

NODA News

Volume 48 | Number 3

Article 1

2024

NODA News March 2010

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Recommended Citation

(2024) "NODA News March 2010," *NODA News*: Vol. 48: No. 3, Article 1.
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NODA News

MISSION STATEMENT

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

VOL. 48 MARCH '10 NO. 03

2010 Give Kids A Smile Day

by Claudia A. Cavallino, D.D.S. - NODA Children's Dental Health Month Committee Chairman



Greetings to all NODA Members,

On Friday, February 5, 2010, the annual Give Kids A Smile

(GKAS) event was held at LSU Dental School in the pediatric dentistry department. NODA member and LSU pediatric dentistry professor, Dr. Janice A. Townsend, along with community groups New Orleans Catholic Charities and Common Ground helped to coordinate this event. LSU dental students, pediatric dental residents, and NODA dentists volunteered to perform exams, cleanings, oral hygiene instruction, x-rays and treatment plans. Our goal is to provide these children with a

permanent dental home in the office of a NODA dentist.

We screened 20 children ages 4 to 17. All of these children were uninsured and it was the first dental visit for 60% of them. 75% of the children had untreated decay with 25% having decay severe enough to need a root canal or extraction of a permanent tooth. Each child received an examination, prophylaxis, fluoride, and appropriate x-rays. Using current Medicaid fees these services would cost \$143.76 per child. This is a total of \$2,875 in donated care and this does not take into consideration the services that may be donated by NODA dentists in treatment.

As mentioned previously,

all of the children screened had no dental insurance and did not qualify for Medicaid. It was an eye opening experience to see these children and their unique obstacles to care that extend beyond financial limitations. They usually are not seen until problems reach a crisis and can have serious repercussions.

If you would like to volunteer to donate your services to provide basic restorative and oral surgery care to any of these children, please contact me at ccavallino@bellsouth.net or 504/251-2558. We need your help!



The team at the LSU School of Dentistry in New Orleans who screened 20 children ages 4 to 17, providing an examination, prophylaxis, fluoride and bitewings, for a total of \$2,875 donated services.



Ajeandra Romera, center, was among the 195 school children who received free dental services at the LSU School of Dentistry clinics in Baton Rouge and New Orleans during Give Kids A Smile. Attending to her needs are dental students Haley Bui and Emmanuel Enime.

**This is Your Official Invitation to the
President's Installation Banquet**

*Dr. Kristi M. Soileau
91st President of the
New Orleans Dental Association, Inc.*

*Requests the Honor of Your Presence at the
President's Installation Banquet*

In Honor of the 2010 Officers and Board Members

*Saturday, March 6, 2010
Metairie Country Club
Oak Ballroom
580 Woodvine Avenue - Metairie, LA 70005*

*Check in and social: 6:00 p.m. - 6:30 p.m.
Dinner: 6:30 p.m. - 9:00 p.m.*

*Cost: \$85.00 per person
Black Tie Optional*

Join us as the LDA President, Dr. Charles B. Foy, Jr., installs NODA's new Officers and Board Members. The association will also recognize the 2009 Honor Dentist of the year, Dr. Glenn C. Dubroc, Jr., as well as those members who have been a part of organized dentistry for 25 and 50 years.

DINNER MENU

*Caesar Salad
Turtle Soup*

*Choice of Entrée
(Select one)*

Pan Seared Filet of Angus Or Gulf Fish Amandine

*Vegetable
Starch
Rolls and Butter*

Iced Tea, Wine, Coffee

Strawberry Shortcake

Cash Bar will also be available through the course of the evening.

President's Message

By Kristi M. Soileau, D.D.S., M.Ed. - NODA President



Dear NODA Members,

Don't you just feel the CHAMPION coming out in you? What a wonderful time to be a part of our sports teams, our city, our profession.

Now that the Saints have done what they set out to do, so should WE act as a determined team. Get involved...in the community, on a committee, politically (don't forget Dentist's Day at the Legislature on April

21st), or in any way that suits you best.

