

NODA News

Volume 54 | Number 4

Article 1

2016

NODA News April 2016

Follow this and additional works at: <https://commons.ada.org/noda-news>

Recommended Citation

(2016) "NODA News April 2016," *NODA News*: Vol. 54: No. 4, Article 1.

Available at: <https://commons.ada.org/noda-news/vol54/iss4/1>

This Full Issue is brought to you for free and open access by ADACCommons. It has been accepted for inclusion in NODA News by an authorized editor of ADACCommons. For more information, please contact commons@ada.org.

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. 54

APRIL '16

NO. 04

President's Message

by Richard L. Owens, Sr., D.D.S. - NODA President



Hello again everyone. It is hard to fathom that we are here in April already and that daylight savings time and spring have arrived. I would first like to thank all those who attended the President's Installation Banquet on March 12th. All of you there made this a very special event for myself and my family. I really appreciated that Father Bo Majors was able to enjoy the evening with us and was honored that Senator Gary Smith and his wife were able to come by and socialize and mingle with us before the dinner. A special thank you and appreciation goes to our 2015 President Dr. Donald Bennett for all he does for the association and thanks Dr. Vincent DiLeo, Jr. for doing an impeccable job with the charismatic entertainment as Master of Ceremonies. Highest congratulations go to our 2015 Honor Dentist Robert E. Barsley, D.D.S., J.D. And of course we could not have

pulled any of this off without the awesome organization, planning, and attention to detail that Andrew, Norma, and Connie were able to provide. Thanks for the Great Job!

I would also like to thank all those NODA members and LSU Dental Students for attending the 2016 Dentists' Day At The Legislature on March 30th. By joining our fellow LDA members, we were able to make a significant impression on our local legislators with our discussion of the topics and bills important not only to our profession but to the people of the State of Louisiana as well. Thanks Dr. Gizelle Richard for helping make this event a great success!

Headlining the list of events for this month is our New Orleans Dental Conference and the LDA Annual Session on April 14-16. Thanks to Dr. Jeffry Leeson and the committee for a great slate of events, exhibits, and speakers. You can register online at www.nodc.org as well as onsite. NODA needs strong financial support from all of you for three main revenue sources. (1) – Your dues; (2) – Attendance and support for your local NODA Conference; and (3) – Your LAD-PAC contributions. Without your strong support through these three avenues, we cannot continue to provide our best benefits for your membership. We will not be able to offer our annual All-Day-Seminar this fiscal year due to lack of fun-

ding! Come on out to the conference, have fun and get some great CE! As of December 2013 three states so far have imposed a 'tax' or 'fee' on dental services – Hawaii, Minnesota, and New Mexico. More states are beginning to implement these rules. This tax is not a covered expense by dental benefit plans and an ADA Claim Form with CDT Code D9985 sales tax must be submitted. This code became effective January 1, 2014. So Please Help Us Help You! – Support your NODA – keep us strong and we can continue to prevent these negative effects on your practices.

Don't forget our Crawfish Boil on May 6th and our next General Membership CE Dinner Meeting on May 25th at the Metairie Country Club. Dr. Charles Silvia, Jr. and Bicon will be discussing short implants. And please remember to put on your calendar our LaMOM Event at the Alario Center on September 30th and October 1st. Log on to: www.lamissionofmercy.org for more information.

Your presence, participation, input, and financial support at your NODA Events are greatly appreciated!! See you soon!

your profession
your future™
your association

Another Successful Give Kids a Smile Day!

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



Greetings to all NODA Members, February was an exciting Children's Dental Health Month. As your NODA Children's Dental Health Month Committee Chair, I am happy to discuss the events we planned to raise awareness and pro-

vide dental care to underserved children for Children's Dental Health Month.

On Friday, February 26th, 2016, the 8th Annual Give Kids a Smile event was held at LSU Dental School. LSU Pediatric Dentistry faculty Dr. Kimberly Patterson organized a team of volunteers that included 187 dental and hygiene students. 26 pre-dental students eagerly arrived from many colleges throughout the state to volunteer as well. 11 LSU faculty, NODA dentists, and LSU Dentistry residents were on hand to advise the students during screenings. All in all, there were close to 250 people, including dental assistants and staff,

on hand for this great event.

Approximately 72 kids, grades 3rd and 4th from Arthur Ashe Charter School were rotated through three stations including dental screening, oral health instruction, and anticipatory guidance regarding trauma management and use of mouthguards. Dental students and volunteer dentists provided dental screening as well as prophys and fluoride treatment. Dental hygienists and hygiene students discussed oral hygiene tips and healthy food choices using displays, games, and videos. In between dental screenings and oral hygiene tips,

Con't. pg. 3



"I only have one regret about selling my practice. I should have called Dr. Earl Douglas sooner."

Sound Advice.

Trust us for all your dental transition needs.

- Appraisals
- Associate Placement
- Brokering
- Equity Associateships
- Practice Financing

ADSSouth.com



Practice Transitions Made Perfect™

All ADS companies are independently owned and operated.



GEORGIA, LOUISIANA & TENNESSEE
Earl Douglas, DDS, MBA, BVAL
HAILS FROM CUMBERLAND, MD
(770) 664-1982
earl@adssouth.com



N. CAROLINA, S. CAROLINA, VIRGINIA, MARYLAND & DC
James J. Howard, DMD
FORMER PRESIDENT OF HOWARD DENTAL GROUP IN LAVALE, MD
(910) 523-1430
jim@adssouth.com



ALABAMA, MISSISSIPPI & W. TENNESSEE
Rebecca Kyatt
(205) 253-9094
rebecca@adssouth.com



OFFICE MANAGER
Virginia Douglas
(770) 664-1982
virginia@adssouth.com

Another Successful Give Kids a Smile Day! - Con't.

