



Dental Medicaid: We Need You

Many times dentists ask, "Why should I treat Medicaid eligible patients?" Of the many reasons I could give, the top three are these:

- Treating people who could otherwise not afford care is a great way for dentists to pay back all the help each of us received along our way. Sure, we worked hard and sacrificed greatly, but none of us really went down our paths unassisted. We all went to schools supported in some measure by public funds; we were taught by teachers who were richer in dedication than salaries, and we were encouraged and supported by parents and mentors who gave more than we could ever repay. Helping others pays our debt forward and makes returns on the selfless investment in us by so many.
- Dentists' involvement in Medicaid helps to inform the program and its policies

for everyone's benefit. Healthy dialogue between the program and the profession is the foundation of a great partnership that can be mutually empowering, so we can address the oral health challenges that we face.

- NH Medicaid dentists include the best dentists in the state. Having this group include the majority of dentists not only contributes to the esteem of the profession, but also creates collegiality among dentists and respect for the profession. Dentists who know they can rely on certain other dentists as referrals for all of their patients take pride in their colleagues.

As Medicaid Dental Director, I am exceedingly thankful for the generosity and enduring kindness of my colleagues who make me proud to be a New Hampshire Dentist.

—Margaret Snow, DMD

Hospitality at Yankee Dental Meeting

All members are invited to the New Hampshire Dental Society lounge on the exhibit floor at the Yankee Dental Meeting. We will be located in almost the same area of the Exhibit floor as last year, to the far left of the exhibit floor as you come down the escalators. All six New England states will be grouped together with each of us having ample space to greet our members and welcome visitors. Please stop by for coffee and to meet old and new friends.

Thursday, January 26 10:00 AM – 5:30 PM

Friday, January 27 9:30 AM – 5:30 PM

Wine and Cheese Reception
from 3:30 PM – 5:30 PM

Sponsored by Davis and Towle Insurance

Saturday, January 28 9:30 AM – 2:00 PM

Please join us.

"GIVE KIDS A SMILE DAY" – Friday February 3, 2012



This annual observance is coming up very quickly and various events are being planned around the state to celebrate this event. The type of events vary from components getting together to offer free care that day (or days near that date) in one central location, to other offices individually providing free care, to dentists and their staffs going into local schools to teach about proper oral care. We would like to have more offices and individuals involved and we would like to know what events you have already planned. Two of our young members, Dr.

Melissa Dennison of Newton and Dr. Melissa Kennell of Gilford have agreed to co-chair GKAS for us again this year. The "Melissa" team will be sending out further information in the very near future and will be working with a local PR firm to get the word out about this celebration. (Thank you to the Northeast Delta Dental Foundation for their support of this PR effort). Please email rlandry@nhds.org with information on the programs you are offering and let us know if you want us to help you recruit children in need of care on that day.

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View us online at www.nhds.org

NHDS Foundation Announces Mentor Recognition Program

The New Hampshire Dental Society Foundation is happy to announce a Mentor Recognition Program as a way to honor personal mentors and also as a fundraiser for the Foundation. If you would like to say thank you or would like to honor an individual who has positively influenced your life you may send their name in to the NHDS Foundation with a minimum donation of \$100 per person named. We will acknowledge your donation in their name and will record the names on a document to be displayed in the NHDS meeting room. In each succeeding Granite State Dentist we will list the mentors and those that proposed their name. If the mentor is someone who has already passed away, we will acknowledge your gift to the family. Please consider honoring those who have positively influenced your life and supporting your Foundation at the same time. For more information you may call 225-5961.

WEBSITE LOGIN

Our website has been updated and is filled with current information that is critical to your practice of dentistry today.

The web address is www.nhds.org

To login to the Member Section:

Username is your last name plus the last four digits of your ADA number.

Password is your ADA number. Once in you can change your password.

If you have difficulty accessing the Members Only side of the site, please call us at 225-5961.



Council on Nominations: Nominees for 2012

The following members have accepted nomination for elective office in NHDS in 2012:

President – Elect: Puneet Kochhar, DMD - Rochester

First Vice-President: Robert M. Maguire, DDS - Wolfeboro

Second Vice-President: Peter Welnak, DDS - Keene

Delegate at Large:

Two Candidates: Richard J. Rosato, DMD - Concord

Richard E. Vachon, DMD – Manchester

Glenda C. Reynolds, DDS of Belmont will assume the Presidency in May of 2012 and Earle W. Simpson, DMD of Manchester will serve the second year of his second term as Secretary-Treasurer.

Watch for further election information in the mail and on our website.

2012 Dues

Just a reminder that the dues bills for 2012 were mailed in late November and are payable on January 1, 2012. If you have any questions please do not hesitate to call Joanne Dover at 225-5961 or 1-800-244 – 5961. Time payment plans are available and we do accept checks and MasterCard or Visa.

