them as our guests for dinner at the February 16th dinner meeting. After many years of hard work and countless hours of hard study, their dental career has now finally started. Organized dentistry (LDS) will give them their official welcome into the profession which we now share. Be sure to give these new dental students your personal congratulations and welcome. Reach out to these new dental students for these fine people are the future of our profession and of organized dentistry.

April 20th dinner meeting at Audubon CC, Dr Brian Alpert presenting. LDS will honor our Past Presidents and their spouse as our guests. Past Presidents, please call today to reserve your place. Please bring your spouse to this meeting.

Let’s all make plans to attend this dinner meeting to honor our Past Presidents, their spouse and your spouse. Wouldn’t it be great to fill the room like we did at the January LDS dinner meeting? Call today to make your reservation. $25 per person.

FREE LDS Dental Clinic @ 4th Avenue Methodist Church, Louisville—near the Dizzy Whiz!

Saturday, February 18, 9 am—1 pm Please join us—we need you!

Help your community, enjoy some camaraderie with your colleagues and have some fun!

Sure could use some help treating the patients! You will work with & inspire the dental and pre-dental students who also help with this endeavor. Thanks for everyone’s support.

Contact Randy Ransdell: Call me on my cell @ 502-599-7361

If you can make it, please call Dr Ransdell or let Susan know at 502/244-2005.

We have now completed over $100K of FREE dental care helping 341 patients in just over 11 months!

Dr Stratton, April Duvall & Melanie have pushed the re-opening/re-outfitting of the 4th Avenue Methodist Church Dental Clinic.

Dr Jacobi has spearheaded the Pre-dental society’s involvement & Melanie Lennon crafted an agreement to allow them to become x-ray certified.

Becky Montague, St Joe’s & FCC have melded a great partnership in treating their community.

Sojourn, with Melanie’s guidance, continues to be a model partnership for dental care for their area.

Metro Health Department continues their generosity with allowing usage of the van

LDS Volunteer dentists, LDHA volunteer Hygienists, Susan & Jim Lewis, ULDS Students….We could not do it…without you all.

Generous financial help from The Delta Dental Foundation, Bowman Insurance & others have allowed us to expand our reach & services.
Protecting and Insuring Your Dental Practice

Understanding the distinctive risks that your practice faces is a tough thing to do in an ever-changing business world. At AssuredPartners NL, we make it our priority to tailor customized solutions to your unique business needs. For example, a breach of medical records can cost up to $150 per record in the event of a data breach. Have you considered cyber liability coverage or analyzed your network exposure to cyber crime?

In addition to navigating the challenges that dental practice owners and administrators face when mitigating potential claims, we also provide customizable services to help lessen the burden when managing the office. Just like you, we care about your employees and their needs. We have a dedicated team of employee benefit experts that are able to serve everyone within your office, and all the way down to the employee level. Whether it is a question about claims, coverage, deductibles, billing, or anything else; call our dedicated service team.

Partnering with AssuredPartners NL gives you the resources of a large firm combined with the superior, personalized service of a local office. With a comprehensive array of services and capabilities, you will feel secure that we have you, and your office covered.

www.assuredptnl.com

ANDREW R. COTTON 502.259.9340 andrew.cotton@assuredptnl.com
Kentucky Needs You!

Calling All Kentucky High School Artists

The Governor's Office is preparing for the Kentucky Derby by designing their annual Derby Poster. This year the Governor and First Lady have decided that instead of hiring a professional artist to design the poster, they are seeking high school students from all over Kentucky to participate in creating the artwork.

Students should submit a piece of art that depicts how they see the Kentucky Derby. Designs may be submitted through the First Lady's website by February 17th. Five finalists will be chosen to attend a special luncheon at the Governor's Mansion where the winner will be announced.

The winner will be invited to both the Kentucky Derby Festival's Luncheon and the Governor's Derby Gala both held at the Governor's Mansion. The Governor and First Lady will be in attendance. In addition, the winner's artwork will be featured on the official Governor's 2017 Kentucky Derby Poster.