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

lab technician David Vela was on hand as a magician. David amazed both the kids and those of us who have never seen his magical abilities.

Of the 72 students screened, 13 children presented with emergency dental needs including pain or abscesses, and 22 children were found to have urgent dental needs included cavities and recommendations for sealants or orthodontic consultations. 37 children were found to be in good dental health. 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 these children to recommend 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 Give Kids a Smile events.

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 Spring Crawfish Party!!

by Gustavo M. Coutin, D.D.S. – NODA President Elect



The New Orleans Dental Association's Annual Crawfish Party will be held on Friday, May 6, 2016 from 6:30pm to 10:00pm at Southport Hall (www.new-southport.com), located at 200 Monticello (at River Road) in Jefferson, LA. Also on the menu will be jambalaya, vegetable trays, fruit trays, sandwiches and dessert. There will also be a caricature artist and balloon clowns from 6:30pm to 9:30pm performing complimentary facial sketches. Come, mingle, eat, drink and share war stories. The crawfish party is a free benefit to NODA members. The first guest is \$10.00 and any additional guest is \$20.00 (this applies to staff members and/or family members over the age of 6).

Register and send in your list of each guest with you and make your check payable to:

NODA
2121 N. Causeway Blvd
Suite 153
Metairie, LA 70001

This is a good crawfish season, don't miss out on those mudbugs! We certainly hope to see you.

Sponsored in part by the following companies:

Darby Dental Supply, LLC

Vance Rudnet-
Senior Account Manager
3300 University Drive, Suite 250
Coral Spings, FL 33065
Phone: 1-800-448-7323 X2124
Fax: 1-800-329-3272
vance.rudnet@darbydentalsupply.com
www.darbydental.com

Brown & Brown Insurance

Stormy Blair, AU-Vice President
3840 Highway 22,
Suite 300
Mandeville, LA 70471
1-888-503-5547
stormy@ellis4u.com
www.ellis4u.com

New Orleans Dental Enterprises, LLC

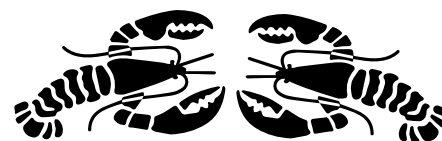
Dr. Kevin J Collins - Chairman
2121 N. Causeway Blvd.
Suite 153
Metairie, LA 70001
504/834-6449
www.nodental.org

Dentsply North America

Kristen Daniels
Phone: 918/674-3886
kristen.daniels@dentsply.com

KaVo Dental

Michelle Helmke
Territory Sales Manager
Phone: 504/416-3824
michelle.helmke@kavo.com



Increase cash FLOW Pay LESS to the IRS



By: Kathy K. Ferguson "NODA Preferred Provider" - Cost Segregation Services

If you would like to Save tens of thousands of dollars on your Income Tax...

If you want to discover the secret To Lower Your Taxes and Increase your Cash Flow, Then... KEEP READING...

Imagine being able to finance a new renovation, purchase new equipment for your office, invest in more properties, reinvest in your business, pay for your inevitable conversion to LED lights, pay off a loan, fund a retirement account, pay for a child's college education, resolve any other financial needs or even take that well deserved vacation.

Now you can ... by lowering your taxable income which reduces your tax liability. The vehicle you can use to do this is called "Cost Segregation". Dental Professionals like yourself are just beginning to discover what large commercial property owners have known for years. They can greatly increase their cash flow through an IRS approved tax strategy that is not well known or widely advertised called Cost Segregation.

Actually, the IRS considers an "Engineering-Based" Cost Segregation Study to be the "most methodical and accurate." In fact, it is their preferred method. An "Engineering-Based Cost Segregation Study" can enable those who own or lease commercial properties, or who have made substantial leasehold improvements or renovations, to save of tens of thousands or even hundreds of thousands of dollars on their income taxes.



Kathy K. Ferguson
"Cash Flow Specialist"

Over 30 years of experience in
Increasing Cash Flow for
Dental Practices across the U.S.
Preferred Provider for NODA
Over 15 years.

1-866-932-2327

Kathy@KeyToYourMoney.com

How Can I Save Money on My Taxes if I Own or Lease Commercial Property?

Cost Segregation is a proven and tested method that came into being in August 1997, with the landmark tax court case, Hospital Corporation of America (1997). Prior to that ruling, the cost of commercial buildings and capital leasehold improvements had to be depreciated over 39 years, regardless of the building type, age or use. With an "Engineering-Based" Cost Segregation study, owners **can accelerate the depreciation** of qualified non-structural building components into more efficient timeframes such as five, seven, and fifteen years. It can be applied to any owned or leased commercial properties, purchased, constructed, expanded, acquired, or remodeled since 1987. The result is immediate significant tax savings. The owner of a \$1 million building could see as much as \$70,000 to \$100,000 in additional cash flow and the Dentist who leases space but paid for their tenant build out could receive up to \$30,000 or more in increased cash flow.

Do CPA's Recommend Cost Segregation?