NEW HAMPSHIRE DENTAL SOCIETY FOUNDATION

The NHDS Foundation is the philanthropic arm of the NH Dental Society, and supports the improvement of oral health in our state, offers scholarship/loans to dental students from New Hampshire and also grants money to these students for educational materials. Annual contributions can be made to the Foundation by paying the voluntary contribution suggested on your dues bill, or by making a tax deductible contribution directly to the Foundation c/o the NH Dental Society.

Granite State Dentist

Published two times annually. Deadlines for submitted articles are June 1 and December 1 of each year. Limit letters to the Editor to 100 words; mail to: Mr. James J. Williamson, 23 South State St., Concord, NH 03301, or you can email them to jwilliamson@nhds.org



President

Kevin "Drew" Wilson, DMD
General Practice – Milford



President Elect

Glenda C. Reynolds, DDS
General Practice – Belmont



First Vice-President

Puneet Kochhar, DMD
General Practice – Rochester



Second Vice-President

Robert Maguire, DDS
General Practice – Wolfeboro



Secretary-Treasurer

Earle W. Simpson, DMD
General Practice – Manchester



Delegate-at-Large

Pamela Z. Baldassarre, DMD
Periodontist – Nashua/Bedford



Executive Director

James J. Williamson
Concord

The articles and editorials within GSD are the responsibility of the editors and do not necessarily reflect the official position of the NHDS. The GSD editors reserve the right to edit articles and letters for space purposes.

From the President . . .

It's hard to believe that it has been a little over six months since I was installed as President of the NHDS. The time has flown by. In September and October Executive Director, Jim Williamson, President-Elect Glenda Reynolds and I visited all nine of our component societies. The visits were a town hall format with plenty of good dialogue and idea sharing. Hopefully all members who attended left the meeting feeling they were better informed on the issues we face.

A strategic plan task force was formed with the charge of revising the NHDS current plan to better represent who we are today and what we are currently doing. This will bring us more in line with the ADA and help to guide us in the next 5 years. The task force presented their plan at the November BOT meeting and will present a final plan for approval at our January meeting.

We are also reviewing our NHDS endorsement program to increase the number of quality companies that can offer our members more value and increase our non-dues revenue.

The Council on Governmental Affairs has been very active preparing for the upcoming legislative session. We are aware of several bills that will be pertinent for dentists. A bill seeking to establish pilot programs for an alternate provider in the Senate and a bill concerning the hygiene committee of the Board of Dental Examiners have been introduced. The language of that bill has not been seen as of this writing. There are also bills relating to fluoridation

that we will need to address.

NHDS cannot emphasize enough the importance of the alternative / mid-level provider legislation and the impact this could have on our membership and profession. To be successful in addressing this legislation we will need to offer viable alternatives and we will need strong support from our members. Now is not the time to sit back and see what happens. Get involved.

A task force has been established to continue our efforts in addressing non-covered services and how best to proceed in our state. We will be discussing this issue in many venues over the next year.

The First District Caucus of the ADA had a very successful ADA Annual meeting in Las Vegas. Dr. Bob Faiella, our past Trustee to the ADA, was elected to the President-Elect position. We are looking forward to working with Dr. Faiella over the next two years and are pleased to have an ADA President from the New England area.

In closing, I would like to say thank you to everyone who was involved in NHDS in 2011. Without your efforts and time we would not be able to be as successful in meeting our mission and goals. As we begin 2012 I ask for your continued involvement and support. I hope to see you at Yankee Dental (stop by our booth on the exhibit floor), or at any of our NHDS CE programs. If we can assist you in any way please give us a call. Have a great New Year.

Kevin Drew Wilson, DMD

AGD Mastership — July 2011



Top row: Dr. Drew Wilson (fellow), Milford NH; Dr. Robert Larocque, Nashua NH; Dr. Eric Hirschfeld, Conway, NH; Dr. Jean-Paul Rabbath, Tilton, NH; First Row from left: Dr. Jay Patel, Belmont, NH; Dr. Anne Filler, Windham, NH; Dr. Rodney Sigua, Concord, NH. Not pictured here, but also receiving his fellowship was Dr. Joseph Simonson, Nashua NH.

New Hampshire Dental Society Political Action Committee (NH-PAC)

"A political action committee is considered by the Federal Election Commission to be a Separate Segregated Fund (SSF) sponsored by a corporation, (association) or labor organization. The purpose of the New Hampshire Dental Society Political Action Committee is to support the NHDS public policy agenda and the profession of dentistry in this state by collecting voluntary political contributions and making expenditures for the purpose of assisting candidates supportive of the organization's positions to win elections."

The NHDS participates with the American Dental Association Political Action Committee, ADPAC.

PLEASE MAKE A DONATION:

Contributions to NH-PAC are voluntary. Most of the money is raised solely by requesting contributions at the time of payment of the dues. Your contributions are needed now more than ever. Please consider a contribution with your dues payment or at any other time that might be more convenient.



Claims-Made & Occurrence Policies

A look into their advantages & disadvantages

Insurance policies are often offered in two forms; claims-made policy and occurrence policy. Before you agree to purchase insurance, you should understand the difference between the two policies.

