

NODA News

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NODA News April 2019

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NODA News

MISSION STATEMENT

To maintain a cohesive organization that serves its membership by promoting the art, science and professionalism of dentistry, and by communicating the value of optimal oral health to the community.

VOL. 57

APRIL '19

NO. 04

President's Message

by Peter M. Tufton, D.D.S. – NODA President



Goodbye winter, hello spring! It is a busy time for NODA members this season with various activities

and events. To kick off the season, the annual Crawfish Boil will take place on April 12th, at Southport Hall. Pass a good time with your staff and fellow dentist, pinching tails, sucking heads, and drinking a cold brew. Remember, you must RSVP for this event! Next up on the calendar is Dentist Day at The Legislature on April 24, 2019. One can truly make a difference by attending this and meeting with your legislator. Your presence helps bring awareness to matters that affect your profession. So don't let special interest groups decide how you practice dentistry.

It is now time to register for the New Orleans Dental Conference/Louisiana Dental Association's Annual Session on May 9-11, 2019 at the Hyatt Regency Hotel. Dr. Gizelle Richard and committee have put together an impressive list of speakers. Make sure to call your former classmates for a goodtime and a great way to gather CE credits. Don't forget the LDA Summer Conference will be held this year at the Sandestin Gulf and Beach Resort on June 18-22, 2019.

I want to especially thank all of you who attended the President's Banquet on March 8th at the New Orleans Country Club. This night was truly one to remember, and I am honored to be your 101st President of NODA. Special thanks to Dr. Donald Toso who presided as Master of Ceremonies and Dr. Gustavo Coutin for providing the invocation. Congratulations to our

Honor Dentist, Dr. David Hildebrandt, and to Marilyn Brandt, the recipient of the Victor B. Marquer award. We are grateful for Mrs. Brandt who presented NODA with the original die designed by her father-in-law, which is used to make the Past President's pin. Please remember to continue to volunteer to keep NODA strong.

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Extra! Extra! Some Like 'Em Hot!

by Byron C. Ganuchau, D.D.S. – NODA President-Elect



Let the good times roll with a cajun crawfish boil. We are throwing some crawfish in the pot, then adding some seasoning to make it hot. Join us for good food and good times as we celebrate the New Orleans Dental Association's annual Crawfish Boil. Heads or tails, meet us at Southport Hall on Friday, April 12, 2019 from 6:00pm to 9:00pm. Come hungry as we cookin' fresh, plump, and ready to be peeled crawfish.

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“Dentists in Louisiana Want to Give Opioids the Boot”

by Kristi M. Soileau, D.D.S., M.Ed. – LDA President-Elect and LDA Ad Hoc Committee Chair on Opioid Awareness



The Louisiana Dental Association would like to do its part in educating our members and the public on the dangers of opioid abuse, as well as to inform children of the dangers of opioids by having them participate. For the contest, we are asking children to create an image representing dentists educating others on the risks and harm of opioid abuse.

It is my hope that ultimately this project will help LDA member dentists portray a unified front in addressing the opioid crisis per last year's urgent message from Capitol Hill to us through the ADA.

Please encourage your patients who have children, grandchildren, or friends between the ages of 8 and 18 to submit artwork, per the instructions on the following pages or from the information posted under the “Public Resources” link on the LDA website (www.ladental.org). Artwork can be created in any media or materials form.

The overall winner will be featured on the cover of the summer LDA Journal issue, and honorable mentions will be displayed at the New Orleans Dental Conference/LDA Annual Session on easels in the Exhibit Hall.

This should be a fun venture for lots of children... and there are cash prizes for the winning “artists”!

Additionally, throughout the campaign, the LDA website will be very informative, with links to the ADA Opioid section and other resources, including educational material for both dentists and patients. Please feel free to disseminate this information to your peers, your patients, and your friends and consider posting on your office websites. More info will be provided throughout the year.

I welcome and appreciate NODA member input towards helping make this program as successful as possible.

Thank you for your membership and for your dedication to tripartite dentistry and patient-centered care.

only \$25 a chance!

1st Place - \$1,000
2nd Place - \$500
3rd Place - \$200

Buy Tickets for LDA's “Split the Pot” Raffle!

**Proceeds benefit LADPAC and the
LDA's grassroots efforts.**

**Tickets available at the component level or by
calling the LDA at 1-800-388-6642.**

*Drawing will take place at the New Orleans
Dental Conference and LDA Annual Session
May 10, 2019, at the
Hyatt Regency Hotel, New Orleans.*

Winner need not be present to win.



