

# NODA News

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## NODA News September 2014

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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. 52 SEPTEMBER '14 NO. 07**

## President's Message

*by Vincent L. DiLeo, Jr., D.D.S. – NODA President*



Welcome back from our summer break, and I hope that everyone has been enjoying themselves! We still have

some good old fashioned hot and humid New Orleans weather remaining, but all are looking forward to the fall weather, with cool temperatures and lower humidity. We also have the beginning of the football season to look forward to as well.

Although we have taken a break from our monthly general membership meetings for June, July, and August, your Board of Governors and the staff of the Association are always working for the membership.

New Orleans Dental Enterprises, LLC (NODE), chaired by Dr. Kevin Collins, have been busy working on contracts for two new providers. As soon as these are finalized, you will be informed of such, as to what benefits they will provide for your practice, along with the preferred providers that we already have.

By participating in NODE's preferred provider programs, you help us provide the added value benefits of membership in NODA by our free monthly meetings,

continuing education credits, meetings and other events. Thank you!

The New Orleans Dental Conference/ LDA Annual Session committee, chaired by Dr. Gustavo Coutin, has been meeting and working hard on next year's conference to be held on April 9-11, 2015. Mark your calendars now!

President-Elect, Dr. Byron Ganucheau, has been busy putting together your CE programs for the fall of 2014. Our September General Membership meeting will be held on Wednesday, September 17, 2014 at the Courtyard on the Ridge, 407 Folse Street, Harahan, LA 70123, at 7:00 p.m. The speaker will be Mr. Tim Palmer and his topic will be "Pathway for a Healthy Profession", sponsored by Patterson Dental. Please RSVP by the Monday prior to meeting by 5:00 p.m.

Want to get more active in organized dentistry, and be glad that you did? We have a number of committees that are looking for members to join. All you need to do is call the NODA office, myself, or any board member for details. We will be happy to get you more involved in NODA.

Please know that we are always interested in your concerns. Do not hesitate to contact me, the NODA office or your Board on any concerns.

## SAVE THE DATE!

### SEPTEMBER 17, 2014

General Membership Meeting  
*Courtyard on the Ridge*

### OCTOBER 15, 2014

General Membership Meeting  
*Five Happiness*

### OCTOBER 31, 2014

All Day Seminar  
*The Rose Garden*

### NOVEMBER 19, 2014

General Membership Meeting

### DECEMBER 17, 2014

General Membership Meeting  
*Chateau Country Club*

### JANUARY 21, 2015

General Membership Meeting

### FEBRUARY 18, 2015


General Membership Meeting

NODA News is a  
publication of the  
New Orleans Dental Assn.,  
2121 N. Causeway Blvd.,  
Suite 153,  
Metairie, LA 70001.  
Phone (504) 834-6449.

## Upcoming Scientific Programs

by Byron C. Ganuchau, D.D.S. - NODA Scientific Program Committee Chair

DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR
<b>September 17, 2014</b>  <b>Courtyard on the Ridge</b> 407 Folse Street Harahan, LA 70123 504/737-6660 <a href="http://www.courtyardontheridge.com">www.courtyardontheridge.com</a>  Check in: 6:30 pm Start time: 7:00 pm  CE: 1 non-clinical hour	<b>Speaker – Mr. Tim Palmer</b> Tim Palmer is an A-dec territory manager for Houston and southern Louisiana/Mississippi. A native of Austin, Texas, he served in the U.S. Air Force and has 22 years of experience in the dental industry. His professional interests include dental office design and management, ergonomic assessment of the dental team and educating dentists on best practices in dental equipment usage. He is a Certified Ergonomic Assessment Specialist. <b>Topic – “Pathway For A Healthy Professional”</b>  <b>Course Objectives:</b> At the end of the course, the participant will have a better understanding of: <ol style="list-style-type: none"> <li>1.) Identify areas dentistry prone to bad habits/bad postures.</li> <li>2.) Present the impact of poor posture and the effect it has on the overall health of the dental team.</li> <li>3.) Identify common chair side behaviors that lead to poor posture.</li> <li>4.) Present environmental and physical solutions to promote healthier posture for the dental team.</li> </ol>	<b>Patterson Dental</b> Chris Counce Branch Manager 107 Mallard Street, Suite D St. Rose, Louisiana 70087 504/463-1763 <a href="mailto:chris.counce@pattersondental.com">chris.counce@pattersondental.com</a> <a href="http://www.pattersondental.com">www.pattersondental.com</a>




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[virginia@adssouth.com](mailto:virginia@adssouth.com)

# Seeking Nominations for NODA Honor Dentist

by Glenn C. Dubroc, Jr., D.D.S. - Honors & Awards Committee Chair

The New Orleans Dental Association Honor Dentist award is presented annually "in recognition of outstanding contributions and exemplary conduct in the profession of dentistry." You are encouraged to submit nominations of a member or members that you feel are deserving of NODA's most prestigious honor. The deadline for nominations is Wednesday, November 26, 2014.

