

# NODA News

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## NODA News September 2022

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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. 60 SEPTEMBER '22 NO. 07

## President's Message

by James E. Burns, D.D.S. – NODA President



Hello my NODA Family. I hope everybody had a wonderful summer. I'm sure all of you went on a vacation where you could relax and unwind and forget about all your worries. Yah right! OK, I hope you survived without losing all your money. Well everybody, it is now my favorite time of year. Hot boudin, cold couche couche, come on Tigers and push, push, push. Who dat, Who dat sayin they gonna beat dem Saints. I'm sure other teams have cheers also, but I don't know em, sorry. It's football time!

On a serious note. I would like to sincerely thank all of you that have reupped your membership this year. As a state, we have one of the highest rates of renewal of membership in the nation and I am personally proud of that fact. I know it might seem kind of trite, thanking your for just renewing, but a strong membership is the cornerstone of having an organization that can help and support its constituents. I personally believe that nobody does this better than NODA.

OK it's time to talk NODA. Our next General Membership meeting will be held on September

21<sup>st</sup> at Jack Dempsey's restaurant. The speaker will be Dr. Eswar Kandaswamy from the Periodontics Department of LSU School of Dentistry. His topic will be "*Peri-Implantitis*". The sponsors will be Leixir Dental Group and Hancock Whitney. As usual, the food at Jack Dempsey's will be great for only \$20 dollars. Come on, you can't beat that!

Our October meeting will be on October 19<sup>th</sup> at The Ridgeway of Old Metairie. The speaker will be Dr. Greg Grobmyer. His topic will be "*Top Coding and Documentation Strategies – Maximize Your Insurance Reimbursement*". The sponsors will be Henry Schein and Hancock Whitney. Dr. Grobmyer is a nationally known and respected speaker on this subject. I know all of us can use his great advice on getting our maximum reimbursement. Also, we will be serving my favorite type of food. FREE!

The person that needs to take the credit for getting our great speakers and the sponsors is our President-Elect, Dr. Aubrey Baudean, Jr. Dr. Baudean and his Nominating Committee are also looking for volunteers to make up next year's Board of Governors. If you get a call from him, please seriously consider being a part of our Board of Governors. Also, if

you would like to get in touch with Dr. Baudean to find out more information about becoming a part of our Board of Governors, just e-mail him at [baudeandds@aol.com](mailto:baudeandds@aol.com). We need new people with new ideas for the future of our wonderful organization.


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you will--  
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their ad in NODA  
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**These loyal friends  
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costs of this  
monthly  
publication.**

# Upcoming Scientific Programs

by Aubrey Baudean, Jr., D.D.S. - NODA Scientific Program Committee Chair


DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR
<p><b>September 21, 2022</b></p> <p><b>Jack Dempsey's</b> 738 Poland Avenue New Orleans, Louisiana 70117</p> <p><b>Check In:</b> Begins at 6:30 pm</p> <p><b>Buffet Dinner:</b> Begins at 6:30pm</p> <p><b>Meeting:</b> Begins at 7:00 pm</p> <p><b>CE:</b> 1.0 clinical hour</p> <p><b>Deadline:</b> September 19, 2022</p> <p><b>Early Registration Fee:</b> Member \$20 Student \$20 Resident \$20 Applicant \$0 Non-member \$45.00</p> <p><b>Late Registration Fee:</b> Member \$30 Student \$30 Resident \$30 Applicant \$0 Non-member \$55.00</p> <p><b>Registration &amp; Payment:</b> Payment is required with registration, otherwise registration for the meeting is not guaranteed. A 25% administration fee will be applied to any refund request received after Monday, September 19<sup>th</sup>. If applicable, all no shows will be charged. All requests for refunds or cancellations must be received in writing no less than three days prior to the course. Refund requests will not be accepted after this deadline. Registration fees are for this meeting only. Register now to reserve your seat!</p>	<p align="center"><b>General Membership Meeting &amp; CE Lecture Dinner</b></p> <p><b>Speaker – Dr. Eswar Kandaswamy</b></p>  <p>Dr. Eswar Kandaswamy is an Assistant Professor in the Department of Periodontics at the LSU Dental School. He graduated from Periodontics Residency from The Ohio State University. He teaches dental students, residents and sees his own patients the LSU Faculty Dental Practice. He is a recipient of several awards and winner of the research forum competition at the AAP in 2019. His primary focus of research is on the etiology and treatment of peri-implantitis.</p> <p><b>Topic - "Peri-Implantitis"</b></p> <p>The lecture will aim to cover the diagnosis, etiology and treatment of peri-implant mucositis and peri-implantitis. Recent developments in the field and future directions of clinical practice and research as well as prevention of peri-implant problems will be discussed. The lecture will also aim to inform readers when to refer patients having peri-implantitis for further treatment.</p> <p><b>Learning objectives:</b></p> <ol style="list-style-type: none"> <li>1) Inform the audience on early diagnosis of peri-implant mucositis and peri-implantitis.</li> <li>2) Inform the audience on the etiology-based treatment of peri-implant mucositis and peri-implantitis and discuss the success of those treatments.</li> <li>3) Discuss the long-term maintenance of dental implant patients and prevention of peri-implant problems.</li> </ol>	<p><b>Leixir Dental Group</b> Emily Davis Territory Manager 985/974-9965 emily.davis@leixir.com www.leixir.com</p> <p><b>Hancock Whitney</b> Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com</p>