An "Engineering-Based" Cost Segregation study is highly recommended by the American Institute of Certified Public Accountants (AICPA). In fact, In the AICPA "Journal of Accountancy", in an article entitled "Tax Strategies CPA's Can Use to Help Clients Save Money" they recommended that all owners of commercial real estate should obtain independent, engineering reports that segregate assets into proper categories. The article also stated that **"A taxpayer can substantially increase cash flow by segregating property cost."**

Many CPAs have heard about cost segregation, and are now recommending it to their clients. Because the IRS recommends that a study be done with engineering or construction expertise (which is rare within the CPA community), Tax Professionals are utilizing engineering groups to help get this accomplished. This study works for dental practices that own commercial properties even with a "small cost basis" as low as \$200,000. "Engineering-Based" Cost Segregation experts will work closely with your CPA's by providing all the engineer expertise that is needed.

What Does the IRS Say about Cost Segregation?

The IRS, on their **IRS.gov website**, shows that. An "Engineering-Based" Cost Segregation study is the preferred method of applying cost segregation", it states that it's the **most methodical and accurate approach**. The result could be a significant and immediate increase in cash flow and tax savings. IRS guidelines state that "a cost segregation study from a construction engineer is more reliable than one conducted by someone with no engineering or construction background." Anyone, whether they are individuals, 'C' corporations or LLCs, who own or who made leasehold improvements to their locations should consider an "Engineering-Based" Cost Segregation study as part of their financial planning.

Who Has the Experience and Expertise to perform Cost Segregation Study?

Property owners are strongly encouraged to seek out an Engineering firm that specializes in "Engineering-Based" Cost Segregation studies and that meets all the necessary qualifications. The IRS also strongly recommends that the study provider have an "arm's length" relationship with owners and their accountants.

Because the technical expertise needed to identify what components can be accelerated, Internal IRS directives make it clear that only those with expertise in the various aspects of commercial construction and specialized legal expertise are qualified to conduct cost segregation studies. The required expertise outlined by the IRS includes understanding construction methods and systems, reading blueprints and engineered drawings, and knowing the relevant court cases and private letter IRS rulings. This skill set is a blend of engineering, legal, and specialized tax expertise.

The types of assets that the engineers can identify and reclassify include the following components:

- **5 & 7 year:** items might include: electrical, plumbing, mechanical, dedicated computer equipment, decorative building elements, flooring, mill-work/moldings, built in cabinets, wall coverings, lighting or security and numerous other components.
- **15 year:** items might include: landscaping, paving, fencing, site utilities, parking lot, signage, etc.

Who Can Benefit from "Engineering-Based" Cost Segregation Studies?

The IRS ruling applies to **anyone who owned or leased commercial property after 1986 such as:** New Construction • Purchase of Existing Property • Renovations or Expansions • Leasehold Improvements • Existing Property Placed in Service After 1986 • Real Property Acquired through Estate.

What are the Qualifications?

1. Individuals who have purchased, constructed or renovated any property (after 1986).
2. Any individual or company currently paying taxes.
3. Buildings valued above \$200,000 (excluding land).
4. Long-term property holder (plans on keeping property more than three years).

How Do I get a Cost Segregation Study done?

Having performed over 20,000 cost segregation studies on every kind of commercial building, **Cost Segregations Services, Inc. (CSSI)** is uniquely qualified and highly recommended as the "go-to source" for all your cost segregation needs.

Although the process of performing an "Engineering-Based" Cost Segregation study is highly technical, getting started with CSSI is simple. A reliable and highly experienced "Engineering-Based" Cost Segregation specialist will be able to provide a preliminary analysis that can offer you a conservative benchmark of what to expect and exactly what the study will cost. This way you will know what the benefits are before you engage a firm to begin the work. CSSI, makes it simple, easy, and profitable.

Our team will save you and your CPA time and effort. All that's required is a completed Complimentary Property Analysis request form and/or a copy of the depreciation schedule, if applicable, showing the following:

- The date purchased (month and year)
- The cost basis (not including land)
- Any improvements that have been depreciated (cost and dates).

Who is Cost Segregation Services Inc.?

Cost Segregation Services Inc. is a nationwide company with well over 20,000 successful studies completed in over a 16 years. Our professional engineers and other personnel who have expertise in tax laws, cases and rulings on cost segregation, real estate development, architecture, and construction techniques, will provide a quality study.

CSSI is not a CPA firm with the same function that CPAs have. They are an engineering group that works with your CPA as a team to serve and support you in this one specific area...depreciation. In fact, in support of the CPAs, that have seasoned consulting CPAs to answer questions and assist your Tax Professionals in preparing the automatic change Form 3115 "Change of Accounting", or completing it for them, when preferred.

Our Technology is Superior. Our already Cutting Edge Technology was custom updated and now leads all other software in capability and sophistication. It helps to expedite the process and meet our client's deadlines, providing the ability to capture and categorize every architectural, cost and other detail that can be used to the client's advantage.

Our professional, highly qualified, experienced, degreed engineers and other personnel who have expertise in tax laws, cases and rulings on cost segregation, real estate development, architecture, and construction techniques are the reason that our studies have stood up to IRS scrutiny and none have been rejected. Even so, we stand behind each of our studies, and in the unlikely event that there is a cost segregation related audit, our engineers will be available to support your client through the process at no cost, with no limit on time involved. We use degreed engineers, not construction estimators. Our full time staff of engineers are qualified, professional and highly experienced.

Through the specific skill of degreed engineers business owners are able to gain 50% to 75% of increased positive economic results from their identification of hidden components and improvements that are reclassified to shorter lives to take advantage of accelerated depreciation. These elements are identified through: site surveys photos (physically inspecting the property), examining architectural/engineering drawings/blueprints, analyzing the cost data in detail and depreciation schedules and reviewing AIA documents, final change orders and appraisals, etc.

