

NEWS

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tda
TENNESSEE DENTAL ASSOCIATION
153RD ANNUAL SESSION
JUNE 5–7, 2020
FRANKLIN MARRIOTT COOL SPRINGS
FRANKLIN, TENNESSEE
 Scientific Sessions for the entire dentistry team, exhibits showcasing the latest in dentistry, a fabulous President’s Party themed “Boogie the Night: Dancing through the Decades”, and much more!

REGISTRATION IS OPEN FOR THE 2020 TDA ANNUAL SESSION!

Join us for our annual meeting on June 5–7, 2020 at the Franklin Marriott Cool Springs. In addition to fantastic speakers presenting continuing education for all members of the dental team, there are lots of fun social events including a golf tournament, morning yoga, 5k run, President’s Reception and Party and much more! See links below for more specific information.

[Click here for continuing education course information.](#)

[Click here for social events.](#)

[Click here for a list of our sponsors and exhibitors.](#)



MANDATORY PRACTITIONER PROFILE FOR HEALTH CARE PROVIDERS — CHECK YOURS NOW FOR ACCURACY!

The Health Care Consumer Right-to-Know Act of 1998, T.C.A. §§ 63-51-101, et seq., requires designated licensed health professionals to furnish certain information to the Tennessee Department of Health. This information is to be submitted by means of a downloadable questionnaire. From the information submitted, the Department compiles practitioner profiles which the law requires to be made available to the public via the World Wide Web. Each practitioner is required to update this profile in writing by notifying the Department of Health within 30 days after an occurrence of an event or an attainment of a status that is required by law to be reported (i.e. name change, address change, liability claims, disciplinary action, criminal offenses, faculty appointments, attainment of hospital staff privileges, specialty board certifications, etc.) Failure to comply with the requirement to submit an update profiling information questionnaire may result in a delay or denial of your licensure application and/or may result in disciplinary action against your license.

To view your current profile, go to <https://apps.health.tn.gov/Licensure/Default.aspx>. To make changes to your profile, go to <http://tn.gov/assets/entities/health/attachments/PH-3585.pdf> and fill in the changes, print the document and mail to the Tennessee Board of Dentistry.

If you have questions concerning this profile, please contact the Tennessee Board of Dentistry at 615-532-5073 or 800-778-4123.



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Instagram: TNDentalAssn

Facebook: Tennessee Dental Association



Tennessee Dental Association

20% OFF BEST AVAILABLE RATE

Call 1.800.Peabody or 901.529.3636 and ask for the Tennessee Dental Association rate or PEPRS rate.

Rate includes:

- 20% off BAR
- 25% discount in Feathers Spa
- Upgrade at check-in (based upon availability)
- Waive early check-out fee
- VIP requests coordinated through sales department
- Complimentary house wine, house cocktail, domestic beer or soft drink in The Corner Bar.



149 Union Avenue
Memphis, TN 38103

peabodymemphis.com
901.529.4000



YOUR MEMBERSHIP MATTERS

Review Your 2020 Dues Statement for Accuracy

2020 Membership Dues Can Be Paid by Check, Credit Card or Online

You should have already received your 2020 TDA Membership Dues statement. In order to pay your 2020 membership dues, please note the following guidelines:

- Check or Credit Card payment information should be sent directly to the TDA Executive Office at 660 Bakers Bridge Avenue, Suite 300, Franklin, TN 37067
- Online payments can be made by visiting the TDA website at tndentalassociation.com and clicking "Pay Your Dues" on the right-hand side.
- Payment Plans may be chosen online
- Only MasterCard or Visa are accepted

If you have not yet received your 2020 dues statement or if you have any questions about your dues category, please contact TDA Membership Coordinator, Brittany Hall, at 615-628-0208.

Call the TDA Before You Move

Did you know that a move to another city or state could affect your membership?

Please call the TDA Executive office before you move, so your membership records can be updated.

Important: Even if you update your information online via the ADA's website, you still need to contact the TDA.

Include a PAC Contribution with Your 2019 Dues

Join the Tenn-D-Pac Capital Club

When you receive your 2020 dues statement, please consider contributing to Tenn-D-Pac. The amount to join the Political Action Committee (PAC) is \$150.00 per year. This has been a very good year for the PAC with phenomenal growth and success in most legislative races.

For a \$150.00 minimum contribution, you can join the Tenn-D-Pac Capital Club for 2020. Members are recognized in the TDA News and new members receive a Capital Club pin. Capital Club levels are: Silver \$150-\$299; Gold \$300-\$549 and Platinum \$550 plus.

If you pay your dues by check, simply mark through the preprinted amount on the invoice and indicate the amount of your support. If paying online, you can change the suggested amount and check the box beside the line item.

Your involvement shows that you go above and beyond in support of dentistry's work. Help us continue to meet or exceed our campaign contribution goals.



Scan this QR code with your smartphone to go to the TDA's website.



January 2020
Volume 26, Issue 1
Editor: Michael Dvorak, M.S.L.

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Greetings from your President,

I am six months into my year and the TDA Board of Trustees is making positive changes to meet the evolving demographics and needs of our members. To become a stronger association, we need to respond quickly and adapt to the environmental changes as they happen, in “real time.” This is how the TDA can best serve our members.

Finances & Communication

The Executive and Budget & Finance Committees have worked closely on several projects on behalf of the Board. This merger of the EC and B&F has allowed us to make policy and financial recommendations to monitor our spending and to oversee our budget.