A claims-made policy asks when the initial claim was made. Regardless of when the incident occurred (provided there is no prior acts limitation), the policy in effect when the "claim is made" will be the one referred to for coverage. Claims-Made policies provide coverage for the claims made in the period the policy is in effect. The policy remains in effect for as long as the insured continues to pay policy premiums and any subsequent renewals.

CLAIMS-MADE ADVANTAGES

- Pricing predictability. The price of claims-made coverage more accurately reflects current claim costs and rates can quickly respond to changes in claims trends or other factors that affect costs.
- Lower initial premiums. Premiums in the first years are lower than occurrence coverage and increase over the next several years to reflect the increased likelihood of claims. Savings in the early years can provide a cash flow benefit for the insured.
- Variable limits. Based upon availability from the insurance company, current limits can be increased annually and would apply to unknown claims arising out of acts or incidents that happened during previous periods covered under the current policy. Therefore, limits can be set to more realistically reflect today's claim conditions; because the current limits apply at the time the claim is made.
- Insurance Company Evaluation. The financial stability of the insurance company can be examined each year to determine its ability to pay claims currently, rather than in the future.

CLAIMS-MADE DISADVANTAGES

- Potential costs. Should the policy be discontinued by you or the insurance company either an Extended Reporting Period (ERP) Endorsement or Prior Acts Coverage from a new carrier may be necessary to ensure continuous coverage. The ERP could cost you up to twice the amount of your claims-made policy depending upon the term of the ERP purchased.

Because a claims-made policy provides coverage for only one year at a time, you must pay special attention to any changes made to the policy on a year-to-year basis. Changes may increase or reduce coverage under the policy.

"CLAIMS-MADE POLICIES ask when the initial claim was made."

An occurrence policy asks when the incident occurred. Regardless of when the claim is made, the policy in effect when the incident occurred will be referred to for coverage. Thus, an occurrence policy provides a long-term protection for any covered claim that may arise in the future.

OCCURRENCE ADVANTAGES

- Fixed costs. All premiums for each policy period are known up-front at the time the policy is purchased and there are no additional costs
- Long term protection. Specific coverage periods will always provide protection up to the limits of liability regardless if future claims or market limitations.
- Aggregate limits. Professional liability insurance usually has two limits: the first amount is the "per claim" limit and the second amount is the "annual aggregate" limit.

"An OCCURRENCE POLICY asks when the incident occurred."

Each year, when the policy is renewed, there is a new aggregate limit assigned for that policy year. This new aggregate limit does not reduce the limit that applied to previous policy years. Thus, for each year of coverage a separate aggregate limit applies to that year.

- Mobility. The occurrence Policy makes it easier to change insurance companies without additional costs of potential gaps in coverage — such as the need to purchase an Extended Reporting Period Endorsement or Prior Acts Coverage.

OCCURRENCE DISADVANTAGES

- Initial costs. Premiums are significantly higher than a claims-made policy for the first few policy years.
- Pricing for future costs. Rates are based upon an insurance company's projections of claim costs in future years. Inaccurate projections can severely tax an insurer's ability to meet its future financial obligations if the premiums charged are not adequate to fund the cost of claims.

It is important to consider the long-term financial strength and stability of the insurance company issuing the policy.

- Selecting Adequate Coverage. It may be difficult to determine what liability limits purchase today will be adequate for future claim costs. However, you must decide today what limits you will need to cover a claim that is brought against you possibly ten years from now or longer. Factors that decide the size of the future claim costs include the impact of inflation, as well as other trends, such as high court costs.

In My View — A.J. Homicz, DDS

Dental License: Opportunity and Responsibility

For the past several years, I've had the opportunity to address dental students and residents as they approach the end of training and the beginning of practice. We've talked about the many choices and options they have, and should consider. Flexibility and autonomy are two of the characteristics that make dentistry desirable but changes in the last ten years have accentuated the need for balance when considering the options.

Dentistry has long been a cottage industry, dominated by solo, private practitioners and now servicing about 75% of New Hampshire residents. We've been allowed to utilize our professional, social, entrepreneurial and managerial skills to craft the practices of our choice with little pressure from outside influences. This started to change when the prevalence of dental disease was described as epidemic, when oral health and general health became closely correlated and when profound oral health disparities were

identified across the state. A fire storm of activity from the public sector, foundations and the legislature was stimulated to address the problems. Outcomes include an enhanced safety-net and increase in the number of clinics from two to fifteen (frequently while dentists complained about potentially losing patients). School based sealant programs proliferated. Medicaid reimbursement was increased as was pressure to increase the dentist Medicaid provider network. Manchester fluoridated its water supply. Now, serious dental workforce alternatives are proposed in the legislature. During all this, dentists have been integral to the public health efforts and New Hampshire exhibits many examples of successful collaboration; however, the 'cottage industry' mentality prevails and too many dentists are either apathetic or ignorant of the 'black abyss' of unmet oral health need and its consequences. The problem approaches third world dimension in some areas of our state. The private sector simply does not interface with these populations.