**WE WANT YOUR NEWS!!**  
**info@nodental.org**

# Upcoming Scientific Programs - Con't.

by Aubrey Baudean, Jr., D.D.S. - NODA Scientific Program Committee Chair

DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR
<p><b>October 19, 2022</b></p> <p><b>The Ridgeway of Old Metairie</b> 2431 Metairie Road Metairie, Louisiana 70001</p> <p><b>Check In:</b> Begins at 6:30 pm</p> <p><b>Buffet Dinner:</b> Begins at 6:30pm</p> <p><b>Meeting:</b> Begins at 7:00 pm</p> <p><b>CE:</b> 1.0 clinical hour</p> <p><b>Deadline:</b> October 17, 2022</p> <p><b>Early Registration Fee:</b> Member \$0 Student \$0 Resident \$0 Applicant \$0 Non-member \$45.00</p> <p><b>Late Registration Fee:</b> Member \$0 Student \$0 Resident \$0 Applicant \$0 Non-member \$55.00</p> <p><b>Registration &amp; Payment:</b> Payment is required with registration, otherwise registration for the meeting is not guaranteed. A 25% administration fee will be applied to any refund request received after Monday, October 17<sup>th</sup>. If applicable, all no shows will be charged. All requests for refunds or cancellations must be received in writing no less than three days prior to the course. Refund requests will not be accepted after this deadline. Registration fees are for this meeting only. Register now to reserve your seat!</p>	<p align="center"><b>General Membership Meeting &amp; CE Lecture Dinner</b></p> <p><b>Speaker – Greg Grobmyer, D.D.S.</b></p>  <p>Dr. Greg Grobmyer practiced clinical dentistry in Tennessee for over a decade before chemotherapy from a cancer battle left him with numb fingers. Using the knowledge he derived from working with multiple practice consultants over the years, he began lecturing and coaching dental offices nationwide on their systems, culture, marketing, and communications.</p> <p>In addition, he wrote on dental topics for numerous publications and websites. Outside of dental industry publications, he has also appeared in <i>Reader's Digest</i>, <i>New York Magazine</i>, <i>Men's Health</i>, <i>Slate</i>, <i>Insider Magazine</i>, and others. He even spent a few years moonlighting in standup comedy. He is currently the Chief Editor of Practice Booster's <i>Insurance Solutions Newsletter</i>, an editor of Dr. Charles Blair's <i>Coding with Confidence</i> and <i>Administration with Confidence</i> books, and host of <i>The Dental Code Advisor Podcast</i>.</p> <p><b>Topic - "Top Coding and Documentation Strategies – Maximize Your Insurance Reimbursement"</b></p> <p>Join Practice Booster's coding expert Dr. Greg Grobmyer as he discusses coding strategies that will help you minimize write offs, maximize reimbursement, and grow your bottom line. Not only will you learn to avoid common errors, you will also learn coding strategies and documentation methods that make the most of your insurance participation.</p> <p><b>Learning objectives:</b></p> <ol style="list-style-type: none"> <li>1) Learn the most common coding errors and how to avoid them.</li> <li>2) Discuss proper documentation for clean claim submission.</li> <li>3) Gain understanding of coding and reporting strategies to maximize reimbursement.</li> <li>4) How to involve the entire team in the process.</li> </ol>	<p><b>Henry Schein</b> Todd Carter Regional Manager 985/871-0001 todd.carter@henryschein.com www.henryschein.com</p> <p><b>Hancock Whitney</b> Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com</p>