To continue to maintain communication between the Board and the Executive Director, we have instituted monthly calls to discuss the business of the TDA.

Goals and recommendations for enhanced job performance were discussed with our Executive Director. The President and President-Elect meet quarterly with our Executive Director to ensure continuity and understanding among the parties.

Budget and Finance

- TDA Credit Card with a cash-back feature for TDA expenses
- Autopay for recurring TDA expenses
- Waiving Credit Card fees for those members charging Tri-partite dues to their credit card
- Authorized auto-renews for those paying dues on installment plans

Strategic Plan

I have made a concerted effort to focus on our strategic plan and have divided the plan topics to be discussed at each Board meeting. Each action and expenditure made by the TDA and its councils and committees should follow the guidelines of the strategic plan. The plan is fluid and ever-changing. This new emphasis allows us

to delete actions that have been accomplished, but also allows us to alter and change the strategic plan as needed. Our strategic plan is divided into the following core strategies:

1. Annual Session and Education
2. Membership
3. Technology
4. Communications
5. Advocacy
6. Governance

Constitution and Bylaws Resolutions

- A resolution to add the authority for the Board to appoint an Associate Executive Director in addition to the editor of the Journal and the Executive Director.
- A resolution to give a voice and a vote to the Chair of the New Dentist Committee who sits on the Board.
- A resolution to reimburse TDA delegates and alternate delegates and invited guests to the ADA 6th District pre-caucus and caucus meetings for their travel, lodging and registration fees along with a per diem.
- A resolution that no alcohol will be paid for with TDA member dollars at a general event for our members (cash bar or sponsored bars are excluded).
- A resolution that the TDA meeting will be a two-day meeting with CE on Friday and Saturday, but no scientific sessions on Sunday.
- A resolution that the Committee on Scientific Sessions be merged with the the Annual Session Committee to form a new committee: The Council on Annual Session.
- A resolution to sunset the TDA Wellness Committee. This organization is now called the Tennessee Wellness Foundation and is independent of the TDA, operating out of Murfreesboro.

Board Actions

The Board approved an outside auditor to be engaged each year. The TDA received a clean audit in 2019 and the Board considers this a good financial practice.

The Board approved changing accounting firms and legal counsel effective 2020.

Membership

Focus on non-renewals resulted in a net increase of 15%. This initiative was undertaken by our Board of Trustees Vice Presidents and respective Districts

- Focus on young dentists at the 5-year membership category
- Focus on increasing tda membership within faculty at UT and Meharry

TDA Annual Meeting

- Thursday afternoon golf tournament: The Governor's Club (Brentwood)
- Free Screening for Idiopathic Pulmonary Fibrosis
- Pick up to three courses for one low fee
- No registration fees for TDA members (prior to May 27th)
- Mobile App for Continuing Education (CE)
- Team and Doctor Kick Off Seminar
- Lunch Friday June 5: Keynote: The Honorable Bill Lee – Governor of Tennessee
- Lunch Saturday June 6: Awards lunch
- Saturday evening, June 6: "Boogie the Night: Dancing Through the Decades"

Strategic Alliances Partnerships

- TDA Insurance Agency: MEWA (Group Health Insurance) extended to the Tennessee Chiropractic Association
- The Dentists Supply Company (TDSC): group discounted dental supplies
- United Bank of Switzerland: (UBS) individual retirement plans

- Pinnacle Bank TDA-branded Credit Card for TDA members

Legislative

The TDA and its lobbyist continue to work on advocacy and issues that will affect our members. One significant triumph was that DENTISTS are now exempt from the Professional Privilege Tax!!! This saves our members \$400 per year. Thanks to our TDA lobbyists for their efforts.

January Legislative session:

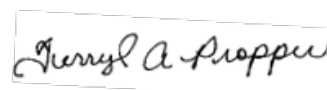
1. Direct Primary Care would amend dentists into the existing statute which covers physicians and their ability to contract directly with their patients for basic primary care.
2. Rewrite of the existing Telehealth statutes, and we will lobby to exclude dentistry.

Outreach

- Participated in the White Coat ceremonies at UT and Meharry
- Vendor Fairs
- ADA Signing Day at UT and Meharry
- Meharry Business Symposium

TDA Staff

I would like to recognize the work of our staff members, including Office Manager, Amy Williams for her terrific work with the Board of Trustees and our Annual Session. Brittany Hall, Membership Coordinator for her work with Membership and her help with all things TDA. New employees Mindy Campo (the friendly voice you hear on the phone at reception), Leah Wallace (Administrative Assistant), and welcoming Lourdes Arevalo as our new Communications Coordinator. Also, I want to thank our Executive Director Mike Dvorak for encouraging innovation and change and assisting the Board to undertake new initiatives and policies.



Terryl A. Propper, DDS, MS
TDA President 2019-2020

2019-2020

TDA Highlights

Strategic Alliances



The TDA partners and collaborates with other organizations to better serve our members. In 2019 we partnered with **TDA Insurance Agency** to provide group health insurance, **The Dental Supply Company (TDSC)** to offer discounted dental supplies and **United Bank of Switzerland** to offer individual retirement plans.

Communication



The TDA Executive and Budget & Finance Committees merged in 2019. The President and President-Elect meet regularly with the Executive Director to ensure continuity and monthly calls were set in place to discuss TDA matters.

