



TENNESSEE

MARCH/APRIL 2021 VOLUME 27, ISSUE 2

DENTAL

ASSOCIATION NEWS

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BOARD OF TRUSTEES *Report*

Dr. Zachary Carden Selected as Jack Wells Award Recipient Modified In-Person TDA Annual Session Approved TDA Membership Highest Since 2009

The Board of Trustees met via video conference on January 25th and conducted business of the TDA.

Mr. Mark Greene, TDA Lobbyist, reported on many legislative issues and concerns in what appears to be another unusual year. Topics included the vaccine, dentist anesthesiologists, employment of dentists in rural health centers, TennCare waiver, and direct to consumer dentistry. Mr. Greene will also be providing a weekly report during the legislative session.

Dr. Jack Gotcher, Chair, and Dr. James Ragain, members of the Editor Search Committee, brought motions from the committee that the editor should be a TDA member, if possible, and that the editor receive an honorarium as compensation. The motions were approved by the Board.

Dr. Rhett Raum, Liaison to the Tennessee Board of Dentistry (BOD), reported regarding the recent meeting on January 7, 2021. The BOD's legal counsel will relay to the Governor's office their recommendation to suspend the live-patient exam requirement through the end of 2021. They also recommended a change in the rules to add the option of a "manikin non-patient based anterior and posterior based component."

Dr. Jay Davis, Treasurer, presented the TDA Financial Statement as of December 31, 2020 and highlighted areas of significant change from last year at this time. Per Dr. Davis, because CD rates are currently very low, the two CDs that matured in October were rolled into a savings account for ready access.

Mrs. Andrea Hayes, Executive Director, presented the Membership Report as of December 31, 2020. Total TDA membership market-share is higher than it has been since 2009. Members have sent in record numbers of CE certificates for the ACE Program due to the many online one-hour CEs that have been completed during the pandemic. Mrs. Hayes said that the goal is to have all CEs entered by the end of February.

The following Executive Committee actions since the last Board meeting were approved by the Board:

- Recommendations for Board of Dentistry members for terms ending March 31, 2021.
- TDA Application for PPP (Paycheck Protection Program)





The Board approved the following 2021 Fellowship Awardees: Dr. Rachel Hymes, First District; Dr. Ryan Bowles, Second District; Dr. Mark McOmie, Chattanooga Area; Dr. Douglas Holliday, Nashville; Dr. Rajan Kshatri, Nashville; Dr. Garry Grimes, Seventh District; Dr. Anthony Carroccia, Eighth District; Dr. Scott Weiskopf, Memphis; and Dr. Steven Zambrano, Memphis.

Dr. Zachary Carden, Chattanooga Area Dental Society, was selected by the district trustees to receive the Jack Wells Award at the 2021 Annual Session.

At their July 13, 2020 meeting, the Board of Trustees asked the Council on State Agencies, Awards, Ethics and Judicial Affairs to consider criteria for the Jack Wells Award, specifically that nominees are not an active member of the Board. The Council responded with a recommendation to include in Board guidelines that a Jack Wells Award nominee cannot be a sitting member

of the Board of Trustees, which the Board approved.

President Jeannie Beauchamp reported that the Annual Session Committee Leadership Team would like to move forward with a modified in-person meeting for the June 25-26, 2021 Annual Session. Mrs. Hayes provided a proposed schedule for a dentist-only meeting which would include a Botox course on Friday, reception Friday night, and three to four continuing education courses on Saturday. There would be no exhibitors. Sponsorships could be explored. The Board approved.

The date for the virtual House of Delegates will be Saturday June 12, 2021. The virtual Reference Committee will be the day prior, June 11, 2021.

President-elect Susan Orwick-Barnes submitted a report of the year to date and said that compiling the report reminded her of how busy the TDA has been. Dr.

Orwick-Barnes also reported on the HPV survey that was sent to members at the request of Dr. Justin Gatwood, UT School of Pharmacology, whose goal is to have dental clinics work in conjunction with local pharmacies to increase vaccinations to prevent HPV cancers.

In her Executive Director report, Mrs. Hayes said that the Bento endorsement was finalized, and the video public awareness spots have been produced and are running on YouTube and Spotify, titled "Safe" and "Don't Delay." Mrs. Hayes had a 90-day review with President Beauchamp and President-elect Orwick-Barnes, hosted a component executive director meeting, attended two component meetings, and is working with Mark Greene on legislative issues. Mrs. Hayes said that the staff has worked very hard for the TDA this year and is proud of how they have pulled together during very stressful situations.

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MEET THE SPEAKER OF THE HOUSE

DR. JOHN PETTY



Dr. John Petty, a general dentist in Tullahoma, Tennessee has served as the Speaker of the House of Delegates for three years. In his role, Dr. Petty presides over the House of Delegates business meetings at TDA Annual Session and serves as a non-voting member of the Board of Trustees.