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# Building a Resilient Dental Practice



Chuck Blohowiak

This edition of *NODA News* introduces a new preferred provider program called “*Enhancing the Resilience of a Dental Practice.*” This program is developed for the NODA Members by Business Coach Chuck Blohowiak.

### Benefits for Dental Practices

The largest overhead expense for a Dental Practice is labor. In many business sectors in America, labor productivity is down. Management thought leaders such as Harvard Business Review and Korn Ferry advise focusing on becoming a resilient organization to improve productivity and increase profitability. This program, “Enhancing the Resilience of a Dental Practice” provides roadmaps for improving resiliency of NODA Dental Practices.

### The Opportunity

As stated in the program’s proposal, “The nature of managing a Dental Practice has changed and continues

to change in today’s business environment. The Dental Practice’s staff members are experiencing more ambiguity, more external distractions, and higher levels of staff turn-over. The anxiety and uncertainty of today’s Dental Practice environment can lead to less productivity with the same overhead costs.

This program offers several ways to enhance the resiliency of a Dental Practice’s staff.

### About the Business Coach, Chuck Blohowiak, PCC

Chuck Blohowiak has been developing people and their organiza-

*Con’t. pg 5*



“I only have one regret about selling my practice. I should have called ADS Transitions sooner.”

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## Building a Resilient Dental Practice - Con't.

tions for over 40 years. His first 30 years were in large organizations where he developed employees at all levels in best practices such as “management systems”, “project planning and execution”, “process design”, “organizational design”, “leadership”, and “change management.”

His next 10 years were as a Business Coach applying these large organization best practices to smaller businesses and practices.

Currently, Chuck is an International Coaching Federation (ICF) credentialed life coach specializing in Business, Leadership, and Executive Coaching.

### Diving Into the Program

Resiliency is gained in several ways. To some extent, changes to the Dental Practice structure can support becoming a more resilient organization. The majority of resiliency is gained by the staff becoming able to bounce back from change, stress, and from non-positive events.

### Methods

Building a more resilient Dental Practice Staff utilizes these concepts:

- Minimize ambiguity with internal structure, vision, values, and culture
- Minimize people-turnover with trust, participation, challenge, flexibility, and recognition
- Minimize external distractions with empathy, emotional intelligence, and self-awareness. This is the most difficult and time-consuming concept to accomplish. It is also

the most critical concept to building a resilient Dental Practice staff.

- Maximize productivity with the same or less overhead costs with consistent, documented operational processes, minimized ambiguity, minimized external distractions, and minimized people-turnover.

### Implementation

No two Dental Practices will use the same solution. Each Dental Practice is unique and often chooses its own roadmap to resiliency.

#### Mechanical changes to the Dental Practice:

- Each practice owner or manager chooses what enhancements are needed to improve the Dental Practice productivity and profitability.
- Each practice owner or manager then defines how to implement the enhancements to improve the Dental Practice productivity and profitability.

#### Mindset and habit changes for the Dental Practice owner or manager:

These changes include increasing self-awareness, emotional intelligence, and social intelligence. These changes also include enriching the ability to lead self and enriching the ability to lead others.

#### Mindset and habit changes for the Practice staff:

These changes include Increasing self-awareness, emotional intelligence, and social intelligence. These changes also include enriching the ability to lead self. These

changes can be accomplished by the Dental Practice owner/manager or by an External Business Coach.

### Will this Program Work with My Dental Practice?

Your Dental Practice looks the way it does based on your beliefs, values, and experiences (mindset) as well as those of your staff. To make lasting changes to your Dental Practice requires changing habits and mindsets.