Please see Dr. Moeller's column on upcoming events for fun, camaraderie, and continuing education opportunities. The Crawfish Boil on May 14th is a great family event sure to please even those who don't even care for the mudbugs. There's plenty of food and entertainment to keep everyone smiling. The upcoming NODA/LDA Conference on April 8-10 promises to offer plenty of up-to-date C.E.! (Who couldn't use a few more courses and a good party or two?)

The President's Banquet is

to be held on March 6th at Metairie Country Club, and Dr. Glenn C. Dubroc, Jr. has been named as honor dentist by Dr. Bill Schmidt and his committee; his award will be presented that same evening.

Please remember to attend the monthly general membership meetings at different locations around the New Orleans area. It is always a foodie bargain, and the main means by which your opinion can develop into fruition. See you there!

Please send us your news. We love hearing from you and about you!

MARCH GENERAL MEMBERSHIP MEETING

March 24, 2010 • 7:00pm

Colonial Golf & Country Club
42 Colonial Club Drive
Harahan, LA 70123

FBI Special Agent
Kristine Green

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Upcoming Scientific Programs

By Laurie F. Moeller, D.D.S. - NODA Scientific Program Committee Chairman



March 24, 2010
General Membership Meeting

Location –
Colonial Golf & Country

Club, 42 Colonial Club Dr., Harahan, LA 70123. Phone: 504/737-2844.

Time – Check in @ 6:30pm. Meeting begins @ 7:00pm.

Speakers – FBI, Special Agent Kristine Green and Mr. John White @ First Data

Kristine Green – The FBI's New Orleans field office has a community outreach program that complements their efforts to protect you and your business. Special Agent Green is Supervisor of the Cyber Crimes Squad for the Federal Bureau of Investigation New Orleans Territory. Her areas of focus are computer hacking, both criminal and national security matters, identity theft, and internet fraud.

John White - representative for First Data with over 50 NODA members in which he provides credit card processing service. He has presented CE classes for Northshore Dental Association and has addressed the Mississippi Dental Association. Mr. White will discuss patient payment data security requirements.

Topic of Presentation – “Personal and Professional Security Threat Awareness & Precautions”

Objectives –

- 1.) Focus on the latest crimes from identity theft, and cyber crimes that could affect personal, professional, and business security. Discussion will include sources, risk, awareness, and precautions.
- 2.) Information, on security mandates to protect your patient's personal payment information.
- 3.) List of websites will be provided for additional personal research and education.

Sponsor – New Orleans Dental Enterprises, Inc.

Phone: 504/834-6449, website: www.nodental.org. Address: 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001.



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Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/goto/cerp.

SAVE THE DATE!

March 6, 2010

President's Installation Banquet
Metairie Country Club
6:00 – 9:00pm

March 24, 2010

General Membership Meeting
Colonial Country Golf & Country Club
7:00pm

April 8-10, 2010

NODC/LDA Annual Session
New Orleans Morial Convention Center
Hall B

May 14, 2010

Annual Crawfish Party
American Legion Home
6:30 – 9:30pm

May 19, 2010

General Membership Meeting
New Orleans Fairgrounds
7:00pm

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New Orleans Dental Conference/LDA Annual Session

By William A. Hadlock, D.D.S.

New Orleans Dental Conference/LDA Annual Session Committee General Chairman



The New Orleans Dental Conference is teaming up with the Louisiana Dental Association's

Annual Session to host Louisiana's largest and most popular C.E. event of the year on April 8-10, 2010, in the heart of the Big Easy!

Please register early to avoid long lines and late fees. If you register prior to the mail or online deadlines, registration materials, including badges and tickets, will be mailed to you before the conference.

This meeting is an

incredible value for dentists in all fields and specialties. Your registration fee of \$300 includes admission into all lecture courses at the conference. This is an incredible value that you can't afford to pass up! There are several high quality hands-on workshops available as well. Be sure to register early to sign up for the classes you want; once a course is full, admission into the course is closed. You must have a ticket to enter a course.

This year's Welcome Reception/LDA President's Party will be held at the World War II Museum, so come learn about New Orleans' role in the war while enjoying delicious food and

entertainment featuring a swing band, including the Victory Belles!

This year's meeting will prove to be even bigger and better than last year, so you won't want to miss it. It's sure to be an event the whole staff will enjoy.