Our "Engineering-Based" Cost Segregation studies usually identify 20% to 40% of a building's cost that can be accelerated over 5-7 years instead of 39 years. With leasehold improvements, the benefits are even greater, up to 30%-50% or more of the improvements often qualify for accelerated depreciation.

We stay abreast of new regulations and applications of cost segregation to ensure that we maintain full compliance. We quickly study to reach expert levels of knowledge of each, such as Tangible Property Regulations, Late Whole/Partial Disposition, Cap/Ex Reversal, Section 179D Incentive, Payroll Tax Reductions. Because of our up to date knowledge and expertise, we offer CPE courses to CPAs on Cost Segregation and the New Tangible Property Regulations (TPRs).

We're also currently offering CPE credited courses to CPAs & Tax Professionals about the New Tangible Property Regulations & the application of Cost Segregation!

What are Other Options and Solutions for Dentists Owning or Leasing Commercial Properties to Increase Cash Flow?

- **Building Systems Valuation Study:** An "Engineering-Based" Cost Segregation study that will identify and value Building. Systems in order to assist tax professionals advising clients on Capitalization and Expense decisions in line with TPRs Improvement Standards associated with costs for construction, renovation, and remodeling projects. This produces additional write offs by expensing assets.
- **Cap/Ex Reversal:** The TPRs created a Capitalization vs. Expense "Reversal" opportunity. Building owners may now reverse previously capitalized costs and expense them in the current year. The new Units of Property classifications enable tax professionals to scrub your depreciation schedule and identify past expenditures that may be expensed in the current year.

**CPAs look for engineer groups to assist them to get the numbers needed, that have the expertise like CSSI who is partnered with TPR expert and nationally renowned Eric Wallace, CPA, to accomplish this work.
- **Late Whole Disposition:** Units of Property that were removed, or abandoned in place and still being depreciated, qualify under the TPRs for the Whole Disposition application. This allows tax professionals to write off the remaining basis from the depreciation schedule. Now you can receive a tax deduction in the current year and a permanent tax savings at the time of sale by reducing recapture costs of the removed Unit of Property. Additionally, all removal and disposal costs qualify as a new deductible.
- **Section 179D:** Section 179D provides for the immediate expensing of \$0.30 to \$1.80 per square foot for qualifying energy efficient projects in commercial buildings. This provides an immediate tax benefit to building owners who must otherwise deduct these costs over 39 years. The provision is effective 1/1/2006 and 12/31/2016. Deductions are allowed for any of the following three major subsystems that meet a lower energy cost savings standard: **a) Interior lighting; b) Heating, cooling, ventilation, and hot water; or c) Building envelope (roof, roof coatings, doors, windows, window film, etc.)** In order to claim the deduction, a Section 179D compliance study ("a Section 179D Certification") must be performed by an independent firm or individual to verify the deduction. If you are the owner of the commercial building or the energy efficient property, you can claim the incentive retroactively for all eligible projects from January 1, 2006.

What other ways can I save Money on my Taxes such as Payroll Taxes?

- **ACA Compliant Wellness Plan: Business Owners SAVE \$1000'S ANNUALLY IN PAYROLL TAX REDUCTIONS.**
This Wellness Plan provides employees a comprehensive wellness program which also includes accident & critical illness benefits. The program will create a benefit bank for employees which can be used to acquire supplemental retirement savings and life insurance with NO REDUCTION IN TAKE HOME PAY. Employers (Dentists) save an average OF \$500 PER EMPLOYEE ANNUALLY IN REDUCED FICA CONTRIBUTIONS.
- **The Program:** The employer sponsors a 125 cafeteria plan allowing the employee to receive wellness benefits, life insurance, supplemental health related benefits, and cash accumulation for retirement with no reduction in take home pay. The Wellness Plan reduces the payroll tax obligations of the employee and employer. After the employee makes his pre-set contribution to the Wellness Plan, he/she receives the chosen benefit in the form of wellness incentives.
- **The Employer:** The Program is valuable to employers as they continue to struggle with balancing compliance, meaningful benefits, rising premium increases and employee satisfaction with their benefits. It saves payroll taxes payable by the employer allowing increased supplemental coverage offered to the employee. The employer receives an average tax savings of \$500 annually per employee of the pretax reduction to grow the business or further incentivize employees.
- **The Employee:** Participation in the Wellness plan provides a pretax incentive that reduces taxable income and creates FICA savings and a "Benefit Bank" for the employee. Employees are reimbursed through participation and receive a post-tax, tax-free incentive payment through the Wellness plan. A participating employee's benefit bank averages \$130 per month. This savings is utilized to provide valuable supplemental coverage. This plan offers a greater tax savings than FSA or HSA plans due to higher allowable limit.
- **Wellness Benefits:** Personalize your wellness program using online, interactive coaching to obtain the greatest amount of supplemental coverage with practically no additional out of pocket expense. Accident & Critical Illness Coverage- Health Risk Assessment- Smoking Cessation Programs -Registered Nurses- Full Service Telemedicine- Dietitians- Certified Health Education Specialist - Wellness Coaching Fitness & Nutrition - Biometric Screening DNA - Mammogram- Prostate Exam (after first year). These are a few of advantages of the program.