The web page: <https://yournextfiveyears.com/NODA-2022/> provides more detailed information. Use this information to determine:

- If you want to use this program
- The level of support you want if you use this program.

### Business Coach Support & Details

Level 4 - No support: This is best for a Dental Practice willing to try it on its own. Document: “Interest Discovery”

Target audience – Practice Owners and Managers

Purpose: Determine if the Practice is interested in the program

Support: Roadmaps only. DIY

Level 3 – Group type support. The Dental Practice owner gets suggestions in what to change and how to make changes in the Dental Practice Document: “Catalog of Presentations”

Target audience – Practice Owners and Managers

Purpose: The presentations offer

## Building a Resilient Dental Practice - Con't.

ways to improve the Dental Practice resilience and they offer ways to implement the needed changes

Support: Presentations are made through Zoom sessions. In person sessions can be requested.

Level 2 – Workshop type support. These are different topics all supporting developing a resilient mindset.

Document: “Catalog of Workshops”

Target audience: All Dental Practice Staff

Purpose: Provide a series of staff development workshops to support changing habits and mindsets

Support: Workshops are made through Zoom sessions. In person sessions can be requested.

Level 1 – Business Coaching Resources Document: “Business Coaching Resources”

Target audience: Practice Owners and Managers

Purpose: To allow the Dental Practice to undergo focused and accelerated changes

Support: Development and change are part of a formal Business Coaching agreement.

## SAVE the DATE – Louisiana Mission of Mercy in Lafayette

Dear Fellow Dentists,

I am writing to give you early notice of another Louisiana Mission of Mercy planned for one year from now.

**WHAT:** Louisiana Mission of Mercy (LaMOM) free dental clinic

**WHERE:** Cajundome Convention Center in Lafayette, Louisiana

**WHEN:** Friday, August 11 & Saturday, August 12, 2023

**WHO:** Sponsored by the Louisiana Dental Association Foundation

Please mark your calendars now. I hope you can encourage your colleagues and co-workers to participate in this worthy event that will serve up to 1,500 of those in need in our state by providing free dental care.

Your help is much appreciated! We hope to see you in Lafayette next year.

Regards,

Maria Burmaster, D.D.S.  
State Chair, LaMOM



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# Interest Rates are Rising. How Should Investors Respond?

By David Lundgren, CFA®

Recent headlines, high inflation and an uptick in market volatility have understandably heightened concerns among many investors. David Lundgren, Chief Investment Officer of Hancock Whitney Asset Management, discusses recent market developments and shares his perspectives on portfolio considerations.

## Will interest rates continue to rise?

In 2020 as the pandemic was beginning, the Federal Reserve (Fed) took extraordinary measures to prevent economies from slipping further and/or deeper into recession. As a result, overnight interest rates dropped to near zero while longer term rates also declined to at or near all-time lows. Fast forward a couple years as pandemic restrictions eased and the U.S. has started to 'return to normal', so too has the Fed.

On July 27, Fed Chairman Jerome Powell announced a 0.75% increase in the Federal Funds rate. This follows a 0.75% move in June and the cumulative two month 1.5% hike was the steepest jump since the 1980s when inflation was also running at very high levels. The Fed will likely continue to raise rates for the remaining meetings in 2022 with the hope of reining in the highest inflation rates in decades. The size of rate increases going forward will be dependent on trends in inflation and the pace of economic activity with particular emphasis on employment data. Interest rates tied closely to overnight interest

rates (such as money markets and savings accounts) generally move in tandem to rate hikes enacted by the Fed and therefore will likely continue to move higher assuming the Fed moves as expected.

While longer term yields definitely react to changes in Fed policy, other factors such as expected long-term growth and inflation also influence the movement of rates. In fact, the longer the maturity, the less influence Fed rate decisions may have on market yields. This became clear in early 2022, when it became apparent that more Fed rate hikes were coming and the yields of 2-year U.S. Treasuries jumped substantially from about 0.75% to over 3.0% in a very short period of time. Longer term rates also moved upward but not nearly at that same rate of change.