His professional honors include the TDA Distinguished Service Award for his work as a State Trustee, the TDA Service in a Foreign Country Award for volunteer mission work in Belize and St. Vincent Island. He is a Fellow of the Academy of General Dentistry and the International

College of Dentists. He is a member of the Fourth District Dental Society of the TDA and has served as the society's President and Vice-President, and Past the 4th District Peer Review Committee.

TDA News sat down with Dr. Petty to learn more about him and his role as Speaker of the House.

Q & A WITH DR. PETTY



Where did you grow up?

I was born in Chattanooga and attended Boyd-Buchanan School. Our family of eight moved to Huntsville, Alabama when I was 12 years old. My father worked for the Army Missile Command at Redstone Arsenal. It was an exciting place to be during the Apollo moon rocket program. Many of my classmates had parents that were rocket scientists or designers of the lunar rover. This encouraged my interest in science and technology.



What sparked your initial interest in dentistry?

My post-college plan was to pursue an advanced degree in organic chemistry but the faculty of the three major schools I visited did a poor job of selling their program. A casual evening conversation with a minister in a Montana living room was the initial spark for my interest in dentistry. It is a long story.



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Executive Editor: Andrea Hayes
Managing Editor: Lourdes Arevalo
Editor: Amy Williams

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Q What is your favorite thing about being a dentist?

It is a very satisfying feeling to know that patients depend on me, respect my opinion, and seek my advice.

Q What achievement are you most proud of?

I am most proud of attaining 46 years of marriage to my wife, Carol. Our four children continue to amaze us with their interests and accomplishments.

Q At the TDA, you have served three years as Speaker of the House. What is your charge in this role?

The Speaker's role is detailed in the Bylaws but I summarize it as being the person who assures that "fairness" dominates TDA proceedings. That includes knowing the Bylaws and informing others of what they say. Two leaders who have exhibited fairness to me in their TDA roles are Dr. Jerry Karr and Dr. Jack Gotcher, among others.

Q Why is the House of Delegates important to the TDA and the health of our organization?

It's all about checks and balances of authority. The TDA House of Delegates is the supreme legislative body for this organization. The TDA Board and our councils and committees make many detailed decisions, but in the end know that the House has the final authority to endorse or delete those decisions. We all act in a more responsible manner when we

know someone else will be reviewing our actions.

Q What role should members play in the life of the TDA?

I want every member to read every word that is communicated by the TDA Staff and our elected officers. Stay informed. Know what is going on in your association. It comes straight to your desk, but you must read it. In the 4th District, two of our members that always know the latest in "dental current events" are Dr. Roy Thompson and Dr. Richard Dycus. They purposely stay informed.

Q What are some of your favorite things to do to relax and recharge?

My current stress-breaker activity is hiking and backpacking. Our hiking group of "mature male hikers" (that is not the phrase used by our wives) is currently planning another 40-mile backpacking adventure on the Benton MacKaye Trail in north Georgia. Nothing says "I'm not in the office" like sleeping in a tent, cooking next to a campfire, and smelling bad for five days! A past trip yielded valuable medical information: I am not allergic to multiple yellow jacket stings. But it still hurts.

Q What is the best advice you have ever been given?

One piece of advice has always stuck with me – it centers on having a spirit of humility. I fretted about being absent for a week from my rural north Arkansas practice

because someone might need me. My first dental assistant had these blunt words of advice: "Dr. Petty, this town got along just fine before you came – and it will get along just fine when you're gone." She was right - I have an important role to play but I am not the center of the universe.

Q What is one thing about you that our readers would be surprised to learn?

I have enjoyed hunting and shooting sports for many years, including deer, duck and turkey hunting. However, I am a very poor aim. My non-athletic wife can out-shoot me any day of the week at the gun range. My supreme "miss" was a 40-yard rifle shot while deer hunting in Moore County many years ago. My bullet cleanly removed the buck's tail. I still have the deer's appendage but have never decided how or if it should be mounted and displayed. I no longer deer hunt. I assume the de-tailed buck had a story to tell, also.

Stay informed. Know what is going on in your association. It comes straight to your desk, but you must read it.

Dr. John Petty

Dr. John Petty, a general dentist in Tullahoma, Tennessee has served as the Speaker of the House of Delegates for three years. In his role, Dr. Petty presides over the House of Delegates business meetings at TDA Annual Session and serves as a non-voting member of the Board of Trustees.





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welcome

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We're working to bring you useful resources that can help you balance your patients, your practice and your life. From the latest clinical guidelines to financial management tools like insurance and retirement plans, you'll find what you need to keep your work and life on track for the future you've envisioned.

Your membership allows us to continue providing value for our members and advocating for the profession to achieve optimal oral health for all.

If there is anything we can do to enhance your membership experience, call us at 615.628.0208 or email tda@tndentalassociation.org.