LDA Opioid Awareness Campaign

"Dentists in Louisiana Want to Give Opioids the Boot" Kids Art Contest

Entry Form

☐

AGE 8-12 DIVISION

☐

AGE 13-18 DIVISION

NAME OF ENTRANT: _____

AGE: _____ DATE OF BIRTH _____

ADDRESS: _____

SCHOOL: _____

TELEPHONE NUMBER: _____

SIGNATURE OF ENTRANT: _____

(I acknowledge that this is my original artwork.)

SPONSORING DENTIST: _____

The undersigned hereby request and approve the entrant's registration and participation in the Louisiana Dental Association art contest. In consideration of such registration and participation, the undersigned hereby agree to hold the LDA and any of its subordinate units and their officers, members, agents and employees, blameless and without liability, and hereby agree to release, indemnify and hold harmless all of the above mentioned from any and all claims and expenses resulting from or relating to entrant's said participation. Entries become the property of the LDA, which retains exclusive rights to use said entries in future promotional materials, with creative credit given to the artist.

SIGNATURE OF PARENT/GUARDIAN:

PRINTED NAME:

DATE: _____

SCORING INFORMATION TO BE COMPLETED BY LDA OFFICIALS:

Slogan Clarity (max of 30 points): _____

Artistic Merit (max of 30 points): _____

Overall Impact (max of 40 points): _____



LDA Opioid Awareness Campaign

"Dentists in Louisiana Want to Give Opioids the Boot" Kids Art Contest

Contest Rules

Opioids – natural or synthetic, illicit or otherwise – all carry similarly high risks of dependency, addiction and overdose and are known to be addictive. Opioids also include common prescription pain relievers. If misused or abused, these drugs can cause severe harm.

The Louisiana Dental Association would like to do its part in educating our members and the public on the dangers of opioid abuse, as well as to inform children of the dangers of opioids by having them participate. For the contest, we are asking children to create an image representing dentists educating others on the risks and harm of opioid abuse.

- Poster must reflect the theme of "LDA MEMBERS FOR A DRUG FREE LOUISIANA" and must provide a positive message and focus on solutions to our state's opioid abuse problems.
- Use 8 1/2 x 11, white, vertical sheet of paper.
- Open to Louisiana children, ages 8 to 18.
- Entries may be done via various media, including freehand with pencil, ink, crayons, markers, and the like, or submitted digitally if designed on a computer. No copyrighted images. Must be original work.
- Must be the student's original slogan and artwork, and should be age appropriate within the grade division. Signature signifies it is student's original artwork.
- No glue or glitter.
- Each entry must be submitted with a fully completed and legible entry form.
- All entries become the property of the Louisiana Dental Association and may not be returned to the artist.

Judging

Judging will be done by the Louisiana Dental Association Opioid Awareness Ad Hoc Committee with the assistance of the LDA staff. A 100 point scoring system will be used to determine the winners. All entries will be anonymous to judges. Items of consideration in which entries are judged will be in regards to quality and creativity of design, positive approach to the theme, and reproductability of the piece.

30 Points: Slogan - How clearly is the theme presented?

30 Points: Visuals - How well do the visuals convey the message?

40 Points: Overall impact - How effective was the poster in capturing your attention and causing you to reflect on the topic?

Awards/Prizes

An overall winner will be featured on the front cover of the *LDA Journal*, a quarterly peer reviewed magazine for dentists with 2,000 subscribers. Winners' artwork will also be featured at the New Orleans Dental Conference/LDA Annual Session May 9-11, 2019. Awards will also be provided for 1st, 2nd, and 3rd place participants in each of the age groups. If appropriate, judges have the right to select Honorable Mention entries.

Prizes: 1st - \$100; 2nd - \$75; and 3rd - \$50.

Submission/Deadline: April 15, 2019

Entries should be postmarked by April 15, 2019, to the

LDA Office, Attn: Dr. Kristi Soileau, 7833 Office Park Blvd., Baton Rouge, LA 70809

Questions should be directed to (225) 926-1986 or info@ladental.org.

Email submissions are welcome. However, if an emailed submission is not high resolution enough to be printed on the cover of the *LDA Journal* and the entrant cannot produce the original piece, the entry will be forfeited.