So, to sum it up, yes, short-term interest rates are likely to move up for the rest of 2022. However, after reaching historically low levels for most of 2020-21, the U.S. Treasury 10 year note yield reached 3% in April 2022 and has mostly traded between 2.75% and 3.25% since then. We would expect longer term rates to remain around 3% for the remainder of the year.

## What do rising rates mean for investors?

Much like the price of stocks, bond investment prices change over time. While these changes are usually smaller than experienced in the stock market, changes in bond prices do occur and move in the

opposite direction of the change of interest rates. So if interest rates rise, then the price of bonds generally falls, and vice versa.

As an example, when interest rates dropped dramatically in 2020, bond prices increased and many bond investments produced total returns in the 5% plus range, which far exceeded the yield (or amount of income paid) on those bonds. The difference between yield and total return was the price of the bonds going up in value.

Conversely, when rates rise as they did in 2021 and so far in 2022, investors are greeted with negative returns for bond investments because price declines were greater than the income, or interest, generated from the bonds. While painful in the short term, rising rates can give long-term investors an opportunity to capture greater income return from bond investments over time.

Some investors, even after they understand bond investments more thoroughly, would prefer investments that don't change in value. For that type of investor, there are many other solutions available such as bank or insurance products. Please consult a Hancock Whitney advisor for more information on these types of investments.

Higher rates also obviously lead to possible changes in car, home, and credit card interest rates, just to name a few. Make sure you



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By David Lundgren, CFA®

are reviewing your interest rate terms and understand how rising rates may impact the amount of interest you are paying and whether there are lower cost options available.

## Does the stock market also react to Fed policies?

The answer is nuanced but generally yes. As mentioned, the Fed is aggressively attempting to slow inflation. The tools the Fed often uses to do so are to raise interest rates, and to remove money from the financial system through something referred to as ‘open market operations’. Both these tools are used to slow demand and in turn economic growth.

Of the two tools, the effect rising interest rates have on the stock market is a bit easier to understand. If interest rates are higher, the more expensive it becomes to buy a house or car if financing is needed. It also can impact credit card interest rates. Spending more money on interest removes money from the pockets of consumers to do other things such as travel, dine out, and many other discretionary expenses. Reduced spending leads to a slower economy and potentially less earnings for companies. The same holds true for businesses. Higher rates may make it less likely that a company will build a new plant or invest in a new project as the interest expense associated with financing those types of activities increases. Additionally, interest expenses will be higher leading to

lower profits (earnings) than they were able to achieve with lower rates.

Open market operations are more complex and can occur in several different ways. However, the end result of current policies underway is generally higher long term rates and less money in the financial system (the reverse occurred under the policies implemented during the pandemic). Both of the outcomes of these current policies tend to slow economic growth and potentially company earnings, which obviously may cause concern for stock investors.

## Should investors be worried about current geopolitical conflicts?

Unfortunately, as long as there have been humans, there has been conflict. The ongoing situation in Ukraine is horrific and troubling. It is only natural to watch what is unfolding and feel emotions. Sadness, fear, and anger probably top the list.

However, emotions and investing normally don’t mix well. So much so that there is even a measure followed by CNNMoney to gauge the stock market called the Fear and Greed Index. In theory, the index can be used to gauge whether the stock market is fairly priced by quantifying investor sentiment. It is based on the logic that excessive fear tends to drive down stock prices, and too much greed tends to have the opposite effect.

The Ukraine conflict will very likely continue to cause long

term global economic implications as Russia will be isolated from most of the rest of the developed world for a long time to come. The biggest impact from this ‘global reshuffling’ will be felt in supply chains and continued pressure on the prices of food, energy and other commodities.

So what does this mean for your investment portfolio? The ability to predict what markets will do the next week, month or quarter is almost impossible and more volatility seems likely. And while predicting the short term is very difficult, we can use history as a guide to tell us that we will move beyond this conflict. Investors need to remember that a long-term approach will likely lead to favorable outcomes.

Asset allocation and diversification are key components of your investment portfolio that are particularly important during volatile and unpredictable markets. With the help of a trusted advisor, you can determine the asset mix appropriate for your investing horizon and risk tolerance. Keep a long-term perspective, don’t be unsettled by geopolitical conflict and ensure you have regular discussions with your investment advisor about your financial situation.