Kathy K. Ferguson is the NODA Preferred Provider she has represented Cost Segregation Services, Inc. for the past 9 years. However, has been in the business of assisting companies with cash flow producing services for over 30 years. She is the liaison for the New Orleans Dental Association (NODA) in touch with close to a thousand Dentists in Louisiana and Mississippi alone, working closely with their CPAs and Tax Professionals. She is part of the CSSI team of presenters that host webinars and onsite presentations for CPA firms and state and local tax societies. Kathy has been a guest speaker and has offered financial seminars, collection seminars, C.E. courses, and clinical hours for NODC and other associations throughout the years.

These informative courses have raised awareness and have given an overview of how to apply the most up to date tax strategies that dramatically increase cash flow and drastically lower taxes by lowering taxable income, thereby creating cash flow for investments. In today's economy business owners are looking for ways to address their increased taxes and capitalization and Kathy has the "KEY" to the solution.

For additional information or to request a complimentary analysis, contact Kathy K. Ferguson representing Cost Segregation Services Inc. Be sure to view the **Ad** in NODA News at nodental.org this month in April, **Special Pricing for NODA Members.**

Kathy K. Ferguson

"Cash Flow Specialist"

Phone: 225.932.2327 Fax: 225.282.2327 Cell: 225.247.2890

9655 Perkins Rd. Suite C Baton Rouge, LA 70810

Kathy@KeyToYourMoney.com



NODA Preferred Provider



**Increase Your Cash Flow to Fuel
Your Vehicle to Success
It's Your Money...**



Ask Your Local Preferred Provider – “The Cash Flow Specialist”

How to **Decrease** TAXES...**Reduce** DELINQUENT Accounts INCREASE CASH FLOW...

☐ **Income Tax Savings:**

- **Cost Segregation** - An IRS approved Engineer-Based application that allows Dentists with commercial property, to accelerate depreciation, which lowers taxable income and reduces amount of taxes owed.
- This **Tax reduction** produces Cash Flow that can be used to purchase, construct, renovate a Dental Facility or fund new equipment, upgrades, products, services even your conversion to LED lights.
- Save an average \$40,000 to \$90,000 on your taxes as early as next quarter without an amendment
- Benefit from our experienced, compliant engineer based group (over 20k studies in the past 16 years)

☐ **179D Incentive Energy Tax Savings:**

- Provides for the immediate expensing of \$0.30 to \$1.80 per square foot for qualifying energy efficient projects in commercial buildings.
- Effective for private property (new or retrofit) placed in service between 1/1/2006 and 12/31/2016

☐ **Payroll Tax Savings:** Provide an ACA Compliant Wellness Plan

- Increases employee health benefits without decreasing take home pay
- Doctor Save \$500 per employee per year on average in order to grow their business and be compliant

☐ **Late Whole Disposition Tax Deductions:**

- Units of Property that were removed, or abandoned in place and still being depreciated qualify for new write-offs

☐ **CAP/EX Reversal Tax Savings:**

- Capitalization to Expense Reversals of past renovations, remodels and gutted property, now qualify as deductible repairs.

☐ **MoneyQuest:** (A Delinquent Account Recovery System For Dentists) ... 200% Guarantee

- Reduce Your Accounts Receivables & Collection Cost while maintaining patient relations
- More Money, Faster for Less Eliminate the need of a Collection Agency.



To Receive a “NO COST ANALYSIS” Contact

Kathy K. Ferguson “Cash Flow Specialist”

“Over 30 Years of Experience”

9655 Perkins Rd. Ste. C. Baton Rouge, LA 70810

Phone: **225.932.2327** Cell: **225.247.2890**

Kathy@KeyToYourMoney.com



SAVE THE DATE!**APRIL 14-16, 2016**

New Orleans Dental Conference/
LDA Annual Session
New Orleans Convention Center

MAY 6, 2016

Crawfish Party
Southport Hall

MAY 25, 2016

General Membership Meeting
Metairie Country Club

SEPTEMBER 21, 2016

General Membership Meeting
The Rose Garden

OCTOBER 19, 2016

General Membership Meeting
Jack Dempsey's

NOVEMBER 16, 2016

General Membership Meeting
Courtyard on the Ridge

DECEMBER 21, 2016

General Membership Meeting
Chateau Golf & Country Club

As you look into the future of your practice, you can rest assured that the LDA-endorsed insurance company is there to help protect you, your family and your practice. Brown & Brown offers competitive prices on top quality benefits, and their insurance portfolio includes:



"Local People...National Strength"

To learn more, contact:

BROWN & BROWN OF LOUISIANA, LLC
Association Services Professionals

1-888-503-5547

Professional Liability
Business Office Package
Workers Compensation
Employment Practices Liability
Cyber Liability
Homeowners
Personal Auto
Flood
Personal Excess "Umbrella"
Major Medical
Long Term Disability
Long Term Care
Business Overhead Expense
Life



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
Friday, April 15, 2016, at the
New Orleans Convention Center.*

Winner need not be present to win.

only \$25 a chance!

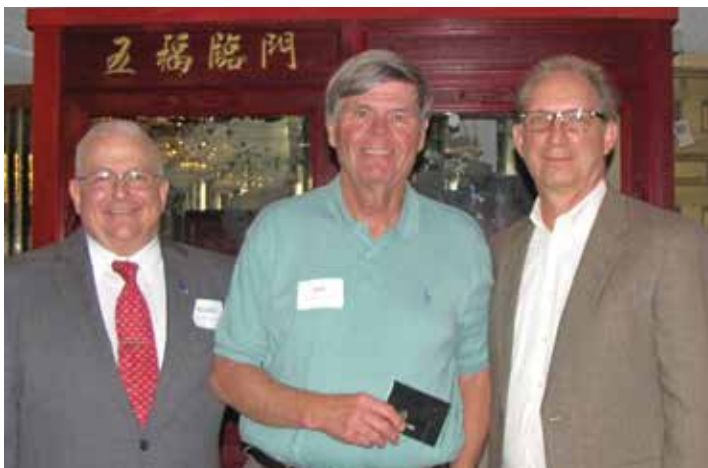


**1st Place - \$500
2nd Place - \$250
3rd Place - \$100**

March General Membership Meeting

Five Happiness

Photos courtesy of Kristi M. Soileau, D.D.S.



