











**VOLUME 53 NO4** 

# ADANews

THE NEWSPAPER OF THE AMERICAN DENTAL ASSOCIATION

04.11.22

**ADA.ORG/ADANEWS** 







# 'It is powerful when dentists unite'

**ADA PRIORITIZES 2022 ADVOCACY ISSUES** 

BY JENNIFER GARVIN

ental insurance and student debt reform. Improving Medicaid. Health equity.

Every year the ADA prioritizes the issues the Association believes have the most impact on dentists, the dental profession and public. These issues are one of the main focuses of

when dentists unite.

Here are some of the top issues the ADA is advocating for in 2022:

#### **DENTAL INSURANCE REFORM**

Dental insurance issues are regularly rated among the most important concerns confronting dentists. On the national front and together with state

services not covered by the patient's insurance plan," said Mark Vitale, D.M.D., chair, ADA Council on Government Affairs.

"DOC Access will provide greater access to high-quality care by helping to curb anti-patient and anti-competitive practices of dental

"Even though 42 states have passed laws limiting interference with the dentist-patient relationship, many dental and vision plans are federally regulated so insurers can claim they are exempt. Passage of this bil will help align the federal government with what's happening across the country, and it would also bring needed balance to contract negotiations between providers and large dental insurance companies."

Another bill, the Ensuring Lasting Smiles Act, would make it easier for patients with congenital anomalies or birth defects to receive the dental care and other treatments they need by requiring all private group and individual health plans to cover medically necessary services for those conditions

"This is an important issue because many craniofa-

This includes reforming parts of the Higher Education Act of 1965, which provides the statutory authority for most federal student loan programs, including those most widely used by dental students.

One of the bills the ADA is advo-

Dr Vitale



Dr. Gupta

to defer thei student loans interest-free while they are serving a medical or dental internship or residency program. Currently, dental and medical residents accure interest or their graduate loans while they

are in school and residency — even if they qualify for deferment or forbearance due to their inability to make

The ADA is also advocating for the Student Loan Refinancing Act, which would provide multiple opportunities for borrowers to refinance federal Direct Loans, Direct PLUS Loans and



04 Lobby Day

Dental students and dentists unite in Washington, D.C., to advocate for issues affecting the profession

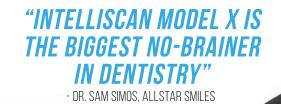


18 Dental support organizations

Pathways to Dentistry series highlights history, growth of DSO-supported practices







STARTING AT \$8,999

30-Day Risk FREE Trial 3X.intelliscan3d.com CALL TODAY! 866-491-0309



















# ADANews

THE NEWSPAPER OF THE AMERICAN DENTAL ASSOCIATION

04.11.22

**ADA.ORG/ADANEWS** 







# 'It is powerful when dentists unite'

#### **ADA PRIORITIZES 2022 ADVOCACY ISSUES**

#### BY JENNIFER GARVIN

ental insurance and student debt reform. Improving Medicaid, Health equity.

Every year the ADA prioritizes the issues the Association believes have the most impact on dentists, the dental profession and public. These issues are one of the main focuses of

when dentists unite."

Here are some of the top issues the ADA is advocating for

### **DENTAL INSURANCE REFORM**

Dental insurance issues are regularly rated among the most important concerns confronting dentists. On the national front and together with state

Dental Insurance Student Loan Reform Improving Improving

Lobby Day, which every year brings dentists and dental students together to advocate on behalf of the profession. But they are also issues the ADA advocates for every day.

"Through advocacy efforts, the ADA fulfills our mission to help dentists succeed and support the advancement of public health," said ADA President Cesar R. Sabates, D.D.S. "Each year, the ADA's advocacy has an impact on more than 25,000 dental students and more than 200,000 of our dentist colleagues. Perhaps most importantly, it also affects millions of patients. The message is clear: It is powerful

tal societies, the ADA is working to achieve key legislative policy reforms.

den-

One bill the ADA is advocating for on behalf of dentists and patients is the Dental and Optometric Care Access Act, or DOC Access Act. This bipartisan legislation prohibits dental and vision plans from setting the fees network doctors may charge for services not covered by the insurers. It would also protect patients and bring needed equity to insurer/provider contracting.

"We are supporting this bill because the ADA believes that patients are adversely affected by provisions in dental insurance plans that dictate what a doctor may charge for

services not covered by the patient's insurance plan," said Mark Vitale, D.M.D., chair, ADA Council on Government

"DOC Access will provide greater access to high-quality care by helping to curb anti-patient and anti-competitive practices of dental

insurance plans," Dr. Vitale continued. "Even though 42 states have passed laws limiting interference with the dentist-patient relationship, many dental and vision plans are federally regulated so insurers can claim they are exempt. Passage of this bill will help align the federal government with what's happening across the country, and it would also bring needed balance to contract negotiations between providers and large dental insurance companies."

> Another bill the Ensuring Lasting Smiles Act, would make it easier for patients with congenital anomalies or birth defects to receive the dental care and other treatments they need by requiring all private group and individual health plans to cover medically necessary services for those conditions.

"This is an important issue because many craniofacial anomalies can restrict a patient's ability to breathe, eat and speak in a normal manner," Dr. Vitale said. "And while many private health insurance companies cover preliminary procedures, they often routinely deny or delay follow-up or corrective procedures claiming that these procedures are cosmetic in nature. This fails to recognize the medical conditions of these patients."

"Early intervention by a team of specialists, including plastic surgeons, oral and maxillofacial surgeons, pediatric dentists, orthodontists, dermatologists and speech therapists is necessary to assess and oversee the patient's treatment and development, sometimes over the course of several years."

### STUDENT LOAN REFORM

The ADA is passionate about alleviating the alarming levels of educational debt that new dentists face after graduating from dental school.

This includes reforming parts of the Higher Education Act of 1965, which provides the statutory authority for most federal student loan programs, including those most widely used by dental students.

One of the bills the ADA is advo-

cating for is the

Resident Edu-

cation Deferred

Higher Educa-

tion Act to al-

student loans

interest-free

while they are

serving a medi-

cal or dental in-

ternship or resi-

dency program.

ac-

Act,

would

the

Interest

which



Dr Vitale



Currently, dental and medical residents crue interest on Dr. Gupta their graduate loans while they are in school and residency — even if they qualify for deferment or for-

bearance due to their inability to make The ADA is also advocating for the Student Loan Refinancing Act, which would provide multiple opportunities for borrowers to refinance federal

Direct Loans, Direct PLUS Loans and Direct Consolidation Loans when interest rates are lower. It would also

See ADVOCACY, Page 4



# **Lobby Day**

Dental students and dentists unite in Washington, D.C., to advocate for issues affecting the profession



#### 18 **Dental support** organizations

Pathways to Dentistry series highlights history, growth of DSO-supported practices







# The Story Behind Touch Application™

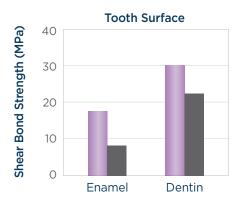
When over 55% of doctors surveyed, who currently use a bonding agent that requires a scrub application technique, told us they did not feel confident that they are covering the entire prep surface, and 30% of those same doctors felt incomplete scrubbing may be a contributing factor when their patients experience post-op sensitivity, **we knew we had a better way**.

Brush&Bond® MAX's Touch Application™ technique eliminates the need to scrub the prep, providing consistent, even, and complete coverage of the entire prep surface. Simply dip the chemically treated Brush&Bond® Activator Brush into 1 to 3 drops of liquid and touch it to the prep surface until the entire prep is wet. This easy application process helps ensure MAXimum adhesion between the tooth and the restorative, while virtually eliminating post-op sensitivity.

### Benefits:

- ► **Touch Application**<sup>™</sup> removes the doubt often associated with scrub-application products by ensuring consistent, even, and complete coverage of the entire prep surface
- ▶ **Higher bond strengths** to enamel and dentin than the leading competitors
- MAXimum sealing of, and penetration into, the dentinal tubules to alleviate concerns of post-op sensitivity





# Superior Bond Strength to Natural Tooth Structures!\*

Parkell® Brush&Bond® MAX

Leading Universal Bonding Agent

\*Data on file

For more information, visit **parkell.com** or contact your local authorized Parkell distributor.



# **ADANews**

American Dental Association ADA News (ISSN 0895-2930)

April 11, 2022

Volume 53, No.4

Published monthly by the American Dental Association, at 211 E. Chicago Ave., Chicago, IL 60611, 1-312-440-2500, email: ADANews@ ada.org and distributed to members of the Association as a direct benefit of membership. Statements of opinion in the ADA News are not necessarily endorsed by the American Dental Association, or any of its subsidiaries, councils, commissions or agencies. Printed in U.S.A. Periodicals postage paid at Chicago, IL and additional mailing offices.

Postmaster: Send address changes to the American Dental Association, ADA News, 211 E. Chicago Ave., Chicago, IL 60611. © 2022 American Dental Association. All rights reserved.

#### ADA American Dental Association®

America's leading advocate for oral health

**PUBLISHER:** Michelle Hoffman **NEWS EDITOR:** Kelly Ganski

WASHINGTON EDITOR: Jennifer Garvin

**SENIOR EDITORS:** David Burger, Kimber Solana, Mary Beth Versaci

CREATIVE DIRECTOR: Marie Walz

GRAPHIC DESIGN & PRODUCTION: Natalia Roubinskaia

DIRECTOR, ADVERTISING & PRODUCTION
OPERATIONS: Rebecca Kiser

MANAGER, PRINT PRODUCTION: Raul Jirik

ADVERTISING POLICY: All advertising appearing in this publication must comply with official published advertising standards of the American Dental Association. The publication of an advertisement is not to be construed as an endorsement or approval by ADA Publishing, the American Dental Association, or any of its subsidiaries, councils, commissions or agencies of the product or service being offered in the advertisement unless the advertisement specifically includes an authorized statement that such approval or endorsement has been granted. A copy of the advertising standards of the American Dental Association is available upon request.

ADVERTISING OFFICES: Display - Print & Digital - 211 E. Chicago Ave., Chicago, IL 60611. Phone 1-312-440-2740. John DuPont, Vice President, Strategy and Growth, Harborside, 94 North Woodhull Road, Huntington, NY 11743, Email: jdupont@hbside.com.

Classifieds - Russell Johns & Associates, Kim Ridgeway, Senior Media Sales Associate, 17110 Gunn Highway, Odessa, FL 33556, 1-877-394-1388 phone, kridgeway@russelljohns.com

SUBSCRIPTIONS: Nonmember Subscription Department 1–312–440–2867. Rates—for members \$22 (dues allocation); for nonmembers-United States, U.S. possessions and Mexico, individual \$101; institution \$142 per year. International individual \$138; institution \$179 per year. Canada individual \$120; institution \$161 per year. Single copy U.S. \$17, international \$19. ADDRESS OTHER COMMUNICATIONS AND MANUSCRIPTS TO: ADA News Editor, 211 E. Chicago Ave., Chicago, IL 60611.

ADA HEADQUARTERS: The central telephone number is 1-312-440-2500. The ADA's toll-free phone number can be found on the front of your membership card.



Look for the ADA Seal of Acceptance as your assurance that the product meets ADA guidelines for safety and effectiveness.











 $\textit{GKAS:} \ \textit{Third-year dental student} -- \textit{and}$ Tooth Fairy — Louisa Heske poses with one child after her treatment, encouraging her and others to brush twice each day and adopt other good oral health habits during the University of Nevada, Las Vegas School of Dental Medicine's Give Kids a Smile event. The UNLV event, held Feb. 26, delivered more than 275 procedures to about 100 local children, with an estimaged value of more than \$16.500 dental care. "Events such as Give Kids A Smile provide dental students, faculty and staff with a better understanding of how social determinants can create barriers to accessing dental services," said Christina Demopolulos, D.D.S.



# Dentists, dental students advocate together in Washington

ADA, AMERICAN STUDENT DENTAL ASSOCIATION HOST FIRST IN-PERSON LOBBY DAY SINCE 2019

BY JENNIFER GARVIN

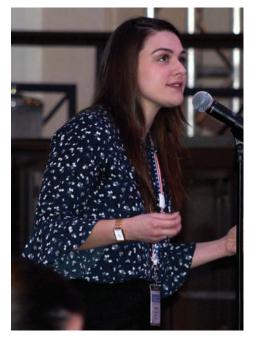
gest when we come together — united in shared passion and purpose and in our advocacy."

ADA President Cesar R. Sabates, D.D.S., was all smiles at the podium at the Washington Hilton March 21 as he welcomed dentists and dental students to the first in-person ADA Dentist and Student Lobby Day since 2019.

"Your work here matters," Dr. Sabates said.
"Think about those you hope to inspire. Think about those you hope to serve. And those whose lives will change for the better tomorrow — because you are here today."

More than 400 dentists and dental students gathered for the ADA's and American Student Dental Association's signature advocacy event. Over a three-day period, attendees discussed a range of advocacy items and the best way to advocate for those issues with lawmakers.

"Today we are here to learn more about the



Share your story: Elizabeth Tramontana, a fourthyear dental student at the Rutgers School of Dental Medicine, gave tips for dental students on how to best tell their stories to legislators during Lobby Day.

issues and how to meet with members of Congress," said ASDA President Justina Anigbo, Indiana University School of Dentistry third-year dental student. "We want you to be able to tell your story and why these issues are important to you."

Among the issues students and dentists planned to discuss were two dental insurance reform bills, the Dental and Optometric Care Access Act and the Ensuring Lasting Smiles Act; two student loan reform bills, the Resident Education Deferred Interest Act and the Student Loan Refinancing Act; and the Medicaid Dental Benefit Act.

With the average dental student owing more than \$300,000 after graduation, student loan reform was a hot topic. Participants shared personal stories of borrowing and repaying loans, and they also offered advice on how to effectively convey these stories with lawmakers.

"The best thing to do when you're in these meetings is really just talk about how it's affecting you," said Elizabeth Tramontana, a fourth-year dental student at the Rutgers School of Dental Medicine. "There's a lot of numbers, there's a lot of nuances, but just explain to them that these are the decisions that I'm making because of the debt that I am faced with."

The "How to Meet with Your Member Congress" session provided tips on how to talk to legislators. Members of the New Jersey Dental Association performed a skit demonstrating typical in-person and virtual visits. Dentists Giorgio DiVincenzo, D.M.D., and Mark Vitale, D.M.D., chair of the ADA Council on Government Affairs, had fun role-playing, with Dr. DiVincenzo assuming the role of a senator. They were joined by Jim Schulz, NJDA director of governmental & public affairs, and Corey McGee, manager of ADA legislative and regulatory policy. Ariana Motavalli, a third-vear dental student at the UCLA School of Dentistry, earned a hearty round of laughs for her performance as a "student" from the Rutgers School of Dental Medicine during the skit.

The Monday portion of the conference also included some insights on the upcoming midterm elections in Congress from Nathan Gonzalez, editor and publisher of Inside Elections, which provides nonpartisan analysis of campaigns, who shared insights on the upcoming mid-term elections in Congress.

"It doesn't matter who wins or who loses these races," Mr. Gonzalez said. "We're just



**Welcome:** ASDA President Justina Anigbo and ADA President Cesar R. Sabates welcome dental students and dentists to the 2022 ADA Dentist and Student Lobby Day.



**Skit:** Members of the New Jersey Dental Association and dental student Ariana Motavalli demonstrate how to advocate during the "How to Meet With Your Member of Congress" session during Lobby Day. From left are Jim Schulz, NJDA staff; Ms. Motavalli; Dr. Mark Vitale; Corey McGee, ADA staff; and Dr. Giorgio Di Vincenzo.

trying to look at who we think is going to win, which party is likely to be the majority, and what Congress and legislating in Washington might look like next year."

There were also sessions for attendees interested in exploring running for office and another centered on how to continue being an advocate after they return home. The event's final speakers were Tim Persico, executive director of the Democratic Congressional Campaign, Rep. Mike Simpson, R-Idaho, a dentist and ADA member, and Sen. Steve Daines, R-Mont. Sen. Daines was instrumental in getting the Competitive Health Insurance Reform Act signed into law in 2021. The law repeals the McCarran-Ferguson antitrust

exemption for health insurance companies.

Finally, the conference also provided an opportunity for ADA leadership to engage with ASDA members and new dentists to hear about the issues that most matter to them.

"The new slogan of the American Dental Association is we are not interested in keeping the status quo, but we are creating possibilities of greatness for all," said Raymond Cohlmia, D.D.S., ADA's new executive director. "That's the future of the American Dental Association. That's why I'm here and I'm honored to work for each and every one of you all."

Follow all of the ADA's advocacy efforts at ADA.org/Advocacy. ■

### **ADVOCACY** continued from Page 1

ensure the refinanced rates are fixed to protect borrowers from interest rate hikes.

### **IMPROVING MEDICAID**

The COVID-19 pandemic spotlighted the inadequacies within the nation's social safety net programs, especially in oral health care.

The Medicaid Dental Benefits Act would make comprehensive dental care a mandatory component of Medicaid coverage for adults in every state.

"Many adults who rely on Medicaid benefits find that there is little, if any, coverage for dental care due to a long-standing lack of focus on adult oral health care from federal and state governments," said Shailee Gupta, D.D.S., chair of the ADA Council on Advocacy for Access and Prevention. "This has created a patchwork of dental coverage by state Medicaid programs. Without a federal requirement, and given the competing priorities for state budgets, the optional adult dental benefit is often not provided by states."