Special Thanks to Our Sponsors:

MCNA Dental and Brown & Brown of Louisiana Association Services Professionals

Another Successful Give Kids a Smile Day!

by Nicole B. Christie, D.D.S. - Children's Dental Health Month Committee Chair



Greetings to all NODA Members,

On Friday, February 22, 2019, the 11th Annual Give Kids A Smile event was held at LSU Dental School. Once again, the LSU School of Dentistry AAPD Student Chapter organized the event. Under the direction of D3 student Bryant Bourgeois, the group led the day's events.

The AAPD student chapter organized a team of excited volunteers. 69 LSUSD hygiene students, 116 LSUSD students, 9 LSUSD hygiene faculty, 2 LSUSD dental faculty, 6 LSUSD pediatric dental residents, 4 LSUSD pediatric dental faculty, 7 LSUSD staff, and 3 NODA member volunteers were on hand during the event.

An outer space theme was displayed across the clinic floors and reception areas to welcome the students. Approximately 140 children, grades 2nd through 5th from Esperanza Charter School were separated into groups and rotated through multiple stations throughout the dental school. The dental clinic station performed exams on the students as well as a prophylaxis, sealants and fluoride treatment. The oral hygiene station discussed oral hygiene tips and healthy food choices using displays, games, and videos. Thanks to the generosity of Campus Federal, the students were able to bring home pictures of their day from an interactive photo booth.

In between dental screenings and oral hygiene tips, students brushed stuffed animals teeth and "filled their cavities", played "Tooth Trivia", colored, and constructed crafts. The last station of the day was healthy lifestyle. Tulane football players were on hand to play with the students. There was cornhole, soccer, kickball, and football to entertain the children.

Thanks to the generosity of NODA, the students and chaperones finished the morning off with a healthy boxed lunch from Honey Baked Ham Company.

All 140 parents consented to dental screenings on their children. Of the 140 students screened, 15

children were found to have emergent dental needs, 62 students had urgent dental needs and 63 children were found to be in good dental health. In addition to prophylaxis and fluoride, 32 children had a total of 94 teeth sealed. Detailed information about the results of the oral health screening went home to the parents. The LSU Pediatric Dentistry department has been in contact with parents of the children that were recommended follow-up care.

It was a successful Children's Dental Health Month and I want to thank all those involved that helped with all of our annual Give Kids a Smile event.

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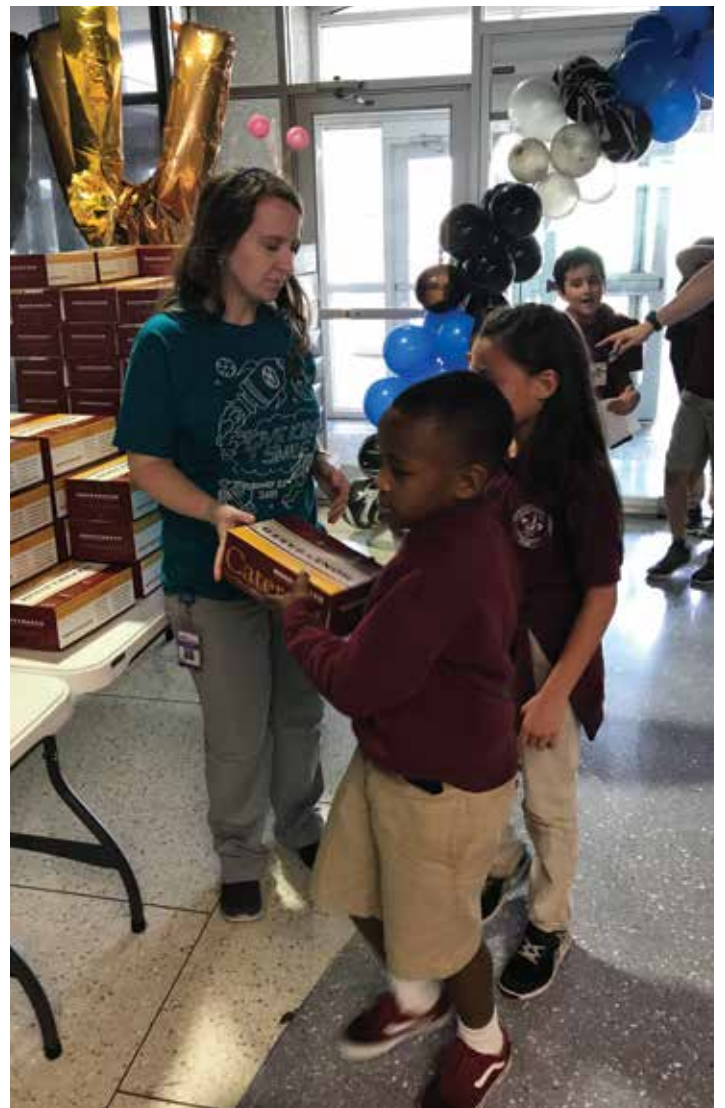
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Give Kids A Smile