If you need a brochure or more information about this amazing bargain, call Normalee Ward at the NODA office at 504/834-6449 or register online at www.nodc.org.

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Bylaws Change Notice

As per Article VIII of the New Orleans Dental Association Bylaws, this is the official notification to the membership of several Bylaw changes which was introduced at the February 24th General Membership meeting and will be voted on at the March 24th General Membership meeting. The Board of Governors has approved this change to the Bylaws.

ARTICLE XVI (Dues and Assessments) - Section 1

The annual dues of the active members of the New Orleans Dental Association shall be one hundred fifty dollars (\$150) in addition to the dues of the Louisiana Dental Association and the American Dental Association.

“Be is resolved that the wording of Section 1 of Article XVI be deleted, and replace it with the following wording.”

The annual dues of the active members of the New Orleans Dental Association shall be two hundred dollars (\$200) in addition to the dues of the Louisiana Dental Association and the American Dental Association.

ARTICLE XVI (Dues and Assessments) - Section 5a

Effective with the 2005 dues billing and thereafter, dentists who become members of this Association shall be exempt from payment of New Orleans Dental Association dues for the year of their graduation from dental school or completion of advanced training as specified in

ARTICLE IX, Section 5a, as well as for the first full calendar year following the year in which the dental degree was received, or advanced training was completed. In 2005 only, the new member shall pay twenty-five percent (25%) of active member dues in the second year, seventy-five percent (75%) in the third year, and one hundred percent (100%) in the fourth year and thereafter in accordance with Section 1 of this ARTICLE. In 2006 only, the new member shall pay twenty-five percent (25%) of active member dues in the second year, fifty percent (50%) in the third year, and one hundred percent (100%) in the fourth year and thereafter in accordance with Section 1 of this ARTICLE. In 2007 and thereafter, the new member shall pay twenty-five percent (25%) of active member dues in the second year, fifty percent (50%) in the third year, seventy-five percent (75%) in the fourth year, and one hundred percent (100%) in the fifth year and thereafter in accordance with Section 1 of this ARTICLE. These exemptions of dues may be granted to an individual member only once and shall not apply to any dues or assessments required by the Louisiana Dental Association and the American Dental Association. Those members, other than recent graduates selected to Active Membership in this

Association after July first, except for those where membership has lapsed for failure to pay the current year's dues, shall pay one half (½) of the current year's dues, and those selected after October first shall pay one quarter (¼) of the current year's dues.

“Be is resolved that the wording of Section 5a of Article XVI be deleted, and replace it with the following wording.”

Dentists who become members of this Association shall be exempt from payment of New Orleans Dental Association dues for the year of their graduation from dental school or completion of advanced training as specified in ARTICLE IX, Section 5a, as well as for the first full calendar year following the year in which the dental degree was received, or advanced training was completed. The new member shall pay active member dues in the second year of twenty-five percent (25%), in the third year fifty percent (50%), in the fourth year seventy-five percent (75%) and in the 5th year one hundred percent (100%) and thereafter in accordance with Section 1 of this ARTICLE. These exemptions of dues may be granted to an individual member only once and shall not apply to any dues or assessments required by the

Bylaws Change Notice - Con't.

Louisiana Dental Association and the American Dental Association. Those members, other than recent graduates selected to Active Membership in this Association after July first, except for those where membership has lapsed for failure to pay the current year's dues, shall pay one half ($\frac{1}{2}$) of the current year's dues, and those selected after October first shall pay one quarter ($\frac{1}{4}$) of the current year's dues.

ARTICLE XVI (Dues and Assessments) - Section 13

The Fiscal Year of this Association shall be April 1 through March 31.

"Be is resolved that the wording of Section 13 of Article XVI be deleted, and replace it with the following wording."

The Fiscal Year of this Association shall be July 1 through June 30.