# **HEALTH EQUITY**

The COVID-19 pandemic also underscored inequalities in the nation's health care system.

The ADA is on the record supporting several bills in the current Congress that address health equity issues, including the Improving Social Determinants of Health Act. If enacted, this bill would require the Centers for Disease Control and Prevention to establish a program to improve health outcomes and reduce health inequities by coordinating activities across the CDC.

Other bills focusing on health equity include:

- The Health Enterprise Zones Act, which calls for the designation of Health Enterprise Zones in certain geographic areas with documented and measurable health disparities. The designation confers eligibility for certain grants, student loan repayment programs, and tax credits for those working to reduce health disparities and improve health outcomes in these zones.
- The Oral Health Literacy and Awareness Act, which amends the Public Health Service Act to authorize a public education campaign across all relevant programs of the Health Resources and Services Administration to increase oral health literacy and awareness.
- The Doctors of Community Act, which would permanently authorize the Teaching Health Center Graduate Medical Education

program to support the training of primary care medical and dental residents in highneed communities.

The Indian Health Service Health Professions Tax Fairness Act, which would amend the tax code to provide health care professionals, such as dentists, who receive student loan repayments and scholarships from the Indian Health Service the same tax-free status enjoyed by those who receive National Health Service Corps and Army loan repayments.

Every day, decisions are made in Washington that can affect dentists, dental students, patients and the future of dental care in the United States. Want to make sure your voice is heard? Sign up for the ADA's Legislative Action Center today at actioncenter ada org.

For more information about all of the ADA's advocacy issues, visit ADA.org/Advocacy.

# Organizations urge lawmakers to regulate synthetic nicotine products

tobacco-derived nicotine in their products

to synthetic nicotine to circumvent tobacco

product regulations and to keep flavored e-

cigarettes that are attracting and addicting

youth on the market. They noted that while

the Family Smoking Prevention and Tobacco

Control Act gives FDA the authority to oversee

#### BY JENNIFER GARVIN

he ADA and and 61 other organizations are asking leaders of the House and Senate to enact legislation to give the Food and Drug Administration authority to regulate synthetic nicotine

In a March 7 letter, the groups called e-cigarette manufacturers' use of synthetic nicotine a "growing threat to our nation's youth" and urged lawmakers to address this serious public health situation by passing legislation at the "earliest possible opportunity" and enabling the FDA's Center for Tobacco Products to regulate the synthetic nicotine products.

In the letter, the coalition said that manufacturers are switching from using



# **Coalition thanks** lawmakers for passing law to help prevent burnout

# BY JENNIFER GARVIN

he ADA and 70 likeminded stakeholders are praising Congress for passing the Dr. Lorna Breen Health Care Provider Protection Act, legislation that will give health care workers better access to education and training in order to prevent stress and burnout.

Lorna Breen, M.D., was an emergency room physician in New York who died by suicide in 2020 after treating COVID-19 patients.

In a March 8 letter to leaders in the House and Senate, the groups, led by the American College of Emergency Physicians, thanked the lawmakers for sponsoring the bill.

"On behalf of the millions of health care workers across the country who

tobacco products, it defines a tobacco product as one that is made or derived from tobacco and said manufacturers of synthetic products "have suggested that their products are not subject to FDA regulation because synthetic nicotine is not derived from tobacco.'

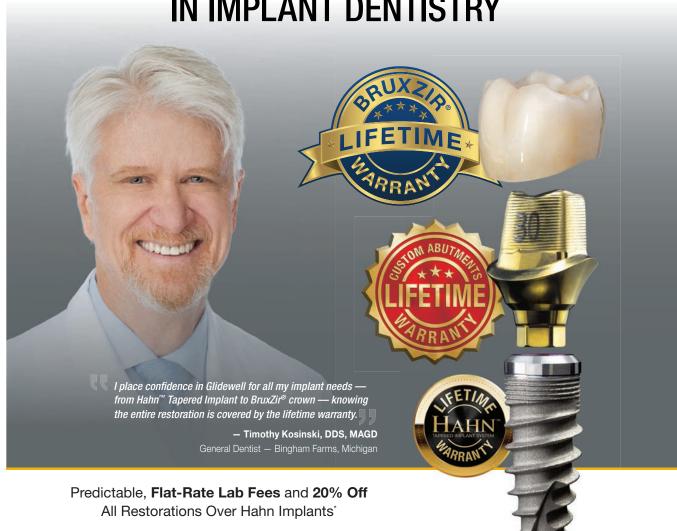
"The repercussions of this situation have become alarming over the past year," wrote the coalition, which pointed to examples where manufacturers previously warned by the ADA about marketing to kids have re-entered the market as synthetic nicotine products.

"Time is of the essence," the letter concluded. "Inaction will result in more manufacturers switching to synthetic nicotine, allow flavored e-cigarettes that have helped fuel the youth e-cigarette epidemic to remain on the market, and undercut efforts to protect kids from nicotine addiction and tobacco use. Further delay on synthetic nicotine will also enable other products made with synthetic nicotine to enter the market and evade FDA regulation. We urge you to prioritize the development of bipartisan, bicameral legislation that would give FDA's Center for Tobacco Products the authority to regulate synthetic nicotine products as tobacco products and to quickly enact it into law."

The day after the letter was sent, lawmakers indicated they would give the FDA authority to regulate synthetic nicotine products by including language calling for such in Congress' upcoming spending bill.

Follow all of the ADA's advocacy efforts at ADA.org/Advocacy. ■

# THE MOST COMPREHENSIVE WARRANTY IN IMPLANT DENTISTRY



	Flat-Rate Price*	Exclusive Hahn Price <sup>†</sup>
BruxZir Screw-Retained Crown	\$299	\$239
Custom Abutment & BruxZir Esthetic Zirconia Crown	\$438	\$350
BruxZir Implant Prosthesis	\$3,399	\$2,719
Hahn Tapered Implant	\$168 per Implant	

From implant to crown, Glidewell stands behind you and your patients - for life.



DISCOVER OUR FULL RANGE OF SOLUTIONS



# ADA thanks Congress for including oral health priorities in Cures 2.0 Act

#### **BY JENNIFER GARVIN**

he American Dental Association is thanking lawmakers for including many oral health priorities in the Cures 2.0 Act.

In a March 17 letter to Reps. Diana DeGette, D-Colo., and Fred Upton, R-Mich., ADA President Cesar R. Sabates, D.D.S., and Executive Director Raymond A. Cohlmia, D.D.S., thanked

the lawmakers for introducing HR 6000, the Cures 2.0 Act. The bill contains several issues the ADA supports but the ADA is urging lawmakers to include dentistry when developing a strategy to prepare for the next pandemic.

"It is critical that dentistry be recognized as a viable resource in expanding the nation's medical surge capacity," Drs. Sabates and Cohlmia wrote. "For example, early in the COVID pandemic, federal officials granted pharmacists the ability to order and administer tests. Dentists were never granted that authority by the federal government, even though 24 states and the District of Columbia did so. In order to avoid these types of problems in the future, dentists need to be included in the Cures 2.0 Act as an essential part of the response strategy for future pandemics."

Drs. Sabates and Cohlmia also said that dentists are among those providers who can administer vaccines and urged the lawmakers to recognize that in the bill, noting that both the Pandemic and All-Hazards Preparedness Act and the Federal Emergency Management Agency's National Response Framework both identify dentistry by name as a "vital" medical countermeasure.

"Having dentistry at the planning table early on — and being there in a codified way in the Cures 2.0 Act — will help ensure that this vital national resource is not overlooked."

The ADA also commented on the following sections of the bill:

- Sec. 104, Vaccine and Immunization Programs. The ADA has worked to help dentists educate patients about the need for COVID-19 vaccination and the public awareness campaign on vaccination described in this section would assist with that effort.
- Sec. 105, Developing Antibacterial Innovations. The section charges the Centers for Disease Control and Prevention with releasing a report on antibacterial prophylactics. The ADA is asking the CDC to include information on prophylactic antibiotics prior to dental procedures in this report, noting the use of these antibiotics prior to dental treatment should be reserved for patients at high risk for post-treatment complications in order to minimize the risk of adverse effects and the development of drug-resistant bacteria.
- Sec. 201, Educational Programs and Training for Caregivers. The ADA is asking Congress to recognize the critical role caregivers play in oral health care by including oral health care in the list of training programs provided to caregivers. The ADA is recommending that the training be provided by Community Dental Health Coordinators.
- Sec. 202, Increasing Health Literacy to Promote Better Outcomes for Patients.
   The ADA would like Congress to encourage the Centers for Medicare and Medicaid Services to work with the ADA to develop best practices for oral health literacy, especially for the vulnerable populations served by Medicare, Medicaid and the Children's Health Insurance Program.
- Sec. 402, Strategies to Increase Access to Telehealth Under Medicaid and the Children's Health Insurance Program. The ADA believes examinations performed using teledentistry can be an effective way to extend the reach of dental professionals and increase access to care but said "the care must be consistent with that provided in person." The Association would like the Medicaid and CHIP Payment and Access Commission to study teledentistry including its effects on dental access, quality of care and outcomes in the report on telehealth required under Sec. 402.
- Sec. 410, Generally Accepted Standard for Electronic Prescribing. The ADA is requesting that the standards maintenance organization designated in Sec. 410 consult with the ADA on the development of the standard for electronic prescribing and that the ADA be included in the multi-stake-holder forum to ensure that the organization addresses dentists' questions and concerns regarding electronic prescribing.
- Sec. 502, Research Investment to Spark the Economy. The ADA said it agrees that scientific research and innovation are key to growing the economy and said the funding provided in this section to the National Institutes of Health will continue research that was disrupted by COVID-19, including oral health research at the National Institute of Dental and Craniofacial Research. Follow all of the ADA's advocacy efforts at ADA.org/Advocacy.





We've got everything you need to cut, adjust, smooth and polish ALL CERAMICS (zirconia, lithium disilicate and porcelain) to perfection.





**NEODIAMOND** NEOSHÏNE.

800.235.1863

microcopy

microcopydental.com/NDNSADA

# White House signs \$1.5 trillion spending package

# LEGISLATORS DESIGNATE MORE THAN \$500 MILLION TO NIDCR, \$235 MILLION TO IHS DENTAL

#### BY JENNIFER GARVIN

resident Joe Biden signed a \$1.5 trillion spending bill March 11, which includes funding for many of the Association's key advocacy issues.

The bill keeps the government running through the end of the fiscal year and dedicates funds for issues affecting oral and overall health, including:

- National Institute of Dental and Craniofacial Research. Appropriators approved \$501.2 million for 2022 — more than \$16 million above the 2021 enacted level.
- Indian Health Service Division of Oral Health.
   The bill includes \$235.8 million an increase of \$21 million.
- Centers for Disease Control and Prevention.
   The bill includes \$19.8 million for the CDC
   Division of Oral Health.
- Health Resources and Services Administration.
   The bill includes \$12 million each for general dentistry and pediatric dental residencies and dental faculty loan repayment. Area Health Education Centers received \$45 million an increase of almost \$2 million; \$15.5 million for HRSA's Health Careers Opportunity Program; \$13.4 million for HRSA's Ryan White Part F Dental Programs; and \$5.3 million for HRSA's Maternal and Child Health Special Projects of

# **COALITION** continued from Page 5

will now have greater access to and support for mental health care, we sincerely thank you for championing HR 1667, the Dr. Lorna Breen Health Care Provider Protection Act, and your steadfast leadership to ensure its passage," the groups wrote.

The coalition said the COVID-19 pandemic has magnified longstanding issues faced by front line health care providers and stressed there "has never been a more critical time" to address mental health.

"By passing this bipartisan and bicameral legislation, lives will be saved," they wrote.

"For decades, health care professionals have faced greater rates of mental and behavioral health conditions, suicide and burnout than other professions, while fearing the stigma and potential career repercussions of seeking care," the letter continued. "By taking action, you have fulfilled your promise to protect the wellbeing of the millions of frontline health care professionals and proven that you hear their voices."

The Dr. Lorna Breen Health Care Provider Protection Act seeks to provide health care workers with better access to education and training on preventing stress and burnout. It also enables employers to engage with their workforce on these issues and to provide greater resources and accelerate solutions.

"When we take care of our health workforce, we ensure that patients have optimal care and support and that our health care systems can thrive. Thank you once again for standing up to protect those who care for all of us," the letter concluded.

Follow all of the ADA's advocacy efforts at ADA.org/Advocacy. ■

Regional and National Significance. There is also \$300,000 designated for oral health literacy. Follow all of the ADA's advocacy efforts at ADA.org/Advocacy.





# NEW! Colgate® Optic White® Professional

# Precise application Patented formula in precision pen designed for no tooth sensitivity, no gum irritation, and no mess





Order now at henryschein.com Item code: 543-0261

\*when used as directed

†Simulated whitening to show 5-shade improvement vs baseline as observed in a clinical study.





# ADASRI develops probe for detecting temperature, pH changes associated with gum disease

#### TECHNOLOGY COULD LEAD TO EARLIER DIAGNOSES

#### BY MARY BETH VERSACI

probe developed by scientists with the American Dental Association Science & Research Institute could help dentists detect gum disease earlier by simultaneously measuring the tem-

perature, pH and depth of periodontal pockets.

The researchers created temperature and pH sensors on the end of disposable, 3D-printed periodontal probe tips with dimensions and features similar to commercially available probes. The tips can be inserted into a reusable handheld body system containing electronics and software capable of signal processing, power control, display and wireless data transfer. The disposable probe tips and wireless body system are designed to be portable and easy to use chairside.

In their study titled "Multifunctional Periodontal

Probes and Their Handheld Electronic System for Simultaneous Temperature, pH, and Depth Measurements," the researchers found the sensors could measure temperature and pH differences between healthy and inflamed periodontal sites within seconds, providing

quantifiable information to detect disease activity. They tested the response and precision of each sensor in solutions of varying temperature and pH, representing the physiological range of the oral cavity.

These measurements could reveal early signs of inflammation that current methods relying on visual signs of inflammation or tissue loss, such as probing and radiography, may not identify, thus minimizing the potential tissue damage caused by periodontal disease.

"The current version of the developed probe can measure not only the pocket depth that manual probes can measure, but also the physiological values — temperature and pH — inside the pocket that can be used as an aid in the diagnosis of periodontal disease," said Shinae Kim, Ph.D., a manager in the ADASRI Lab of Oral and Craniofacial Innovation and one of the authors of the study, which was published in February by the Journal of The Electrochemical Society.

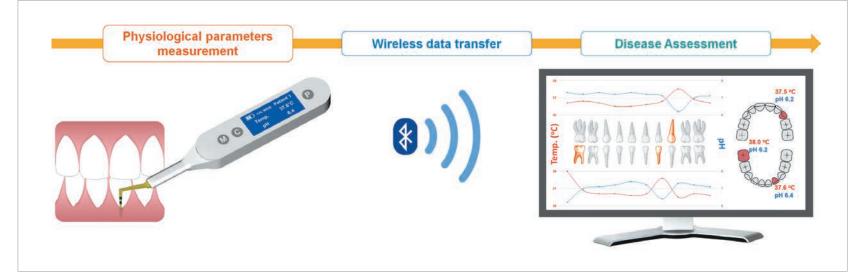
One potential limitation of the probe system

is that intraoral temperature and pH measurements may be susceptible to food intake and residues, time of day, smoking habits, tooth location, gender, and other dental conditions, such as root caries. However, the system is designed to record data over time, so changes in an individual patient's baseline values could be tracked to help control for these factors.

The scientists' goal is to integrate biosensors on the probe tips that can measure biomarkers associated with periodontal disease. Their probe system could provide simultaneous measurements of a variety of biomarkers at specific gingival sites.

"If the biosensors are successfully integrated on the probes, it is expected that changes in the amount of biomarkers related to periodontal disease can be easily measured only by probing in the clinic," Dr. Kim said. "This will contribute to shortening the time of diagnosis and prognosis of periodontal disease and improving the accuracy."

-versacim@ada.org



Chairside: This graphic shows how dentists could use a probe developed by scientists with the ADA Science & Research Institute to measure the temperature, pH and depth of periodontal pockets, transmit the measured values wirelessly, and store and analyze the data. The graphic appears with "Multifunctional Periodontal Probes and Their Handheld Electronic System for Simultaneous Temperature, pH, and Depth Measurements" in the Journal of The Electrochemical Society.

# ADASRI collaborates with NIST to create artificial blood vessels to study effects of fluid flow on tissue

Research could be used to examine how experimental gum disease drugs affect vessel elasticity

### BY MARY BETH VERSACI

esearchers from the American Dental Association Science & Research Institute and National Institute of Standards and Technology collaborated to study how fluid flow affects the mechanical properties of biological tissue, including its elasticity and permeability.



Dr. Alimperti

The scientists 3D-printed small devices called microfluidic chambers that contained channels through which tiny quantities of fluid could flow and then passed human endothelial cells through the tube-shaped

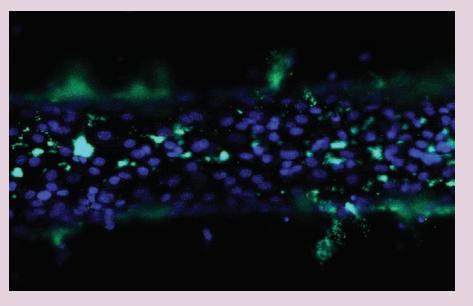
channels. The cells adhered to the walls of the channels, forming artificial blood vessels about the size of a large capillary with sides as thick as a single endothelial cell. The researchers then pushed fluid through the channels and used fluorescent dye to track the resulting flow, capturing the process with a 3D confocal microscope. Their study showed the fluid particles could leak through the cell layer or get trapped in small pores.