New Hampshire is a small state. Some counties are better off than others, so targeted so-

lutions of varying character can go a long way toward solving these problems.

Dentists can't fix the problem alone and indeed we can't fill and drill our way out from under. We can partner and support community efforts, volunteer at clinics, be part of the safety-net as a Medicaid provider, mentor a young clinic dentist, or make a significant donation to a clinic dedicated to the at-risk populations. We can be aware. We can be informed. We can care.

Our New Hampshire dental license grants us opportunity to design our practices but also requires professional, ethical and moral responsibility. New or established practitioners make choices reflecting autonomy and flexibility. Today those choices must reflect a balance and social conscience. It's right, rewarding, satisfying and secures the elite position of our profession at the head of the oral health delivery team.

Dr. Skip Homicz is a Past President of the New Hampshire Dental Society and is currently the volunteer Dental Director for the Families First Community Health Center in Portsmouth.

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Guest Editorial: Fact or Fiction

Mac Lee, DMD

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Forty years ago, dental insurance benefits averaged \$1,000, which was the equivalent of around \$8,000 today. Here is the kicker; the average insurance plan is still close to \$1,000. The purpose of this article is to explain the facts and fiction of what everyone calls "dental insurance."

Fiction: You have a major medical problem, which includes surgery and hospitalization. You expect your insurance to take care of the major expenses after the deductible, and it does so. You would think dental insurance works the same way, but it doesn't. Just calling it insurance is complete and total fiction.

Fact: People who think they have dental insurance really only have limited and restricted benefits that are controlled by an insurance company. A dental benefit is more like a coupon. It is only worth what the insurance company says it's worth. It has nothing to do with what the dentist charges.

Fiction: To believe these two statements are true "My dental insurance will pay for it," or "My dental insurance will pay 80 percent" is, in fact, fiction.

Fact: \$1,000 was a lot of money when I graduated from dental school in 1972. That year, we bought a brand new Buick for \$3,000. My crown fees were \$250 and the insurance company paid well. Basically, a patient could get two or three crowns a year on old broken down, filled teeth and in a few years, their mouth was fixed. Plus, the patient could get two cleanings a year and not even max out their insurance. It was a great deal for patients and dentists.

If benefits kept up with inflation and raised the benefit ceiling each and every year with today's benefit close to \$8,000, people would still have a good deal. As it is, today's crown price for one tooth will basically wipe out a year's benefit. Not only that, the insurance company (yep, the one with the skyscrapers in New York, Chicago and San Francisco) often goes out of its way to deny your benefits.

Fact: Today's dentistry is nothing like it was 40 years ago. If

patients had problems, the choices were to pull, fill or crown. Today's dentistry serves the patients with some of the most advanced, pain-free techniques in medicine. These procedures are not even covered by the dental benefit contract, or the procedures cost more than the paltry yearly benefit.

Back then, there was no such thing as Managed Care. Today's insurance companies want you to choose a dentist based on cost and assume that all doctors are equally talented, knowledgeable, caring, ethical, available and personable - and that just isn't true. The dentist making the deal with the insurance company may take a cut up to 30 to 50 percent. In order for them to stay in business, they have to see more people, do more procedures and cut costs in some manner. And even though it is a managed care system, dental benefits still acts as a coupon and not insurance.

Fiction: The dentist and dental team should understand a person's dental benefit, what it will cover, pay, etc.

Fact: The contract is between the employer, employee and insurance company. The dentist has no role to play whatsoever; they are simply caught in the middle. Dentists, as a whole, are great people who love to help others. They try very hard to accommodate by hiring extra staff just to handle the paperwork, phone calls, etc., that insurance companies require.

Most important: Never let an impersonal insurance company dictate your dental care. They couldn't care less about your health, comfort, peace of mind or appearance. Be happy you have that coupon for some dollars off, but never expect them to rebuild your burned-down house.

Mac Lee is a dentist in practice in Edna, Texas. He is the co-founder of Dentists Who Care, a national movement to educate the public on modern dentistry.

The Benefits of Online Data Backup

As your dental office becomes more electronic, it is important to protect your sensitive patient data stored on your computers. What would you do if your server crashed or if you had a fire in your office? Do you know how to restore your data? Having a proper backup service in place will prepare you for these situations.

The most common approach a dental office will take to backing up data is to do it locally on an external hard drive or tapes. However, over 90% of the time the data on these devices is insecure because it is not encrypted.

Under the new federal HITECH Act and stricter HIPAA regulations, if your local backup

device were to be lost or stolen, you would be required to notify every patient in writing and notify the local print or broadcast media. If you do not do this within 60 days, you could be facing fines as high as \$1.5 million.

Using an online data backup service will not only automatically backup your data daily, it will also encrypt your data and store it in highly secure data centers. This protects you from any unauthorized breaches of your data.

There are quite a few companies that offer online data backup. It is important to find one that will compress and encrypt your data, monitor your backups, have support available 24/7, and have rapid restores available for you.