LSUHSC School of Dentistry

Photos courtesy of Leslie Capo



LSU Students Attend the ASDA House of Delegates

A big congratulations to the amazing students who represented the LSU Health School of Dentistry at the American Dental Education Association Annual Session (ASDA) in Pittsburgh February 27th through March 2th. ASDA is a national student-run organization that protects and advances the rights, interests and welfare of dental students. Its Annual Session

brings together hundreds of student leaders from all 66 U.S. dental schools. It is the official meeting of ASDA's House of Delegates and the meeting during which association policy is voted on. Attendees hear from prominent speakers both within and outside dentistry addressing hot topics and sharing inspirational lessons. The week's events also include a dental expo

where attendees meet vendors and make valuable contacts; the Gold Crown Awards Ceremony where we recognize the achievements of our chapters and our members; and elections of new national leaders. The meeting culminates with a celebration at the themed gala. This meeting is the high point of ASDA's year!



From left to right: Evan Tatford (LSUHSD ASDA President), Stefania Balasa, Megan Duhon, Gerard Scannell, Julia Daigle, Katherine O'Friel.

STILL WORKING HARD FOR YOU



The New Orleans Dental Enterprises, LLC (NODE) has been used for the last four years! NODE is the for-profit arm of your New Orleans Dental Association, which brings member related benefits of savings on endorsed products and services to help you in your practice.

Our Slogan: "Saving Money Through Membership".

Our Mission: To endorse companies with products and/or services which can save our NODA members money by purchasing discounted products and/or services in your practices. NODE refers to these companies as "Preferred Providers".

The money you spend with these Preferred Providers generates a royalty back to NODE! The royalties are used to: Off-set expenses in the NODA office, Keep membership dues low, Support the annual NODA crawfish boil, Sponsor two General Membership meetings a year for continuing education hours with free food and Donate money to dental profession related causes.

By using these sponsored companies, we can continue to grow this amazing NODA entity know as NODE.

Your Preferred Providers:

ClaimX = electronic dental claims processor.

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NODE committee members who are working hard for you are: Drs. Kevin Collins, David DeGenova, Vincent DiLeo, Jr., Charles Jouandot, Jeffry Leeson, Kristopher Rappold.

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Dentists' Day at the Legislature

Wednesday, April 24, 2019

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Register at:
www.ladental.org/dentistsday



Dentists' Day is a grassroots event celebrating the dental profession that offers dentists the opportunity to meet their lawmakers. After visiting with your legislators, don't forget to enjoy the reception, with food, music, and fun!

Schedule of Events

- | | |
|------------------|---|
| 2 p.m. | Briefings (Capitol Park Welcome Center, walking distance from Capitol) |
| 4:30 p.m. | Visit House and Senate chambers and leave notes for legislators |
| 5:30 p.m. | Reception for dentists, guests, and legislators at Pentagon Barracks (walking distance from Capitol) |

Registration Form: Please mail, fax, call or e-mail the LDA by April 17 to reserve your spot!

Name _____

Phone _____

Email _____

I will be attending (circle one):

- 1) *ONLY* the briefings from 2-4 p.m.
- 2) *ONLY* the reception at 5:30 at the Pentagon Barracks
- 3) *BOTH* the briefings and the reception

Address: 7833 Office Park Blvd.
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Telephone: (225) 926-1986
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Most dental practices inevitably wind up with a residual number of patients that do not pay in a timely manner. As a result, they typically have turned to the only four options that were available to them, namely In-house efforts, hiring a Collection Agency, obtaining Legal Assistance or finally Writing off the debt. Once you have provided services to your patient, you have a right to expect to be paid for your service. However, anyone who has been in business for even a month has learned that prompt payment isn't always the case.