This research could be helpful in understanding the effects of drugs on blood vessels, as well as how tissue resists inflammation, how capillaries can regulate blood pressure and how tissue can act as a protective physical barrier.

"In the future, we could use these microfluidic chambers to study the way experimental drugs for treating gum disease affect the elasticity of blood vessels," said Stella (Styliani) Alimperti, Ph.D., a project leader with the ADASRI who worked with NIST on this study.

"Blood Vessel-on-a-Chip Examines the Biomechanics of Microvasculature" was published in November 2021 by the journal Soft Matter. ■

—versacim@ada.org



**Fluid flow:** This image captured with a 3D confocal microscope shows how fluid particles dyed green move through the artificial tissue. The blue dots represent central nuclei in the endothelial cell layer. The study demonstrated the fluid particles could leak through the cell layer or get trapped in small pores. This research could be helpful in understanding the effects of drugs on blood vessels.

# **ACE Panel report examines how dentists** assess overall patient health, work with medical colleagues

Most dentists obtain medical histories, collect vital signs

#### BY MARY BETH VERSACI

ost dentists obtain and use their patients' medical histories and collect their vital signs, but how often they take these assessments and how they use them vary, according to an ADA Clinical Evaluators Panel report published in the April issue of The Journal of the American Dental Association.

or their team members ask about changes to medical histories, 66% ask about updates to medication lists, and 33% ask about visits with other health care providers. At initial visits, dentists typically discuss and review histories, but in subsequent appointments, dental assistants or hygienists often complete this task.

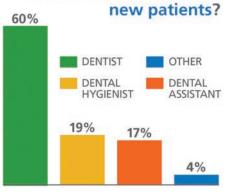
Eighty-five percent of dentists said they routinely collect some combination of pulse, temperature, respiratory rate, blood pressure and pulse oximeter reading at appointments, and of those dentists, 57% collect at least one vital sign for every patient at every visit.

"Dentists routinely take blood pressures, update patients' medications and their medical history, and provide dental treatment for medically complex patients, including cancer patients," Dr. Villa said. "These represent some of the many efforts the dentists perform to improve the general health of patients."

Heart and blood conditions are the chronic conditions being monitored by the most dentists,

See ACE, Page 10

# Who discusses/reviews the medical history with



ACE Panel: At initial dental visits, dentists typically discuss and review patients' medical histories, but in subsequent appointments, dental assistants or hygienists often complete this task, according to an ACE Panel report published in the April issue of The Journal of the American Dental Association.

"Mounting evidence over the years shows that poor oral health is associated with a variety of systemic conditions, for example, diabetes mellitus, cardiovascular diseases and hvpertension," said Alessandro Villa, D.D.S., Ph.D., one of the report's co-authors and a member of the ADA Council on Scientific Affairs. "In addition, poor oral health leads to increased general medical costs. We chose this topic to better understand what role dentists currently play in the management of their patients' chronic diseases."

We chose this topic to better understand what role dentists currently play in the management of their patients' chronic diseases.

> - Alessandro Villa, D.D.S., Ph.D., ADA Council on **Scientific Affairs**

The report, which includes the responses of 258 ACE Panel member dentists, found more than 90% of dentists obtain and use patients' medical histories, medication lists and interviews. At every dental visit, 75% of dentists

# **Larger Dental Practices Monetized With Silent Partners**

The IDSO Specialists Large Practice Sales

"I tried dealing directly with DSOs. LPS achieved \$2.0 million more, net of their fee." - Dr. B.P., Georgia **Recent Transaction Examples** Over 4.4x Collections Over 11x EBITDA Initial Values • \$500,000,000+ in 2021 Transactions Sell Part, But Remain an Owner • Doctors Aged 36 to 70+ Your Brand, Team & Strategy Large Earn-Out Components · Cash Now, Wealth Later • 3x to 10+x ROE Over Time California to Connecticut LPS clients have five to ten qualified bidders, including multispecialty and Dental Trifecta IDSOs. You owe it to yourself to understand ALL of your options. 844-522-7533 MvSilentDentalPartner.com

LPS | Large Practice Sales Partner@LargePracticeSales.com

# April JADA finds more than 1 in 5 US adults have untreated caries

People of lower socioeconomic status at disproportionately high risk

#### BY MARY BETH VERSACI

ore than 1 in 5 U.S. adults have untreated caries, and those with a family income at or below the poverty threshold are at a disproportionately high risk of being part of that group, according to a study published in the April issue of The Journal of

the American Dental Association.

The cover story, "Update on the Prevalence of Untreated Caries in the US Adult Population, 2017-2020," used data from the 2017-2020 National Health and Nutrition Examination Survey to derive estimates for untreated caries prevalence in the U.S. adult population. Author Nasir Zeeshan Bashir, B.D.S., a research fellow in the University of Bristol School of Oral and Dental Sciences in

England, conducted subgroup analyses to assess how the disease was distributed among population subgroups and how the epidemiology differed between coronal and root caries.

The study found the prevalence of untreated caries to be 21.3%, based on a weighted sample representative of 193.5 million U.S. adults.

See JADA, Page 11



#### ACE continued from Page 9

followed by cancer, precancer or other neoplastic conditions. More than 90% of dentists treat people who are either actively undergoing cancer treatment or are in remission from cancer, and 84% refer patients to another health care provider for at least one of the most common oral complications associated with cancer treatment.

Nearly half of dentists said they perform risk assessments for all patients. On average, dentists said they refer 12% of their patients to another health care provider in a typical week, and 54% routinely refer medically complex patients to specialty practices or dental schools.



Dr. Villa

"Almost 50% of the respondents performed risk assessment evaluations on all of their patients. This is a step in the right direction," Dr. Villa said. "Dentists play a major role in

the overall health of their patients and often refer and interact with physicians from other specialties in a patient-centric approach."

Dentists can view the entire ACE Panel report online and download the PDF at JADA.ADA.org.

ACE Panel reports feature data from ADA member dentists who have signed up to participate in short surveys related to dental products, practices and other clinical topics. The ACE Panel Oversight Subcommittee of the ADA Council on Scientific Affairs writes the reports with ADA Science & Research Institute staff.

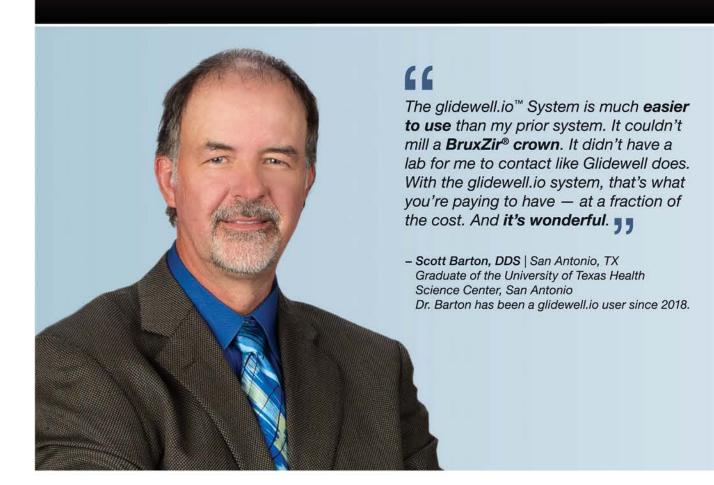
The reports offer ADA members a way to understand their peers' opinions on various dental products and practices, providing insight and awareness that can benefit patients and the profession.

Members are invited to join the ACE Panel and contribute to upcoming surveys, which occur no more than once every few months and usually take five to 10 minutes to complete.

To learn more or join the ACE Panel, visit ADA.org/ACE. ■

—versacim@ada.org

# glidewell.io™: THE BRUXZIR® CHAIRSIDE



Effortlessly mill the crowns you want when you want:

- Mill fully sintered BruxZir crowns and bridges with no oven time required just polish and cement, and you're done.
- Let MarginAl<sup>™</sup> and CrownAl<sup>™</sup> do the design work for you so you can spend your time with your patients.
- You're connected directly to Glidewell for training and support at any time.
- Love your scanner? Great glidewell.io is an open system and works with your preferred scanning system.

# E-cigarette temperature may affect oral health by changing properties of inhaled aerosols

HIGH HEAT MAKES AEROSOLS MORE VISCOUS, YELLOW

BY MARY BETH VERSACI

rigarette can alter the physical and chemical properties of the inhaled aerosol, potentially causing oral health risks, according to a study by researchers from the ADA Science & Research Institute.

"Effect of Heating on Physicochemical Property of Aerosols during Vaping," published in February by the International Journal of Environmental Research and Public Health, examined how four common power settings on modifiable e-cigarettes affected the mass, pH, viscosity, color and metal contents of the aerosol, finding many of those factors increased at high power.

The study showed both the aerosol mass and nicotine content increased, while the pH remained constant regardless of the applied power. High power led a viscous component of the e-cigarette liquid to aerosolize, causing the inhaled aerosol to become more viscous, and it also made nicotine more prone to oxidation, resulting in the color of the aerosol turning yellow.

E-cigarette aerosols can contain various metals, including aluminum, arsenic, cadmium, chromium, copper, iron, magnesium, nickel, lead and zinc. These metal components proportionally increased with the power setting but still remained below the recommended exposure limits.

"Our recently published study shows that



can affect the user's oral and respiratory systems by changing the physicochemical properties of the aerosol, especially the metal content in the aerosol," said Shinae Kim, Ph.D., a manager in the ADASRI Lab of Oral

the heating condi-

tions of e-cigarettes

Dr. Kim

and Craniofacial Innovation, who conducted the study with Taejun Ko, Ph.D., a postdoctoral research scientist with the ADASRI. "Although the study focused on observing the properties of aerosols, some indirect information related to oral health can be obtained."

Health risks include the possibility of oral burns, as the authors found that hot aerosols can heat the e-cigarette mouthpiece to temperatures that can cause burns to the oral epidermis. Another is tooth discoloration potentially caused by the inhaled aerosol becoming more yellow.

"The third is a sticky aerosol. As the vaping temperature increases, the proportion of glycerin in the aerosol increases, making the aerosol more viscous and likely to remain on the teeth for a long time," Dr. Kim said. "Among these three possibilities, a follow-up study is being conducted to quantitatively analyze the effect of high-viscosity aerosol on dental caries."

—versacim@ada.org

# MILLING MACHINE



Pair your intraoral scanner with glidewell.io for only

\$49,995

Contact us for current promotional trade-in offers and payment plans. Packages that include an intraoral scanner are also available.





We'll show you how easy same-visit crowns should be! Scan the code to learn more about glidewell.io.



www.glidewell.io | 888-683-2063

MKT-013174 2 GD-2838702-040122

# JADA continued from Page 10

Caries was most prevalent in those with a family income to poverty ratio of less than 0.5 or 0.5–1.0, as well as men, those aged 30–39 and 40–49, those of other or non-Hispanic Black race or ethnicity, those with an educational attainment less than high school graduation, those who did not have health insurance, and those who were underweight or obese. The prevalence of coronal and root caries was 17.9% and 10.1%, respectively.

"There is a substantial unmet health care need in the U.S. adult population for the prevention and management of untreated caries, and public health efforts should aim particularly to address disease within those subgroups who are at a disproportionately high risk," Dr. Bashir said in the study.

To read the full JADA article online, visit JADA.ADA.org.

Other articles in the April issue of JADA discuss the effectiveness of aerosol reduction strategies, tobacco smoke exposure and children's oral health, and outpatient dental visits during the COVID-19 pandemic.

Every month, JADA articles are published online at JADA.ADA.org in advance of the print publication. ■

—versacim@ada.org

Deep in the heart of SmileCon—

**Dental Central** 



Dental Central, our exhibit hall, is the buzz-filled center of your SmileCon $^{\text{\tiny{M}}}$  experience.

# **SMILE ZONES**

Fuel your career with top-notch courses, and your team will love the new Dental Team Hub

# **ADA CELLERANT TECH X**

Release your inner geek and play with the latest dental tech

# **PHARMA ZONE**

See why last year's sessions were standing-room only

# **SMILE LOUNGES**

Snack, chat, and relax with your dental friends

#SmileCon2022 registration opens June 1 at SmileCon.org

SMILECON™ IS PRESENTED BY







Houston, Texas

Oct. 13-15, 2022



# **ADA** spotlights resources to help in hiring process

**ASSOCIATION KEEPING EYE ON NATIONWIDE DENTAL STAFFING SHORTAGE** 

#### **BY DAVID BURGER**

Editor's note: This is the latest story in the ADA News series Focus on Workforce that seeks to alleviate the nationwide difficulties of recruiting, training and retaining valuable members of the dental team.

he COVID-19 pandemic resulted in a voluntary reduction of the U.S. dental hygiene workforce by about 3.75%, or about 7,500 dental hygienists, according to updated research from the ADA and the American Dental Hygienists' Association.

The new research is hard to ignore, said Allison B. House, D.M.D., chair of the ADA Council on Dental Practice's Practice Management Subcommittee and owner of House Dental in Scottsdale, Arizona.

"The dental team is the foundation of your office and a reflection of how successful your office is," she said.

The ADA Health Policy Institute's recent Economic Outlook and Emerging Issues in Dentistry poll shows that openings for all dental team positions are on the rise again.

Whether it is a first hire, or the dentist is a seasoned expert, hiring can be more of an art

But with the ADA's help, there is a lot a dentist can do to improve the chances that a new hire can be someone likely to be successful in the practice and on the team.

"The hiring and interview process involves many steps and, in order for it to proceed smoothly, a clear picture of the person you want and what exactly their role will be needs to be made before each candidate comes in to talk about the position," said Dr. House. "The ultimate goal is to find someone who will click with your current team and who puts patient care first. It's up to you to create a winning culture so your team can thrive."

Resources for member dentists from the ADA are available online at ADA.org/dentalstaff as well as through ADA CE Online and the ADA Catalog, including:

- Avoid the Top 10 Hiring Mistakes.
- The dental hiring challenge (a Beyond the Mouth podcast episode).
- ADA's Guidelines for Practice Success: Managing the Dental Team (ADA Catalog).
- Dental Team Staff Recruiting: The Interview Process.
- The Members of the Dental Team: Position Overviews
- Recruiting: Working Interviews vs. Skills Assessments.
- The ADA Practical Guide to Creating and Updating an Employee Policy Manual (ADA Catalog).
- Dental Team training courses (ADA CE Online)

In addition to providing resources on hiring and interviewing and training staff, the ADA is addressing difficulties with the recruitment and retention of allied dental professionals at the federal level.

In a letter to the Senate Committee on Health. Education, Labor, and Pensions in regards to its

February 2022 hearing titled Recruiting, Revitalizing & Diversifying: Examining the Health Care Workforce Shortage, ADA President Cesar R. Sabates, D.D.S., and Executive Director Raymond A. Cohlmia, D.D.S., asked lawmakers to increase the authorized funding level for the Oral Health Workforce Development Program, part of the Public Health Act.

According to the letter, in August 2021, 90% of dentist owners reported that, compared to before the pandemic, it is extremely or very challenging to recruit dental hygienists, with

85% of dentist owners finding it extremely or very challenging to fill dental assistant positions when compared to before the pandemic.

"These difficulties in the recruitment and retention of dental workforce threaten both



the health of dental practices and the health of American patients who rely on an adequate dental workforce for access to oral health care," they wrote. "In fact, 40% of dentist owners said that vacancies in their offices are limiting their practice's ability to see more patients.

"The nation's dentists greatly appreciate the

support Congress has already provided, and is grateful for your continued support of the dental profession during these trying times," the letter continued. "We look forward to working with you to address oral health workforce shortages both during the current emergency when problems are so acute, and in the fu-

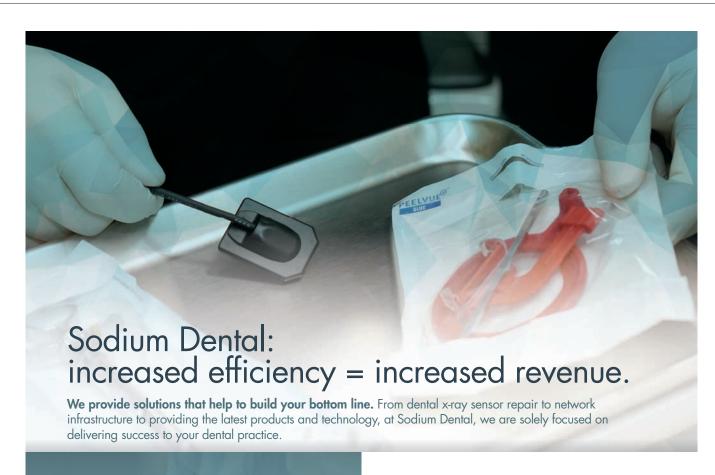
ture as we seek to ensure dental practices are able to sustain and expand patients' access to oral health care."

To keep up with ADA's ongoing advocacy efforts, visit ADA.org/advocacy.