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!
nodental@bellsouth.net

Annual Crawfish Party Announced

By: Laurie F. Moeller, D.D.S. – NODA President Elect



The New Orleans Dental Association's Annual Crawfish Party will be held on Friday, May 14th, from 6:30pm-9:30pm at the American Legion Home, Post 267, located at 3001 River Road and Causeway Boulevard in Jefferson, LA. The NODA crawfish party is always an indulgent evening, and now your families and your staff can join in the fun! As with almost all NODA crawfish parties, there will be much dancing, karaoke music and fun to go along with your delicious meal. There

will also be jambalaya, vegetable trays, sandwiches, and lots of cookies for the children. There will also be a caricature artist from 7:00pm - 9:00pm doing complementary facial sketches. Come pass a good time, Cher! The crawfish party is free to all NODA members and there is a fee of \$10.00 for each staff guest or family member age 6 and over. You don't want to miss it, and we don't want to miss you!



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New Member Spotlight

Van T. Himel, D.D.S.



Van T. Himel, D.D.S., is Professor and Chair of the Department of Endodontics at the LSU School of Dentistry. He

is a native of Louisiana having been born in Port Allen and lived in Lafayette from fifth grade through graduation from LSU. He received his dental degree from Louisiana State University, School of Dentistry in 1973.

After two years in the Air Force and five years of private general dentistry practice in Lafayette he returned to LSU for graduate training in Endodontics. Upon completion of his graduate training he joined the faculty of LSU where he served as head of the Endodontic graduate program. He then served in various capacities including department chair of Biologic and Diagnostic Sciences at the University of Tennessee Health Science Center for 20 years. He returned to LSU as Department Chair of Endodontics in September of 2009.

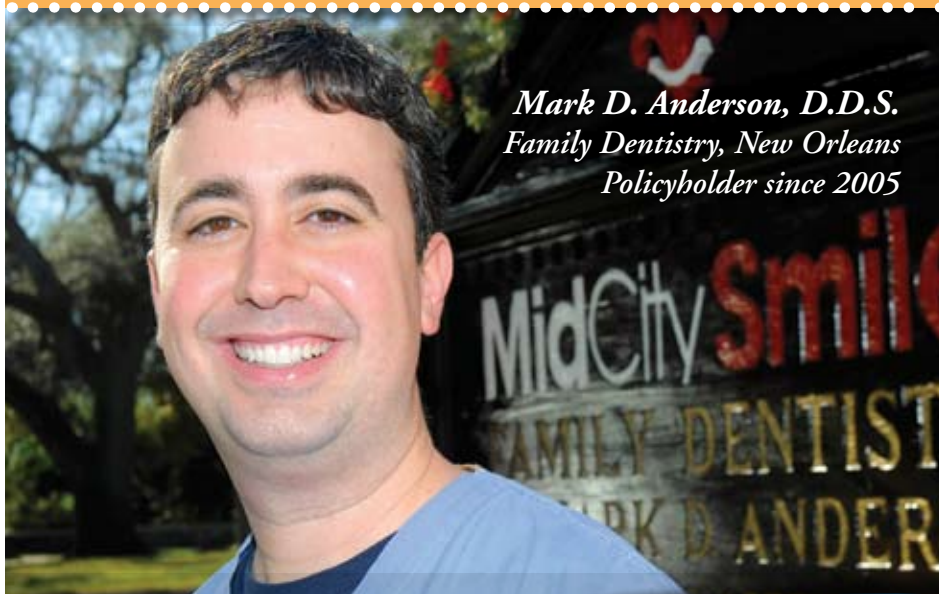
He has received several awards including the Excellence in Teaching Award from the UT Memphis Student Government Association Executive Council and the Distinguished Dental Faculty Award for the UTHSC College of Dentistry. Dr. Himel is a Diplomat of the American Board of Endodontics and is a member of the American Dental Association and the American Association of Endodontists. He has been active in organized dentistry serving on both local and national committees, has

published numerous articles in scientific journals and has presented continuing education courses. His wife, Dr. Mabel Himel, holds a faculty position at the University of Memphis. His son, Ryan, lives in Knoxville, TN, and his daughter, Bethany, lives in O'Fallon, IL.



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New Member Spotlight

Richard W. Ballard, D.D.S.



Dr. Richard W. Ballard is a returning member to NODA. He came to practice in Metairie in 1996 when he assumed the orthodontic practice of the late Dr. David Hoffman. He was an active NODA member until 2005 when Katrina destroyed his Metairie orthodontic office and he moved his full time practice to Mandeville where he lives with his wife of 24 years and their nine year old son. He grew up in a rural area between Baton Rouge and Hammond where he developed his strong love of LSU sports.