First District Dental Society

William Griffin
Amber Pearce
Matthew Sherban
Douglas Milsap

Second District Dental Society

Janey Chon
James Larson
Sucharitha Marneni

Nashville Dental Society

Anita Skyes Smith
Kathryn Spencer
Brian George
Dushyant Patel
Nolan Kemp

Fourth District Dental Society

Byran Lee

Memphis Dental Society

Christian Cain

TDA ELECTED POSITIONS

The TDA House of Delegates will elect officers for the 2021-2022 year. If you are interested in being nominated for one of the following positions, please contact your district's TDA Trustee.



- **President-elect (CADS)**
- **Speaker of the TDA House of Delegates**
- **Secretary**
- **Treasurer**
- **East Tennessee Vice President (First District)**

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MEMBER EMAIL ADDRESS UPDATE

If you have unsubscribed to TDA emails in the past, you may be missing important information from the TDA and the ADA. Each week, the TDA sends a news bulletin with numerous alerts to keep members informed of the latest updates at the local, state, and national level.

If you have not been receiving emails from the TDA, please make sure to check your spam or junk mail folder and mark **tda@tndentalassociation.org** as a safe sender. To be included in the mailing list or to update your email address please email us at **tda@tndentalassociation.org**



WHAT'S YOUR DENTISTRY STORY?

LET US KNOW WHY YOU CHOSE DENTISTRY, WHO INSPIRED YOU, AND WHAT YOU LOVE MOST ABOUT THE PROFESSION. YOUR SUBMISSION MAY BE FEATURED IN AN UPCOMING NEWSLETTER.

Email your story to **tda@tndentalassociation.org** with the subject line: "my dentistry story"

In Memoriam

The TDA honors the memory and passing of the following members:

Dr. John Wilhoit

1950 - 2020

Dr. Wilhoit was a member of the American Dental Association, the Tennessee Dental Association, and the Chattanooga Area Dental Society.

Dr. Jesse Overall

1929 - 2020

Dr. Overall was a member of the American Dental Association, the Tennessee Dental Association, and the Fourth District Dental Society.

Dr. Gary Wilhoit

1948 - 2020

Dr. Wilhoit was a member of the American Dental Association, the Tennessee Dental Association, and the Nashville Dental Society.

NUMBERS TO KNOW

American Dental Association
(800) 621-8099 or (312) 440-2500

Tennessee Board of Dentistry
(615) 532-5073

Tennessee Department of Health
(615) 741-1011

Tennessee Dental Association
(615) 628-0208 | Fax: (615) 628-0214
tda@tndentalassociation.org

> Staffed Component Societies

First District Dental Society
Executive Secretary: Brooke Bailey
(423) 552-0222
firstdistrictdental@gmail.com

Second District Dental Society
Executive Director: Diane Landers
(865) 919-6464
2nddistrictdental@bellsouth.net

Chattanooga Area Dental Society
Executive Director: Rhonda Jones
(423) 886-9191
CADS@peacecom.net

Nashville Dental Society
Executive Director: Kristen Stewart
(615) 628-3300
director@nashvilledental.org

Eighth District Dental Society
Executive Secretary: Ruby Batson
(931) 245-3333
ruby@clarksvillepediatricdentistry.com

Memphis Dental Society
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ONE WOMAN'S HOPE FOR RELIEF FULFILLED

For many who battle multiple diseases and medical conditions, oral health can be easily overlooked in the face of other immediate symptoms and priorities for survival.

Thanks to an organization that partners with dentists who want to give back, people in need have a chance at addressing their oral health without worrying about the cost.

Melody, a 45-year-old Tennessean from Columbia and busy mom of three, has a litany of medical concerns, including diabetes, diabetic neuropathy, Marfan syndrome, glaucoma and fibromyalgia. Her conditions are so debilitating, she recently lost the capacity to practice as a Licensed Practical Nurse (LPN). Melody is taking 13 different medications to manage her health, and over the years this complex regime led to tooth brittleness and decay, which caused her pain and tooth sensitivity every day.

Unable to work, with a limited Social Security Disability Insurance, and a family to support, Melody was without the funds necessary to pay for the treatment she needed. A solution to her daily agony seemed elusive until she discovered Dental Lifeline Network • Tennessee.

Thankfully, Melody found Dental Lifeline Network and through the Donated Dental Services (DDS) program was matched with Dr. Steven Nowlin, a DLN • Tennessee leadership council member, who extracted two teeth, restored two others, and donated a three-unit bridge. Oral Arts Dental Laboratories of Huntsville fabricated the two crowns and a three-unit bridge. Melody had more confidence and was so excited to have the dental work done.

"After they completed my procedure, I cried. (The volunteers) as well as the Dental Lifeline program, are a Godsend. I was very blessed to have you all in my life, even for a short term." – Melody, DDS patient.

Dr. Steve Nowlin, Dental Lifeline volunteer dentist and Melody, DLN patient.

Tennessee is one of the many states where DLN supports vulnerable patients in need – entirely possible thanks to its network of volunteer dentists.