Budget & Finance



Auto renewals were set in place for individuals paying dues on installments. A new TDA Credit Card with cash-back feature for TDA expenses has been acquired. A new TDA-branded credit card for members will launch later this year.

Credit card fees were waived for members paying dues using this method of payment.



Strategic Plan

There has been a concerted effort to focus on our Strategic Plan. The TDA Strategic Plan is divided into:



- Annual Session & Education
- Membership
- Technology
- Communications
- Advocacy
- Governance

Membership

The Focus on non-renewals resulted in a net increase of 15%. This initiative was undertaken by our Board of Trustees Vice Presidents and respective Districts.



The TDA has placed a heavy focus on:

- young dentists at the 5-year membership category
- increasing TDA membership and strengthening relationships with students and faculty at the University of Tennessee and Meharry College of Dentistry

TDA Annual Session



TDA members can **save** on registration fees by **registering before May 27, 2020**.

At this year's annual meeting attendees can pick up to three courses for one low fee.

Fun activities include:

- Thursday afternoon golf tournament
- Team and Doctor kick-off seminar
- General luncheon with Bill Lee - Governor of Tennessee as Keynote speaker
- "Boogie the Night: Dancing Through The Decades" party



New This Year: CE check-in and CE certificates **only** available through the app.

Legislative

The TDA continues to work on advocacy and issues that have an impact on our members. Thanks to the TDA's lobbying efforts dentists are now exempt from Professional Privilege Tax. This change saves our members \$400 each year!



Outreach

The TDA strives to engage with dental students and contribute to their school experience. In 2019, we participated in:



- White coat ceremonies at UT and Meharry
- ADA Signing Day
- Meharry Business Symposium
- Vendor fairs

TDA Staff

Staff members play a vital role in our association. These are the individuals that are hard at work behind the scenes:

- Mike Dvorak, Executive Director
- Amy Williams, Office Manager
- Brittany Hall, Membership Coordinator
- Mindy Campo, Reception
- Leah Wallace, Administrative Assistant
- Lourdes Arevalo, Communications & Marketing Coordinator



2019 TENN-D-PAC CAPITAL CLUB CONTRIBUTORS

In 2019, Tenn-D-Pac was supported by 136 individuals who joined the Capital Club. For a Tenn-D-Pac contribution of \$150 or more per year, you can add your name to the list of dentists who want to make a greater difference regarding legislative and regulatory issues in Tennessee. Help make this list grow in 2020. Following are 2019 Capital Club members as of November 30, 2019.

PLATINUM (\$550 OR MORE)

K. Jean Beauchamp - 20
 Scott Gibson Blackman - 12
 Mitchel S. Godat - 1
 Katherine Hall - 4
 John David Harrison - 1
 Stephen J. Maroda - 8
 Terry A. Propper - 6
 Justin L. Robbins - 2
 Leon Edward Stanislav - 23
 Warren Kent Stinson - 7

Arvind K. Patel - 5
 Reuben Nisbet Pelot - 15
 Robert V. Shearer - 4
 Randall P. Staples - 2
 John Carlos Stritikus - 10
 William Roy Thompson - 24
 Terry Lynn Watson - 1
 John R. Werther - 11
 Tommy N. Whited - 10

Robert M. Fields - 10
 Joseph W. Gaither - 5
 Paul L. Gilliam - 9
 Jack E. Gotcher - 24
 Garry L. Grimes - 19
 Kevin D. Gurley - 19
 Frederick V. Guthrie - 2
 Fernando Heros - 22
 Jeffery T. Higgs - 6
 James R. Hight - 21

Dewayne B. McCamish - 20
 James William McDaniel - 15
 David Eugene McNeely - 20
 Timothy E. McNutt - 4
 R. Chris Moore - 18
 David Michael Netherton - 6
 David H. Otis - 6
 William G. Parris - 5
 Walter T. Pattison - 5
 John E. Petty - 20

SILVER (\$150 - \$299)

James D. Allen - 4
 William B. Armstrong - 12
 J. Newsom Baker - 18
 Linda Jean Barton - 1
 Edsel E. Bates - 7
 John William Bradshaw - 16
 C. Edward Brooks - 13
 Tommy Christopher Burke - 1
 J. Allen Burleson - 7
 James Ellis Cade - 1
 Zachary F. Carden - 24
 Anthony S. Carroccia - 13
 Philip C. Carson - 23
 Ellen P. Carter - 5
 George H. Clayton - 9
 Tara A. Clements - 4
 Chris E. Cooley - 4
 Christian Culbreath - 8
 Robert S. Elam - 23
 Edward Bryan Elkins - 2
 Joseph C. Elkins - 18
 Tara H. Ericson - 1
 Thomas Frederic Faerber - 18
 Brian D. Fann - 1
 Charles B. Felts - 19

Eric W. Himmelreich - 1
 Paul Holliday - 6
 Lee Ann Hovious - 13
 William G. Howard - 3
 William L. Hunter - 12
 Douglas E. Hunter - 8
 Michelle G. Johnson - 3
 Deborah W. Jones - 2
 Donald A. Jones - 7
 Herman Glenn Jones - 18
 William David Kirkpatrick - 5
 Mary C. Koen - 7
 James F. Kotsianas - 8
 Rajan Kshatri - 4
 Nancy B. Laden - 7
 Mike Lamb - 11
 John Michael Law - 22
 Shawn P. Lehman-Grimes - 11
 Charles W. Lowry - 2
 Angela Garner Lunn - 8
 Riley Hamilton Lunn - 14
 Andrew Monteith MacConnell - 1
 David Magee - 11
 Katherine Bodford Malone - 1
 Mark S. Mappes - 6
 Jon A. Mather - 14