Endorsed by the NHDS and ADA Business Resources, The Dental Record offers a Managed Online Data Backup service from Central Data Storage that meets all of these criteria. Their online data backup is also one of the best priced in the market, costing an average dental office about \$35/month. Plus if you ever need a restore, they will do it for you either online or by shipping a drive to you over night for FREE.

For more information or to schedule your Free Data Assessment and 30-Day Trial, call The Dental Record at 800-243-4675. You may also visit www.dentalrecord.com/centraldatastorage.

NEW MEMBERS

Timothy M. Osborn, DDS

259 Route 108, Somersworth, NH 03820

Where Practicing: Great Bay Oral Surgery

Oral Surgery

University of Minnesota, Oregon Health & Science University.

Married, lives in Dover with his wife. Hobbies include: running, weightlifting, dog training.

Andrea C. Herold, DMD

313 Islington St, Portsmouth, NH 03801

Herold Family Dentistry, Portsmouth-General Dentist

Boston University School of Dental Medicine – graduated in May of 2011.

Married. Makes her home in Newburyport, MA. Practices with her Dad in Portsmouth.

Shane T. Citron, DDS

1 Elliot Way, 2nd Floor, Manchester, NH 03101

Elliot Hospital, OMS Center – Oral Surgeon

Case Western Reserve University, Wayne State University.

Married and lives in Manchester. Dr. Citron moved to NH in 2010 from Toronto, Canada where he was in private practice.



Bhavisha Patel, DMD

71 Route 101A, Amherst, NH 03031

NH Center for Comprehensive Dentistry

General Dentist

Boston University School of Dental Medicine, University of Detroit Mercy.

Married, lives in N. Andover MA with her husband, also a dentist.

Lance N. Tardugno, DDS

** Associate-Corresponding Member

702 N. Washington St., Rome, NY 13440

General Dentist

Loyola University Dental School.

Married. His father is a retired dentist; he practices with his 2 brothers also both Loyola grads.



Russell Mann, DDS

9 Roosevelt St., Manchester, NH

General Dentist

University of Texas Dental School.

Married with 2 children and lives in Henniker.

Interests and hobbies: skiing, camping, golf, reading and spending time with his family.

Kelly Whelan, DMD

155 Dunstable Rd, Ste 140, Nashua, NH 03060

General Dentist

Tufts University Dental School.

Married, husband is also a dentist. They live in Dunstable, MA.

Bryan Hoertdoefer, DDS

4 Elliot Way, Manchester, NH 03103

General Dentist

SUNY Stony Brook Dental School.

Lives in Lexington, MA.

Gayla A. Levine, DDS

33 Indian Rock Road, Windham, NH 03087

Village Green Family Dentistry, Windham

General Dentist

New York University, Tufts University Dental School.

Lives in Windham with her husband and 3 young children. Divides her time between her new practice in Windham, (opened 8/2011) and Tewksbury Hospital providing hospital dentistry to patients with special needs.



Adam Burr, DDS

226 Broad St., Nashua, NH 03063

General Dentist

Loma Linda University Dental School.

Married, lives in Nashua. He and his wife have 2 boys. Dr. Burr enjoys college football, hunting, camping, hiking and boating. Having moved from California, Dr. Burr is looking forward to New England seasons!

Rebecca M. Groves, DMD

100 Campus Dr., Ste 12, Portsmouth, NH 03801

Families First, Portsmouth

General Dentist

Tufts University Dental School.

Dr. Groves is married and resides in Merrimack. Her husband is also a dentist, practicing in MA.

Delphine D. Severe, DDS

8 Vinton St., Manchester, NH 03103

General Dentist

NYU College of Dentistry.

Dr. Severe makes her home in Dracut, MA.

Dieter H. Knauss, DMD

8 Century Pines Dr, Barrington, NH 03825

Practicing: with Dr. Paul Pasternak in Barrington, NH

General Dentist

Temple Dental School.

Married and living in Portsmouth, NH.

Christine M. Cowell, DMD

283 Broad St., Nashua, NH 03063

Practicing with Dr. Harvey Weener.

General Dentist

Tufts University Dental School.

Makes her home in Winchester, MA.



Four New Hampshire dentists and NHDS Executive Director Jim Williamson were inducted into the International College of Dentists at their annual convocation in Las Vegas in October. Pictured above left to right are Dr. Stephen Ura of Nashua, Dr. Marshall Baldassarre of Bedford, Dr. Donna Kalil of Nashua, Honorary Fellow Jim Williamson of Concord, and Dr. Peter Welnak of Keene. Congratulations.

NHDS Foundation Program

The NHDS Foundation presented its Annual David G. Stahl Continuing Education Lecture on December 8, 2011 at N.H.T.I. in Concord. The evening was entitled: "ABC's of Infant Oral Health: The Role of General Dentists in Preventing and Managing Childhood Caries" and the evening consisted of a lecture by Man Wai Ng, DDS, MPH from Boston Children's Hospital followed by a panel made up of Drs. Suzanne Boulter, a Concord Pediatrician; Dr. John Ahern of Derry and Dr. Melissa Kennell of Gilford, both NHDS members. Over 120 people participated in the program.