You could be the big winner!
Customized Solutions for your practice

At Blue & Co., LLC, we are focused on the needs of dentists. Whether you are looking to maximize profitability, expand or sell, streamline operations, or prepare for your future, our team of dental experts can help. Our experience will allow us to provide you with a plan to attain your goals.

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For more information, please contact the members of our dental team:

Carrie Merrill, CPA  Paula McConville, CPA
phone/fax  502.992.3484  phone/fax  502.992.2580
cmerrill@blueandco.com  pmcconville@blueandco.com

CPAs/ADVISORS
2650 Eastpoint Parkway
Suite 300
Louisville, KY 40202
blueandco.com/dental.html
LDS New Dentist Study Club

Meetings will be limited to new dentists in Louisville & surrounding areas that have graduated from dental school within the last 10 years. Tentative dates for 2017: March 2nd, April 6th, Sept 7th & Nov 2nd. We picked these dates to try to avoid other big meetings: LDS, KY Women’s Dental meeting, Hinman, Chicago Midwinter & KDA meeting. Possible topics for future study club meetings... Digital impressions (have reps bring scanners in to play with); Cements (the goo, the bad and the ugly); Raise your profits by reducing your remakes (root cause/lab communications); Raise your profits by reducing your remakes #2 (impressions, prepping techniques and tools); Implants 101- restoring for the general dentist; What I wish I knew the first year out of dental school; Sleeping with the Enemy (sleep apnea); NTI, 3 appointment dentures; Growing your practice and how (consultants, Henry Schein, Levin group); working with All ceramic restorations; Verotek, Zirconia, Partial options. Our first meeting will probably just involve food & discussion of which topics the majority would be interested in.

The goal of this is to build a sense of comradery between new dentists, to give them a space to learn things that are important that may or may not have been talked about in dental school. Hopefully it will also be a space to talk about clinical successes & failures & what we learned from them. Also the over-arching goal is to pull them into organized dentistry & help them see the importance of it.

Emily Brown, DMD

The ADA Foundation began accepting applications for its 2017 Allied Dental Student Scholarships Friday, January 13. The ADAF annually offers 30 scholarships of $1,000 each, including 15 for dental hygiene, 10 for dental assisting, and five for dental laboratory technology, to help eligible outstanding students defray a part of their professional educational expenses. The ADAF awarded $30,000 in Allied Dental Student Scholarships in 2016. Applications must be received by Friday, March 10. Questions? Contact the ADA Foundation at 312.440.2763.

Digital Panorex for sale – Gendex Orthoralix 8500 DDE – only 8 years old. Like new!
Our office recently upgraded to 3D. Motivated to sell!
Please call Dr. Brad Harmon at 502.245.3602 Make an offer!

X-ray Processor, AT2000 Air Techniques; well taken care of. We are going digital so we no longer need this.
Dr Melissa Lanning, 502.637.7255 or mellaningf@gmail.com
Make me an offer!


Practice For Sale — Louisville East End
General Practice for sale. Located in East End Professional Building across the street from Baptist Hospital East.
Collections for 2014 > $304,000. 4 Operatories. Dentist retiring.
Text or call (502) 592-2754 Phone (502) 896-4976

Office for lease: Building is primarily populated w/ medical & dental practices. Office space available is 2500 sq ft and plumbed for medical gas. Great opportunity in a proven location with very good visibility & access from Bardstown Road. Contact: babcockdmd@hotmail.com, (502) 777-9787.
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UIC Dental answers the phone for you:
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• Outbound Re-care calls on demand!
• Call recordings made available to practice for transparency
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- Dr. Marc Dyer, Dyer Family Dentistry

“"It's great to work with a company that takes care of our patients the same way we would...They even make outbound recare calls for us...”
- Dr. James Harrison, Smiles on Hurstbourne

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FDA Now Offers Consumer Page On Opioids.