William Dewitt Powell - 24
 Richard John Prichard - 1
 John P. Primm - 5
 Randall P. Prince - 17
 John C. Pryse - 4
 Luther G. Puckett - 7
 Elizabeth Felts Randall - 2
 Andrew D. Russell - 4
 S. Jason Sammons - 3
 Ben Scott - 9
 Phillip Palmer Shipp - 5
 Dennis A. Sigman - 1
 Harold "Buddy" Speer - 14
 David R. Stanley - 2
 John Hugh Sullivan - 20
 James Leonard Vaden - 10
 Chip E. Webb - 7
 Benjamin Webber - 8
 Robert R. Whitfield - 1
 David P. Wickness - 2
 John C. Williams - 18
 Artmas L. Worthy - 6
 Stanley P. Young - 15

GOLD (\$300 - \$549)

James Gregory Anderson - 5
 Ruth E. Bailey - 7
 L. Dale Blevins - 24
 Burton A. Coleman - 3
 Alan L. Crisman - 13
 Jason Cunningham - 1
 Walter D. Fain - 14
 Philip A. Fontenot - 21
 John H. Gallien - 9
 Tom M. Gardenhire - 13
 F. Rick V. Guthrie - 18
 Phillip W. Head - 4
 Glen Alan Hyde - 15
 Bradley S. Johnson - 5
 Bennett M. Kizer - 6
 David T. Kizer - 3
 Gary L. Kropf - 9
 J. Peter McLemore - 15
 Wallin H. Myers - 6
 Garrett Orr - 7
 Susan Orwick-Barnes - 22
 David M. Owsley - 1
 Tommy Wayne Page - 16

PRESERVE AND PROTECT YOUR PROFESSIONAL INTERESTS

Serve as a TDA Legislative Contact Dentist

Join a statewide network of colleagues who work at the state level to strengthen dentistry in Tennessee's political process.

As a legislative contact dentist you will protect your profession and patients by educating state legislators about dental issues.

Why? Your Legislators needs you. They depend on their constituents to educate them about issues. Without local constituents, legislators may not know legislative priorities regarding dental matters. As a legislative contact dentist, you can provide information on your legislators' positions on pending bills to the TDA's Governmental Affairs Committee. This information and feedback is vital to the success of dentistry's lobbying efforts.



How Do I Become a Legislative Contact Dentist?

Notify the TDA via fax 615-628-0214 or email tda@tenndental.org with your office and cell phone number, fax number and email address as well as the name of the state senator and/or state representative who is your friend, patient or someone you support.

Who Is My State Senator and/or Representative?

If you don't know who your State Senator and/or State Representative are, the names are easily obtainable by visiting www.capitol.tn.gov

and simply enter your street address and city. A photo of each legislator along with their email address will appear. More detailed information is available by either clicking on "Senate Member" or "House Member" to the right.

In Memoriam...

James Vaught
Passed away December 13, 2019

SAVE THE DATE
FEBRUARY 29, 2020

REMOTE AREA MEDICAL® FREE CLINIC

ORAL HEALTH DAY

Presented by Meharry ASDA

Providing **FREE** cleanings, fillings and extractions to the Nashville Community & beyond!



153RD ANNUAL SESSION ★ JUNE 5-7, 2020

SPEAKER SCHEDULE

FRIDAY, JUNE 5, 2020

CREATING A HEALTHY WORK ENVIRONMENT

Dr. Cathy Jameson
9:00 a.m. – 12:00 noon



COLLECT WHAT YOU PRODUCE

2:00 p.m. – 4:00 p.m.

FOODS THAT FIGHT CANCER

Dr. Pam VanArsdall
2:00 p.m. – 4:00 p.m.



TDA TOOTH TALKS / TEAM TALKS

2:00 p.m. – 4:00 p.m.

TOOTH TALKS / DENTISTS TRACK:



GET TO KNOW ANESTHESIOLOGY: THE NEWEST ADA RECOGNIZED SPECIALTY

Dr. Matt Yezerki



THE ROI ON HUMAN CAPITAL: APPRECIATION

Mr. Trent Watrous



USE PERSONALIZED VIDEO TO INCREASE YOUR "ACTIVE PATIENTS"

Mr. Kevin Barnett



UNFAIR COMPETITION: NAVIGATING NON-COMPETE AGREEMENTS AND AVOIDING PITFALLS RELATING TO WORKPLACE TRANSITIONS

Mr. David Johnson

TEAM TALKS / STAFF TRACK:



ARE YOU ON THE TEAM?

Ms. Hollie Bryant



MAKE EVERY TOUCHPOINT COUNT

Ms. Abbey Stanerson



PERSONAL AND PROFESSIONAL BRANDING

Ms. Mila Grigg



THOSE WHO CAN, DO. THOSE WHO CAN DO MORE, VOLUNTEER.

Dr. Rhonda Switzer-Nadasdi

CHEMICAL DEPENDENCY & PRESCRIPTION WRITING

UNDERSTANDING ADDICTION

Dr. Peter Martin
2:00 p.m. – 4:00 p.m.