Dr. Richard Owens, Sr. (President), Dr. Kenneth Schott (NODE gift card winner), and Dr. Kevin Collins (NODE Chair).



Speaker, Mr. Robert McDermott, lectures on "HIPAA - How it impacts your practice, how to comply and common misconceptions?"



Connie Bittner and Dr. Francesca Velasco.



Dr. Kevin Collins (NODE Chair) explains new Preferred Provider services.

ADS Lovelace and Associates can help you Spring Into Practice Transition Success

PRACTICES FOR SALE

New Orleans • Southeast Louisiana Perio
Monroe • Shreveport
Equipped dental office in Thibodaux

Associate Positions Available

Baton Rouge • New Orleans
Alexandria • Oakdale

ADS Lovelace and Associates, Inc. would like to congratulate Dr. E. Suzanne McCrory on successfully transitioning her Sulphur, Louisiana practice to Dr. Trace Lynn

ADS LOVELACE AND ASSOCIATES, INC.
(225) 927-8015 | LovelaceAndAssociates.com

Endorsed by
ILDA

ADS DENTAL TRANSITIONS™
VALUATIONS | SALES | CONSULTING

All ADS companies are independently owned & operated.

March General Membership Meeting - Con't.

Five Happiness

Photos courtesy of Kristi M. Soileau, D.D.S.



Dr. Maria Burmaster (Chair) speaks on the upcoming 2016 LA Mission of Mercy event in New Orleans.



Drs. Richard Owens, Sr., Kristopher Rappold, Vincent DiLeo, Jr., Kevin Collins, Mark Chaney and Donald Bennett.



Dr. Gustavo Coutin, Dr. Gizelle Richard, Dr. L. Jamie Toso, Dr. Chelsea Accardo, Jennifer Helit (iMedicor representative) and Robert McDermott (speaker).



Drs. Dov Glaser, Hilton Title, Kenneth Schott, Philip Haik, Jr., Ronald Bergeron, Raymond Najolia and Stanley Simons.



Drs. Nicole Boxberger, Barton Barre, Dennis Henry, Randall Wilk, Randolph Wolfe and Jack Rowley.



Drs. Frederic Querens, Jeffry Leeson, Stewart Gegenheimer and Billy Hall, Jr.

President's Installation Banquet

World War II Museum

Photos courtesy of Connie Bittner, NODA Staff



Dr. Richard Owens, Sr. (President) and Sandy Owens.



Ross Owens, Richard Owens, Jr., Dr. Richard Owens, Sr., Sandy Owens, Dr. Reid Owens, Rachael Catalano, Mikey Catalano and Father Bo Majors.



2016 NODA Officers & Directors - Drs. Vincent DiLeo, Jr., (Alternate Director to LDA), Donald Bennett (Immediate Past President), Gizelle Richard (At Large), Peter Tufton (2nd Vice President), Richard Owens, Sr. (President), Gustavo Coutin (President Elect & Alternate Director to LDA), Jessica Tingstrom (Secretary), Reid Owens (At Large) and David Hildebrandt (Director to LDA). Not pictured: Drs. Kristopher Rappold (1st Vice President), David DeGenova (Treasurer), Charles Jouandot (At Large) and Dr. Kristi Soileau (Director to LDA).

**WE WANT
YOUR NEWS!!**

info@nodental.org

SAVE THE DATES

Thursday, Sept. 29, 2016 Set Up

Friday, Sept. 30, 2016 Clinic

Saturday, Oct. 1, 2016 Clinic

New Orleans Area – Alario Center, Westwego, LA



NODA will be hosting the 2016 LaMOM

Doctors:

Encourage your dental teams to volunteer with you!

WE NEED HYGIENISTS, LAB TECHS, ASSISTANTS AND OFFICE STAFF, TOO.

Online Volunteer Registration begins May 1st at www.lamissionofmercy.org

For info: Maria Burmaster mrbdbs@aol.com

President's Installation Banquet - Con't.

World War II Museum

Photos courtesy of Connie Bittner, NODA Staff



Dr. Robert Barsley is presented with the 2015 NODA Honor Dentist Award by Dr. Glenn Dubroc, Jr. (Honors & Awards Committee Chair)



Monique Bennett and Dr. Donald Bennett (Immediate Past President).



Mary DiLeo and Dr. Vincent DiLeo, Jr. (Master of Ceremonies).



Gwen Barsley and Dr. Robert Barsley (2015 Honor Dentist Award recipient).



Dr. Robert Barsley, Gwen Barsley, Bobbi Dubroc and Dr. Glenn Dubroc, Jr.



Sandy Owens, Dr. Richard Owens, Sr., Dr. Donald Bennett and Monique Bennett.

President's Installation Banquet - Con't.

World War II Museum

Photos courtesy of Connie Bittner, NODA Staff



Dr. Peter Tufton (2nd Vice President), Linda Tufton and Dr. Richard Owens, Sr. (President).