For support with recruiting, hiring and training your dental team, visit ADA.org/dentalstaff. ■

–burgerd@ada.org

13



# Sensor repair that's beyond compare.



As the first company to offer sensor repair, and servicing all leading x-ray brands, we help dentists all over the world repair, rather than replace, their x-ray sensors. With no risk, fast turnaround, and free estimates, we make sensor repair simple and swift.

# Tomorrow's technology, here today.



Our focus is to provide your practice with the most innovative dental technology systems and solutions.

- Digital X-Ray Sensor Repair
- Digital X-ray Intra Oral Sensors
- Cone Beam CT Technology With Full FOV Digital Impression Scanners
- Digital Intra Oral Camera Systems
- Information Technology Support & Installation
- 3D Digital Printers

# **Aurora VIP Digital X-Rays Sensor Rental**

The Aurora VIP is an innovative new sensor plan bringing you the latest in digital x-ray technology. We will provide you with phenomenal digital x-ray sensors for a low monthly fee. Why buy digital x-ray sensors for a high initial cost when you can instead rent a sensor with full coverage and reliability? Size 1 and 2 sensors available.









Place with ZirCAD° Cement

IPS e.max are registered trademarks of Ivoclar Vivadent, Inc.



# IPS e.max® Prime

Dr. Robert Ritter, DMD Jupiter, FL
"I make it IPS e.max Prime because of legacy. With
Prime, I can get strong restorations with similar
esthetics as lithium disilicate. My patients are happy
with the results and they can't stop smiling."

For optimal strength, esthetics and multiple indications. - Make it e.max!



Learn more about IPS e.max® Prime

ivoclar.com

Making People Smile

ivoclar

Silex Dental

Dresch Tolson Dental Labs

Dresch Pinta Gennic (2017) Ltd

Ragle Dental Lab Inc

Ragle Dental Lab In Cosmetric Dental Arts

Barlisdale Dental Lab

Surpel Surpe Set Dental Cerami

If I and Lab Ini

Dinture Chic Ltd

Versor Dental Technologist

Star Dental Laboratory

One of the Initial Laboratory

Alimo Frosthildonti

Cisa mail Lail LLC

Star Dental Cerami

Triangle Dental Lab

Triangle Dental Lab Smoke Bomb Hill Dental Clinic

Alberta Denture Clinic II

Alberta Denture C Knight Denta Group Inc

Oxpress D

Oxpress D \*Nellmar Laboratories

\*Nellmar Laboratories

\*Grandpas Dental Card

\*The both Control Card

\*The both Find an IPS e.max Prime laboratory near you!

# Research brief: Demand for restorative care varies by patient age

#### BY DAVID BURGER

nderstanding patients' evolving dental needs as they age can inform providers and policymakers on how dentistry can best meet the evolving demand for care, according to a new research brief from the ADA Health Policy Institute.

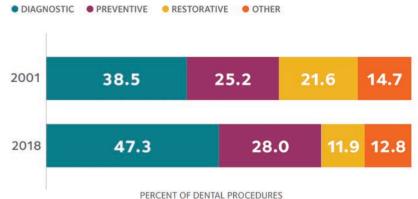
The brief, "Demand for Restorative Dental Care Varies by Patient Age," examines the use of restorative dental procedures by patient age in order to find trends in demand across a patient's lifespan.

This is especially important as dentistry evolves away from restorative procedures towards preventive care, said brief author Albert H. Guay, D.M.D., the ADA's chief policy advisor emeritus.

Dental insurance claims data from 2005-2017 indicated that utilization of restorative procedures peaks in early adolescence and middle age, while utilization of restorative procedures is lowest in early adulthood.

According to Dr. Guay, because prevention leads to lower oral disease rates and thus reduced demand for restorative care, providers and policymakers should understand that





dental care needs tend to be age-specific and should be reflected in dental benefits and treatment plans.

This brief provides information for dentists to be able to identify target audiences for marketing and promotional efforts that have the greatest potential for growth and development, Dr. Guay added.

Educational programs could also benefit from this knowledge while planning curriculum, he said.

Further, the age distribution of a dental practice's patient base is key to assessing the practice's value and potential for growth in terms of future gross practice revenue, Dr. Guay wrote.

Brittany Harrison, HPI coordinator, research and editing, and former HPI analyst Andrew Blatz co-authored the brief. ■

—burgerd@ada.org

# Changes in dentist demographics, practice modalities accelerating

# HEALTH POLICY INSTITUTE RELEASES LATEST WORKFORCE DATA

### BY KIMBER SOLANA

he dentist workforce is getting younger, more likely to be female and more likely to be non-white, according to the latest data from the ADA Health Policy Institute.

The findings reported in the webinar, "The Changing Dentist Workforce," also found that the prevalence of solo practices is rapidly decreasing, and fewer dentists own their practice.

"We are about to see a de-aging of the dentist workforce," said Marko Vujicic, Ph.D., HPI chief economist and vice president, during a

March 9 webinar to present the findings. "In the next five years, there's going to be a big exodus of the baby boomer dentist population."

And behind that exodus is a surge of younger dentists in the workforce.

That changing demographic of practitioners, along with other factors such as the COVID-19 pandemic, are only accelerating a shift on practice modality, with solo practices continuing to decrease while groups and dental support organizations continue to increase.

"[The pandemic] has had an acceleration

effect," Dr. Vujicic said. "It's thrown gas on embers that were underneath that are now front and center."

Other key findings by HPI include:

- The number of dentists per capita remain stable at 60.8 dentists per 100,000 in 2021. However, that's projected to increase beginning in 2025 through 2040 at 67 dentists per 100,000 population.
- The average age of dentists in 2021 was 49 years old, down from 49.3 in 2020 and from a peak of 50 in 2014.
- Gender parity is predicted to reach the dentist workforce in 2040, as more women continue to pursue dentistry. Women made up 20% of the dentist workforce in 2005; 34.5% in 2020.
- 69.1% of the dentist workforce in 2021 were white, down from 83.2% in 2001.
- Asians and Hispanic or Latino dentists continue to increase. About 18.5% of dentists in 2021 were Asian, up from 9.7% in 2001; and about 6.1% were Hispanic or Latino, up from 3.5% in 2001. Black dentists were 3.9% of the dentist workforce in 2021, up from 3.3% in 2001.
- Practice ownership continues to decline, from 84.7% in 2005 to 73% in 2021.
  - Percentage of private practice dentists in solo practice also continues to decline at 46.2%, down from 66.5% in 2001. While a decrease in the prevalence of solo practices is seen among all dentists, the trend is pronounced among younger dentists.
  - 10.4% of U.S. dentists were affiliated with dental service organizations in 2019, up from 8.8% in 2017. Meanwhile, the percent of dental school seniors entering private practice who plan to join a DSO increased from 12% in 2015 to 30% in 2020.

"There's a huge generational divide in the workforce in the U.S.," Dr. Vujicic said during the webinar. "The generational divide will have implications on the practice model."

To learn more about the changing dentist workforce or watch a recording of the webinar, visit ADA.org/HPI. ■

# HPI: Majority of dentists maintain mask requirements

BY KIMBER SOLANA

wo-thirds of dentists in the country required patients to wear a mask in the waiting area in March, according to the latest wave of the ADA Health Policy Institute's Economic Outlook and Emerging Issues in Dentistry poll.

In addition, most dentists required both clinical and nonclinical staff, 70% and 62% respectively, to mask continually throughout the workday.

The poll also found that masking requirements for patients in waiting areas and for clinical and nonclinical staff in the practice were more common in urban than in rural settings

Other results from the poll, which involved more than 1,900 respondents, included:

- Dental practices have gotten busier since January. Schedules were 88% full on average in March, up from 83% in February and 77% in January. Patient cancellations remained the most common reason for not having a full schedule.
- Dental team recruitment needs eased up slightly in March. One-third of dentists had recently or were currently recruiting dental hygienists and 38% had recently or were currently recruiting dental assistants. The level of difficulty with recruiting these positions has remained relatively stable.
- Fewer than 3 in 10 dentists are confident in the U.S. economic recovery, though the majority remain at least somewhat confident in their practice's and the dental sector's recovery.

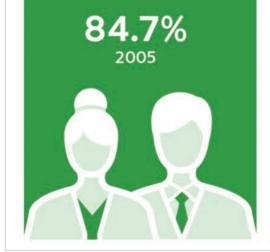
The mask requirement findings come after the ADA released new resources to help dental practices make informed decisions and facilitate conversations about the Centers for Disease Control and Prevention's latest public indoor masking recommendations.

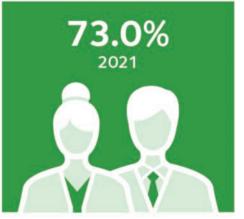
According to the resource, the CDC on Feb. 25 revised its mask recommendations, indicating that indoor masks are no longer necessary for most individuals in areas with low COVID-19 community levels. It recommended that communities should take into account three different metrics — new COVID-19 hospitalizations, hospital capacity and new COVID-19 cases — to determine its risk level and masking guidance.

The HPI's Economic Outlook and Emerging Issues in Dentistry monthly poll began in January to measure the economic impact of the COVID-19 pandemic and to gather dentists' opinions on other current and emerging issues impacting their practices. The revamped panel is a continuation and expansion of the previous poll that HPI conducted between the onset of the pandemic and December 2021.

To join the panel or to read the full monthly reports, visit ADA.org/HPIpoll.

# DENTISTS' PRACTICE OWNERSHIP IS DECLINING





# **Code Maintenance Committee** approves updates in six CDT **Code categories**

### **NEW DIAGNOSTIC IMAGING AND VACCINATION PROCEDURE CODES HIGHLIGHT CHANGES TO BE SEEN IN CDT 2023**

Dr. Scott added that the dentist's determi-

nation on the number of images needed helps

reduce a patient's exposure to radiation.

#### BY DAVID BURGER

he Code Maintenance Committee approved updates to six CDT Code categories at its March annual meeting that include seven COVID-19 vaccination codes, six diagnostic imaging codes and codes for the administration of human papillomavirus vaccinations.

While the CDT Code set already includes COVID-19 vaccination codes from previous years, this is the first time the HPV vaccine administration receives a code designation, said L. King Scott, D.D.S., chair of the Code Maintenance Committee.

"The committee's role is to ensure that the CDT code satisfies the needs of the entire dental community — including dentists and third-party payers — which is why the process  $\,$ 

is open to maintenance requests from anyone," said Dr. Scott.

In all, the committee approved the addition of 29 new codes, as well as 14 revisions and two deletions The newly

approved

vaccination codes are effective immediately, meaning they are officially part of the CDT  $\,$ 2022 code set. Other CDT Code actions approved during the meeting will be in CDT 2023, which goes into effect Jan. 1, 2023.

The other Code actions approved by the committee include:

- Six diagnostic imaging codes for tomosynthesis, an emerging intraoral imaging procedure for capture of a comprehensive radiographic survey, as well as bitewings and periapicals
- Six guided tissue regeneration procedure codes that enable documenting delivery to a natural tooth, an implant, or an edentulous area; whether delivery involves placement of a resorbable or non-resorbable membrane: plus a new code to separately document removal of the non-resorbable membrane.
- · Four new codes to document 3D dental and facial surface scanning procedures: direct when the patient is present, and indirect when a physical model, such as a diagnostic cast, is involved.
- · Revisions to nomenclatures or descriptors of various codes in periodontics, oral and maxillofacial surgery, orthodontics and adjunctive general services to clarify the nature and scope of the procedure.

"There are two noteworthy current code revisions," said Dr. Scott. "The D0210 code no longer specifies the number of images captured for this procedure to be reported; the type and number of images needed for a comprehensive survey is determined by the dentist. This change addresses complaints that the specified number sometimes influenced third-party payer reimbursement decisions."

The second notable revision concerns D4355, the full mouth debridement procedure code. According to Dr. Scott, "D4355's nomenclature and descriptor changes recognize that for some patients it might be ap- Dr. Scott propriate and necessary



to complete a comprehensive oral evaluation on the same day as a gross debridement. However, a more thorough periodontal diagnosis and charting may only be possible after tissue healing following debridement. The revision to D4355 allows for some diagnosis and treatment on the

same date of service, an especially important option for patients who travel long distances for

"Keep on the lookout for D0210 and D4355 coding guides to be published before CDT 2023 is effective," he added.

The CDT Code is on an annual maintenance cycle and information about the process and submission of action requests is posted online at ADA.org/cdt. The ADA Council on Dental Programs established the committee.

Educational and reference information on CDT Code use and additional information about COVID-19 procedure codes, is available at ADA.org/en/publications/cdt/ coding-education. ■

-burgerd@ada.org









Dentistry by Dr. Shiven Gandhi, Atlanta, GA



**SELECT Brochure** 

# OralArts SELECT

- Elite restorations specially crafted by master technicians
- Built in numerous layers for enhanced chroma and opalescence
- Unique cut-back and layer technique using the finest porcelain materials
- Internal staining and color-modifying for a natural smile full of internal and external characteristics

\$50 off Per unit with code ADASEL50\*
Exclusions apply

www.oralartsdental.com | 800-354-2075 | FREE Inbound Shipping

# DSOs offer nonclinical support

Editor's note: This is the second article in a series that celebrates the diversity of career paths in dentistry and the Association's efforts in supporting dentists' career choices in the profession.

#### BY JENNIFER GARVIN

orey Inboden, D.D.S., was working as an associate dentist when COVID-19 changed everything.

With a new baby on the way and so many uncertainties in the world, the 2016 graduate from the University of Tennessee Health Science Center College of Dentistry began looking for jobs in his hometown of Fayetteville, Arkansas. He found an opportunity there at Rock Family Dental.

The office is part of a dental practice entity that is supported by Rock Dental Brands, a dental support organization started by dentists that provides support to general dentists and dental specialists.

"It's been great," said Dr. Inboden, a general dentist who joined the team in November 2020. "I have the autonomy to practice the way I want. With Rock Dental Brands' support on the day-to-day business operations, I am able to focus on treating patients while having the freedom to be as involved as I want to be on administrative decisions."

More commonly known as DSOs, dental support organizations are entities that dental practice owners contract with to manage the administrative, marketing and/or business sides of that dental practice. They come in many shapes and sizes, may be locally or nationally branded, and are either privately held or partner with private equity firms that furnish the necessary capital to provide infrastructure, recruitment tools, advanced technology, and administrative support functions.

"The dental support organization model traces

back more than 40 years," said Andrew Smith, executive director, The Association of Dental Support Organizations, or ADSO, whose 80 member companies support more than 11,000 dentists. "DSOs have grown globally because the support services they provide to dental practices enable those dental practices to focus exclusively on providing care to their patients."

DSO-supported practices are now considered one of the fastest growing practice models in dentistry. The ADA Health Policy Institute estimates that as solo practices become less common, more dentists will gravitate toward large group practices. According to HPI's most current data, more than 10% of all dentists were affiliated with a DSO in 2019. That number is very likely



Dr. Ghaza

Dr Inhoden

higher today. The percentage of dental school seniors who plan to join a DSO-supported practice also increased from 12% in 2015 to 30% in 2020, according to the 2020 American Dental Education Association Survey of U.S. Dental School Seniors.

"Given the high level of student debt many new graduates tend to carry, DSO-supported practices provide an option to start practicing with lower startup costs while receiving support for the administrative side of the busi-

ness," Mr. Smith said. "These organizations are inherently structured to provide dentists, at any stage of their career, access to peer support and mentoring. As we all know, the ability to learn from each other is good for the profession — no matter where it happens."

"Diversity and Inclusion are two core values of the ADA, and that extends to practice modalities," said ADA President Cesar R. Sabates, D.D.S. "Whether you're a private practice dentist, a dentist who is supported by a DSO, an educator, researcher, in the military, a public health dentist or working elsewhere in the dental industry ... whatever your career path, the ADA is your professional association. There's a place for you at the



ADA, and we welcome you. Everyone's voices, contributions and perspectives matter."

#### FREEDOM AND SUPPORT

Like many new dentists, Dr. Inboden first learned about DSOs during dental school. Although he began his career working at a private practice, the transition to working for a practice model that offered guaranteed pay



and hours has given him peace of mind, especially during the pandemic.

"I'm able to choose which labs I want to work with, what materials I want to use, what procedures I want to do," he said. "I'm also able to have the freedom to be as involved as I want to be on the administrative side of things with things like hiring decisions and budget and supplies."

Dr. Inboden added that he was surprised and appreciative of how much support he has received on the nonclinical parts of the job.

"We have a team that's committed to marketing and advertising, a team that's committed to payroll, and another that's committed to overhead and budget and supplies," he said.

Supporting doctors is one of the chief goals of all DSOs, according to Arwinder Judge, D.D.S., chief clinical officer, Aspen Dental.

"Our model is unique. We have a centralized group that supports doctors and their dental care teams, yet each practice is independently owned and benefits from belonging to the largest group of branded dental practices in the country," Dr. Judge said.

#### THE MENTORING EFFECT

Another benefit of a DSO is mentorship op-

portunities. As a new dental graduate in 1990, Carolyn Ghazal, D.D.S., was looking for two things.

First and foremost: She wanted a job. But not just any associateship would do.

Fresh from the Loma Linda University School of Dentistry and packed with knowledge, Dr. Ghazal was also looking for an experienced dentist who could help bring her clinical skills to life beyond the classroom. She came across an ad in the LA Times which led her to

the practice of Stephen Thorne III, D.D.S., who hired her after doing a working interview.