"The best thing about the DDS program is you are given an opportunity to help someone who is truly in need. We all started our dental careers with that same goal. This is a great tool to accomplish that goal," said Dr. Nowlin. "With the DDS program you are able to do the work in your own office with your staff. It is one of the most rewarding experiences I have in practicing dentistry."

By volunteering with DLN's Donated Dental Services (DDS) program, you can provide relief to people with great needs right here in Tennessee. By seeing just ONE patient a year, you can help provide comprehensive dental care to those who otherwise could not afford it.

In Tennessee alone, there are only 211 volunteer dentists and 51 volunteer labs, yet 320 people are waiting for treatment. To decrease our waitlist, please consider volunteering to see ONE patient. If you would like to join us and become a volunteer:

- Go to willyouseeone.org or
- Contact the DDS coordinator, Lindsay at 615.983.2601 or email lharold@DentalLifeline.org.

Dental Lifeline Network • Tennessee is part of a national organization, Dental Lifeline Network (DLN), a strategic partner of the American Dental Association. More than 15,000 volunteer dentists and 3,400 laboratories participate in DLN's DDS programs nationwide. For more information, visit DentalLifeline.org/Tennessee.



: FROM OUR ENDORSED PARTNERS



TOP THREE WAYS FOR A DENTAL PRACTICE TO INCREASE 2021 REVENUE

Many practices have seen reduced revenue since the Pandemic.

THE COVID-19 PANDEMIC has had a profound impact on the dental industry. In March and April, when the pandemic first became rampant in the United States,

many dental practices closed except for emergencies. Even after they reopened, changes were noticeable. According to an American Dental Association Health Policy Institute survey taken the week of Aug. 10, 98.9% of dentists surveyed were open, but only 47.6% reported "business as usual"; 51.3% were open but had "lower patient volume than usual."

Changes in Utilization

Use of dental services fell 75% in March 2020 and 79% in April 2020 compared to the same months the year before, showing the impact of the COVID-19 pandemic. These were months when many states enacted COVID-19-related bans on elective dental procedures. In May 2020, when many states lifted these bans, dental service utilization still declined compared to May 2019, but only by 27%. In June 2020, there was a 1% increase in utilization compared to June 2019.

These are top three ways to increase revenue and improve past due accounts resolution:

1. SEND OUT STATEMENTS PROMPTLY AND CONSISTENTLY:

If you do not have a systematic billing system, get one! Many times, the patient has not paid simply because they have not received an invoice or statement. Once reminded, most patients are likely to pay in a timely manner. However, given the number of rising delinquencies in the housing market, and the stricter policies for lending, you do not want to be late or inconsistent in asking for payments.

2. USE YOUR AGING SHEET, NOT YOUR FEELINGS.

Many practices (or well-meaning employees on staff) have let an account age beyond the point of reason because he or she felt the patient would pay eventually. While there may be a few exceptions or unusual situations, the fact is that all patients should be treated in the same manner and that expecting to be paid on time is your right.

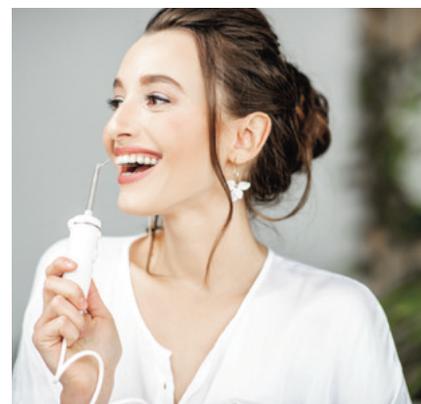
Try to focus on EVERY account going over 45 days and stick to a systematic plan of follow up. Initially, these calls are just a warm and friendly reminder. After speaking to the patient, you can verify that they did receive their statement, ask when you might be receiving that payment. If that call does not generate the payment as promised, then follow up with a 60 day past due letter. Most practices do not have the time to pursue accounts going over 90 days, so at that point you should take the next appropriate step to get paid.

3. USE A THIRD PARTY SOONER.

Once you have systematically pursued your past due accounts for 60-75 days (and they have avoided your attempts to contact them), you may want to send them a to a Pre-Collect Third Party service which allow you to keep 100% of the money if collected timely.

The impact of the 'Third Party' tends to reprioritize the debt and encourages the patient to make the payment. Designed for early intervention, a 'pre-collect' service can save practices the internal costs of working accounts beyond the point of reason.

Typically, once an account reaches 90 days, you should consider using professional



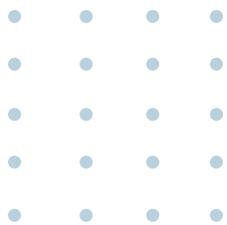
third-party intervention. When a practice provides a patient service, it has a right to expect to be paid on a timely basis. However, anyone who has been in practice more than a few months has learned that prompt payment is not always the case. Often, accounts become seriously past due, or when payments are made, there are sometimes insufficient funds in the patient's account to cover a check. Accounts not paid in a timely manner can have a serious impact on the cash flow of the practice. It is becoming increasingly important to be mindful of these trends.