Your nomination should list the nominee's accomplishments and reasons why you believe he or she is deserving of the Honor Dentist award. Mail your nominations to the attention of Dr. Glenn

Dubroc, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail it to [andrew@nodental.org](mailto:andrew@nodental.org). No nominations can be accepted after November 26, 2014. The recipient will be announced at the January 2015 General Membership meeting and in the February 2015 edition of NODA News.

## WE WANT YOUR NEWS!!

Anyone knowing of any dentist who has made a significant contribution, gained an elective or appointive office, written an article, delivered a paper, or rendered unusual public service, please let us know!

[info@nodental.org](mailto:info@nodental.org)

## LAMMICO Awards Scholarship to LSU Dental School Student

For tenth consecutive year, LAMMICO has awarded a scholarship to a first-year student at the LSU Dental School in New Orleans. The 2014 recipient is Blaine P. Adams from Cut Off, Louisiana. "This scholarship rewards recent college undergraduates who attained academic excellence," said Thomas H. Grimstad, M.D., LAMMICO's President/Chief Executive.

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we have been a part of Brown & Brown of Louisiana, LLC since 2011. Exemplifying the Brown & Brown organizational philosophy of "Local People...National Strength," our agencies have worked together to sustain the level of quality products and commitment to our clients that we believe to be the hallmark of the LDA-endorsed insurance portfolio.

Now, as we look ahead to 2014, we start the New Year with a new name, a new logo and a renewed commitment to you, your families and your staff.

As Brown & Brown of Louisiana, LLC, your LDA-sponsored insurance representatives, we welcome the opportunity to be of service and look forward to assisting you with all your insurance needs.

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## Periodontal Therapy May Reduce Medical Expenses and Hospitalizations

A study has provided new evidence for the importance of treating periodontal disease in patients with chronic systemic diseases. The study of almost 340,000 people established that periodontal therapy reduced hospitalizations and medical costs by up to \$5,600 in patients with other systemic conditions, such as diabetes and stroke.

From 2005 to 2009, 338,891 individuals were recruited for the study. All participants had periodontal disease and one or more of the following conditions: Type 2 diabetes, coronary artery disease, cerebrovascular disease, rheumatoid arthritis, and pregnancy.

Comparing the insurance data of patients who had received periodontal treatment and those who had not been treated, the researchers found that medical costs and hospitalizations were significantly reduced in the first group. According to the study, periodontal treatment was associated with a decrease in annual medical costs of 40.2 percent (\$2,480) in diabetes patients, of 40.9 percent (\$5,581) in patients with cerebrovascular disease, of 10.7 percent (\$1,090) in patients with coronary heart disease and of 73.7 percent (\$2,433) in pregnant patients. However, no change in annual medical costs was observed in patients with rheumatoid arthritis.

With regard to hospitalizations, the researchers found that admissions decreased by 39.4 percent, 21.2 percent, and 28.6

percent in patients with Type 2 diabetes, cerebrovascular disease, and coronary heart disease, respectively.

According to the latest figures provided by the Centers for Disease Control and Prevention, over 47 percent of U.S. adults aged 30 and older have some form of periodontal disease. The condition is more common in men (56.4 percent), than in women (38.4). It is also more common in people living below the federal poverty level (65.4 percent), those with less than a high school education (66.9), and current smokers (64.2) percent.

The study, titled "Periodontal Therapy Improves Outcomes in Systemic Conditions: Insurance Claims Evidence," was presented at the Annual Meeting and Exhibition of the American Association for Dental Research on March 21. It was conducted by researchers at the University of Pennsylvania in collaboration with dental insurance provider United Concordia.

### "In Memoriam"

**Dr. Frances R. Abadie**

**Dr. William F. Schmidt, Jr.**

*NODA would like to extend to their families and friends their sincere sympathy. They will be missed by their fellow dentists.*

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# “What Now?” – The NODA Platinum Card From Whitney Bank - NODA’s Preferred Provider

by Kevin J. Collins, D.D.S - NODE Chair

**What now?** The “what” is – what is the current interest rate on your credit card? The “now” is – the time to make a change away from those high interest rates. Stop procrastinating!

Another “what” are the charges you put on your old credit card for holiday gifts or for “end of the year specials” The “now” is your need to pay off the balance before the high interest rate kicks in.

Let me repeat this theme, “what now?” another way. What can I do about the high interest rate? Well, this is your call to action. At the next NODA member meeting or from the NODA website, you can get an application for the Whitney NODA Platinum or the NODA Classic card. The “now” is, fill it out, send it in and you can start saving money today.

Let me explain the Whitney Credit card to you.