In Dr. Thorne, Dr. Ghazal found the mentorship she was seeking. He also helped her enhance her hand skills, including crown and bridge, root canals and dentures.

After working for Dr. Thorne for a few years, Dr. Ghazal became the first dentist to be supported by Pacific Dental Services, or PDS, which was founded in 1994 by Dr. Thorne's son, Stephen Thorne IV.

"I loved having the ability to own my practice and still have a senior partner for the clinical

See DSO, Page 20

# DSO 101: What is a dental support organization?

ore commonly known as DSOs, dental support organizations are entities that dental practice owners contract with to manage the administrative, marketing and/or business sides of that dental practice. DSOs vary in size and structure, and they exist in every state, and even internationally. DSOs do not provide patient clinical services. All patient clinical services are provided by, and under the direct supervision of, licensed dentists. Rather, DSOs concentrate on providing the business and other nonclinical support needs of the dental practices. By supporting the business and other non-clinical needs of dental practices, DSOs allow dentists to focus on delivering patient care.

## Q: What are the main types of DSOs?

**A:** There are many different examples of DSOs that in turn support many different types of dental practices. Some DSOs support practices that are multidisciplinary, while other DSOs concentrate on dental practices that are

focused on a speciality or general practice only. A DSO may support dental practices in one state or in multiple locations across the country.

"At their root, all DSOs provide critical business management and support for non-clinical operations; enabling dentists to focus on delivering dental care," said Andrew Smith, executive director, The Association of Dental Support Organizations or ADSO. "The variations of DSO types come from the different structural ways dentists choose to affiliate their practice. Based on a dentist's specific business needs or the community they serve, a dentist may favor one type over the other."

# Q: Are DSOs only for new dentists or those starting out?

**A:** According to HPI research, more than 10% of all dentists were affiliated with a dental practice supported by a DSO in 2019. About 10% of dentists over the age of 50 and 20% of dentists under age 34 were supported by DSOs.

"It's not just new dentists," Mr. Smith said. "We often see a lot of dentists later in their careers making the switch to DSO-supported dental practices for a multitude of reasons, including wanting more time with patients and family and less business administration. We've also seen many dentists later in their careers choose the DSO-supported model because

there is less financial risk selling their private practice."

# Q: What are some advantages to working at a DSO-supported practice?

**A:** The ADSO notes increased time with patients, practice support and better worklife balance as some of the main advantages to working for dental practices supported by DSOs. Other advantages may include:

- · Salary and benefit packages.
- · Practice location flexibility.
- Access to cutting-edge dental technology and tools that are usually provided by the DSO.
  - Mentoring programs.
- Continuing education.

# **Q: What are some possible drawbacks? A:** Similar to any group practice, drawbacks

may include the following:
• Predetermined hours by the dentist(s) who

- own the supported dental practice.
- Predetermined accepted negotiated insurance plans, although DSOs typically have personnel who are skilled in negotiating fair compensation for dentists under insurance plans.
  - Limited flexibility with time off/vacation.
- Restrictions with contractual agreements.

# Q: What are some things to consider before signing a contract?

A: Much the same as with any dental

practice, dental provider contracts are legally binding agreements between a dentist and the dental practice. The ADA fact sheets, Business Services Agreements with DSOs: What Every Dentist Should Know and Compensation as an Employee or Associate Dentist, are free and available for download for ADA members. Among the questions dentists should consider are:

- What is the length of the contract? Does it automatically renew?
- What are the exact hours the dentist will be required to work? Are they all at a specific location?
- Is the position salaried or per diem? What is the range of pay and how is production calculated, i.e. does it factor in lab fees and things of that nature?
- What are the benefits offered? Does it include things such as paid time off or holidays, equipment such as loupes and hearing protection, or reimbursement for organized dentistry dues, state licensing or continuing education?
- Are there any limitations if the dentist leaves the practice? Is there a restrictive covenant in place?
  - Is there a path to ownership?

The ADA provides additional resources for dentists to assist them in their careers. For more information, visit ADA.org/Practice. ■



Notice: This is not a commitment to lend or extend credit. Conditions and restrictions may apply. All credit products are subject to credit approval. Mortgage products are also subject to collateral approval. Mortgage products are available in all 50 U.S. states and Washington, D.C. Hazard insurance and, if applicable, flood insurance are required on collateral property. Actual rates, fees, and terms are based on those offered as of the date of application and are subject to change without notice.

- 1. The interest rate discount of 0.25% is offered to borrowers that are an active ADA member at the time of closing. This 0.25% interest rate discount is a permanent interest rate discount is a permanent interest rate reduction that will be reflected in the Promissory Note interest rate. For adjustable-rate mortgages, the 0.25% rate discount will apply to the initial Fixed interest rate period and will be reflected in the maximum amount the interest rate can increase over the term of the loan, subject to the minimum interest rate that may be charged per the terms of the Promissory Note.
- 3. 100% financing is only available to interns, residents, fellows, doctors, dentists, clinical professors, researchers, or managing physicians with a current license and a degree of Doctor of Medicine (MD), Doctor of Osteopathic Medicine (DO), Doctor of Podiatric Medicine (DPM), Doctor of Podiatric Medicine (DPM), Doctor of Dental Surgery (DDS), or Doctor of Dental Medicine (DMD).

  Only available when purchasing or refinancing with no cash out on a primary residence and loan amount does not exceed \$1,000,000. Retired doctors are not eligible. Additional conditions and restrictions may apply.
- 4. Only available to interns, residents, fellows, doctors, dentists, clinical professors, researchers, or managing physicians with a current license and a degree of Doctor of Medicine (MD), Doctor of Osteopathic Medicine (DPM), Doctor of Podiatric Medicine (DPM), Doctor of Dental Surgery (DDS), or Doctor of Dental Medicine (DMD). Retired doctors are not eliquible. Additional conditions and restrictions apply.

Laurel Road is a brand of KeyBank National Association. All products offered by KeyBank N.A. Member FDIC. NMLS # 399797. Equal Housing Lender.







# Sustainable Dentistry

BY JENN LEE, D.M.D.

ou just tossed an empty tube of toothpaste in the trash. How many times have you thought about where that tube of toothpaste goes? Where do the toothpaste boxes, floss, floss containers, old toothbrushes, toothbrush packaging, whitening strips and whitening strips packaging end up? It is easy to forget the dental waste generated by households. In dental school, it shocked me that a single dental procedure can use more than 30 different items. Most of the products are discarded after the procedure plastic barriers, single use items, dental materials, personal protective equipment, disposable instruments, sterilization pouches and more. Now think about all the dental waste generated across dental offices, hospitals and millions of households across the U.S. I was proud to restore my patients' oral health, but at the cost of how much dental waste and consumption?

Understanding the interplay between dentistry, environmental impact and human health is still in its infancy, but research from medicine shows that the health care industry contributes to greenhouse gas emissions and climate change, poor air quality, food and water insecurity, extreme weather events, and vector-borne illnesses.<sup>1,2</sup> Because of the known health consequences of environmental waste, oral health professionals should have an obligation to implement environmentally

sustainable measures. In 2018, I visited leaders in sustainable dentistry in the United Kingdom at the Centre for Sustainable Healthcare and Institute of Dentistry at Queen Mary University of London. I connected with private practices, researchers and leaders in the UK who were defining this unique field within dentistry. The main sources of dentistry's carbon footprint include staff and patient travel, energy, and product procurement.3 One UK private dental practice replaced their vehicle parking spaces with bicycle racks to reduce the carbon footprint of patient and staff travel.4 The office was also transitioning to fully electronic systems to reduce paper consumption, a recommendation also recognized by the ADA.5 Although implementation of sustainable dentistry practices may look different in suburban America, the concepts of reducing harmful environmental impact to promote human and planetary health remain.

My pediatric dentistry residency training in the hospital setting comes with a whole new set of sustainability challenges: the use of nitrous oxide (a substance that is incredibly beneficial in pediatric dentistry, but significantly increases the carbon footprint of any procedure), challenges with recovering and recycling biomedical waste and the lack of awareness about sustainable health care. A heartening aspect is that other professional organizations, such as the American Society for Anesthesiologists, have acknowledged the importance of environmental sustainability and made steps towards making their practice more environmentally sustainable.<sup>6</sup> Inhalation anesthetics, such as sevoflurane and desflurane, have substantial greenhouse gas emissions which are significantly increased when administered with a nitrous oxide admixture.7 Dentists who utilize nitrous oxide as a behavior management measure should be aware of its environmental impact.

Beyond dentists, dentistry as a field must take action. Dental payment structure must be adjusted to incentivize safely and properly completing adjacent restorations in a single visit to reduce material and travel costs associated with repeat visits. Dental materials companies must identify and mitigate the environmental impact of their products, including harmful and excessive byproducts. Solutions include redesigning products and developing



Sustainable dentistry is relatively new, but essential, to oral health and planetary health. As the FDI World Dental Federation works to release guidelines, dental professionals can explore education courses, such as the Sustainable Dentistry course offered by the Centre for Sustainable Healthcare. Although there are many different contributors to the environmental challenges of the planet across all sectors, there is much to learn about the specific harm that the environmental impact of dentistry has on our patients and world. We have a commitment to our patients, our profession, and our planet to prioritize sustainable dentistry.

Dr. Lee is a pediatric dental resident at Nationwide Children's Hospital/The Ohio State University. She founded and led the Sustainability Committee while at the Harvard School of Dental Medicine.

References

- 1. Hackley DM. Climate change and oral health. Int Dent J. 2021;71(3):173-177. doi:10.1111/idj.12628
- 2. Climate change and health. World Health Organization. October 30, 2021. Accessed January 22, 2022. https://www.who.int/news-room/fact-sheets/detail/climate-change-and-health
- 3. Steinbach I, Stancliffe R, Berners-Lee M, Duane B. Carbon modelling within dentistry towards a sustainable future; 2018.
- 4. Duane B, Hyland J, Rowan JS, Archibald B. Taking a bite out of Scotland's dental carbon emissions in the transition to a low carbon future. Public Health. 2012;126(9):770-777. doi:10.1016/j.puhe.2012.05.032
- 5. 80 ways to make your dental practice green. American Dental Association. Accessed January 25, 2022. https://www.ada.org/resources/practice/practice-management/office-design/80-ways-to-make-your-dental-practice-green
- 6. Greening the operating room. American Society of Anesthesiologists. Accessed January 16, 2022. https://www.asahq.org/about-asa/governance-and-committees/asa-committees/committee-on-equipment-and-facilities/environmental-sustainability/greening-the-operating-room
- 7. Sherman J, Le C, Lamers V, Eckelman M. Life cycle greenhouse gas emissions of anesthetic drugs. Anesth Analg. 2012;114(5):1086-1090. doi:10.1213/ANE.0b013e31824f6940

8. Prata JC, Silva ALP, da Costa JP, et al. Solutions and integrated strategies for the control and mitigation of plastic and microplastic pollution. Int J Environ Res Public Health. 2019;16(13):2411. doi:10.3390/ijerph16132411

9. FDI World Dental Federation Sustainability in Dentistry initiative unites eco-conscious dental industry partners around a common aim. JFDI. May 3, 2021. Accessed January 22, 2022. https://www.fdiworlddental.org/fdiworld-dental-federation-sustainability-dentistry-initiative-unites-eco-conscious-dental

10. Sustainable dentistry. Centre for Sustainable Healthcare. December 7, 2020. Accessed January 22, 2022. https://sustainablehealthcare.org.uk/courses/sustainable-dentistry. ■

**DSO** continued from Page 18

support when I needed it as well," Dr. Ghazal said.

## OTHER BENEFITS

The ADSO cites human resources, IT services, payroll and recruiting as among the top benefits offered to dentists working in DSO-supported practices. A DSO may also offer access to advanced technology such as digital X-rays, electronic health records and CAD/CAM systems as well as continuing education and training.

"Our model was created to fill a void in the dental industry that those of us practicing dentistry had requested for a long time," said Sulman Ahmed, D.M.D., chief executive officer, Deca Dental Group. "Through this model those dentists who want to focus on oral health care or do not have the personal capacity to manage a business on top of patient care, can receive crucial support."

Dr. Ghazal said she enjoys having business as well as clinical support. Especially when she started her career.

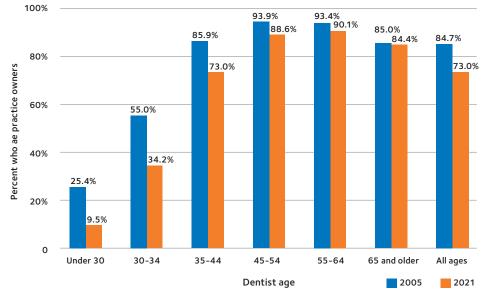
"Having the business support and not having to worry about payroll, HR, IT and other such business responsibilities gave me more capacity to be able to focus on dentistry itself," she said. "We have what we call The Perfect Patient Experience, or PPE, where we connect with our patients, meet them where they're at in life, educate them [about] what their ideal choices are, and then provide quality dentistry and treatment to help them get healthier."

"As dentists, we want to provide the best care to our patients," Dr. Sabates said. "When we unite on the common ground of our passion and purpose, we are primed to build our profession's future together."



# PRACTICE OWNERSHIP BY DENTIST AGE

As of 2021, practice ownership remains highest among older dentists, particularly among the 55-64 age group. Across all the age groups, however, practice ownership has been declining steadily since 2005.



Source: Source: ADA Health Policy Institute, "Practice Ownership Among Dentists Continues to Decline." Infographic. March 2022. Available from: ADA.org/resources/research/health-policy-institute/dental-practice-research.

# Understanding third-party payer contracts crucial for practice success

### ADA OFFERS HELP TO DENTISTS THROUGH A MYRIAD OF RESOURCES INCLUDING A FREE CONTRACT ANALYSIS SERVICE

#### BY DAVID BURGER

Editor's note: Dental Insurance Hub is a series aimed to help dentists and their dental teams overcome dental insurance obstacles so they can focus on patient care.

here are obligations throughout life that are bound through contracts, whether it be employment, mortgages or even car loan agreements.

A good rule for people signing a contract is to read the fine print, and the same is applicable in the dental world.

Participating provider agreements will often explicitly note that the provider manual or processing policies are a separate document incorporated by reference. Payers often retain the right to change these referenced documents any time without the need for a contract amendment. In some cases this right may also apply to changes to the contract language itself.

While some agreements will require plans to communicate these changes personally to participating dentists by regular mail or fax, some agreements may allow plans to use impersonal methods, such as in their newsletters, email blasts or by simply updating the policies on their websites.

"Understanding the details of contracts made between dentists and third-party payers is crucial for dental practice success, especially since these contracts are drafted by payers and may contain terms and conditions that favor the payers' wants and needs over those of dentists," said Kevin Dens, D.D.S., chair of the ADA Council on Dental Benefit Programs. "Therefore, when receiving a dental insurance contract for consideration, it should be read, understood and thoroughly evaluated before determining if signing the contract is a sound business decision."

The ADA also provides a resource for handling contract negotiations with third-party payers, including negotiation basics and some practical how-to's for dentists who want to discuss fees with payers on an individual basis.

"It is recommended that dentists do an annual review of their existing participating provider agreements," said Dr. Dens. "If a dentist does not have a copy of his or her signed agreement, the dentist should ask the plan for a copy. Dentists need to be aware that amendments to contracts or to the provider manual or other plan policies may happen and that these amendments may be posted on payers' websites or buried in newsletters. As onerous as it can seem at times, be sure to pay attention to all forms of communications from payers and do not ignore anything sent by them."

Dr. Dens said that special attention should be made to clauses that impact a practice's bottom line (i.e., nonbillable and noncovered services, most favored nation, and affiliated carrier clauses) and national processing policies (i.e., bundling, downcoding and least expensive alternative treatment clauses).

ADA online resources on contracts and clauses including an on-demand webinar titled, Understanding PPO Contracts: What You Need to Know, are available at ADA.org/resources/practice/dental-insurance/dental-insurance-resources/dental-insurance-contract-issues.

ADA members in need of helpful advice should also consider taking advantage of the free Contract Analysis Service offered by the ADA.

"The Contract Analysis Service is a wonderful member benefit," said Dr. Dens. "It's important to understand the terms of the participating provider contracts you are considering entering into so that you can decide if they're best for you and your patients, as well as to avoid unpleasant surprises in the future."

To use the service, submit a copy of the unsigned contract and an analysis request through your state or local society prior to signing the contract. Requests submitted directly to the ADA will be charged \$50 per contract analyzed.