Practice managers and their staff often learn that managing the accounts receivable is tricky and involves the delicate matter of asking for payment without coming across as harsh. There are processes that once implemented, and the employees are trained on, can be effective in obtaining payments. The balance a patient owes is often a moving target. Continual monitoring is required from day to day as the status of these accounts change with new visits, the posting of payments from prior statements, partial payments and requests for back-up documentation.

For questions concerning Improving your current process or Pre-collect Services or Debt Collections in general call Mike Glass at (877) 377-5378 today. TSI is your TDA Endorsed Dental A/R Consultant.

PRACTICING GRATITUDE

WAYS TO IMPROVE POSITIVITY



How often do you feel thankful for the good things in your life? Studies suggest that making a habit of noticing what's going well in your life could have health benefits. Taking the time to feel gratitude may improve your emotional well-being by helping you cope with stress. Early research suggests that a daily practice of gratitude could affect the body, too. For example, one study found that gratitude was linked to fewer signs of heart disease.

The first step in any gratitude practice is to reflect on the good things that have happened in your life. These can be big or little things. It can be as simple as scoring a good parking space that day or enjoying a hot mug of coffee. Or, perhaps you feel grateful for a close friend's compassionate support.

Next, allow yourself a moment to enjoy that you had the positive experience, no matter what negatives may exist in your life. Let positive feelings of gratitude bubble up.

"We encourage people to try practicing gratitude daily," advises Dr. Judith T. Moskowitz, a psychologist at Northwestern University. "You can try first thing in the morning or right before you fall asleep, whatever is best for you."

GRATITUDE TIPS

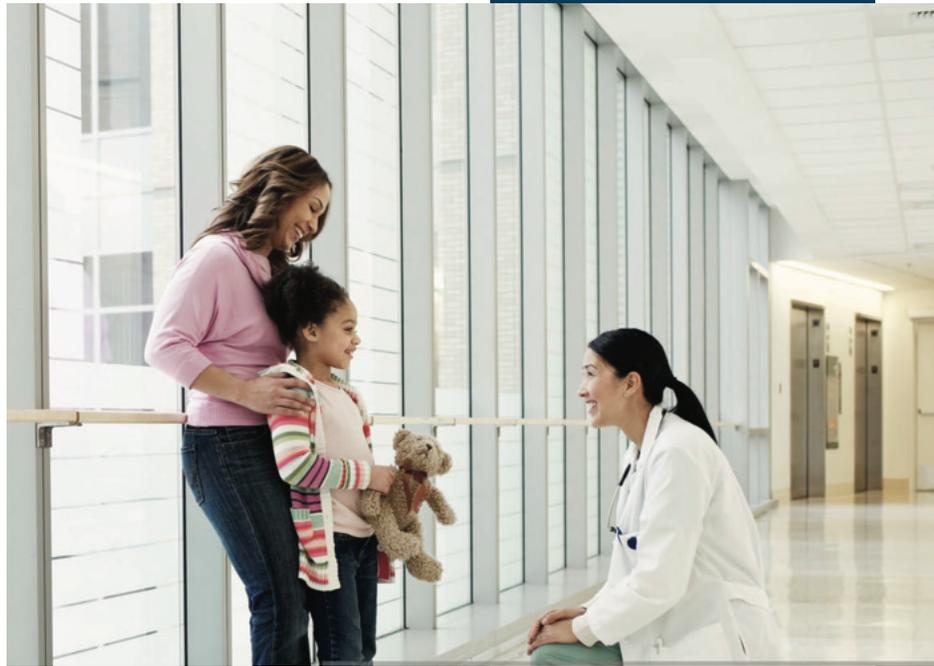


Moskowitz has been studying the impact of keeping a daily gratitude journal on stress relief and health. Practicing gratitude is part of a set of skills that her research team encourages people to practice. These skills have been shown to help some people increase their positive emotions.

Her team is trying to better understand how a daily boost in positive emotions can help people cope with stress and improve their mental and physical health. “By practicing these skills, it will help you cope better with whatever you have to cope with,” Moskowitz explains. “You don’t have to be experiencing major life stress. It also works with the daily stress that we all deal with. Ultimately, it can help you be not just happier but also healthier.”

While practicing gratitude seems to work for some people, it doesn’t for everyone. That’s why Moskowitz’s research team teaches other skills, too. These include meditating and doing small acts of kindness.

Her team has been developing and testing these skills with people who have illnesses like advanced cancer, diabetes, HIV infection, and depression. She’s also worked with people who care for others with serious illness.



When you make gratitude a regular habit, it can help you learn to recognize good things in your life despite the bad things that might be happening. Moskowitz says that when you’re under stress, you might not notice all the moments of positive emotion that you experience. With her research program, she’s trying to help people become more aware of those moments of positive feelings.