After graduating from Southeastern Louisiana University, he taught high school for a short time before attending dental school. He graduated from LSUSD in 1992

where he received numerous honors such as membership into OKU, Kells Honor Society, and the Chancellor's Award. He was accepted into the Orthodontic residency program at LSU which he completed in 1994. One of his most honored achievements came in 2005 when he became a Diplomate of the American Board of Orthodontics.

Since graduation he has been active in organized dentistry. He has held various positions on the local, state and national level. He is currently serving as an AAO delegate from Louisiana. "I feel organized dentistry is important because so many decisions are made by people outside of dentistry that directly affect the practitioner."

After 14 years of private practice, he had the opportunity to fulfill a lifetime career goal of becoming a full time educator. In July of 2008 he accepted an Assistant Professor position in the

department of orthodontics. "I love being back in the academic atmosphere. I am challenged and educated daily in my interactions with students and faculty alike." He directs all undergraduate orthodontic education at LSU, serves on numerous committees, sees his own orthodontic patients in faculty practice as well as teaching the orthodontic residents.

His spare time is spent with his family. "My wife and son are the most important things in my life." As a family, they enjoy numerous outdoor activities, especially those associated with water. His son is also very active athletically; so much of their spare time is either at practice or a game. At the end of the day they can usually be found on their front porch enjoying the beautiful sunsets over Lake Pontchartrain.



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Houma #3415
Shreveport #3375

Dr. Charles McCabe Elected President of LSBD



Charles McCabe, D.M.D., has been elected president of the Louisiana State Board of Dentistry, the licensing board

for the 2,493 dentists and 2,016 dental hygienists practicing in Louisiana. This will be his second term as president of the board. This year marks his 14th year of service on the board during which he was active in formulating legislation to regulate oral conscious sedation.

Dr. McCabe is an associate professor in the Department of Periodontics at the LSU School of Dentistry. He has been affiliated with the school since 1982. He received his DMD from the University of Pittsburgh in 1976 and completed specialty training in periodontics at the Boston University School of Graduate Dentistry in 1980.

In 1995, he became a diplomate of the American Board of Periodontology. He is also a member of the Pierre Fauchard Academy. He maintains a private practice limited to periodontics in suburban New Orleans. The state board is a division of the Louisiana Department of Health and Hospitals. Its main responsibilities are to ascertain the fitness and ability of dentists and hygienists to practice, help write legislation to serve the public through dentistry and prosecute violations of the Dental Practices Act.

"In Memoriam"

Anthony J. Lala, D.D.S.

Dr. Anthony J. (Tony) Lala, age 79 and resident of Metairie, passed away on Wednesday, February 10, 2010. Beloved husband of Nathalie LoCoco Lala, Loving father of Anthony J. Lala, Jr. and Jenifer O'Quinn (Timothy), Grandfather of Timothy P. O'Quinn, Jr., and brother-in-law of Vincent T. LoCoco. Dr. Lala was a parishioner of St. Angela Merici Church.

Alvin W. Nolan, D.D.S.

Dr. Alvin W. Nolan, an orthodontist who treated thousands of New Orleans area high school students over a 40-year career, died surrounded by family at his home on Sunday. He was 89. Reared in the 1920s and 1930s in a boisterous Irish Catholic family in Algiers Point, Al Nolan reflected his neighborhood origins all his life. He was deeply faithful to family, as well as strong-willed, gregarious and funny. He also nourished a deep personal faith. A man of forceful convictions, whether political, social or sports-related, he was nonetheless quietly generous, with a special affection for children and the elderly.

From the 1940s to the 1980s, Dr. Nolan practiced orthodontics in New Orleans and Algiers. But friends understood his heart was rooted at a lake house in Lakeshore, MS. Destroyed three times by hurricanes and rebuilt each time - twice by Dr. Nolan himself - the Nolan lake house for five decades was a place of open and

continuing hospitality for a large circle of friends and family. Nearer home, Dr. Nolan was a founding member of St. Andrew the Apostle Parish in the early 1950s and helped set that community's foundations. For that and other work, he was awarded the Archdiocese of New Orleans' Order of St. Louis.