THE OPIOID CRISIS AND TENNESSEE'S CONTROLLED SUBSTANCE PRESCRIBING

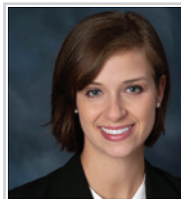
Dr. Wesley Geminn



SATURDAY, JUNE 6, 2020

OSHA 2020 REGULATIONS, COMPLIANCE AND INVESTIGATIONS UPDATE

Ms. Sara Anne Quinn
8:00 a.m. – 10:00 a.m.



PRACTICAL HIPAA

Ms. Shannon Hoffert



MICROENDODONTICS: ENDODONTICS IN THE 21ST CENTURY – LECTURE

Dr. Samuel Kratchman
8:00 a.m. – 12:00 noon



MICROENDODONTICS: ENDODONTICS IN THE 21ST CENTURY – HANDS-ON

2:00 p.m. – 4:00 p.m.

ADHESIVE DENTISTRY – MAXIMIZING THE PLACEMENT OF ANTERIOR AND POSTERIOR COMPOSITES

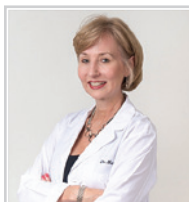
Dr. Marc Geissberger
8:00 a.m. – 11:30 a.m.



ALL-DAY COURSE WITH LUNCH BREAK

THE COMPLETE FACE: BOTOX® TRAINING WITH CADAVER ANATOMY WORKSHOP

Dr. Gigi Meinecke
8:00 a.m. – 4:30 p.m.



Afternoon is HANDS ON
Preregistration ONLY
(Limited to 15 dentists/injectors)

MINI MBA / NEW DENTISTS:

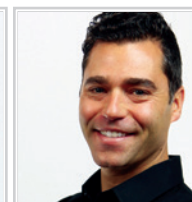
RAISING THE REIMBURSEMENT ROOF WHILE REDUCING REGULATORY RISK

Dr. Roy Shelburne
8:00 a.m. – 11:30 a.m.



HOW TO BUILD A GROUP PRACTICE

Dr. Jared Van
Ittersum and
Dr. Elias Achey
1:30 p.m. – 4:30 p.m.



DO YOU KNOW WHAT \$100,000 RISKS ARE HIDING IN YOUR DENTAL OFFICE LEASE?

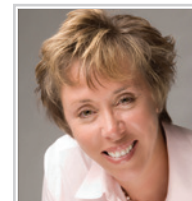
Mr. Ryan Cathers
1:30 p.m. – 4:30 p.m.



DENTAL TEAM:

TOP 20 TIPS FOR CLINICAL TEAM MEMBERS

Dr. Lori Trost
8:30 a.m. – 11:30 a.m.



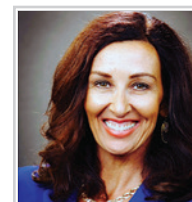
YOUR MIND YOUR BODY: HOW SLEEP IMPACTS ALZHEIMER'S

Ms. Anne Rice
8:30 a.m. – 11:30 a.m.



EFFECTIVE COMMUNICATION: IT STARTS WITH YOU

Ms. Andrea Johnson



SATURDAY, JUNE 6, 2020

FINDING SIGNIFICANCE AND ADVENTURE WHILE SERVING THE UNDER-RESOURCED AROUND THE WORLD

(Retired Colonel)
Dr. Robert Meyer

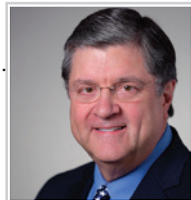
8:30 a.m. – 11:30 a.m.



GRAND SLAM INDIRECT RESTORATIVE DENTISTRY

Dr. David Bonner

1:30 p.m. – 4:00 p.m.



SEDATION AND ANESTHESIA REVIEW: KNOW YOUR PATIENTS, KNOW YOUR LIMITS, STAY PREPARED

Dr. Matthew Yezerki

1:30 p.m. – 4:00 p.m.



A RADIOLOGY PORTFOLIO: TECHNIQUES FOR SUCCESS

Ms. Renéé Graham

1:30 p.m. – 4:30 p.m.
Lecture and Hands-on



2020 SPONSORS

Please support our sponsors and exhibitors as they help support our meeting!

Spectacular (\$10,000 and up)

Dentsply Sirona

Smile180 Foundation

Patterson Dental

Stellar (\$5,000–\$9,999)

Brasseler

CareCredit

Crest + OralB (P&G Professional Oral Health)

DentaQuest

Henry Schein

KaVo Kerr

Mahan & Associates

Nashville Dental Society

Tennessee Association of Endodontists

Tennessee Oral & Maxillofacial Surgeons

TDA Insurance and MetLife

WSW CPAs (Trent Watrous)

UT College of Dentistry Alumni

Splendid (\$2,500–\$4,999)

Coyne Oral Surgery

Endodontic Associates

First Horizon Bank

ICD/ADI Humanitarian Volunteerism

OMS Nashville

Southern Oral & Facial Surgery

UBS Financial Services

Superb (\$1,000–\$2,499)

5 Patrons

5th Gear Technology Concepts

Blue Cross Blue Shield of Tennessee

Martin & Zerfoss Insurance Agency

Matthew DeFelice, D.D.S.

Morgan Stanley Wealth Management

Nashville Dental, Inc.

Periodontal and Implant Associates of Middle Tennessee

PNC Bank

TBH Global Asset Management

Sensational (\$500–\$999)

Beck Oral & Maxillofacial Surgery

Kevin Christian

Dickson Pediatric Dentistry

Jay Hight, D.D.S.