“Put some effort into experiencing gratitude on a daily basis and see how it goes,” Moskowitz advises. “It might just surprise you that—despite how bad things are—there are things you feel grateful for alongside it.” And feeling grateful may help improve both your mind and your body.

Source: NIH News in Health. For the latest news from the National Institutes of Health, part of the U.S. Department of Health and Human Services, visit [newsinhealth.nih.gov](https://www.newshealth.nih.gov)



WHEN YOU MAKE GRATITUDE A REGULAR HABIT, IT CAN HELP YOU LEARN TO RECOGNIZE GOOD THINGS IN YOUR LIFE DESPITE THE BAD THINGS THAT MIGHT BE HAPPENING.

Create positive emotions by being thankful every day:

Take a moment. Think about the positive things that happened during the day.

Journal. Make a habit of writing down things you’re grateful for. Try listing several things.

Savor your experiences. Try to notice positive moments as they are happening.

Relive the good times. Relive positive moments later by thinking about them or sharing them with others.

Write to someone. Write a letter to someone you feel thankful toward. You don’t have to send it.

Make a visit. Tell someone you’re grateful for them in person.

5 WAYS TO COMMUNICATE

More Effectively Using Emotional Intelligence



Emotional intelligence is essential to create a harmonious and enjoyable work environment. Psychologist Daniel Goleman describes emotional intelligence (EQ) as the ability to recognize and communicate using the appropriate feelings in specific situations. Many situations occur each day that affect team morale. It is important to think about your team members' feelings when you react to a situation. As a leader, your team relies on you to model these behaviors appropriately. Examine and reflect on the five suggestions below to identify ways to improve your emotional intelligence.

1. Be mindful of your feelings.

- Start out each morning by identifying how you feel. Take a few deep breaths and examine your mood.



- Visualization is a helpful tool in mental preparation. Take a moment to visualize yourself from the outside. Are you wearing your emotions? If you looked into a mirror, how would your body language and facial expressions seem? Picture every patient arriving on time. Visualize your team all getting along and helping each other with their challenges. Although this sounds far-reaching, we create our own realities. Henry Ford once said, "If you think you can or you think you can't, you are right."

- If you feel frustrated, chances are your team feels it too. Instead of internalizing your frustration, examine what causes this reaction and address it. As an example, imagine that your assistant does not have the proper tray set-up. How could you respond with emotional intelligence?

2. Deal with emotions without being overwhelmed by them.

- Emotions are intrinsic to humans; however, keeping calm under pressure is a powerful skill. When you feel stressed, pause. Remember that emotions are temporary. Pausing before responding allows your mind and body time to depress the negative feelings.

TENNCARE UPDATES



2021, we may reexamine our decision regarding dental fees based upon the degree to which the virus impacts dental productivity, member utilization, and dental budget neutrality.

PATIENT-CENTERED DENTAL HOME (PCDH) PHASE II

A Patient-Centered Dental Home (PCDH) is a dental practice that maintains an ongoing relationship between the dentist and the patient and includes all aspects of oral health care delivered in a comprehensive, medically necessary, continuously accessible, and coordinated manner way to all of its assigned members. When primary dental providers build strong relationships with the members they serve and identify proactive ways to engage all members assigned to their dental home, significant improvements in preventive oral care utilization and members' oral health outcomes can be achieved. Both TennCare and DentaQuest are firmly committed to supporting providers and members to be a part of a robust patient-centered dental home. We strongly believe a PCDH is the most effective way to partner with our providers to improve our TennCare members' oral health further and grow the unique relationship between a patient and their dental provider.

The foundation of PCDH was first laid in 2016 by DentaQuest, at the direction of TennCare. During this PCDH Phase I, every TennCare member was assigned a dental home to ensure that every member had access to primary dental care. Beginning with the phase II launch on April 1, 2021, all contracted primary dental providers, including general and pediatric dentists, will be required to participate as a Phase II patient-centered dental home for the TennCare and CoverKids programs. Phase II will support high performance, patient engagement, delivery of preventive services, and cost-effective care by primary dental providers for TennCare and CoverKids member assignments. Additionally, providers who excel in meeting the oral health goals and objectives of the PCDH will be eligible to receive provider bonuses. TennCare and DentaQuest are committed to supporting all PCDH providers through education and training. A PCDH provider operating manual has been developed as a resource for dentists that provide details on how to be successful. DentaQuest will also be conducting PCDH provider education and training and has sent out additional materials. If you have any questions about PCDH or need information on how to join the webinars, please reach out to DentaQuest at tennesseeproviders@dentaquest.com. We are excited to build out the PCDH model in partnership with all our TennCare providers and look forward to further improving the oral health outcomes of our members.