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- Become informed of the fair debt collection practices act rules & regulations..."Eliminate Need of Collection Agency"
- Overcome objections and get paid for your services ... "The Art of Negotiation"
- Prevent Slow pays from becoming No pays ... Learn to properly manage your accounts receivables.
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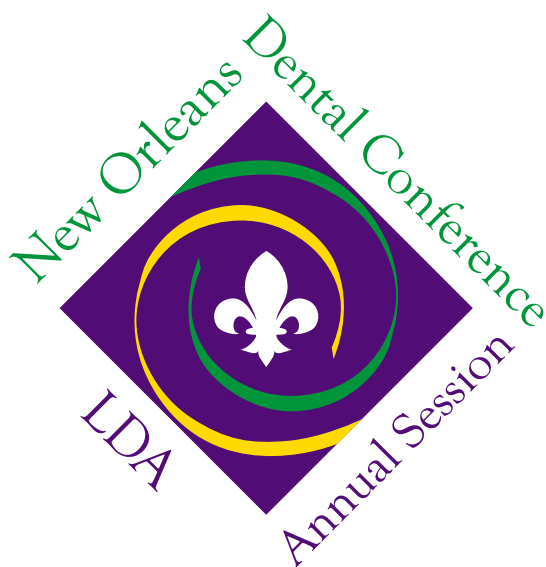
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May 9-11, 2019 **Hyatt Regency Hotel**

*Conference Opening Reception,
 LDA Party to Salute Immediate Past President,
 Dr. Daniel Weaver, and LSU School of Dentistry
 Alumni Reception.*

Thursday, May 9, 7 - 10 p.m.
Celestin Ballroom – Hyatt Regency Hotel

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- Acquire New Property
- Pay Down Debt
- Boost Marketing Presence

Actual Savings Generated by Cost Segregation Studies

Facility Type	Total Property Cost	First Year Cash Flow from Tax Savings	Five Year Cash Flow or 100% bonus/first year
Medical Practice	\$260,000	\$15,999	\$29,151
Leasehold Improvements	\$667,000	\$53,476	\$67,593
Dental Facility	\$1,400,000	\$73,751	\$131,569
Residential Rental	\$1,712,000	\$98,222	\$125,471
Surgical Center	\$2,730,000	\$41,418	\$219,450
Regional Hospital	\$7,400,000	\$323,673	\$605,133
Dental Surgical	\$8,389,000	\$692,183	\$973,836

See If you Qualify for Tax Savings:

Cost Segregation/Bldg System Valuations
100% Bonus Depreciation
Removal & Disposition Cost / (PAD)
Capital to Expense Reversal

For over 18 years, Kathy has been the liaison and NODA preferred provider for the New Orleans Dental Association.

Dentists in Louisiana and Mississippi have received millions of dollars in tax savings with her assistance. Kathy is a trusted advisor to countless CPAs and Tax Professionals nationwide. She has published articles such as "Pay Less to the IRS" and presents at Dental Continuing Education Classes across the U.S. as a Cash Flow Specialist.

For your **Cost Free** property analysis, please contact:

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New Orleans Mardi Gras



Dr. Peter Tufton, New Orleans Dental Association President, passes out Krewe d'Etat beads to a parade-goer.



Dr. Michael Tufton jokes around with his mom, Mrs. Linda Tufton.



Dr. Linda Cao, Dr. Kristi Soileau, and Ms. Krystal Oliviera with LSU Health Foundation get ready to ride in the Krewe of Iris.

Bulletin Board

APPRAISALS, SALES, ASSOCIATESHIPS, PRE-RETIREMENT PLANNING

ADS South specializes in valuations and transitions for dentists. Learn how to protect your practice in case of death. Call Dr. Earl Douglas at 770/664-1982 or visit our website www.adssouth.com.

Metairie merger opportunity coming soon! Look for this profitable \$700K+ practice data soon! It can receive a merger practice or move into your office. Flexibility and seller willing to transfer patients to you.



GENERAL DENTISTS NEEDED (New Orleans & Greater Baton Rouge Areas)

Whether you are a recent dental school graduate or a current practitioner interested in pursuing new opportunities, Louisiana Dental Center offers dentists the ability to perform in an autonomous and collegial atmosphere without the burden of managing a practice. With numerous up-to-date facilities scattered across southern Louisiana, our practice is in a unique position to offer flexible schedules and working options for the general dentist or specialist. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or fax CVs to his attention at 985/893-2629.