Dr. Donald Bennett (Immediate Past President) and Dr. Richard Owens, Sr. (President).



Dr. Gustavo Coutin (President-Elect), Vivian Coutin and Dr. Richard Owens, Sr. (President).



Dr. Donald Bennett (Immediate Past President), Dr. Gizelle Richard (At-Large) and Dr. Gustavo Coutin (President Elect).



Ward Blackwell (LDA Executive Director) and Dr. Richard Owens, Sr. (President).



Vivian Coutin, Dr. Gustavo Coutin, Dr. Peter Tufton and Linda Tufton.

President's Installation Banquet - Con't.

World War II Museum

Photos courtesy of Connie Bittner, NODA Staff



James Riopelle, M.D., Jamie Manders, D.D.S. and Ronald Carr, D.D.S.



Dr. Jeffry Leeson and Dr. George Arch, Jr.



Dr. Mark Chaney and Dr. Donald Bennett.



Dr. Darrell Bourg, Jr., Ashley Bourg, Linda Harris and Dr. Kevin Collins.



Daria Chaney, Dr. Mark Chaney, Dr. Vincent DiLeo, Jr. and Mary DiLeo.



Dr. Jeffry Leeson, Connie Bittner, Dr. Gizelle Richard and Ward Blackwell.

Bulletin Board

APPOINTMENT/FINANCIAL SECRETARY

New Orleans, LA. General, cosmetic and restorative female dentist in search of an EXPERIENCED, enthusiastic front desk person to fill the patient appointment book, present treatment plans, and handle financial arrangements. Full time, Monday - Friday, 7:45am - 5:15pm. To apply, please send résumé to nolasmiledr@gmail.com.

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.

LAFAYETTE (#9027) – General; Gross collections \$514,440; 4 days, 3 operatories; 1,250 sq. ft. office space.

LAKE CHARLES (#9060) – General; Gross collections \$369,492; 4 days, 4 operatories; 2,107 sq. ft. office space.

NEW ORLEANS WEST BANK (#9064) – General; Equipped and built out dental office. Three fully equipped operatories with nine year old equipment, including Kodak digital panorex. Office is fully networked. Complete with suction pump, compressor and furniture. Building may be leased or purchased. Contact Dr. Earl Douglas at 770/664-1982 or earl@adssouth.com.

ASSOCIATE DENTIST - METAIRIE

Looking for a full-time general dentist at busy Metairie practice to take over for retiring dentist. Strong practice presents a great opportunity for the right person. Please contact Ashley at 504/887-0181, fax to 504/779-7492 or e-mail to mwgram624@gmail.com.

DENTAL PRACTICES FOR SALE

ADS Lovelace and Associates, Inc. is your local, LDA endorsed practice transition consultant. Contact Preston Lovelace at 225/927-8015 for more information on our listings, or to arrange your FREE practice transition consultation.

SE LA Periodontal Practice for Sale - 5 operatory Periodontal practice within an hour of New Orleans. Annual gross income \$450k. Building is also for sale.

Other practices available in Baton Rouge, Monroe, Shreveport area.

Contact Preston Lovelace at 225/927-8015 for more information, or visit our website at www.Lovelaceandassociates.com.

ENDODONTIST NEEDED (GONZALES, LA)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking an endodontist for its Gonzales location. Please contact Terry Ernst at 985/893-2240 or fax/email your CV to 985/893-2629 or ternst@ladentalcenter.com.

EQUIPPED DENTAL OFFICE FOR SALE – METAIRE - \$175K

Retired dentist selling turn-key dental office. Sale includes: office condo, equipment, furnishings, instruments & supplies. Patient charts remain. 3 operator chairs, private office w/restroom, reception room, business office. Digital x-ray, intraoral camera, eagle software for computer, cold & heat sterilization & ultrasonic bath, equipped lab for repairs, trimming & pouring impressions. Good storage. Adequate off-street parking, elevator access to 2nd floor. Owner may finance. (owner is licensed real estate broker). Call Sally Ansel for more information at 985/893-5744 or 985/264-3020.

GENERAL DENTISTS NEEDED (GREATER BATON ROUGE AREA)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking General Dentists for new offices in Greater Baton Rouge area. Please contact Terry Ernst at 985/893-2240 or fax/email your CV to 985/893-2629 or ternst@ladentalcenter.com.

LOUISIANA DENTAL CENTER

Whether you are a recent dental school graduate or a current practitioner interested in pursuing new opportunities, Louisiana Dental Center offers doctors the ability to perform dentistry in an autonomous and collegial atmosphere without the burden of managing a practice. With nine state-of-the-art clinic locations

Bulletin Board

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 apply online at www.ladentalcenter.com.

METAIRIE DENTAL OFFICE FOR LEASE

Located on Houma Blvd., one story building, a half block off I-10 Service Road. MUST SEE: This space is in excellent condition and has just been updated by a designer. The office has a business office, consult room, private office, four treatment rooms, plumbed for all with nitrous oxide, plumbing available for compressor and vacuum, wiring for computers and TV, alarm system and built out lab and sterilization area. In interested, please call Dr. Richard Farmer or Toni Farmer at 504/305-1395.

OFFICE SPACE

To share in Kenner. Great location, ideal satellite for specialist. Call 504/701-3455.

ORTHODONTIST

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking an associate Orthodontist. We have a thriving pediatric patient base that presents a wonderful opportunity for the right candidate. Please contact Terry Ernst at 985/893-2240 or fax/email your CV to 985/893-2629 or ternst@ladentalcenter.com.