Southern Women's Dental Study Club

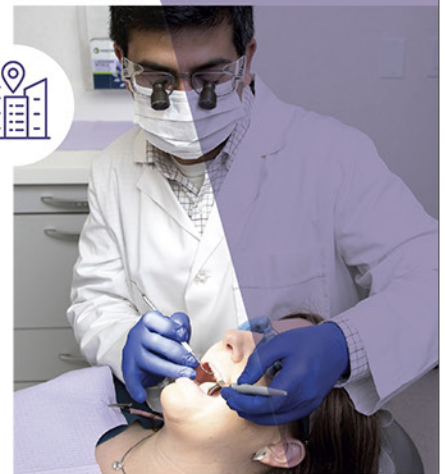


Patients, family, finance: Your life is a balancing act.

You have the tools you need to face today's challenges and plan for the future with members-only ADA resources.

For your office:

- An extensive library of guides, articles and CE courses on every aspect of the dental business, from regulatory compliance information to tips on managing office staff
- A members-only 0.5%* interest rate discount on practice financing through BMO Harris Bank



For yourself:

- Members-only discounts on everything from a new Mercedes-Benz to hotels and rental cars for your next getaway
- Competitive group insurance plans issued by Great-West Financial® and retirement savings plans through AXA Equitable to help you plan for the future



Renew your membership today at [ADA.org/renew2020](https://ada.org/renew2020)

*0.5% rate reduction applies to aggregate loans and guarantees up to \$1MM; relationships over \$1,000,000 receive custom pricing. Contact a BMO Harris Banker for more details.

ADA®

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2/20/20 FOR
DISCOUNTED FEES

COME HOME

TO

Hinman®

WHERE TEAMWORK MEETS SUCCESS



ATLANTA, GA | MARCH 19-21, 2020

Meet Your Friends and Classmates in Atlanta for a Hinman Homecoming!

Earn up to 21 hours of CE and make lasting memories along the way. Take a break from your day-to-day routine and renew your passion for dentistry. We hope to see you in March!



The Thomas P. Hinman Dental Meeting
Nationally Approved PACE Program
Provider for FAGD/MAGD credits.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
6/1/0017 to 5/31/2021
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REVISED NOMAD REQUIREMENTS - BECAME EFFECTIVE

This Division of Rad Health issued new guidelines for the use of all handheld X-ray devices (NOMAD, Digimed, etc.).

Monitoring:

- Only individuals who may operate the hand-held X-ray device are required to wear whole body and ring dosimeters (one for the right hand and one for the left). That is 3 badges per operator.
- It is recommended that your office maintain a list of personnel allowed to operate the device and only provide dosimeters for those individuals. Note: The one-year monitoring period is still in place.
- At the end of the one-year period, assuming you are under the 10% max dose requirement (i.e. 500 mR), then you may suspend the dosimetry and keep the records on file in case any future regulator wishes to review the results.

Security:

- Your office must implement and document security and accountability procedures to ensure no unauthorized use, misuse or unauthorized removal of the hand-held device from its storage location. If any of the above occurs, you must report the incident to the Division of Radiological

Health at 615-532-0364 or by email at xray.registration@tn.gov.

- A policy must be created, and an incident log must be maintained to support this security and accountability policy. This policy should be available for review upon request.

Use:

- No bystanders are to be allowed within a 6-foot radius from the patient being examined with the hand-held device.
- The hand-held device can only be used in areas designated as examination areas for patients (i.e. the device may not be used in a break room, office area, waiting room, etc.).

Training:

- Specific information regarding use and storage of the hand-held device must be included in the initial and recurring training of staff. The minimum requirements for that training include:
 - Training on proper operation of the hand-held
 - Instructions provided by the manufacturer and specific to the hand-held

- Understanding of the use of dosimeters for any personnel allowed to operate the hand-held
- Security and accountability procedures for use and storage as determined by your office
- Procedures to ensure no bystanders are within a 6-foot radius of patient when being examined with the hand-held device
- Procedures to ensure the hand-held is only used in areas designated as patient examination areas
- Records of initial and recurring training must be kept. Records must include, at minimum:
 - Date of training
 - Printed name and signature of each individual trained
 - Printed name and dated signature of person providing the training
 - Topics covered in training or copy of the actual training materials
 - Duration of training

TDA ELECTED POSITIONS

The TDA House of Delegates will elect officers June 2020 for the 2020-2021 year. If you are interested in being nominated for one of the following positions, please contact your district's TDA Trustee.

President-elect (Second District)

Speaker of the TDA House of Delegates

Secretary

Treasurer

Middle Tennessee Vice President (Nashville)

West Tennessee Vice President (Memphis)



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New Members

NOVEMBER/DECEMBER

SECOND DISTRICT

ALLISON TUTWILER

CHATTANOOGA

AMANDA KELLY

NASHVILLE

BRETT HENDERSON

AMANDA MUNGER

DONALD THORNE

SIXTH DISTRICT

KELSEY WRIGHT

New Dentist Corner

Welcome to 2020! This year marks the beginning of a new decade. As dentistry has progressed in many aspects over the last ten years, I cannot wait to see what this decade holds. Technology and products have greatly changed in our profession and will continue to advance in the future. Similarly, our state's organized dentistry is growing and ever-changing with our profession.