In his youth, Al played second base and was one of the last surviving members of the Shamrocks, an Algiers-based team. Later he attended Loyola University, became an honors graduate of that university's dental school and received his orthodontic training at the University of Michigan. Dr. Nolan served as a dentist in the Navy in World War II. Operating under strict wartime secrecy not lifted for decades, while in England he helped identify remains of American and English sailors and soldiers killed by German E-boats in Exercise Tiger, a rehearsal before the D-Day invasion.

Recognize this face?



Answer on pg. 20

Dr. Ritchie Named Director of Admissions



John R. Ritchie, D.D.S., M.Ed., has been chosen Director of Admissions. He succeeds Dr. Jim Weir who retired in December.

He has been a member of the LSUSD faculty since 1981 and was promoted to Associate Professor in 1986. From 1989 to 1995, he was director of the General Dentistry Residency program. From 1995 to 2006, he was chairman of the Department of General Dentistry. Since 2006, Dr. Ritchie has been Director of Diversity and Minority Affairs.

Dr. Ritchie is a native of Iowa and received his D.D.S. from the University of Iowa College of Dentistry in 1979. He then came to LSUSD for the 2-year General Dentistry Residency program based at Charity Hospital. He was awarded a certificate in General Dentistry in 1981. Two years later, he was awarded a master's in education from the University of New Orleans with an emphasis in curriculum and instruction. He is a fellow in the American College of Dentists and the Academy of General Dentistry.

In the aftermath of Hurricane Katrina, he played a vital role in developing a network of community dentists to provide clinical training for fourth-year students.

For the last 26 years, he has had a private practice in the LSUHSC School of Dentistry Faculty Dental Practice.

He and his wife, Pat, have been married for 36 years. They have two grown daughters, Jill and Rachel.

LDA Access to Care Medicaid Task Force

by Claudia A. Cavallino, D.D.S. – LDA Medicaid Access-to-Care Task Force



Dear Colleagues,

The Louisiana Dental Association has partnered with the Jefferson Parish

School Board to implement the second phase of the Dental Medicaid Task Force's vision of delivering comprehensive dentistry in a dental home to 100% of the state's Medicaid-eligible children. To do this, our message must reach parents of all Medicaid-eligible children concerning the ready availability of treatment within a dental home.

The Jefferson Parish school board has disseminated oral health information to the parents and guardians of all 44,000 Jefferson Parish public school children (JP school officials estimate that 90% of their students have Medicaid or are Medicaid-eligible). This information includes:

- 1.) An LDA brochure advocating the importance of oral health while strongly encouraging parents to schedule a dental appointment.
- 2.) A letter to parents explaining what services the dental Medicaid program covers and how to determine if their child is Medicaid-eligible.
- 3.) A list of dental Medicaid providers for East and West Bank.
- 4.) A Dental Health Record (exam form) to be completed by the dentist.

In the upcoming weeks and months Medicaid providers can expect parents to call your office for

an appointment. JP school officials have asked parents to have their child's dental exam completed before May 7, 2010, so that all paperwork can be completed before the school year ends. When a patient presents to your office, we ask that once you have completed his/her dental exam, fill out the brief Dental Health Record form and fax it back to the child's school.

Your participation and cooperation is vitally important to the success of our program. Once successful in Jefferson Parish, our goal is to implement the LDA's program statewide.

If you have any questions or need any additional information, please do not hesitate to contact me at 504/251-2558.

Proud to Have Known You



William A. King, D.D.S.
1916-1978

IS FIRST DATA RIGHT FOR YOU?

By Kevin J. Collins, D.D.S. – NODE President



The following is an interview between Kevin J. Collins, D.D.S., President of New Orleans Dental Enterprises, and John White,

regional representative for First Data Merchant Services (FDMS). FDMS is also known as First Data. This article will highlight the services that First Data can provide to the rest of the NODA membership. The following are answers to many questions you may have about First Data and the services First Data provides.

First Data Merchant Services (FDMS) has been a NODE Preferred Provider for office credit card processing for the past 3 years. First Data has over 50 NODA members and the New Orleans Dental Conference/LDA Annual Session as clients.

Tell me about First Data.