## What moves should investors be making right now?

“Dow plunges 10% amid coronavi-

# Interest Rates are Rising. How Should Investors Respond?

By David Lundgren, CFA®

rus fears for its worst day since the 1987 market crash” CNBC 3/11/2020

“Stock Market Slide Shows Inflation Worrywarts Were Right” Bloomberg 11/10/2021

“U.S. markets dive as Ukraine crisis keeps pushing up oil and gas prices” CBS News 3/7/2022

“Dow, Nasdaq suffer worst day since 2020 as stocks plunge” The Hill 5/5/2022

This is a very small sample of headlines highlighting the major issues faced by markets over the last few years. It is also the type of headline that causes worry and second guessing among many investors.

Throughout its history, the stock market has seen an incredible

number of challenges. The tech bubble, 9/11, and the 2008-09 financial crisis are more recent examples. But there have also been world wars, runaway inflation, numerous political crises – the list goes on and on. Although these developments seem to be insurmountable in the moment, markets historically have recovered and moved forward. Of course, these outcomes are never guaranteed, but at the very least they serve as a guide to what markets have previously been able to achieve.

Trying to time the market around ‘events’ is a tricky game for even the most seasoned investment professionals. My recommendation in times like this is to understand your longer-term goals and objec-

tives; work with an advisor to determine a long-term asset mix that could help achieve those goals; and stick to it. ‘Stick to it’ doesn’t necessarily mean ‘never change’. Over time, your financial situation evolves, as do your time horizon and personal risk tolerances. By working with a trusted professional, you’ll be able to ensure your portfolio and asset allocation reflect your current financial situation and will change with you.

## Seeking Nominations for NODA Honor Dentist

by David J. Hildebrandt, D.D.S. –NODA Honors & Awards Committee Chair



The New Orleans Dental Association’s Honor Dentist award is presented annually “in recognition of and personal accomplishments and include a brief explanation why you believe he or she is deserving of the Honor Dentist award. Mail your nominations to the attention of Dr. David Hildebrandt, Honors & Awards Committee

Chair, 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 16, 2022. The recipient will be announced at the January 2023 General Membership meeting and published in the February 2023 edition of *NODA News*.

## Announcement of 2022 Nominating Committee

by Aubrey Baudean, Jr., D.D.S. – NODA Nominating Committee Chair



As required by NODA Bylaws, Article XIII, Section 1-11, the 2022 Nominating Committee has been formed. The Nominating Committee members are: Dr. Aubrey Baudean, Jr. (President-Elect), Dr. Linda Cao (1<sup>st</sup> Vice President), Dr. Mark Chaney, Dr. Byron Ganucheau, and Dr. David Hildebrandt.

## New Orleans Dental Enterprises: Brief

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



Some things to know:

### Extradent users

ExtraDent has announced it is now partnering with DentalXChange software! You should have received a letter announcing the change. If you haven't, you can go to [www.ExtraDent.com](http://www.ExtraDent.com). Or, call them at 866-886-5113. It is a very easy conversion process. The new software program offers more control of your electronic claims and has its own attachment service. DentalXChange/Extradent is cheaper than NEA! As a testimony, my staff said: "the new system is so much better and easier than the old one!" "Gives you tons of information and you can make claim corrections easier and resends as fast".

If you are not a user, why not? Give Extradent a call and take advantage of an inexpensive electronic claims service.

### Hancock Whitney

Hancock Whitney has renewed their relationship with NODE! Last year, H.W. was a wonderful partner and was visible at all of our NODA events. You may have read some of their articles in the *NODA News*.

H.W. has numerous products and services. So at the next NODA event, speak with Mr. Patrick McKenna (504/352-3770) and see if he can help you with your business needs. Looking forward to all of what Hancock Whitney has to offer this year!

### Blohowiak Professional Services

Our new member of our NODE program is Chuck Blohowiak. Mr. Blohowiak is a professional coach and trainer for your dental staff. He will be sending information out to you as a member very soon! The information is: "Applying Business Resiliency Concepts to a Dental Practice". This formation and service is something all practice owners should check out.

### Darby Dental Supply

Remember to save money on all your dental supply needs from Darby Dental Supply. You can call Vance Rudnet at 1-800-448-7323 Ext. 2124.