Pictured (L. to R.) above are Mr. Jim Williamson, NHDS Foundation Secretary/Treasurer and NHDS Executive Director, Dr. Man Wai Ng, our guest speaker and Dr. Eliot Paisner, Foundation President from Nashua.

Feasibility Study on Water Fluoridation in Nashua, NH.

PEW Center on the States provided the New Hampshire Dental Society a small grant to conduct a feasibility study in Nashua regarding a community water fluoridation campaign. A Nashua-area resident, Maria Gagnon, who is very familiar with Nashua's political climate was chosen to conduct the study.

Her study found that state law says that any community with 100 or more user connections that wishes to place a fluoride referendum on a municipal ballot must receive certified signatures that equal 10% of the population of the registered voters in all of the towns served by the water system. With 130,818 registered voters, 13,082 signatures will need to be collected and certified by the Clerk of the City of Nashua.

Unfortunately, because of the current political climate and the change of ownership of the community water supply, fluoridation efforts should not begin in Nashua until 2013. Gagnon explains that a leader needs to be identified first. The most logical and committed group available to initiate the process is the Greater Nashua Dental Society. It is recommended that a working committee be established beginning January 2013, and that the committee meets several times a month in order to launch a successful campaign. Then, the total number of signatures required must be submitted and certified by the Clerk 90 days prior to the November 2013 election.

Between now and 2013, Gagnon recommends establishing the working committee to meet and assess commitment to moving a campaign forward and to determine whether the manpower and financial resources exist to launch a successful campaign. We will be looking at this as we move into 2012.

The following products and services are endorsed by the New Hampshire Dental Society for use by our member dentists and their staffs. Please call 225-5961 if you have any questions about any of these.

Complete Payroll Services

Checkmate Payroll Services, Inc.
1-877-644-2004
checkmate-payroll.com

Digital Marketing for Your Practice

CGI Communications
1-800-398-3029 x239

Professional Protector Plan for Dentists

Davis and Towle Insurance Group
Frank L'Hommideau
603-225-6611
Dentists@DavisTowle.com

Medical Waste Pickup

EnvironBusiness, Inc. (EBI)
Kevin McManus
800-786-2346 x1835
or 781-254-5727

Credit Card Processing

Heartland Payment Systems
888-458-9712
anne.mellin@e-hps.com
heartlandpaymentsystems.com
or
Elavon • 866-348-6826

Telecommunications Solutions

One Communications
603-634-1271 or 603-296-4533
oncommunications.com

Hg5 Amalgam Separator

Solmetex
800-216-5505 or 508-393-5115
solmeteX.com

Banc of America Practice Solutions

Banc of America - 800-649-4202
bankofamerica.com/
practicesolutions

Bank of America Credit Cards

Bank of America - Credit Cards
866-438-6262
newcardonline.com
Priority code: VAAGYA

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800-490-6402 • ada.landsend.com

Extended Payment Plans for Dental Services

Care Credit • 800-800-5110
carecredit.com/dental

Health Savings Accounts

First Horizon Msaver
866-257-2652 • dentalhsa.com

Paper & Paperless Record Systems

The Dental Record • 800-243-4675
dentalrecord.com

Shipping

FedEx
800-636-2377
1800members.com/ada

Message on Hold

In Touch Practice Communications
877-493-9003
intouchdental.com

Appliance Discounts

Whirlpool
866-808-9274
partners.whirlpool.com

Auto Appointment Reminders

In Touch Practice Communications
877-493-9003
intouchdental.com

Computers & Printers

Hewlett-Packard
800-888-4164
Mention ADA

You Can Help US In the Public Arena

Dentists put a smile on people's faces. Often, that smile is a sign of health.

We know you give back. We know that patients often say, "thank you for all you have done." Our goal is to raise the profile of dentistry in NH, and to help raise awareness of all that we as a professional group do for our neighbors.

You can help in two easy ways.

If someone expresses gratitude in your office, suggest that it would be appreciated if they sent a note to the local paper sharing their praise.

You can also weigh in too. For example, if you want to thank a school or clinic for helping the community or if you want to share news of fluoridation, sealants, or some other topic – you can write a letter to the newspaper as well. Let's get the independent NH media talking about all we do, and help put a smile on our neighbors' faces.

Tips on Writing Letters to the Editor

Your letter should carry its most important message in the first paragraph.

Don't try to explain everything there is on an issue. Think of what is most important to you about this issue and focus your letter on it. And remember to emphasize what action you want the reader to take.

Limit the number of points you make, and stay on the same subject.

Make sure your letter is easy to read; short sentences, short paragraphs and simple words are best.

Keep your letter positive.

Target your letters, especially to areas that have had little coverage on the issue. Try to imagine who will be reading your letter and think of what their particular concerns are and what arguments might be persuasive to them.

Make your letter timely - if the newspaper has recently printed a story or column about the issue of conservation, you can reference the article and use it as a springboard for your letter.