First Data is the world's largest processor of non-cash customer payments. For example, non-cash payments are payments made by credit cards and debit cards. First Data is the preferred processor for large companies like Wal-Mart, Target and Home Depot. While having these large companies as clients is impressive, my local clients like the NODA members and the New Orleans Dental Conference/LDA Annual Session is just as important. Because First Data has a huge responsibility in processing non-cash payments for our national client and local groups like NODA, First Data stays in front of the trends by being innovative through new technologies.

What do you mean by staying in front of the trends?

First Data was the first company to embrace the Payment Card Industry Data Security Standard, also known as PCI DSS. The PCI DSS is a trend and new requirement imposed by Visa, Master Card, Discover, and American Express that requires strict confidentiality and security of the client's payment data. In a way, PCI DSS can be compared to the HIPPA that regulates how your patient's information is secured and disseminated. The First Data's electronic devices are certified under the strict PCI DSS guidelines to accept the non-cash payments. In fact, I encourage and recommend all of my NODA member clients and perspective clients to review this information on PCI DSS at the First Data Merchant Services website. The website is: <http://www.merchantinsider.com/merchantresources/datasecurity>.

This security topic should be a big reminder to attend the March 24th General Membership meeting. The speaker is Special Agent Kristine Green of the New Orleans FBI. The NODA membership will learn more about this topic and other personal electronic security issues at the seminar on "Identity Thief and Cyber Crimes."

Tell me about the new technology coming.

The new technology is the Touchless Payment using the Radio Frequency Chip. This RF Chip is implanted in your credit card. While you are a small distance away from a Touchless Payment receiver you simply tap your credit card and the transaction payment process is initiated. If you visit one

of your local drug stores like Walgreen's or CVS, the payment terminals have been updated to accept this new technology. Some NODA members who have signed on recently currently have this technology. Although this technology is slowly arriving in the United States, consumers in Europe and Japan are using their cell phones with this technology. You simply tap the cell phone and the transaction is initiated.

Besides the innovative technologies, what are the benefits to the NODA Members in using First Data services?

The first benefit and the most important is the attractive low processing rate structure. Another benefit, comparing your current processor with First Data processing rate is made easy. My process is simple. With your permission, I receive a copy of a monthly statement, perform an analysis of your current rate structure costs, apply the special NODE rates, print out a three page proposal and compare your plan with First Data savings! For instance, First Data has provided a \$100 savings to a number of your members already!

How about if our member is in contract with their current provider?

Great point! After I meet with the Doctor and explain the benefits of the First Data program, I will review the current processor contract and determine if the doctor has satisfied the previous agreement. If not, I have a special program that First Data will cover up to \$250.00 under contract cancellation fees. In most cases, the

- con't. on pg 13

IS FIRST DATA RIGHT FOR YOU? - Con't.

By Kevin J. Collins, D.D.S. – NODE President

cost of breaking the contract is covered.

Do I have to install new equipment in order to take advantage of your program?

This depends on the age, memory, and peripherals of the current terminal. One of the greatest shortcomings I have found in a NODA member office is the lack of a Pin Pad processing technology. Pin Pad Debit is the least expensive way to process payments! By not having a pin pad, it's like having antiquated dental equipment. This is costing you money! By installing a pin pad, the savings generated in processing fees can cover the cost of the new terminal technology. This alone is a good reason to change over to the First Data credit card processing program!

I have personally installed and train the staff on the correct usage of the equipment and the verbiage associated with asking for payment using the debit card. The verbiage goes like this, "will that be cash or would you like to use your debit card?" This statement alone will generate savings when the patient uses his or her debit card. You will be surprise how many people will prefer to use their debit card!

In closing, what else would you like our NODA member to know about you or First Data?

Dr. Collins, you were one of the first NODA members to used First Data Merchant Services and have experienced the benefits that our program had to offer over the last 3 years. I am very proud of the 50 business relationships that have

come from this business relationship. The only thing left is to extend this great working relationship to the other NODA members that are not represented. I encourage your members to embrace my services by giving me the chance to review their current business relationship. I am always available to field any questions from the Doctor or the staff. If you have any questions, please call me on my cell phone at 504/874-4877.

I will see you at the March 24th meeting at Colonial Golf & Country Club!