### Credit Card Services

You can get more information on all of our member driven credit card services and the above mentioned companies on the NODA website ([www.nodental.org](http://www.nodental.org)) under the Preferred Provider tab.

The NODE committee is always looking for goods and services that will benefit our member dentists. If you have one in mind, please forward any contact information to Dr. Kevin Collins at [nodechair@outlook.com](mailto:nodechair@outlook.com).

## Report of the Executive Director

by Andrew Hale – NODA Executive Director

Becoming a member of the New Orleans Dental Association is the best way to collaborate with other dental professionals, which leads to tremendous success for everyone. NODA is a community through which you can exchange ideas and give input into initiatives to help us grow. Joining NODA is a great way to keep your finger on the pulse of how the dental industry is growing and changing, stay on top of emerging trends, and keep up-to-date on the information you need to stay on the cutting edge of your industry. NODA is in a unique position to help advocate for the dental profession. You can help elevate important issues in the dental industry and even influence discussions that lead to positive change. Your involvement within NODA will afford the member an opportunity to network with other colleagues and will help your practice to stay abreast of current issues and opportunities and will also assist in personal advancement. If you have not renewed your membership, join now. You have nothing to lose and everything to gain.

*"For God hath not given us the spirit of fear; but of power and of love, and of a sound mind." (2 Timothy 1:7)*



## Behind every smile, there's a great banker

**\$800,000**

Practice Buy-In Term Loan

**\$725,000 | \$150,000**

Commercial Real Estate Loan  
and Equipment Finance

**\$450,000**

Practice Buy-In Term Loan

**\$325,000 | \$300,000**

Business Acquisition Loans

**\$275,000 | \$140,000**

Practice Buy-In Term Loan  
and Commercial Real Estate Loan

**\$75,000**

Business Line of Credit

We understand the dental industry and where you want to go. Our expertise and five-star service will help you get there.



### Patrick D. McKenna

**VP, Business Banking**

504-352-3770

patrick.mckenna@hancockwhitney.com

## ADA Meeting



*NODA member Dr. Vince DiLeo, Jr. attended the ADA's meeting for state presidents-elect and LDA Executive Director Annette Droddy attended the management meeting, both in Chicago representing Louisiana*



# NEW ORLEANS DENTAL CONFERENCE & LDA ANNUAL SESSION

APRIL 20-22, 2023  
HYATT REGENCY HOTEL

[WWW.NODC.ORG](http://WWW.NODC.ORG)



# Bulletin Board

**APPRAISALS, SALES, ASSOCIATE SHIPS, 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). Four Metairie practices and one North Shore practice sold. All sold for full price, cash at closing. If you're thinking about selling, this a good time to call Dr. Earl Douglas 770/664-1982 or [earl@adssouth.com](mailto:earl@adssouth.com). If you're looking to purchase, watch for our next upcoming Metairie listing at [www.adssouth.com](http://www.adssouth.com).

**GENERAL PRACTICE – HOUMA AREA (#6874)**

Gross Collections: \$304,805, 3 Days a Week, 3 Operatories, 990 sq. ft. I usually don't recommend satellite practices for you, but this one is the exception to the rule. It's an underperforming practice in an excellent patient to dentist ratio location. The equipment has recently all been updated. The overhead is a ridiculously low 40% and for a day and half per week, a buyer would walk away after all payments and expenses with a net of \$190k. Don't forget the low stress environment and grateful patients and it's only an hour and a half drive from the hustle bustle of New Orleans. Take a look at this one. Contact Dr. Earl Douglas 770/664-1982 or [earl@adssouth.com](mailto:earl@adssouth.com).

**GENERAL DENTISTS NEEDED**

Whether you are a recent dental school graduate or an established 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 modern facilities scattered across South Louisiana, our practice is in a unique position to offer flexible and convenient scheduling options. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or [ternst@LaDentalCenter.com](mailto:ternst@LaDentalCenter.com).

**SATURDAY GENERAL DENTISTS**

Louisiana Dental Center is seeking General Dentists interested in working Saturdays at its locations throughout South Louisiana. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or [ternst@LaDentalCenter.com](mailto:ternst@LaDentalCenter.com).