ORAL SURGEON AND PERIODONTIST NEEDED (Baton Rouge Area)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking an Oral Surgeon for its Denham Springs and Gonzales locations and a Periodontist for its Denham Springs and Zachary locations. Please contact Terry Ernst at 985/893-2240 or e-mail CV to ternst@ladentalcenter.com.



NODA News is published every month with the exception of June and August. Deadline for ads and editorial material is the 10th of the month preceding publication. Ads and news should be sent to: info@nodental.org
NODA News is a publication of the New Orleans Dental Assn., 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. Phone (504) 834-6449.

PART-TIME GENERAL DENTIST NEEDED

We are looking for a part-time General Dentist to join our family practice. Please send your résumé to lrglaser@aol.com if you are interested.

SATURDAY GENERAL DENTISTS

Louisiana Dental Center is seeking General Dentists to work Saturdays at its locations in the Greater New Orleans area. If you're interested in joining our team, please contact Terry Ernst at 985/893-2240 or e-mail CV to ternst@ladentalcenter.com.

UPHOLSTERY

Are your dental chairs looking shabby? Reupholstery could make a huge difference. Call me for a free estimate. Fast pick-up and delivery. James Melerine Upholstery. 504/430-2307

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Upcoming CE Courses: April – July 2019

For registration and latest course updates: www.LSUHealthNewOrleansCDE.org
or call 504-941-8193 Questions? Email info@LSUCDE.org

Every effort has been made to present this course listing as accurately as possible from information available on March 15, 2019.
Notice of changes will be announced on the website. Check for the most up-to-date list of courses here: www.LSUHealthNewOrleansCDE.org.

Course Date(s) & City	Course Name, Speaker(s) & Location	For	Fees	Hours*
April 12-14 Live in New Orleans	Expanded Duty Dental Assistant (EDDA) w/ <i>Nancy DeGruy, RDH, CDA, EDDA; Dana Williams, CDA, EDDA; and Brianne Mannio, CDA, EDDA</i> – at LSU School of Dentistry	Assistant	\$650	24 C (12L/12P)
May 17-19 Live in Lafayette	Expanded Duty Dental Assistant (EDDA) w/ <i>Karen Coco, EDDA; Loretta Hoyer, EDDA, CDT; and Telisa Rogers, EDDA</i> – at Lafayette General Medical Center	Assistant	\$650	24 C (12L/ 12P)
Starts May 17-19 Ends June 7-8 Live in New Orleans	Local Anesthesia Training Program for Dental Hygienists (must attend both sessions). Presented by <i>Christopher J. Spencer, DDS</i> with injection lab guidance and supervision by members of the LSU School of Dentistry hygiene faculty – at LSU School of Dentistry	Hygienist	\$1,595	38 C (18L/12P/ 8SA)
May 18 Live in New Orleans	Digital & Conventional Radiology for the Dental Assistant (RAD). Presented by <i>Dale Hernandez, LRT</i> – at LSU School of Dentistry	Assistant	\$300	7 C (3.5L/3.5P)
Jun. 7-8 Live in New Orleans A "Hands-On" Course	How to Fabricate a New Generation of Hybrid Dentures for Edentulous Patients (1.5 days). Presented by <i>Marco Brindis, DDS</i> with <i>Julio Zavala, MDT</i> – at LSU School of Dentistry ♦ Dentists: if you are bringing your assistant, please call (504) 941-8193 to register; do not register online.	Dentist Dental Assistant	\$1,995 ♦ Free	10 C (6L, 4P)
June 14-15 Live in New Orleans	Moderate Sedation Review Course (Pediatric Patients Only) – Covers Oral Sedation and IV Sedation. Presented by <i>Michael D. Webb, DDS, MEd</i> – at LSU School of Dentistry	Dentist Team Member	\$959 \$249	12 C (12L)
June 21-23 Live in Baton Rouge	Expanded Duty Dental Assistant (EDDA) w/ <i>J. Rayborn, EDDA; L. Hernandez, CDA, EDDA, and L. Smith, RDH</i> – at National EMS Academy in Baton Rouge	Assistant	\$650	24 C (12L/12P)

*Hours C=Clinical NC=Non-Clinical L=Lecture P=Participation

■ This is the regular tuition. Register 4 weeks before and SAVE – see website for Early Bird savings and deadlines.