There are many benefits to being involved with the TDA. With the start of 2020, we hope you take advantage of those benefits. As a New Dentist joining our organization, we hope you take advantage of things like the TDA health insurance, the travel discounts, the malpractice insurance, the OSHA/HIPAA management, financial planning services, and many more benefits that are offered at a discount rate. Along with these benefits, TDA also offers Continuing Education during the TDA Annual Meeting. This is the last year of our two-year continuing education cycle. Everyone must have their required 40 hours of CE, including 2 hours of Controlled Substance and have a current CPR card.

We hope that you are sure to join us this year at the TDA Annual Meeting. Please mark your calendar for June 5 - 7, 2020 at the Franklin Marriott Cool Springs. There's going to be great CE and social events in a very convenient location. Visit our website www.tndentalassociation.com for more information.

Respectfully yours,

Dr. Julia Prince, Chair of the New Dentist Committee





What is the
goal for your
practice?

- Practice sales and acquisitions
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- Appraisals and analysis
- Practice protection plan
- DSO transitions
- Associate placement



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NATIONAL CHILDREN'S DENTAL HEALTH MONTH

Be Prepared for National Children's Dental Health Month in February

National Children's Health Month is quickly approaching. The TDA Executive Office has a limited number of the following DVDs available for Loan to TDA Member Dentists and staff at no charge:

- Brushing Magic
- Dudley's Classroom Adventure
- Dudley Goes to Camp Brush & Floss
- Dudley Visits the Dentist
- Dudley's Grade School Musical

Please call Brittany Hall, membership

coordinator, at the TDA Office to reserve, at no charge, one of the above DVDs for National Children's Dental Health Month in February or any other time during the year. We only ask that when the video is returned that it be sent by insured mail. Ms. Hall can be reached at 615-628-0208.

A full mouth model with a large toothbrush can also be reserved to help with your presentation.

We also suggest visiting the American Dental Association's website (www.ada.org) for a wealth

of information and free downloads, i.e., NCDHM Presentation Resources, posters, activity sheets, crossword puzzles, etc.



TDA ENDORSED MEMBER SERVICES

The TDA endorses the following services available to you as a member. Please contact any of the endorsed companies to obtain TDA member rates.

AHI Travel: Guided tours across the globe. 844-205-1171 or <http://ada.ahitravel.com>

AWA: Collection Service: www.awacoll.com 1-866-260-3631 or email clientservices@awacoll.com

Baker, Donelson, Bearman, Caldwell & Berkowitz, PC: Contact Mr. Ed Young, Labor Relations Attorney - 901-577-2341

BAMM: Teeth Whitening Gel- www.BAMMenterprises.com or 800-390-BAMM

Bank of America Practice Solutions: 1-800-497-6076 Endorsed practice finance provider www.bankofamerica.com/practicesolutions

Big Ear: Custom earplugs - 865-405-0904 / Rebecca Horton; www.bigearinc.com

CareCredit: Patient Payment Plans - new 1-800-300-3046, ext. 4519; already enrolled 800-859-9975 or www.carecredit.com/dental

ClaimX: Electronic Claim Processing - 866-886-5113 Opt 1 (Promo Code KC10208) or www.claimxedi.com

The Digital Dental Record: Paperless solutions for a dental office and online data backup. 1-800-243-4675 or www.dentalrecord.com

D-MMEX: Easy Refine Scrap Metal Recovery Program 1-800-741-3174 or www.easyrefine.com

Elavon: Credit Card Processing - 800-226-9332 or email peter.hodge@elavon.com

eScapes Dental TV: Private television channel provides therapeutic relaxation television programming designed to relax patients and viewers. 734-682-3409 or www.eScapesDentalTV.com/tn

InTouch Practice Communications: Message on Hold. 1-877-493-9003 or www.InTouchDental.com

Kevin Christian, LLC: Registered, Approved X-Ray Machine Inspector. 615-268-4345 or visit www.kevinchristianllc.com

Lands' End: Business Outfitters - Customized Apparel for You and Your Staff - 1-800-490-6402 or <http://ada.landsend.com>

Lenovo: PC products and accessories. 800-426-7235 ext. 4886 or www3.lenovo.com/us/en/ada

Medical Protective: Malpractice Insurance - Contact TDA Insurance Agency, Inc. - 1-800-347-1109 or www.TDAinsurance.com

Mercedes-Benz: New, purchased or leased Mercedes Benz and Smart Cars Call 866-628-7232 or visit www.ada.org/mercedes

Modern Practice Solutions: Consulting Firm to Assist with OSHA, CDC Infection Control Guidelines, HIPAA and HR Management - 931-232-7738 or www.DentalComplianceTN.com

Office Depot/Office Max: Office Supplies: 855-337-6811 ext. 16025; email: Lentrice.Wilson@officedepot.com

One Beat CPR: defibrillators- 1-855-ONE-BEAT or www.onebeatcpr.com

On-Pay: Payroll Solution, integrity accounting, time keeping and attendance software- www.onpay.com/ada or call 1-877-328-6505

PBHS Website Design & Marketing Services: Call 1-855-WEB-4ADA or visit www.pbhs.com/ada

PBHS Secure Mail: Secure, regulatory-compliant email solutions for dental practices. Visit www.pbhs.com/ada

RJ Young: Tamper Proof Prescription Pads/Paper - 1-800-800-5876 or customerservice@twopointinc.com or www.theTDAstore.com

Sharps Compliance, Inc.: Healthcare waste and compliance services 1-800-772-5657 or www.sharpsinc.com