**What can the Whitney Credit Card do for you now as a member dentist?**

Whitney Bank is proud to be a NODA Preferred Provider and part of a continued commitment to NODA and its members for the last 16 years. This partnership has generated thousands of dollars in royalties to NODE for you the member dentist. The Whitney Banks credits to NODA 1.00% of the net purchases and 1.5% of cash advances using the NODA credit card, and provides NODA with a \$2.00 payment for each new NODA Credit Card account opened. This is like “free” money to offset NODA expenses like Children’s Dental

Health Month, equipment purchases, and the crawfish boil. Using this credit card for your purchases can add up to extra money we can spend on you, the member dentist, when you participate in Whitney Credit Card program!

**The Whitney Bank NODA Credit Card with two available options to you, our valued NODA member to save you money.**

The two credit cards that carry the NODA logo have no annual fee requirement, both carry a very competitive % rate compared

to other credit card offerings or cards you may currently carry, and with each purchase NODA will benefit! The two options are listed below.

## The NODA Platinum Card:

- Credit Limit of 5,000 or greater
- APR of Wall Street Journal Prime + 3.00% (6.25% as of 08/13/2012)\*

*Con’t on pg 6*

## Do you know what your practice is worth in today’s market?

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## “What Now?” – The NODA Platinum Card From Whitney Bank - NODA’s Preferred Provider - Con’t.

by Kevin J. Collins, D.D.S - NODA Chair

- Annual House Hold income requirement of \$36,000 or greater.
- Trust securities and investment services

### The NODA Classic Card:

- Credit limit between \$400 and \$4,900
- APR of Wall Street Journal Prime + 5.50% (8.75% as of 08/13/2012)\*
- Your dental office staff members are eligible to apply this card!

All NODA Credit Cards can be enrolled in the Whitney Points Plus when you also have a personal Whitney Visa\* Check Card. With Whitney Points Plus the eligible transactions\*\* on both cards earn points which you can redeem for travel merchandise and gift cards! In addition to NODA Credit Card, I encourage you to contact Mr. Eric Rietschel at Whitney Bank to discuss your total banking relationship. He can be your primary contact for all your banking services which include:

- Business term loans office purchase lines of credit checking and interest bearing accounts
- Online services personal & business
- Personal checking and saving accounts
- Personal loans, Home Equity lines of Credit and Mortgage Loan\*\*\*

Mr. Rietschel looks forward to being your banker! He can be reached at:

Eric Rietschel

Whitney National Bank

Director of Credit Card Services

504/552-4586

eric.rietschel@whitneybank.com

Member FDIC Normal Credit Criteria Apply. \* APR accurate as of 08/13/2012 and is subject to change.

For current rate information, please call 1-800-326-3501. \*\* Must have both Whitney Visa Credit Card and a personal Whitney Visa Check Card to participate. Qualifying purchases are Visa signature-based transactions, including online purchases and other purchases where no PIN is used. Gaming-related purchases, cash access transactions (such as cash advances, purchase of money orders, traveler’s checks, or cashier checks) and Pin- based transactions are not eligible to earn points. Other restrictions may apply. \*\*\* Equal Housing Lender.

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*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](mailto: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.

## 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](http://www.adssouth.com).

A NEW ORLEANS MERGER OPPORTUNITY (#6885) – High quality, high profit, low risk merger opportunity. Gross collections \$597,892; 3 days.

LAKE CHARLES (#6211) – Busy GP needs associate.

Contact Dr. Earl Douglas at 770/664-1982 or [earl@adssouth.com](mailto:earl@adssouth.com) for more information on any of these listings.

### ASSOCIATE DENTIST NEEDED

Louisiana – Lafayette. GENERAL or PEDIATRIC DENTIST position available in a PRIVATE PRACTICE. Same location for 42 years. PARTNERSHIP AND FUTURE OWNERSHIP FOR THE RIGHT PERSON. Contact Dr. Gonsoulin at 337/232-0689 or e-mail: [om@goodteeth4life.com](mailto:om@goodteeth4life.com).

### EMPLOYMENT OPPORTUNITY PART-TIME/FULL TIME DENTIST

New clinic in New Orleans area looking for part-time/full time dentist to help underserved individuals. Call 504/302-9236 to learn more about joining our team of caring dental professionals.

### GENERAL DENTISTS

Louisiana Dental Center seeks general dentists to provide patient care at our area offices during staff leaves of absence. Please inquire with Terry Ernst at 985/893-2240 or email at [ternst@ladentalcenter.com](mailto: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 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](http://www.ladentalcenter.com).

### OFFICE SPACE

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

### DENTAL ADVERTISING CONSULTATION

Dental advertising consultation with Barry Ogden, former Executive Director of the LSBD, will ascertain you are compliant with advertising regulations of the LSBD. Contact me at [barryogden504@yahoo.com](mailto:barryogden504@yahoo.com) or 504/392-7679.