Papers receive a great many letters to the editor. The more people who send letters to the editor on one topic, the better chance that one will get printed.

Upcoming Continuing Education Programs

March 30, 2012

Grappone Conference Center
Concord, NH

"CAD-CAM" Dentistry
Curtis E. Jansen, DDS

May 17-19, 2012

NHDS Annual Meeting

Inn at Church Landing
Meredith, NH

Rod Kurthy, DMD, Rachel Wall,
Tom Nabors, DDS, Corky Willhite, DDS
& Dr. Jerry Teplitz

September 14, 2012

Grappone Conference Center
Concord, NH

"Contemporary Clinical Periodontics: Update in Diagnosis and Treatment Planning"

Dr. John Suzuki

November 9, 2012

Grappone Conference Center
Concord, NH

"Update on Endodontics"
Charles H. Rankin, III, DMD

Upcoming Schedule

(some of the events happening over the next few months)

JANUARY 2012

Thursday, January 12 – 6:00 p.m.

Board of Trustees Meeting – NHDS Office – Concord

Friday, January 13 – 7:00 p.m.

NHDS Foundation Night at the Manchester Monarchs

January 25 – 29

Yankee Dental Meeting – BCEC in Boston

(Come visit the NHDS Lounge on the Exhibit Floor Thursday, Friday and Saturday) Reception on

Friday from 3:30 p.m. – 5:30 p.m.

FEBRUARY 2012

Thursday, February 2 – 6:00 p.m.

Executive Committee Meeting – NHDS Office
Concord

Friday, February 3

"Give Kids a Smile Day" – Various locations around the state.

Monday, February 6

Legislators' Night – Greater Nashua Dental Society
Nashua Country Club

Thursday, February 9, 2012 – 6:00 p.m.

Board of Trustees Meeting – NHDS Office

MARCH 2012

Monday, March 5, 2012 – 6:00 p.m.

NHDS Foundation Board Meeting – NHDS Office

Thursday, March 8 – 6:00 p.m.

NHDS Executive Committee Meeting – NHDS Office

Friday, March 9 – Sunday, March 11

New England Dental Leadership Conference
Westbrook, CT

Tuesday, March 20

Legislative Night for Greater Southeast Dental Society

Thursday, March 29 – 6:00 p.m.

NHDS Board of Trustees Meeting – NHDS Office

Friday, March 30 – All Day CE Program

"CAD-CAM Dentistry" – Grappone Center in Concord.

OTHER IMPORTANT DATES

May 17 – 19, 2012 – NHDS Annual Meeting
in Meredith

Friday, September 14, 2012 – All day C.E.

October 18 – 23, 2012 – ADA Annual Session
in San Francisco

Friday, November 9, 2012 – All Day C.E.
Grappone Center in Concord.

NHDS ANNUAL MEETING

May 17 – 19, 2012

Inn At Church Landing, Meredith, NH

SCHEDULE:

Thursday, May 17, 2011

All Day - Rachel Wall, RDH, BS - The Hygiene Profits System: The 10 Essentials to Elevating Hygiene Service, Systems and Profits

- All Day – Dr. Tom Nabors – Oral DNA
- Afternoon – Dr. Jerry Teplitz – Managing the Stress of Change
- Afternoon – NHDS Foundation Golf at Waukegan Golf Club
- Evening: Game Night featuring Texas Hold'em and other games

Friday, May 18, 2012

- All Day – Dr. Corky Willhite – Freehand Composite Bonding: The "Ultimate Esthetics" Course
- Morning – Dr. Rod Kurthy – "WOW" Whitening
- Afternoon – Dr. Jerry Teplitz - Working Together: Effective Ways to Build Successful Teams
- Evening: Foundation Dinner, Installation of Officers and Presentation of Awards – entertainment by "Annie and the Orphans"

Saturday, May 19, 2012

- Morning – NHDS Business Meeting
- Morning – Dr. Corky Willhite – Hands-On Follow-Up to Friday Lecture – Registration Limited
- Morning – Bank of America Practice Solutions – Practice Transitions

Come and visit with numerous exhibitors, catch up with colleagues and meet new friends. Dentists, families and staff invited. Rooms in Meredith can be booked now by calling 1-800-622-6455 or go to www.millfalls.com and tell them you are with the New Hampshire Dental Society. When registering enter the special GROUP CODE of 20K2Y1.

Professional Liability Coverage for Volunteers

The Professional Protector Plan® for Dentists' Volunteer Coverage Policy is a separate policy that provides beneficial and appropriate coverage for retired dentists and oral surgeons who are wishing to volunteer their time. The coverage for the Volunteer Policy is written on an "occurrence-basis" only with an annual premium of \$200.

For more information regarding the PPP's Volunteer Coverage Policy, you may contact the Davis and Towle Agency at 225-6611.

Legislative Update – December 2011

The 2012 legislative session is scheduled to begin on January 4, 2012. Legislative Service Requests (bill titles) have been filed by legislators and the NH Dental Society can expect another full plate of legislative issues this year.