Solmetex: Amalgam Separator Equipment - 800-216-5505 or www.Solmetex.com

TDA Insurance Agency, Inc.: Personal & Business Insurance Programs - 1-800-347-1109 or www.TDAinsurance.com

TDSC (The Dentist Supply Company): Examination gloves and other general dental office supplies - tdsc.com

UBS Financial Services: Retirement Planning- 813-227-2843/Greg Dooley or greg.dooley@ubs.com

UPS: Shipping. 1-800-MEMBERS (800-636-2377) or visit www.savewithups.com/ada

Whirlpool: Appliances for home or office - ADA Group Code: ADA5A2775 - call 1-866-808-9274 or visit www.whirlpoolinsidepass.com

CLASSIFIED ADS

DENTISTS – SEEKING/OFFERING OPPORTUNITIES

Western Texas- OMS practice for sale with 4 treatment and room to add more! Great area, low overhead, and opportunity to expand position this practice for growth. For details contact Henry Schein Professional Practice Transition Sales Consultant Jeremy Haseloff, 806-777-4732, jeremy.haseloff@henryschein.com. #TX164

San Antonio, TX- 5 +2 op 34 years established General practice utilizing eSix and referring out specialties. Perfect for DSO, multiple doctors with loyal staff. Services can be added. GR \$750K. For details contact Henry Schein Professional Practice Transition Sales Consultant Nate Thompson, 210-387-6787, Nate.thompson@henryschein.com. #TX175

Baytown/Houston, TX- 4 Op GP PPO practice in heart of Baytown. GR \$515K+. Dentrax, IO Cameras. Lots of potential! For details contact Henry Schein Professional Practice Transition Sales Consultant Joshua Griebahn, 319-930-9211, josh.griebahn@henryschein.com. #TX178

Northside Village/610 FWY, TX- 6 Op Ortho Practice, 610-45 area, FFS with \$750k+ Yr revenue, 220+ new cases yearly. Digitized, EagleSoft. For more details contact Henry Schein Professional Practice Transition Sales Consultant Josh Griebahn, 319-930-9211, josh.griebahn@henryschein.com. #TX180

Lubbock, TX- 5 Op General practice, digital, updated, and high-tech in a desirable location using Dentrax and referring out specialty services. Practice has a strong hygiene program. For details contact Jeremy Haseloff, 806-777-4732, Jeremy.Haseloff@henryschein.com. #TX182

Houston Area- 5 +1 op updated, modern office in a desirable location. Practice is digital and running EagleSoft. This practice shares a space with an ortho practice which is also for sale. For details contact Henry Schein Professional Practice Transition Sales Consultant Josh Griebahn, 319-930-9211, josh.griebahn@henryschein.com. #TX184

Grand Prairie Texas- 3 +1 equipped ops in this mature family practice with Gross Revenue of \$300K in a desirable location. Great for a startup. For details contact Henry Schein Professional Practice Transition Sales Consultant Michael Herrin, 281-793-3162, michael.herrin@henryschein.com. #TX185

Benevis is currently seeking FT and PT Associate Dentists, Orthodontists, Endodontists, Pediatric Dentists, Oral Surgeons, and Anesthesiologists. Looking for talented dentists who are interested in making a difference in the communities while maintaining a healthy work/life balance with flexible scheduling options. Competitive compensation, offering student loan repayment, sign-on bonuses, relocation, 401K, paid time off, health insurance and license and CE reimbursements. Edolia Wright - edwright@benevis.com

Established General practice for Sale in North-Eastern Tennessee. Mix of FFS and PPO 5400 sq ft building available for sale with the practice. 1 fully scheduled hygiene op and 3 doctor ops working a 3-day work week yields annual revenue of 750k with approx 14% EBIDTA. After tax cash flow and practice proforma available once NDA is in place. Contact: tennesseedentist2019@gmail.com

Will You See one Patient? Are you willing to see one patient through the Tennessee Donated Dental Services (DDS) Program? Dental Lifeline Network, a strategic partner of the ADA, and supported by TDA, operates DDS and needs more dentists to help the 222 patients waiting for care who are elderly, disabled or medically compromised, but can't afford it. You determine who you see and their treatment plan; no lab costs; coordinators work with labs/specialists; and very little paperwork is required. Join the 197 dentists in TN who volunteer with DDS! It is easy – go to www.DentalLifeline.org and click on Volunteer or go to www.WillYouSeeOne.org for additional information.

Doing sedation? Give me a call for your Dental Facility Inspection. Rule 0460-02-07(12), Call for quote. 615-446-0106, Board approved inspector.

EQUIPMENT FOR SALE/WANTED TO BUY

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Classified Advertising (Ad Prepayment Required)

Classified ads: The first 100 characters (i.e., letters, spaces, punctuation) are free* for TDA dentist members and \$30.00 for nonmembers. Each character, in excess of 100, is an additional 30 cents per character (this applies to members and nonmembers).

Mail checks, made payable to the TDA, along with your typed or clearly printed classified ad, by the 1st of the month prior to the month of publication to: TDA Newsletter, 660 Bakers Bridge Avenue, Suite 300, Franklin, TN 37067.

TDA reserves the right to reject any advertising. Call Molly Wardlow at 615/628-0208 or outside Nashville at 1-800-824-9722 or email bmh@tenndental.org if you have any questions.

* Free to TDA members: one ad per year — three (3) month maximum — after third month the \$30.00 minimum and additional character charge will apply.