The service provides general information only about the terms of agreements, which is not, nor is it intended to be, a substitute for Dental Insurance **HUB** 

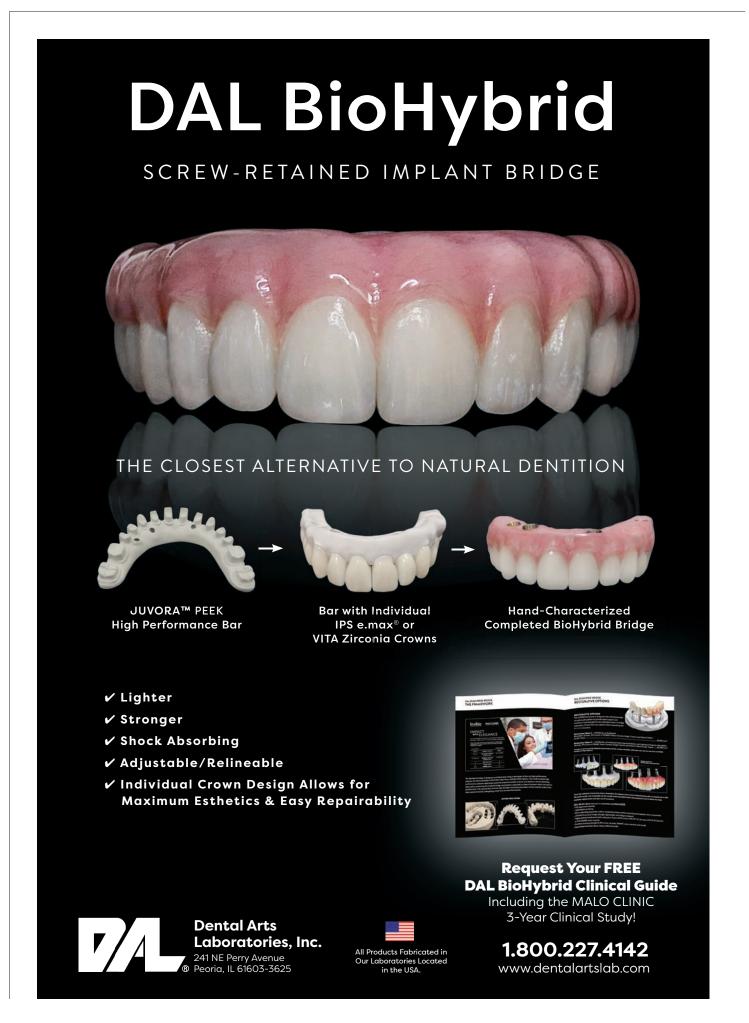
legal advice. The service does not provide advice on the merits of a contract and does not recommend whether a contract should or

should not be signed. A dentist should consult his or her own attorney for legal advice pertaining to the agreement submitted for analysis and should exercise independent judgment when deciding whether to sign a contract.

The ADA has an online hub for readyto-use dental insurance information that can help dentists address and re-

solve even their most frustrating questions at ADA.org/dentalinsurance.  $\blacksquare$ 

—burgerd@ada.org



# **PRODUCTNEWS**



ntroducing Intelliscan 3D's New Model X. The best just got better with Model X. Model X is 30% more accurate, 30% faster scanning and has 15% longer scanner tip. Model X introduces a revolutionary Oral Health report and Ortho Simulation, allowing for patients to view their scans on their mobile devices. Leading to up to a 90% case acceptance rate.





■he Hahn Tapered Implant System can help your practice thrive with worldclass education, a streamlined surgical protocol, and a contemporary design that facilitates high primary stability, has demonstrated a 99.2% survival rate and excels in the full range of indications. Priced at \$168 each, Hahn implants save you 20% every time you restore your implant case at Glidewell — backed by the strongest warranty in implant dentistry, from Hahn implant to BruxZir crown.

> GLIDEWELL 800-411-9721 glidewell.com/implant-solutions



remier X5 Sectional Matrix System is a complete, high-quality system designed to achieve accurate Class 2 composite restorations with smooth contours and tight contacts. Made from a proprietary resin, X5 rings deliver comparable separation strength of metal rings at only \$4/ring. The X5 intro kits include 10 rings. No more waiting for metal rings to be reprocessed. Damaged or lost rings are replaced quickly. X5 components are compatible with other systems.

#### **PREMIER** 888-670-6100 www.premierdentalco.com



ntroducing Brush&Bond MAX. Building on decades of success with Brush&Bond, Brush&Bond MAX is a next-generation bonding agent that focuses on providing optimal performance on the surfaces dentists use bonding agents the most enamel and dentin. This single-bottle system provides stronger adhesion and higher bond strengths than the leading competitor, so clinicians can feel more confident in their ability to deliver restorations that can withstand the test of time with no post-op sensitivity.

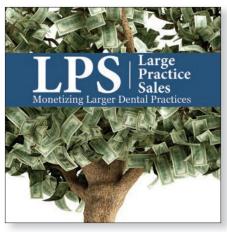
> **PARKELL** 800-243-7446 www.parkell.com



s the developer of Sensor Repair, we have over 20 team members dedicated to repairing and supporting your broken digital x-ray sensors. Getting your sensor repaired is great for your wallet and the environment. We will save you thousands of dollars over the cost of replacement, and you'll keep a sensor out of the landfill. Repair your sensor today. Brands we service include: Dexis, Gendex, Suni, Carestream, Planmeca + Many More.

### **SODIUM DENTAL**

800-821-8962 sensorrepair.com



ental Practices Monetized With Silent Partners. Confidentially discover the value of yours at no cost or obligation. IDSOs across the country are investing in all specialties.

- \$500,000,000+ in 2021 Transactions
- · Sell Part & Remain An Owner
- · Cash Now & Wealth Later 3x-10x+ ROE Over Time
- Doctors Aged 36-70+
- Your Brand, Team & Strategy
- · Large Earn-Out Components

SEE IF YOU QUALIFY

LARGE PRACTICE SALES

844-522-7533 www.mysilentdentalpartner.com



he Dental Office Operations Manual is the ultimate guide to creating a systems-driven dental practice. The detailed resources in this guide will provide you with the foundation needed to build a high performing and efficient practice, including:

- · Employee and COVID Handbook
- · Position Descriptions, Job Ads, Onboarding Systems, and Daily Task Lists for Each Position
- Employee Scripts
- · Overhead and Cash Flow Systems

# **DENTAL SUCCESS NETWORK**

928-910-2118

www.dentalsuccessnetwork.com/manuals/



# 10 Under 10: ADA recognizes new dentists making a difference in profession

BY KIMBER SOLANA

n advocate for rural dentistry and community water fluoridation. A major in the U.S. Air Force. The leader of dental oncology at New York University.

These were among the 10 new dentists who the ADA announced March 15 are the recipients of the fourth annual 10 Under 10 Awards, which recognizes 10 early career dentists who demonstrate excellence in the profession.

Selected by the ADA New Dentist Committee, the recipients demonstrated exemplary service and contributions in their own personal way that collectively work to keep the profession progressing, said ArNelle Wright, D.M.D., chair of the Subcommittee on New Dentist Engagement, which was tasked with reviewing the nominations and making recommendations to the full committee. Nominees had to be active ADA members who graduated between 2012 and 2021.

"My team and I were impressed beyond what

I can express with their accomplishments and the way each nominee has made an impact on those around them," said Dr. Wright. "They are professional examples to existing and upcoming early-career dentists. We recognize them to show our appreciation as an Association, as well as to acknowledge that their peers, colleagues and mentees have witnessed the same excellence from them."

The winners were chosen for making a difference in science, research and education; practice excellence; philanthropy; leadership; and advocacy. The 10 Under 10 Award recipients are:

- Dalal Alhajji, D.M.D., New York. A leader of dental oncology at NYU College of Dentistry, Dr. Alhajji is an advocate for how personalized dental care contributes to the overall health of patients with cancer. She is also a faculty member at NYU's department of oral and maxillofacial pathology, radiology and medicine, where she supervises students across three clinics.
- Lisa Bosch, D.M.D., Knox City, Missouri. Dr. Bosch leads the Clarence Cannon Wholesale



10 Under 10 winners: From left (top), Drs. Dalal Alhajji, Lisa Bosch, Ryan Gustafson, Tanya Sue Maestas and Emily Mattingly; (bottom) Drs. Alexandra Otto, Aruna Rao, Justin Sheinbaum, Harlyn K. Susarla and Anchita Venkatesh.

Water Commission Community Water Fluoridation Project, which provides insight to questions on the impact of fluoridation for the health of the rural communities. She also serves as secretary on the University of Missouri Extension Council and president of the Knox County Chamber of Commerce.

 Maj. Ryan Gustafson, D.D.S., Tinker Air Force Base, Oklahoma. As a major in the U.S. Air Force, Dr. Gustafson provides comprehensive dental care to the armed forces, along with serving his country and community. He currently serves at the 72nd Medical Group where he directs sedation and surgical services for nine dentists and manages a dental laboratory.

 Tanya Sue Maestas, D.D.S., El Paso, Texas. Dr. Maestas serves as dental director at La Clinica De Familia Inc. in Chaparral, New Mexico. She is an ADA Success speaker, a new dentist member to the ADA Council on Communications, and a new dentist liaison to the Council on Dental Licensing Standards and Education at the Texas Dental Association.

See 10 UNDER 10, Page 29



# Meet Dr. Michael Riccobene

BY KIMBER SOLANA

New Day for Dentistry is a new ADA campaign that celebrates the Association's vibrant community of dentists. It seeks to honor the dentists who power the ADA and commemorates the contributions dentists make to their communities and the profession every day.

Each month, the ADA News will profile one dentist who represents the diverse range of ages, career stages, practice paths and backgrounds that make the ADA what it is

Michael Riccobene, D.D.S., member since 1996.

**Location:** Cary, North Carolina. **Dental school:** New York University.



 $\textbf{\textit{Family:}} \ \textit{Dr. Michael Riccobene, left, poses for a photo with his wife and six kids.}$ 

**Practice type:** Owns multiple group practices

Why did you choose dentistry? I wanted a profession that would allow me to use my tactical skills, my analytical skills and my desire to make a difference.

Why did you join the ADA? Ever since I was in the American Student Dental Association

during dental school, I saw the value in organized dentistry. From technical knowledge and business resources to policy lobbying and opportunities to interact with colleagues, the ADA has been an invaluable resource.

What do you like most about your ADA membership? Most recently, I'm very encouraged by the progressive thoughts that are being exhibited among the leadership in trying to set the course for the future. In the past, I believe that some in the ADA were dismissive of nontraditional practice models like dental service

organizations. I think the ADA leadership today acknowledges that most dentists, regardless of practice model, are aligned on most issues.

When I'm not in the office, you can find me: At the beach or driving to it. For me, the beach is about relaxation. We have a house in Wilmington, North Carolina. It's a place to let all my worries disappear and lose myself in the

waves rolling into the shoreline.

**Favorite movie/TV show:** Currently, "Curb Your Enthusiasm."

What was your first job? Washing pots and pans in my family's bakery. Being the child of two immigrants gave me the opportunity to see the realization of the American dream firsthand. The family business made me realize all of the blood, sweat and tears that it takes to start, grow and sustain a successful business.

**Fun fact about me:** I have six children, three of whom are triplets. I like to live life to the fullest, and my goal in life is to create lasting memories with those I love.

What does A New Day for Dentistry mean to you? I think from a technology perspective, we have evolved from a 2D to a 3D world. As a profession, my hope is that we've learned — especially over the past three years — that we are essential health care providers who play an integral role in our patients' overall health. From a practice model perspective, I think the challenges we face as a profession have allowed for alternative methods of practicing to flourish. Although I think there will and always should be a place for the single practitioner, some of the newer multi-specialty practices are giving patients and practitioners an innovative way to receive care. ■



# Member dentist represents US in 2022 Winter Olympics

# Dr. Tara Peterson among world's top curling athletes

#### BY DAVID BURGER

White Bear Lake, Minn.

hen Tara Peterson, D.D.S., began working as an associate dentist at Isaacson Gentle Dentistry in White Bear Lake, Minnesota, her dental assistant Molly Ascheman didn't learn until months into their partnership that the new dentist was an elite athlete

"She is so humble," Ms. Ascheman said.

So elite that on top of being an associate



dentist, Dr. Peterson is a member of the U.S. National Curling Team who represented her country at the 2022 Winter Olympics in Beijing.

though Even her team dropped its final two round robin games of the women's curling tournament to finish sixth and miss

the medal playoffs at the Olympics, the ADA member dentist cherished the chance to be an Olympian

"I enjoyed being a part of the greater Team USA and watching and cheering on my Team USA teammates," said Dr. Peterson, now back at the office, working three days a week with three other days of the week devoted to athletic training. "It was fun to talk with other athletes from other sports and hear their stories."

Dr. Peterson's curling journey began back in 1999 at the St. Paul Curling Club in St. Paul, Minnesota

Her grandfather grew up in Canada and curled for many years before moving south to the U.S., so her family — including her older sister, Tabitha, a two-time Olympian — was familiar with the game.

"My parents signed us up for the junior curling program on Saturday mornings, and we eventually joined an evening league also," Dr.

Peterson, 30, said. "As we improved and met other kids interested in curling, a curling coach added my sister and I to a team of two other girls and we started competing around Minnesota and Wisconsin at junior tournaments."

After a decade of curling, the Peterson girls set their sights on something more than dominating junior tournaments.

"I think I realized the Olympics could be more than a dream when we won our first Junior Nationals in 2009 and went to our first Junior Worlds in Vanactually competed at the Olympic venue in Vancouver. I think it three days while working three days each week. was that moment that my sister

and I realized that we had something special and that we could make something of ourselves in the sport of curling."

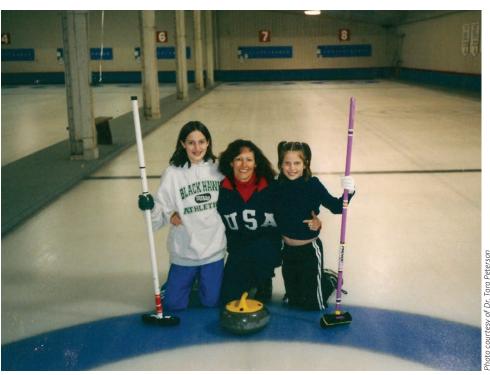
Meanwhile, an interest in health care developed.

"My siblings and I like to say that we were brainwashed into health care," Dr. Peterson

Her father is a retired dentist, her mother is a retired dental hygienist, her sister Tabitha is



Focus: Tara Peterson, D.D.S., right, competes for the United States as a member of the U.S. Winter Olympics team.



Family matters: Tara Peterson, D.D.S., right, poses with her mother Gaye Skelly-Peterson and her sister Tabitha in 2001.



Teamwork: Tara Peterson, D.D.S., left, fist-bumps a fellow member on couver," Dr. Peterson said. "We Team Peterson, competing for the United States in the 2022 Winter Olympics team in Beijing, China. She is a dentist in Minnesota and trains

a pharmacist and her brother Trent is a nurse

"I was always around dentistry and grew up watching and learning from my mom and dad. I saw how happy they were and so early on it seemed like a great profession to go into," Dr. Peterson said.

"I honestly just love teeth," Dr. Peterson said. "I'm passionate about developing treatment plans to maintain and promote healthy, beautiful teeth. I strive to make patients feel comfortable in my chair, and I love the relationships that are formed in dentistry. I love seeing how much my patients grow from the scared patient who is hesitant to walk in the door, who is not confident with their smile, to become a beaming, confident and happy-to-be-at-thedental-office kind of person. I also enjoy the artistic side of making something beautiful."

Dr. Peterson said that both dentistry and curling involve a lot of hard work, with intense training for both as both are ever-changing and evolving.

"Curling is a sport that you can never fully master, and when you think you have, there are new strategies or new rules to learn," she said. "Dentistry is similar in this sense, and we constantly need to continue with our education and learn to stay abreast of the latest ideas, products and techniques. Both curling and dentistry involve tactile sense, and also a bit of creativity. Both can be mentally exhausting so training the brain is important for a strong mental state of mind."

Dr. Peterson graduated from the University of Minnesota School of Dentistry in 2018 after putting her curling training aside for a couple of years due to the demands of dental school.

But that same year she took a one-week vacation to South Korea to see Tabitha compete in the 2018 Winter Olympics.

"It was a surreal experience being in the stands with my parents, my husband and other family and friends watching her team perform," Dr. Peterson said. "I remember sitting in the stands, taking it all in, and it was then that I made the decision that I wanted to be a part of that team in four years. I set a goal, and I  $\,$ achieved it."

The next Winter Olympics are set for 2026 in Italy, and Dr. Peterson is already hard at work into training for that event as well as various other international and national competitions.

"The curling season is not over yet," Dr. Peterson said. "We still have a couple more tournaments and then the season will conclude in May. Then in August, we start preparing for the upcoming season. I would love to compete in Italy in 2026. It would be great to have the opportunity to experience the Olympics as a competitor in a nonpandemic year. So as of now, Milan 2026 is the next goal."



Game on: Tara Peterson, D.D.S., right, competes for the United States as a member of the 2022 Winter Olympics team in China. At left is her sister Tabitha Peterson.







\$78.88

# 1/2 the cost for 33% more!

- Optimized for both warm-vertical and single-cone obturation
- Resin-Free
- MTA-Based Bioactivity
- Non-Staining
   High pH
- High Flow
- High Radiopacity

100% Money Back Guarantee, **Even If Opened!** 



# **FREE Ground Shipping On all Orders!**

4.7/5 Rating ★★★★ Dentist Reviewed



3 PER PACK

1/3 the cost

WAVEONE® GOLD \$68/3pk<sup>2</sup>

**HEAT-TREATED FIREWIRE™ NITI** 

5x the cyclic fatigue resistance as another leading file brand.1

**Top 25 Endodontic Products of 2021**<sup>3</sup>





1/2 the cost

PROTAPER GOLD® and PROTAPER® \$68/6pk2

# **HEAT-TREATED FIREWIRE™ NITI**

- 2x the cyclic fatigue resistance as another leading file brand.
- 6x the cyclic fatigue resistance as another leading file brand.
- Similar Torsional Strength as another leading file brand.