### PEDIATRIC DENTIST

Louisiana Dental Center, a well-established and fast-growing group dental practice, is seeking a pediatric dentist. 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](mailto: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](mailto:aarone@todaysdental.us) or contact via telephone at 985/809-1889.

### WE WANT YOUR NEWS!!

**Anyone knowing of any dentist who has made a significant contribution, gained an elective or appointive office, written an article, delivered a paper, or rendered unusual public service, please let us know!**

**[info@nodental.org](mailto:info@nodental.org)**





## Upcoming CE Courses

For updates or to register, visit [www.LSUHealthCDE.org](http://www.LSUHealthCDE.org) or call (504) 941-8193

DATE, CITY	COURSE NAME, LOCATION & AGD SUBJECT CODE	For...	FEES	HRS -C or NC
Sept. 19 New Orleans	<b>Alumni Day – AM:</b> Three Restorative Technology Presentations; <b>PM:</b> Sticks & Stones Exposed: The Truth about Words and Relationships! by <i>Dave Weber</i> – at LSUSD	Dentist RDH/DLT Assistants	\$249 \$169 \$109	AM: 3 L/C PM: 3 L/NC
Sept. 26 New Orleans	<b>Dummett Mem. Lecture (Dentistry for the Pediatric Patient)</b> “New Paradigms in Pediatric Pulp Therapy” for Pediatric Dentists, General Dentists, & their staff – w/ Presenter & Director <i>Dr. Sue Seale</i> – at LSUSD	Dentist Team Member	\$389 \$135	7 L
Sept. 26-27 New Orleans	<b>Dummett Mem. Lecture (Dentistry for the Pediatric Patient) &amp; Pulpotomy Workshop for General Dentists Who Treat Children</b> – w/ Presenter & Director <i>Dr. Sue Seale</i> – at LSUSD	Dentist	\$775	7 L + 2 C
Nov. 21 New Orleans	<b>Immediate Load Implant Placement &amp; Provisionalization in the Esthetic Zone</b> – an ideal course for Dentists who restore implants – Director & Presenter <i>J. Barksdale, Jr., DDS</i> – at LSUSD	Dentist	\$950	8(3L/5P), 5 SA
Dec. 5 New Orleans	<b>LAST CHANCE: New Orleans</b> – Speaker and Topic TBA – at LSUSD	Dentist RDH or DLT Ass’t/Other	\$295 ■ \$175 ■ \$95 ■	7 L, C
Dec. 12-14 New Orleans	<b>Expanded Duty Dental Assistant (EDDA)</b> w/ <i>N. Weiss, RDH, EFDA, B.J. Triay, CDA, EDDA, &amp; D. Williams, CDA, EDDA, &amp; Tonicia Reeves-Martes, CDA, EDDA</i> – at LSUSD	Assistant	\$540 ★	24 L/P, C
Dec. 13 New Orleans	<b>Digital and Conventional Radiology for the Dental Assistant</b> – <i>Drs. Kavas A. Thunthy and J. Sean Hubar</i> – at LSUSD	Assistant	\$300 ★	7 L/P, C
Jan. 23-27, 2015 New Orleans	<b>LSU’s 38<sup>th</sup> Annual Perio Review</b> w/ <i>R. Yukna, DMD, MS</i> – at LSUSD	Dentist	\$2,095 ■	35 L/P, C max
Jan. 30, 2015 New Orleans	<b>The Smile Design Revolution: Management, Communication and Implementation</b> w/ Speaker <i>C. Coachman, DDS, CDT</i> – at LSUSD	Dentist Team Member	\$349 ■ \$199	7 L, C
Ses. 1: Jan. 22-24, 2015 Ses. 2: Feb. 27-Mar.1, 2015 New Orleans	<b>The LSU Dental Implant Training Program™</b> – Dentists perform live implant surgery on their own patients (a limited-attendance, 2-session program for Dentists w/ a LA license); Ses. 1 Presenter & Director: <i>M. McCracken, DDS, PhD</i> – Downtown New Orleans; Ses. 2 Presenters & Directors: <i>J. Barksdale, Jr., DDS &amp; J. Smith, DDS</i> – at LSUSD	Dentist	\$7,550 □	Approximately 44 L/P, C

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

★ You may be eligible for tuition reimbursement through Louisiana’s Small Business Employee Training program – call 504-941-8193.

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

□ \$6,040 per dentist if the dentist registers with one or more dentists at the same time. Note: For all registrations, do not go online; call Bob Leaman at 504-941-8404.

Every effort is being made to ensure course information is accurate. For the latest up-to-date information, please visit our website at [www.LSUHealthCDE.org](http://www.LSUHealthCDE.org).