D DENTAL UTILIZATION DURING COVID

The COVID-19 pandemic has presented unique challenges for dental providers across the State. TennCare is incredibly grateful for the high-quality dental care that participating dentists provided and are continuing to provide to TennCare members during this public health challenge. To support the continuity in the delivery of dental services to TennCare members, TennCare approved a temporary rate increase for all dentists participating in the TennCare dental network. The rate increase was intended to help alleviate some of the financial pressures many dentists have faced due to minimizing elective procedures and lower patient utilization in response to the pandemic. The rate increase began July 1, 2020, and will end June 30, 2021, and represents, on average, a 3% increase across all dental procedure codes. Rates for certain preventive codes, including Silver Diamine Fluoride (SDF), dental sealants, and fluoride varnish were increased by 10%. TennCare has placed a greater emphasis on preventive codes to promote greater utilization of these codes.

TennCare has been working closely with DentaQuest to monitor dental utilization during the pandemic compared with pre-COVID rates. When we compare the calendar year 2020 with 2019, we find that dental productivity for TennCare based on dental claim volume and claim expenditures to be approximately 80% of productivity before the pandemic. As we draw nearer to the end of the state fiscal year of June 30,

IDD DENTAL INTEGRATION

Currently, dental care for approximately 7,000 adults with Intellectual and Developmental Disabilities (IDD) enrolled in a Section 1915(c) Home and Community Based Services (HCBS) Waiver is being administered by the Department of Intellectual and Developmental Disabilities (DIDD). The dental benefit for IDD members in the 1915(c) HCBS waivers is structured the same as the dental benefit for TennCare members enrolled in the Employment and Community First Choices (ECF Choices) program. In partnership with DIDD, TennCare will integrate adult dental services for the 1915(c) members fully into the TennCare dental program as part of a more extensive IDD Dental program. TennCare is excited to build on the expertise and the network of dental providers who have participated in the ECF CHOICES dental program and partner with DIDD to integrate the additional providers who have supported the IDD adult population. This integration will help to further support IDD adult members in accessing consistent, high-quality, cost-effective dental care and further improving their oral health outcomes while also building capacity and expertise to serve children with IDD under the EPSDT dental program. The DBM will implement guidelines and provide education around the use of alternative adjunctive techniques and modalities that may be needed to facilitate the delivery of dental services to members with IDD, including the appropriate use of sedation to ensure that sedation services are used only when medically necessary based on the needs of the individual. The IDD Dental program will be administered

through our contracted Dental Benefits Manager, DentaQuest. Integration of the IDD dental benefit into DentaQuest's administrative services is targeted to go-live on September 1, 2021, after planning and readiness are completed. Dentists interested in participating in the IDD dental program should contact DentaQuest Provider Services at 855-418-1623 or contact their regional provider representative.

PREGNANCY AND POST-PARTUM DENTAL BENEFITS

During the State of the State address on February 8, 2021, Governor Bill Lee announced a proposal to establish an adult dental benefits package for TennCare members during their pregnancy and a period after delivery. This new program will provide dental services for up to 45,000 pregnant adult TennCare members annually statewide and improve the oral health outcomes of both mother and child. Early childhood caries remains a significant and costly problem for our TennCare members and is among the most widespread, chronic, infectious, and transmissible diseases affecting all age groups in the US. Decay-causing bacteria is often transmitted from the mother to her infant through the mother's saliva in a vertical transmission phenomenon. Vertical transmission has been well established in the medical literature as a significant contributing factor in causing tooth decay and early childhood caries. The higher the bacterial burden in the mother's mouth, the greater the risk of transmission to the child's mouth. Treatment of childhood caries often requires invasive procedures and anesthesia requirements for young children, resulting in

increased safety risks. Providing dental care and treatment during and after pregnancy will help reduce decay causing bacteria for the mother, lower the chance of the bacteria being passed on to the child, and improve the oral health outcomes of both mother and child.

Governor Lee has included funding for this program in the administration's proposed SFY22 budget which will be subject to approval by the Tennessee General Assembly during this legislative session.

If approved by the state legislature, TennCare will seek federal approval before implementing the program through its Dental Benefits Manager, DentaQuest.

If the program is approved and fully implemented, TennCare will need the partnership of dental providers across the State to begin providing dental services to pregnant mothers. Additionally, TennCare is hopeful that a dental pregnancy benefit will also foster opportunities for dental providers to provide oral health education to mothers on how to better care for their mouths and their children's mouths to further reduce longer-term oral health disease for the child. TennCare will provide more information on how dental providers and stakeholders can be a part of this exciting new opportunity.



Governor Bill Lee announced a proposal to establish an adult dental benefits package for TennCare members during their pregnancy and a period after delivery.

CLASSIFIEDS

JOB OPPORTUNITY AVAILABLE

Associate Dentist – FT: For over 40 years, Martin Dentistry has proudly served our friends and neighbors in the Tri-Cities, TN area. We currently have 8 doctors with locations in Kingsport, Johnson City, and Colonial Heights. We are blessed to have a large and growing patient base and are currently seeking to add a full-time associate dentist. We are in the process of expanding our offices, and have the opportunity to take over an existing patient base.