1-855-985-3636

EDGEENDO.COM

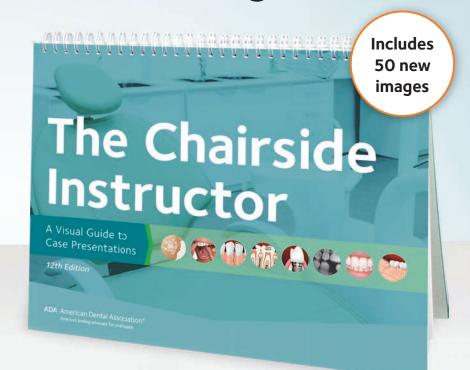
# For patients, seeing is understanding

# New Chairside Instructor easily gets your message across to patients

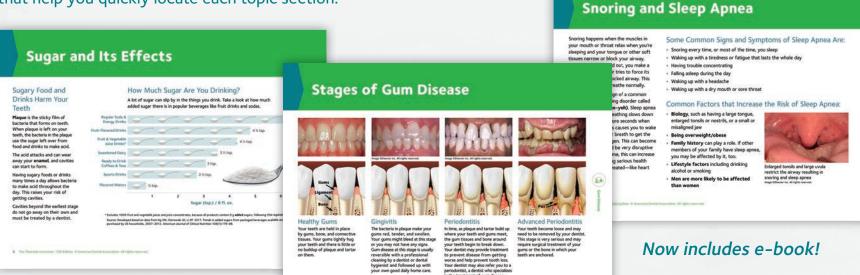
The Chairside Instructor has been revised to include the most up-to-date patient education information on topics ranging from daily hygiene habits to identifying symptoms of sleep apnea. This ADA bestseller is an invaluable tool in educating patients and staff alike.

New and expanded content now includes these topics:

- Fluoride
- Wisdom teeth removal
- Children's airways
- Dry mouth
- Sleep apnea
- Dental emergencies



Features easy-to-clean laminated pages and tabbed sections that help you quickly locate each topic section.



- Over 220 full-color photos and illustrations
- Use it to educate patients or train dental assistants
- Available in English or Spanish as a book, e-book or app

**W01321BT** English spiral bound book + e-book | **Members \$79.95** Retail \$119.95 Book ISBN# 978-1-68447-16-1

**W01421BT** Spanish spiral bound book + e-book | **Members \$79.95** Retail \$119.95 Book ISBN# 978-1-68447-165-2

BEST VALUE KO1321i App + English Chairside book + e-book | Members \$99.95 Retail \$149.95

# **Save 15%**

ON ALL ADA CATALOG
PRODUCTS
USE PROMO CODE **22106** 

OFFER EXPIRES 6.30.2022

See more sample pages and tables of contents at ADAcatalog.org.

# 5 things you don't want to miss in SmileCon's Dental Central

#### **MEETING REGISTRATION OPENS JUNE 1**

#### BY MARY BETH VERSACI

ith opportunities to meet, play, learn and smile, attendees of SmileCon 2022 Houston will discover plenty of excitement in Dental Central, the buzzfilled center of their ADA annual meeting experience.



Dr. Shuman

SmileCon, a joint meeting with the 2022 Texas Dental Association Meeting and the 2023 Greater Houston Dental Society's Star of the South Dental Meeting, will take place Oct. 13-15 at the George R. Brown Convention Center in Houston Dental

Central is the meeting's reimagined exhibit hall, where participants can network and build communities, take continuing education courses, and explore new technologies. including products that won the Cellerant Best of Class Technology Awards.

"The Best of Class Alley companies are selected through a rigorous and transparent year-long process by an esteemed voting panel," said Lou Shuman, D.M.D., president and CEO of Cellerant Consulting Group and creator of the awards. "Only at SmileCon can dental professionals get hands-on experience with these winning technologies that are driving the conversation about how dental practices will operate in the future."

Here are five features you won't want to miss when you head to Dental Central, the heart of SmileCon:

### **BIGGER AND BETTER**

Three meetings in one means more exhibitors, including some that may be new to you because they are local to Texas. Connecting with a wider community can help you expand your network.

#### **NO ZONING OUT**

Each Smile Zone will include a large stage, where you can take courses on the most popular topics. New this year, the Dental Team Hub in Smile Zone C will be a space exclusively for staff to learn what they need to thrive in

#### **RECHARGE AND RELAX**

When you need a break from the meeting excitement, Smile Lounges will be ready for you with comfy seating and charging outlets. You can take time for yourself or meet up with a friend and enjoy coffee and bar

# **ONE-STOP MEMBERSHIP SHOP**



Fun and games: SmileCon 2021 attendees play casino games in Dental Central during the Las Vegas meeting.



SMILECON™ IS PRESENTED BY





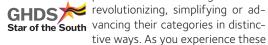
Whether you're just starting your career

or thinking about retirement, the ADA Mem-

ber Center will have experts to answer your

questions; daily sessions on wellness, practice

management and transitions, and more; and



experiences.

THE CUTTING EDGE Get a glimpse into what's next in dental technology in the Best of Class Alley. These award-winning products have been singled out for GHDS revolutionizing, simplifying or ad-

technologies for yourself, you can

try who share your interests and

evaluate what's best for your practice.

For the latest information on SmileCon visit SmileCon.org. Online registration opens

—versacim@ada.ora

# **New Dentist** Now blog seeks contributors to share insights

### BY KIMBER SOLANA

he ADA's award-winning ADA's New Dentist Now blog is seeking contributors interested in writing about their experiences and insights on the unique challenges facing early career dentists who graduated from dental school fewer than 10 years ago.

From managing student debt, navigating employment contracts and acquiring a practice to avoiding burnout and choosing a career path, the goal of the New Dentist Now, newdentistblog.ada.org, is to be the go-to place for early career dentists seeking to learn from fellow new dentists on what challenges they can expect after graduation and what they can do.

Current guest bloggers recently shared their experiences on the importance of continuing

See BLOG, Page 30

IMAGE CREDITS: Blablo101/iStock/Getty Images Plus, smartboy10/DigitalVision Vectors/ Getty Images, bearski23/iStock/Getty Images Plus, bharat soni/ iStock / Getty Images Plus, Victor Metelskiy/ iStock / Getty Images Plus, Guzaliia Filimonova/ iStock / Getty Images Plus, TukTuk Design/ iStock / Getty Images Plus

# Florida periodontist receives first **Excellence in Action** for Dental Health Award

### BY JENNIFER GARVIN

or her tireless efforts to improve the oral health of her fellow Floridians, Jolene Paramore, D.M.D., is the recipient of the first Excellence in Action for Dental Health Award from the ADA Council on Advocacy for Access and

"Thank you so much. I appreciate this award more than any other I've been given," said Dr. Paramore, a periodontist from Panama City, Florida, who was honored during the ADA Dentist and Student Lobby Day in

According to the Florida Dental Association, Dr. Paramore, a past FDA president, was instrumental in taking data from the Florida Dental Association Foundation's Florida Mission of Mercy (FLA-MOM) events and sharing it with lawmakers to help them better understand the oral health needs of their citizens. The data collected was used by the FDA to encourage legislators to increase support for FLA-MOM and other public



**Excellence:** Dr. Shailee Gupta, ADA Council on Advocacy for Access and Prevention chair, presents the first Excellence in Action for Dental Health Award to Dr. Jolene Paramore, right, during the annual ADA Dentist and Student Lobby Day.

programs supported by the FDA Foundation.

The new CAAP award recognizes stakeholders who have advanced the ADA's Action for Dental Health initiatives in their state. The Action for Dental Health Act became law in 2018 and was created to advance the ADA's nationwide, communitybased movement aimed at improving access to oral health care for people who suffer from untreated dental disease.

"Dr. Paramore's love of ministry and service and her exceptional organizational skills and ability to remember everyone's name and make them feel important contributes to her effectiveness as a leader," said CAAP Chair Shailee Gupta, D.D.S., who presented Dr. Paramore with her award.

More than 400 dentists and dental students attended the ADA's annual advocacy event, which was jointly hosted with the American Student Dental Association and in person for the first time since 2019. See page 4 for more Lobby Day coverage.

—garvinj@ada.org

# Dental Office

For advertising information, call: 877.394.1388 or email us at: adanews@russelljohns.com

Disclaimer: Classified advertisements in ADA News are limited to job opportunities for dentists and auxillaries, continuing education, professional services, practice and equipment sales and offices for rent. Advertising that appears to discriminate on the basis of race, religion or gender will be rejected. The publisher reserves the right to decline, withdraw or edit copy at its discretion.

# **Opportunities Available**

ALASKA — Fairbanks. Established Endodontic office seeks full-time associate leading to ownership. State-of-the-art facility, equipped with microscopes, digital imaging, and Cone Beam Morita 3D/Pano machine. Quality care, patient focus, and community involvement, are a priority. Requirements are Alaska State Dental License and graduation from an accredited Endodontic residency Contact text or phone (907) 456-3636 or CV to: associatesinendo@alaska. net.

CALIFORNIA — Associate Dentist. Multi specialty, General and Implant office, two Bay Area locations. 3-4 days per week, hygiene and restorative to start. Salary, benefits and bonus, 2 year's experience. (650) 701-1111, info@ redwoodcitydental.com.

FLORIDA — Associate General Dentist. Central Florida. Multi-office, multi-doctor, 5-star practice in Central Florida is looking for a general dentist. Mentorship from AGD Masters, marketing, CE and a supportive team! Increase your clinical practice in a growing community with a great school district. Centrally located to Tampa and Orlando. To shadow and meet the doctors, send your CV to dentaljob0711@gmail.com.

**FLORIDA** — Endodontist. Central Florida. Multi-office 5-star practice in Central Florida is looking for a Board-Certified Endodontist or General Dentist with training in complex endodontics. Large in-house referral network, marketing, CE, and a talented team. Grow your endodontic practice in an expanding community with a great school district. Centrally located to Tampa and Orlando. To shadow and meet the team, send your CV to dentaljob0711@gmail.com.

GEORGIA — Associate Dentist. GDC Smiles is seeking a qualified Associate Dentist! We provide comprehensive general dentistry with a heavy volume of extractions and implants. Our friendly and energized staff is committed to provide the highest quality dental care to our community. Please contact Ana Urrego at careers@gallodental.com or (770) 534-6933.

We make it easy to reach dental professionals. Call today!

877.394.1388

### **Opportunities Available**

#### **Edgar County Public Health Department Edgar County Dental Clinic**

Edgar County Dental Clinic, located in Paris, II, currently has an opportunity for a licensed dentist to join our team. Edgar County Dental Clinic welcomes patient of all ages, offering a wide variety of comprehensive dental services for the underserved and underinsured populations in Edgar and surrounding counties. Dental Services

• Preventive

• Diagnostic

• Restorative

Emergency care Prosthetics

Position Type:
Direct hire with benefits
Hours per week:
40 M-TH, 7:30-6:00

Education Level: DDS or DMD

Annual Salary: \$135,000 Student Loan Repayment Program available for qualified applicants • RCT/pulpotomy
• Extractions
• Space Maintaine For more information, contact Janet Mason at jmason@ecphd.org.

NEVADA — Associate. Las Vegas Private dental practice looking for Associate leading to buy-in. If interested please email: nhdds1@ yahoo.com.

**Advertise Your Dental Opportunities** in ADA News today!

877.394.1388

### **Opportunities Available**

NEW YORK - Associate Oral Surgeon. Long Island Merrick. For busy Insurance based practice. F/T position preferred, but will consider P/T if the schedule works. Practice has been open for over 40 years. Newly renovated facility. Practice focus is primarily Dentoalveolar and Implants. We truly would like the associate to become a partner, and will be offered to the right person. To request practice specific and more info, email Sdabundo23@

We are looking for a motivated associate to join our general dentistry practice. Haye Dental Group has served South Central Wisconsin for over 50 years. We have been voted the #1 Dental Office in Rock County along with being awarded "Office Design of the Year" in Dental Economics. Our two office locations, 6 doctor practice, offers Dental Implant Placement and mentorship, Endodontics, Oral Surgery, 3D Scans, Cosmetic and General Dentistry. Salary packages begin at \$230,000 with Health Insurance and 401K benefits. GREAT OPPORTUNITY!!! Dental Student inquiries are welcome. On site fitness center and golf simulator.

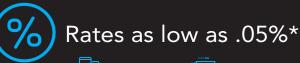
www.HayeDental.com Call Dawn at (608) 752-7931 or email CV to: dmarro@hayedental.co

# **Promote** your Dental **Services with ADA News**

Call today! 877.394.1388

### **Professional Services**

# **REDUCE YOUR CREDIT CARD** PROCESSING FEES



**OPTIONAL PROGRAMS:** 



Make the same profit margin with cash and non-cash payments!

- **Cash Discount**
- Curbside Ordering
- Point of Sale Systems Recommendations, Solutions

CareCredit 4G / Wifi





GROW YOUR BUSINESS. PARTNER WITH NAB TODAY!

866.481.4604

NorthAmerican RANCARD WWW. NYNAB.COM





# Did Your Business Receive PPP? Either way, You Still Qualify for ERC!

# What is ERC?

Bottom Line Savings helps business owners receive money back from the Employee Retention Credit (ERC) federal grant. This ERC program differs greatly from the Paycheck Protection Program (PPP) and is much easier to apply for. Bottom Line will submit and collect a few important documents making this program turnkey for our owners.

\*\*\*\*\* You don't ned a sales reduction to qualify for ERC. Operational impacts to your business will qualify you as well.

Your business could be getting up to \$8,000-\$26,000 per employee in **Employee Retention Credits (ERC) even if you received PPP loans.** 

\*\*\*\*\*\*\*

Our experts at Bottom Line will help you maximize your refund!

As a valued partner, **Bottom Line** will:

• Identify how you qualify for the ERC Program • Outline your specific ERC calculations to maximize the credit • Help you claim the credit • Ensure proper payroll tracking and documention

**Apply today and an ERC Specialist** will contact you directly. Please visit www.tryerc.com







# **Professional Services**

# INTRAORAL X-RAY SENSOR REPAIR/SALES

We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/Carestrean and major brands. We also buy/sell sensors.

American SensorTech 919-229-0483 www.repairsensor.com

# Equipment

# **Arresting Caries With SDF In Your Office?**



NATIONWIDE — Wanted: Dead or damaged Statim 2000, 5000, Midmark M9 & M11s. Easy, secure prompt payment. Just call, text, or email. autoclaveshop@yahoo.com, Dan: (630) 605-8613.

Advertise Your Dental Equipment Today! **877.394.1388** 



 ${\bf NATIONWIDE} - {\bf Large\ Practice}$ Sales. (855) 533-4689. Silent partners invest in great practices. Your value might shock you! Email: classified@ largepracticesales.com, www. LargePracticeSales.com.

ALASKA — We represent general and specialty practice purchase opportunities in Alaska, Hawaii, Washington, Oregon, Idaho and Montana. Consani Associates: www.mydentalbroker. com, (866) 348-3800, info@ mydentalbroker.com.

CALIFORNIA — Central, CA. Dental practice with a long history of goodwill, mostly Crown & Bridge, and low overhead in Central CA. Attractive ~1,700 square foot stand alone office with 5 plumbed operatories, reception area, sterilization area, lab, CAD-CAM CEREC, CBCT, Laser, and digital x-rays. Long standing staff and Dr. will help facilitate transition. The practice operates SoftDent as their practice management software. The practice revenues approximately \$1.4M. Send CV to Centralvalleydmd@gmail.

FLORIDA — General practice for sale, Broward County, Fantastic opportunity to live your dream. FFS/Modern/ well established. Great reputation and enormous potential. Email CV/ references: DRMNDDS@aol.com. No

HAWAII — We represent general and specialty practice purchase opportunities in Hawaii, Alaska, Washington, Oregon, Idaho and Montana. Consani Associates: www.mydentalbroker. com, (866) 348-3800, info@ mydentalbroker.com.

 $\mathbf{IDAHO} - \mathbf{We} \ \mathbf{represent} \ \mathbf{general}$ and specialty practice purchase opportunities in Idaho, Montana. Oregon, Washington, Alaska and Hawaii. Consani Associates: www. mydentalbroker.com, (866) 348-3800, info@mydentalbroker.com.

MARYLAND — A 5-star dental practice, 960 square feet. An exceptional opportunity for a dentist looking to own a high producing fee-for-service practice in downtown Bethesda, MD. For more information please visit https:// www.bethesdadentalpractice.com/ or call (703) 888-8001.

 $\mathbf{MONTANA} - \mathbf{We} \ \mathbf{represent} \ \mathbf{general}$ and specialty practice purchase opportunities in Montana, Idaho. Oregon, Washington, Alaska and Hawaii. Consani Associates: www. mydentalbroker.com, (866) 348-3800, in fo@my dental broker.com.

 ${f NEVADA}$  — Las Vegas, 8 operatories,  $3100 \mathrm{\ sq}$  ft building, turnkey for sale 1.1M. Practice collection 660K on 2.5day/week. 43% EBITDA, Implant, Perio, Endo, GP. Bank approved loan \$540K on practice asking \$400 K.smileysaver@ gmail.com.

NEW MEXICO — Practice for Sale-Taos, historic resort town, world class uncrowded ski area, great outdoor recreation and restaurants, 2019 \$850,000 collections, 5 operatories, 2 EFDAs. Email: vollfee@yahoo.com.