The ADA News (1/20) reported that the Food and Drug Administration has a new consumer page listing questions for patients to ask their physicians, dentists, and other healthcare professionals before taking opioid painkillers. The new page also offers tips on opioid prescription storage and disposal. The article notes, “The ADA encourages dentists to talk to their patients about the dangers of using opioid painkillers for nonmedical purposes.” The ADA also “offers free continuing education courses to members and nonmembers alike that cover the latest techniques for recognizing when a patient may be seeking opioids for nonmedical purposes, and how to briefly counsel and refer those patients for appropriate substance abuse treatment.”

CDC Develops Mobile App For Dental Professionals.

The ADA News (1/20, Manchir) reported the Centers for Disease Control and Prevention released a mobile app in January that lets dental professionals monitor infection prevention practices in their offices. With the CDC DentalCheck app, dental practices can “check their compliance with administrative policies and clinical practice infection prevention and control recommendations contained within the CDC’s Guidelines for Infection Control in Dental Health Care Settings.”

Kentucky To Advance Changes To Medicaid Even If ACA Is Repealed.

WKMS-FM Murray, KY (1/19) reported on its website that Kentucky “Gov. Matt Bevin’s administration is moving forward with a plan that would alter the state’s expanded Medicaid system, even if the Affordable Care Act is repealed or replaced by Congress.” Among other changes, the Medicaid proposal calls for removing “vision and dental coverage from the built-in list of benefits,” although “Medicaid recipients would be able to earn credits to purchase vision or dental benefits by participating in volunteer work or taking a health risk assessment.”

Female Leaders Essential To Organized Dentistry.

Dr. Carol Gomez Summerhayes, immediate past president of the ADA, discussed the importance of encouraging and developing female leaders. Geraldine Morrow, DDS, made history in 1991 as the first female ADA president, followed 15 years later by Kathy Roth, DDS, in 2006. Feinberg was elected in 2014, eight years later, and then me the following year. With intervals between the elections of female presidents decreasing, and attitudes toward female leaders in the ADA apparently warming, it might seem to an outsider as though we had overcome our reluctance to elect female leaders. If only it were so simple. Read the rest of Dr. Summerhayes’ piece in the Journal of the California Dental Association.

Prevent Health Problems By Ending Office “Cake Culture.”

CNBC (1/3, Reid) reports that UK dentists are calling for an end to the office “cake culture,” saying sugary sweets contribute to health problems, such as tooth decay, diabetes, and obesity. In a statement released Tuesday, the Faculty of Dental Surgery at the Royal College of Surgeons in London identified the workplace as one of the primary places where people consume sugar each day. “We need a culture change in offices and other workplaces that encourages healthy eating and helps workers avoid caving in to sweet temptations such as cakes, sweets and biscuits,” said Professor Nigel Hunt, dean of the Faculty of Dental Surgery at the Royal College of Surgeons.

Medical Coverage Should Include “Essential Dental Treatments.”

In the Washington Post (12/31, Subramanian), Dr. Gaythri Subramanian, an assistant professor in the Department of Diagnostic Sciences at Rutgers School of Dental Medicine, writes on the problems arising from the separation of dental and medical coverage that leaves “more than 108 million people” in the US without dental coverage. This encourages “the flawed perception of overall health as exclusive and independent of oral health.” Dr. Subramanian suggests that “essential dental treatments such as tooth extractions, fillings and root canal procedures,” should be included in medical coverage.
Who understands the financial needs of a doctor more than a doctor?

Unified Trust, founded by Dr. Gregory Kasten, is a national trust company with offices in Louisville and Lexington. We are one of only a handful of companies in the country with the true fiduciary responsibility to always put our clients’ interests first and to develop the long-term solutions they need to reach their goals.

We also have more experience and expertise in dealing with the unique issues facing physicians, medical/dental practices and groups than anyone in the area. For more information contact Brian Cohoon.

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- Investment Management
- Trust & Estate Planning
- Retirement Income
- Asset Protection
- Insurance Planning
- Business Succession

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