Compensation

Competitive compensation package based on net production

- Daily guaranteed rate for first 6 months
- Signing bonus/relocation stipend
- Continuing education stipend
- Malpractice Insurance
- Healthcare Benefits
- 401(k) Plan with 4% match
- Opportunities for partnership

To learn more about this opportunity, please contact us at careers@martindentistry.net.

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FOR SALE BY RETIRING DENTIST LONG TERM STAFF

SERVING QUAD COUNTY AREA

JOHN GALLIEN, D.D.S.

jhgallien@gmail.com

731-607-1117

PRICED TO SELL OFFICE AND PRACTICE

\$510,000

Savannah, TN featured in Southern Living is on the Tennessee Riverbanks situated on the Alabama and Mississippi state lines with nearby Pickwick Lake and Shiloh Military Park. Two hours from Memphis and Nashville. Most procedures are currently being referred out, giving the buyer an expansive opportunity for additional business growth. The right purchaser could quickly transform this into a multi-specialty practice.

Columbia: One-of-a-kind staple for 46 yrs! 4 ops, loyal patients. CBCT, Cerec. Contact Don McMillan, 615-499-9058, donald.mcmillan@henryschein.com. #TN1755

Bristol: 6 Ops Can expand. Unique loc. Digi x-rays, CEREC, minimal competition. Contact Don McMillan, 615-499-9058, donald.mcmillan@henryschein.com. #TN1850

Morristown, TN: Community staple. Excellent location. 3 +1 ops, new digital pan. Unique opportunity! Contact Don McMillan, 615-499-9058, donald.mcmillan@henryschein.com. #TN2580

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 the TDA Executive Office at 615-628-0208 or email tda@tndentalassociation.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.

Nashville, TN General Practice for Sale or Partnership

New to the market is an exciting practice for sale in Nashville, TN. Located in an office building with over 1,500 square feet to work with- the area is incredibly pedestrian friendly as well. The current doctor has practiced in the community for over a decade and is therefore ready to retire. They would prefer to sell to an individual and are open to staying on to ensure a smooth transition.

For an overview of this incredible Nashville practice, read below:

- 4 fully equipped operatories
- Collections of \$975,000
- Seller's Discretionary Earnings (SDE) \$275,000
- Fantastic location, just minutes from downtown

To learn more and review the prospectus of this happening practice, contact Professional Transition Strategies. Email Kaile Vierstra: kaile@professionaltransition.com or give us a call: 719.694.8320. We look forward to hearing from you!

Western North Carolina Pediatric Dental Practice

There is something about Western North Carolina that draws people to the region. This pediatric dentist is interested in bringing on a 50/50 partner to accommodate the incredible growth the practice has experienced! Currently located in a large office building, there is a physical expansion opportunity as well. Six fully equipped operatories. Collections of \$1.87 million and EBTIDA of \$300,000. 3,000 active patients. Real estate opportunity. Please contact Kaile Vierstra with Professional Transition Strategies to learn more:

kaile@professionaltransition.com

Luxury Office Space Available

Investing in the growth of your business is absolutely vital! If you are looking to expand and are wanting a beautiful large modern office space that would not only help you grow but allow you more room to perform operations then this is for you. We have a beautiful 3,562 sq ft luxury office for sale located at 208 Enon Springs in beautiful Smyrna TN! This office is absolutely loaded with the best features to drive your business! This Luxury Office Space features a gorgeous boardroom, 8 Full Offices, 3 full bathrooms, A Large Reception Area, and so much more! Click here for your own private video tour! Contact The Eddie Cox Team at (615) 429-7572

EQUIPMENT FOR SALE

Intraoral X-Ray Sensor Repair/Sales

We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/Carestream, major brands. We buy/sell sensors. American SensorTech 919-229-0483 www.repairsensor.com



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.

ADA Credit Card: US Bank adavisacard.com

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

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

Best Card: Credit card merchant processing services.
877-739-3952

Bento: A modern alternative to dental benefits. visit bento.net, email smile@bento.net or call 800.734.8484.

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

BMO Harris Bank: Practice financing and commercial real estate loans. 1-833-276-6017 or bmoharris.com/dentists

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

ClaimX: Electronic Claim Processing - 866-886-5113 Opt 1 (Promo Code KCI0208) or www.claimxedi.com

Cyrcam: Interpretation and translation services. 1-844-737-0781 or getstarted@cyrcam.com

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

DrFirst: iPRescribe mobile electronic prescribing application and service. 866-263-6511 or <https://drfirst.com/products/iprescribe/>

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

GE Appliances: Savings of up to 25% off MSRP on select GE appliances. 1-800-ADA-2308 ADA.org/GE

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: 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 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

HIPAA and HR Management:
931-232-7738 or www.DentalComplianceTN.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

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

TSI (Transworld Systems): Past due patient payments and debt collection services (877) 377-5378 or gotsi.com/michaelglass

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



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