NEW YORK — Practice for sale 32 year practice, good running, beautiful and newly renovated office, 3 operatories Located in Co-Op City, NY. Call (718) 862-9232 and leave a message.

NEW YORK — Westchester, Practice for sale. 100% self-paying patients. Border Greenwich, CT. 2 operatories, long lease available. Gross \$200,000 on 4 half days. No Brokers. TEXT: (914) 336-0329 or positivehumor@gmail.

OREGON — We represent general and specialty practice purchase opportunities in Oregon, Washington, Idaho, Montana, Alaska and Hawaii. Consani Associates: www.mydentalbroker. com, (866) 348-3800, info@ mydentalbroker.com.

# **DENTAL LAB OWNER(S) TECHNICIAN(S)** Are you looking to **RELOCATE** your skills?

Thriving N.E. Pennsylvania DENTURE Lab looking to take on new owner(s)! Looking for Removable (Denture) Technician(s) with quality workmanship, who wants to be their own Boss! Present owner had 20 plus years of continuous growth, looking to retire. Will stay on for a transition period.

The area has great potential for continued growth. Gross Sales \$250K. Loyal customers. Location is close to 181, 180 and Pa. tumpike. Area has much to offer, Skiing, Hunting, Fishing, Theater, Nearby Arena with Hockey and Entertainment, Great Restaurants and much more!

# Contact me at: Prosthetics2021@gmail.com

PENNSYLVANIA — Practice for sale. Center City, in the heart of Philadelphia. 5 operatory GP practice collecting \$1.6 mil+. Robust growing practice in prime Rittenhouse Square location. Strong Hygiene program. Well managed practice. Retiring Dentist willing to stay for transition. Email: rittenhousedds@gmail.com.

VIRGINIA — Top destination for small business owners. Dental practice purchase opportunities currently available in Fairfax. Winchester, Richmond, Roanoke, Charlottesville, and Virginia Beach. For more information visit: www. commonwealthtransitions.com.

 ${\bf WASHINGTON} - {\bf We\ represent}$ general and specialty practice purchase opportunities in Washington, Oregon, Idaho, Montana, Alaska and Hawaii. Consani Associates: www. mydentalbroker.com, (866) 348-3800, info@mydentalbroker.com.

> **Advertise Your Dental Practices/Offices** Today!

877.394.1388

### **10 UNDER 10** continued from Page 23

- · Emily Mattingly, D.D.S., Chillicothe, Missouri. A fourth-generation dentist, Dr. Mattingly works alongside her husband and father to provide care to patients in underserved areas in rural north Missouri. She has served in several roles in organized dentistry including as chair of the ADA New Dentist Committee in 2020, as a member of the Board of Trustees for the Missouri Dental Association and as a delegate to the ADA House of Delegate.
- Alexandra Otto, D.D.S., Buda, Texas, Dr. Otto is the co-founder of Kids Tooth Team Outreach, a nonprofit school-based mobile dental home providing free dental care to underserved children in Texas. In addition, she also co-founded Kids Tooth Team Pediatric Dentistry, a small group pediatric practice with locations in Buda and Austin, Texas.
- · Aruna Rao, D.D.S., St. Cloud, Minnesota. An adjunct faculty at the University of Minnesota School of Dentistry, Dr. Rao is a partner at K.O.A.L.A. Dental Care in St. Cloud, which provides comprehensive pediatric dentistry, hospital dentistry and early orthodontic services for children and adolescents, including those with special health care needs across three locations and 100 miles of west central Minnesota.
- · Justin Sheinbaum, D.M.D., Los Angeles. Dr. Sheinbaum is currently a chief resident of oral and maxillofacial surgery at the University of California Los Angeles. During his residency, he spearheaded efforts to give UCLA dental residents the opportunity to join the UCLA Medical Center Resident Union, resulting in 92 dental residents receiving a salary and benefits package worth more than \$15,000 each year.
- · Harlyn K. Susarla, D.M.D., Seattle. Dr. Susarla is an advocate for children's oral health, previously serving as president of the Washington State Academy of Pediatric Dentistry. Currently a staff member at Seattle Children's Hospital, Dr. Susarla also serves as the new diplomate representative for the College of Diplomates of the American Board of Pediatric Dentistry, as well as a consultant on the AAPD Council on Scientific Affairs and the Committee on Early Career Pediatric
- · Anchita Venkatesh, D.M.D., Los Angeles. Dr. Venkatesh has focused her practice to serve patients with special needs since she graduated in 2013 from the Rajiv Gandhi University of Health Sciences in Bangalore, India. Today, she is enrolled at the University of Southern California to receive her Master of Science degree in orofacial pain and oral medicine. In addition, she is currently working on a mobile application that can be used as a dental visual sound board for autistic patients.

"This recognition substantiates the efforts I have made to improve access to care for some of our most vulnerable populations," said Dr. Venkatesh. "It gives me the encouragement to work even harder and hopefully use my platform to inspire upcoming clinicians."

Dr. Rao agreed and added that the award showcases new dentists' commitment to service, volunteerism and mentorship.

"It is almost unbelievable the impact one can have in a short amount of time," Dr. Rao said.

Recipients of the 10 Under 10 Awards will receive a \$1,000 cash prize, be recognized at SmileCon 2022 in Houston and featured in various ADA publications and channels, including the ADA News and the New Dentist News.

For more information on the 10 Under 10 Award recipients, visit ADA.org/10under10. ■

—solanak@ada.ora

# ADASRI scientists share studies on dental materials, vaping, pandemic during research exhibition

#### BY MARY BETH VERSACI

Cientists from the American Dental Association Science & Research Institute shared their research at the 51st Annual Meeting and Exhibition of the American Association for Dental, Oral, and Craniofacial Research.

The meeting took place March 21-26 both virtually and in person in Atlanta in conjunction with the 46th Annual Meeting of the Canadian Association for Dental Research. The ADASRI was a 2022 AADOCR/CADR Silver Scientific Session Sponsor of the meeting.

Research presented by ADASRI scientists included the following 13 abstracts:

- "Calcium and Phosphate Ion Release from Experimental Remineralizing Dental Composites," presented by Stanislav Frukhtbeyn, senior research associate.
- "Characterization of Materials Used to Produce Orthodontic Sequential Aligners," presented by Raquel Miera, research scientist.
- "Connexin-43/MAPK Mechanisms Control Osteoblast-Endothelial Interaction," presented by Eun-Jin Lee, Ph.D., senior research associate.
- "Development of Fluorapatite-Titanium Composites for Dental Implant Applications," presented by Eaman Karim, Ph.D., senior scientist.
- "Discovery of Novel Cell Subpopulations in Human Gingival Epithelia," presented by Quinn Easter, Ph.D., senior research associate.



Research: Olivia Urquhart, ADASRI senior research associate, presents her findings March 22 during the AADOCR 2022 symposium "Evidence-Based Clinical Practice Guideline for Managing Acute Dental Pain." Ms. Urquhart's presentation was titled "Stakeholder Engagement, Dissemination, and Implementation of Recommendations for Managing Acute Dental Pain."

 "Effect of E-cigarette Vaping Temperature on Growth of Streptococcus mutans," presented by Shinae Kim, Ph.D., manager.

- "Fluorapatite and CaF2 Formation in Low Concentration Fluoride-Calcium-Phosphate Complex Solutions," presented by Shozo Takagi, Ph.D., emeritus scientist.
- "Influence of Water in Accelerated Degradation of 3Y-TZP Powder," presented by Yifeng Liao, Ph.D., senior principal scientist.
- "Metal Analysis in E-cigarette Aerosol Produced at High Power," presented by Taejun Ko, Ph.D., postdoctoral research scientist.
- "Mounting Configuration as a Variable in Light Transmission Measurements in Spectrometer/Integrating-Sphere Systems," presented by Henry Lukic, senior research associate
- "A Self-applied Fluoride-Calcium-Phosphate Complex Treatment Reduced Dentin Hydraulic Conductance," presented by Laurence Chow, Ph.D., emeritus chief research scientist
- "Stress, Burnout, and Wellness in U.S. Dentists during COVID-19 Pandemic," presented by Cameron Estrich, Ph.D., manager.
- "Tunable Hydroxyapatite Bioscaffolds Using Underwater 3-D Printing Method," presented by Yoontae Kim, Ph.D., postdoctoral research assistant.

ADASRI researchers also participated in the following meeting activities:

- Marcelo Araujo, D.D.S., Ph.D., ADASRI chief executive officer and ADA chief science officer, organized two of the meeting's symposia: "The AADOCR Code of Ethics" and "Ethical Translation of Research to Clinical Practice"
- Kevin Byrd, D.D.S., Ph.D., senior manager and Anthony R. Volpe Research Scholar, spoke as part of the hands-on workshop "Single-Cell and Spatial Multiomics Resources to Advance Salivary Research." This work was supported by a grant from Colgate-Palmolive.
- Olivia Urquhart, senior research associate, spoke as part of the symposium "Evidence-Based Clinical Practice Guideline for Managing Acute Dental Pain."

—versacim@ada.org

### **BLOG** continued from Page 27

education, the impact of mentors and a series on lessons learned in the business side of dentistry.

Contributors must be dentists who graduated from dental school fewer than 10 years ago. New dentists from various fields in dentistry — from associates and practice owners to general dentists and specialists and those working in public health and the military — are welcome to contribute.

ADA staff can offer guidance on topics but contributors are encouraged to offer insights and learned lessons from their own professional experiences. ADA staff will also be a resource for editing and reviewing submissions.

Created by the New Dentist Committee of the American Dental Association, the New Dentist Now blog launched in 2013 and was redesigned in 2015. In 2017 and 2018, the blog won a bronze and silver award, respectively, in the digital media-blog category in the annual EXCEL Awards, which recognizes excellence and leadership in nonprofit association media, publishing, marketing and communications.

Visit the New Dentist Now blog at newdentistblog.ada.org to learn more or to read recent articles. For more information on becoming a guest blogger, contact Tera Lavick, New Dentist Committee director, at lavickt@ada.org.

—solanak@ada.org

# Past ADA executive director wins American Association for Dental, Oral, and Craniofacial Research award

Jack Hein Public Service Award recognizes individuals for promoting oral health research

#### BY MARY BETH VERSACI

he American Association for Dental, Oral, and Craniofacial Research has awarded its 2022 Jack Hein Public Service Award to past American Dental Association Executive Director Kathleen T. O'Loughlin, D.M.D.

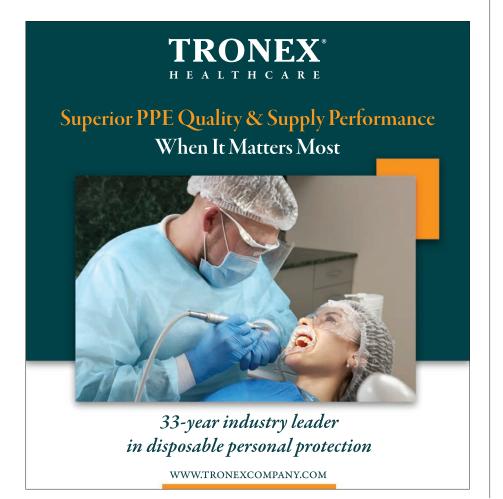
"The AADOCR is proud to announce Dr. Kathleen T. O'Loughlin as the 2022 recipient of the AADOCR Jack Hein Public Service Award," said Christopher H. Fox. D.M.D., D.M.Sc., CEO of the AADOCR and International Association for Dental Research. "The AADOCR Jack Hein Public Service Award honors individuals who have given exemplary service in public affairs by promoting the interests and activities of oral health research. Dr. O'Loughlin is recognized for her constant advocacy for the science base of the dental profession, and we are thankful for her tireless promotion of dental, oral and craniofacial research."

Dr. O'Loughlin received her award March 23 during the opening ceremonies of the 51st Annual Meeting and Exhibition of the AADOCR, held both virtually and in person in Atlanta in conjunction with the 46th Annual Meeting of the Canadian Association for Dental Research.

In 2009, Dr. O'Loughlin became the first woman to hold the position of ADA executive director. Before joining the staff of the ADA, she served as chief dental officer for United Healthcare and as president and chief executive officer for Delta Dental of Massachusetts. Dr. O'Loughlin also maintained a private dental practice for more than 20 years while working as an assistant clinical professor at Tufts University School of Dental Medicine in Boston.

Dr. O'Loughlin began her postsecondary education at Massachusetts General Hospital, where she studied nursing, before transferring to Boston University to study biology and graduating cum laude. She then graduated summa cum laude and valedictorian from Tufts University School of Dental Medicine. Dr. O'Loughlin also has a master's degree in public health and health care management from Harvard University.

—versacim@ada.org





# American Board of Orofacial Pain recognized as national certifying board for orofacial pain

#### BY KIMBER SOLANA

he National Commission on Recognition of Dental Specialties and Certifying Boards announced March 28 it has recognized the American Board of Orofacial Pain as the national certifying board for orofacial pain.

The recognition comes after the National Commission adopted a resolution based on an application from the American Board of Orofacial Pain to be recognized as the national certifying board for the dental specialty.

As the national certifying board, it will administer the board certification examination certifying qualified dentists as diplomates in

the specialty of orofacial pain. According to the Requirements for Recognition of National Certifying Boards for Dental Specialists, the National Commission will recognize only one 66

The decision comes two years after the National Commission had adopted a resolution to recognize orofacial pain as a dental specialty.

certifying board that has a close working relationship with the recognized sponsoring organization.

The decision comes two years after the National Commission had adopted a resolution to recognize orofacial pain as a dental specialty, based on its determination that the American Academy of Orofacial Pain application met all the Requirements for Recognition of a Dental Specialty.

The American Board of Orofacial Pain examines and certifies dentists who complete an accredited advanced education program in orofacial pain. The group had submitted its application for recognition in December 2020 followed by a 60-day public comment period from February-May 2021. ■

—solanak@ada.org

# Joint Commission on National Dental Examinations seeks public member

BY KIMBER SOLANA

he Joint Commission on National Dental Examinations announced March 31 that it is seeking nominations for a public member to serve a four-year term as commissioner, beginning Oct. 18 through the fall of 2026.

The deadline for nomination submissions is April 29.

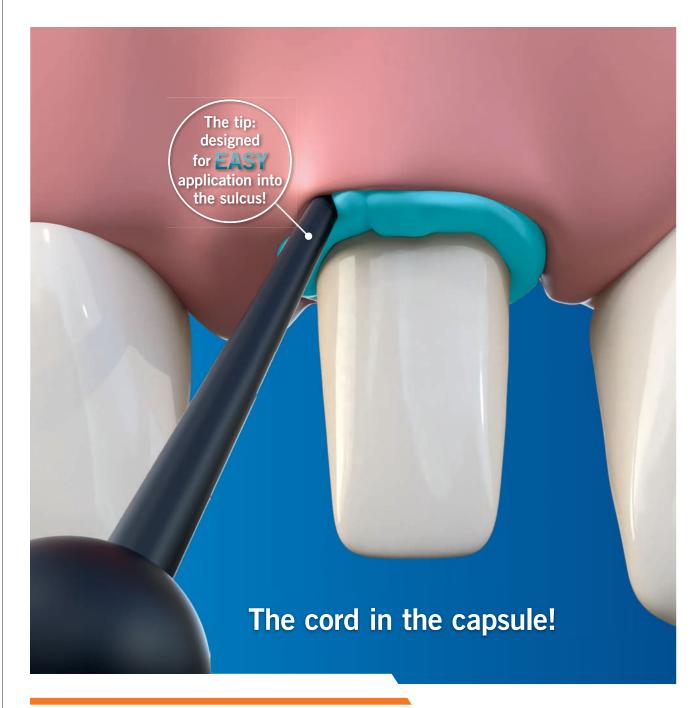
The commission is responsible for the development and administration of the National Board Examinations, including the Integrated National Board Dental Examinations, the National Board Dental Hygiene Examination and the Dental Licensure Objective Structured Clinical Examination. The exams are used by dental and dental hygiene boards across the U.S. to understand the qualifications of candidates seeking licensure to practice dentistry and dental hygiene.

Public members serving the commission must not be, among others, a dentist, dental hygienist, dental student, dental hygiene student or a faculty member of a dental school of dental hygiene program.

The commission will review applications in May and June and will announce its decision in July.

For more information on the commission and the public member position, visit jcnde.ada.org/en/newsresources or contact Alexis Curtis, Department of Testing Services manager, at curtisa@ada.org.

—solanak@ada.org



- Aluminum chloride-based for a clean and dry sulcus
- Unit dose with extra-long, thin and flexible tip for hygienic, simple and precise application into the sulcus
- 2-Stage Viscosity initially flowable for easy, low-force application, then stabilizes for optimal retraction
- Turquoise blue color contrasts well with the gingiva
- Easily rinseable for quick clean-up
- Up to 50% faster compared to just cord

# **VOCO Retraction Paste**

Astringent paste for the effective temporary retraction and moisture management of the gingival sulcus



Call 1-888-658-2584

VOCO · 1245 Rosemont Drive · Suite 140 · Indian Land, SC 29707 · www.vocoamerica.com · infousa@voco.com





Full Solid Zirconia \$69



PFM Non-Precious \$75



BruxZir Solid Zirconia \$82

Write on Your Next RX:

'TRIDENT22'

& SAVE 25%

Scan Here Request a FREE Starter Kit