PART TIME GENERAL DENTIST NEEDED

Our Uptown New Orleans practice has been growing at a tremendous rate each year, and this year we have the patient demand to add another practitioner. We need an ambitious practitioner seeking the respect and compensation a distinguished fee for service practice can bring. We are seeking a highly motivated and congenial practitioner with a minimum three years of experience. If you want to perform quality dentistry in a fee for service private practice setting, without additional financial or administrative burdens of owning your own practice, I invite you to call me at your earliest convenience so that we can visit about how your future may be changed for the better at Camenzuli Dental Excellence. Contact me at 504/579-4440 or robertcamenzuli@gmail.com.

SPECIALISTS NEEDED (Zachary, LA area)

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking a part-time endodontist, pediatric dentist, and orthodontist for its new office in Zachary, scheduled to open in March 2016. Please contact Terry Ernst at 985/893-2240 or fax/email your CV to 985/893-2629 or ternst@ladentalcenter.com.

TODAY'S DENTAL

Busy group dental practice is seeking a highly-skilled General Dentist. Selected candidate will be helping to maintain the long-established, impeccable

reputation of the dental practice. This is a full time position with future buy-in potential. We offer competitive wages, advertising, a highly-skilled staff of dental auxiliaries, state-of-the-art equipment and the camaraderie of working side-by-side with other general dentists and dental specialists. E-mail CV/Résumé to Aaron at aarone@todaysdental.us or contact via telephone at 985/809-1889.

TELL 'EM YOU SAW IT IN NODA NEWS

When you patronize our advertisers --and we hope you will-- tell them you saw their ad in *NODA News*.

These loyal friends help defray the costs of this monthly publication.

Upcoming CE Courses: May – August 2016

Registration or latest course updates: www.LSUHealthNewOrleansCDE.org or call

504-941-8193 Questions? Email info@LSUCDE.org

DATE(S) & CITY	COURSE NAME, SPEAKER(S) & COURSE LOCATION	For...	FEES	HRS – C or NC, L and/or P
May 6 Baton Rouge	Oral Pathology for the Entire Dental Team w/ Kitrina Cordell, DDS, MS and Molly Rosebush, DDS, MS – a course for dentists, dental specialists and the entire dental team – <i>at the Lod Cook Alumni Center at LSU Campus in Baton Rouge, LA</i>	Dentist Hygienist Assistant	\$325 \$205 \$115	7 C, L
May 6 Video Conference to Your Desktop or Laptop	Oral Pathology for the Entire Dental Team w/ Kitrina Cordell, DDS, MS and Molly Rosebush, DDS, MS – <i>Live in Baton Rouge and streamed to your desktop or laptop. Limited video conference spots available. Register Now!</i>	Dentist Hygienist Assistant	\$325 \$205 \$115	7 C, L
May 13-15 Lafayette	Expanded Duty Dental Assistant (EDDA) w/ K. Coco, EDDA, L. Hoyer, EDDA, and T. Rogers, EDDA – <i>at National EMS Academy in Lafayette</i>	Assistant	\$650	24 C, (12L/12P)
June 11 New Orleans	Digital & Conventional Radiology for the Dental Assistant w/ Dr. Kavas A. Thunthy et al. – <i>at LSU Health New Orleans School of Dentistry</i>	Assistant	\$300 ★	7 C, (3.5L/3.5P)
June 17 Shreveport	Successful Single Visit Endodontics for Both Vital and Non-Vital Teeth: Increase Success While Increasing Profits w/ Garry Bey, DDS – <i>at Sam's Town Hotel & Casino in Shreveport</i>	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
June 24 New Orleans A "Hands-On" Course	Maximized Adhesive Dentistry: Level II, The Anterior Course – Tools, Materials & Techniques for Durable, Predictable, Esthetic Restorations w/ Bruce J. LeBlanc, DDS et al. A limited-attendance course – <i>Register Early!</i> – <i>at LSU Health New Orleans School of Dentistry</i>	Dentist	\$895	7 C, (2L/5P)
June 24-26 Baton Rouge	Expanded Duty Dental Assistant (EDDA) w/ A. Klasser, EDDA, L. C. Hernandez, EDDA, CDA & S. Renfrow, EDDA – <i>at National EMS Academy in Baton Rouge</i>	Assistant	\$650 ★	24 C, (12L/12P)
July 8 New Orleans	Infection Control – Speaker TBA	Dentist Hygienist Assistant	\$325 ■ \$205 ■ \$115 ■	7 C, L
Aug. 12-14 New Orleans	Expanded Duty Dental Assistant (EDDA) w/ N. Weiss, RDH, CDA, EFDA, D. Williams, CDA, EDDA, and B. Meyers, EDDA – <i>at LSU Health New Orleans School of Dentistry</i>	Assistant	\$650 ★	24 C, (12L/12P)
Aug. 26-27 New Orleans A "Hands-On" Course	Soft and Hard Tissue Regeneration for Optimal Implant Esthetics – 1.5 Days – "hands-on" course w/ Lewis Cummings, DDS, MS. A limited-attendance course – <i>Register Early!</i> – <i>at LSU Health New Orleans School of Dentistry</i>	Dentist	\$1,595	12 C, (2SA/6L/4P)

C = Clinical NC = Non-Clinical L = Lecture P = Participation SA=Self-Administered

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

★ You may be eligible for tuition reimbursement through Louisiana's Small Business Employee Training program – call CE at (504) 941-8193 to see if your practice qualifies.