There are several bills filed on issues that the Society has seen in the past:

- There are at least two pieces of legislation which may be considered "anti-fluoride." The first, "relative to fluoridation and the public water supply" is filed by Rep. Anne Cartwright (R-Alstead). Rep. Cartwright has been supportive of "anti-fluoridation" measures in the past. Last session, Rep. Cartwright supported anti-fluoridation legislation that was ultimately killed by the House of Representatives. The second, "relative to the introduction of fluoride and herbicides into the drinking water of the state" is filed by Rep. Robert Kingsbury (R-Laconia) and Rep. Jeanine Notter (R-Merrimack). Although we do not yet have the language of these bills at this time, it is expected to be similar to prior bills that seek to eliminate fluoridation from public water supplies.
- Another bill filed for next session relates to the new dental hygiene committee within the Board of Dental Examiners. Rep. Rich DiPentima (D-Portsmouth) is the prime sponsor of a bill titled "relative to the dental hygienists committee within the board of dental examiners." Co-sponsors of the legislation include Rep. John Cebrowski (R-Bedford) and Rep. John Reagan (R-Deerfield). We believe this bill may be part of the legislative agenda for the NH Dental Hygiene Association which has been seeking a separate regulatory board for hygienists.
- Rep. Brian Murphy (R-New Castle) has filed legislation "relative to the regulation of dentists by the Board of Dental Examiners" for the 2012 session. Rep. Murphy has filed the legislation on behalf of the Board of Dental Examiners.
- Finally, a Senate bill has been filed by Senator Gary Lambert (R-Nashua) "relative to oral health workforce models to increase access to oral health services." This bill is a result of the Pew Foundation/SUNY study this summer relative to workforce models in oral health. Our understanding of this bill is that it will authorize the Department of Health & Human Services to establish pilot programs to test different "mid-level" provider models in New Hampshire. This is a bill that could drastically alter the dental care delivery system in New Hampshire. We will continue to keep the Society and its membership updated as these issues develop.



Like us on Facebook at Smile New Hampshire!

(We will be sending out more information and a social media policy shortly.)

What it is:

- a place where our New Hampshire communities can obtain oral health information
- a place to communicate and share information about events, news and to share information of interest to the dental profession or the public, e.g. news articles relating to dentistry
- a place to help NH residents find a dental home

What it's not:

- a place to diagnose patients
- a forum for member dentists



NEW HAMPSHIRE DENTAL SOCIETY FOUNDATION

Night With The Monarchs!

VS.



FRIDAY
JANUARY 13

@ 7:00 p.m.

\$25

GOLD LEVEL

\$20

SILVER LEVEL



To order tickets or for more information, contact Dave Osterberg
at (603) 626-7825 ext. 6134 or dosterberg@manchesterm monarchs.com,
or visit www.monarchsjungle.com/new-hampshire-dental-society.



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WWW.MANCHESTERMONARCHS.COM

Working Together

As you know, the New Hampshire Dental Society recently released an important White Paper titled *New Hampshire's Dental Health – A System that Works*, where the NHDS outlined achievements made in our dental health communities, highlighted the challenges we are facing and offered solutions for the future.

While we have accomplished a number of goals such as being ranked #4 in the nation in terms of children's access to oral health care by Pew Center for the States, we still face many challenges. For example, New Hampshire's second largest city, Nashua, still does not fluoridate the city water. Also, a new bill was filed in the senate that contains certain proposals that the New Hampshire Dental Society does not support.

Our current oral health system is working, but it's fragile. In order for New Hampshire's oral health community to continually be successful, we need more involvement from our member dentists. If we don't work together as a collective team right now, we might face consequences in the future. Let's focus on our current success and only continue moving forward in 2012.



New MMIS Medicaid System "Goes Live" for Provider Re-Enrollment

The transition to NH Medicaid's new fiscal agent and the new Medicaid Management Information System begins with Phase 1 on Monday, December 19, 2011. This initial phase is a re-enrollment of all current Medicaid Providers. The re-enrollment process is accessible via the web or on paper. Though the re-enrollment will continue for six months, it is beneficial to re-enroll early so you will be prepared for the Phase 2 claims management process targeted for the second half of 2012.

NH Medicaid and ACS, its new fiscal agent, are committed to ensuring a positive re-enrollment experience. A full time Provider Relations Team and Call Center will be available 8:00 a.m. to 5:00 p.m. Monday through Friday to assist you. Please call them at 1-866-291-1674. Visit the website at <https://nhmedicaidhealthenterprise.com> for materials, tips and training options prior to re-enrolling. The new MMIS system can be accessed at <http://nhmmis.nh.gov> to re-enroll.

Paperless Mandate a Rumor

Contrary to what you may have heard, there is no state or federal mandate to file claims electronically by 2014 or any other date, according to the ADA.

Some dentists have been told there is an upcoming e-claims mandate. More information is on the ADA website at www.ada.org/5348.aspx

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