**SPECIALISTS NEEDED**

Louisiana Dental Center, a well-established and fast-growing group dental practice has great opportunities for specialists seeking flexible work options. Multiple locations and schedules ranging from 1 to 5 days a week. Orthodontists, Endodontists, Oral Surgeons, Periodontists and Pediatric Dentists are welcome. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or [ternst@LaDentalCenter.com](mailto: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

**Make today your new beginning...**  
**ADS Lovelace and Associates**  
**Your Practice Transition Team.**

<b>PRACTICES FOR SALE</b>	<b>ASSOCIATE POSITIONS</b>
Alexandria • Baton Rouge Central LA • Houma/Thibodaux Metairie • Mandeville Shreveport Periodontal Practice (x2): SE LA	Alexandria • Lafayette Lutcher Lake Charles Shreveport • Oakdale MS Gulf Coast

*Congratulations to Dr. Cherry Broussard on her acquisition of Dr. Barton Barre's practice in Harvey, LA*  
*Congratulations to Mrs. Paydan St. Romain for the sale of Kenny St. Romain's practice in Baton Rouge to Dr. Samir Hamdan and Dr. Mohammad Zadeh*

**ADS LOVELACE AND ASSOCIATES, INC.**  
**(225) 927-8015 | [LovelaceAndAssociates.com](http://LovelaceAndAssociates.com)**

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VALUATIONS | SALES | CONSULTING  
All ADS companies are independently owned & operated.

## September-October 2022 Courses

For latest course information, visit [www.lsucde.org](http://www.lsucde.org)



Continuing Dental Education

LSU Health New Orleans Continuing Dental Education is the brand name of LSU's overall continuing dental education program; it represents the long-standing affiliation and working relationship between LSU Health New Orleans School of Dentistry and The Louisiana Academy of Continuing Dental Education, Inc. the purpose of developing, marketing, and administering live and online continuing education courses and training programs.

**REGISTER TODAY!**

**[www.lsucde.org](http://www.lsucde.org) OR Call (504) 941-8193**

DATE	COURSE INFORMATION	REGISTRATION FEES*	HOURS
September 23, 2022 <b>Live Course</b>	<b>LSUSD Alumni Day</b> Presented by Dr. Lyndon F. Cooper at <i>LSU School of Dentistry</i>	<b>Early Bird / Regular / Late</b> Dentist: \$325 / \$340 / \$365 Dental Team Member: \$125 / \$140 / \$190	<i>a maximum of</i> 5 clinical hours (lecture)
October 21, 2022 <b>Live Course</b>	<b>A Biologically-Oriented Approach to Predictable Esthetic Implant Dentistry</b> Presented by Dr. Jonathan Esquivel at <i>LSU School of Dentistry</i>	<b>Early Bird / Regular / Late</b> Dentist: \$445 / \$465 / \$485	<i>a maximum of</i> 7 clinical hours (lecture)
October 28, 2022 <b>Live Course and Video Conference</b>	<b>The Digital Flow in Implant Dentistry</b> Presented by Dr. Jon Julian at <i>LSU School of Dentistry</i>	<b>Early Bird / Regular / Late</b> Dentist: \$310 / \$340 / \$365 Hygienist / Lab Tech: \$185 / \$215 / \$240 Dental Assistant: \$100 / \$120 / \$140	<i>a maximum of</i> 7 clinical hours (lecture)
January 27, 2023 <b>Live Course and Video Conference</b>	<b>LSU Day in Lake Charles Super Generalist: The Pathway to Independence and Fulfillment</b> Presented by Dr. Mark Malterud at <i>L'Auberge Casino Resort in Lake Charles</i>	<b>Early Bird / Regular / Late</b> Dentist: \$325 / \$340 / \$365 Hygienist / Lab Tech: \$200 / \$215 / \$240 Dental Assistant: \$115 / \$130 / \$155	<i>a maximum of</i> 7 clinical hours (lecture)

\*Consult our website for Early Bird, Regular, and Late Registration cut-off dates and times, as well as eligibility requirements.



LSU Health New Orleans Continuing Dental Education is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at [ADA.org/CERP](http://ADA.org/CERP).



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