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: nodental@bellsouth.net.

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Mardi Gras in Germany

Photos courtesy of Christopher E. Brown, D.D.S.



Fat Tuesday in Bamberg, Germany.



Fat Tuesday in Bamberg, Germany.



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January General Membership Meeting

Chateau Golf & Country Club

Photos courtesy of F. Thomas Giacona, Jr., D.D.S.



Dental student, Christopher Feldman, invites all to the 4th Annual Sporting Clay Tournament on March 6th.



Dr. William Schmidt, Jr. reads the credentials of Dr. Glenn Dubroc, Jr., NODA's 2010 Honor Dentist.

January General Membership Meeting - Con't.

Chateau Golf & Country Club

Photos courtesy of F. Thomas Giacona, Jr., D.D.S.



Dr. Laurie Moeller introduces speaker Lisa Mipro with River Oaks Hospital.



Lisa Mipro talks on Tools for Detection and Intervention of Eating Disorders in the Dental Practice.

NODA Revelers - *Throw Me Somthing Doctah!*



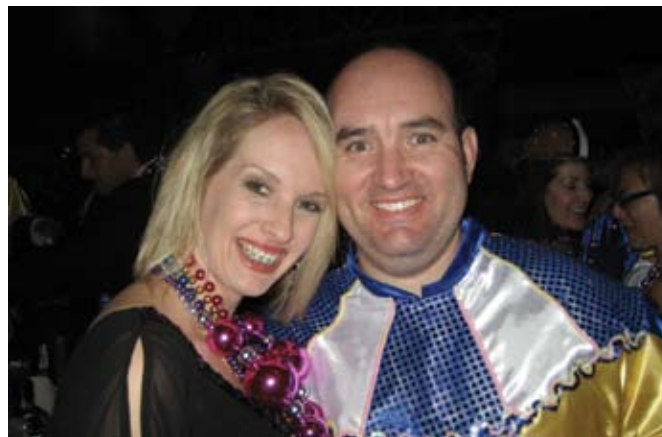
Krewe of Muses - Dr. Lisa P. Germain & sister Amy Germain.



Dr. Elizabeth Riggs (left) & granddaughter Gabriella Hoffman (right).



Krewe of Bacchus - Dr. David C. DeGenova takes a photo of the crowd.



Krewe of Bacchus - Dr. Darryl P. Bourg, Jr. & wife Ashley Bourg.

NODA Revelers - *Throw Me Somthing Doctah!*



Krewe of Endymion - Dr. Gerald Williams



Krewe of Endymion - Dr. Gerald Williams (left) & Dr. Brant Schmidt (right)



Krewe of Iris - Dr. Eeb Centanni, Doris Alimia & Dr. Kristi Soileau



NFL Championship Saints Game - Dr. F. Thomas Giacona, Jr. & son Todd Giacona

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nodental@bellsouth.net.

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

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!

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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 800-321-4540 or visit our website www.adssouth.com.

Monroe Area (#8689) - Gross \$525,504; 4 days; 4 operatories; 2,107 sq. ft. office space. Building is also for sale! Call Dr. Earl Douglas at 800-321-4540 or visit our website www.adssouth.com.

Metairie Merger Opportunity! (#2930) - Gross \$545,109; 4 days 3 operatories. Call Dr. Earl M. Douglas at 800-321-4540 or visit our website www.adssouth.com.

Mandeville-Metairie Pedo Opportunity! (#8589) - No risk opportunity for pediatric dentist to establish a new practice with two locations (Mandeville & Metairie). Both orthodontic offices are equipped with 7 clinical chairs, 2 consult rooms, Pan-Ceph machine, Statim 5000 sterilization unit, etc. All equipment is less than 4 yrs old. Offices available for 3+ days/week each (our non-patient days and Saturdays). Pediatric dentist is responsible for his/her supplies and \$1000 rent. Call Dr. Earl Douglas at 800-321-4540 or visit our website www.adssouth.com.

Lake Charles (#6211) - Busy GP needs associate. Contact Virginia Douglas at 800-321-4540 or Virginia@adssouth.com for more information.

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Dentist looking for an office for lease or purchase. Please e-mail to 641dentistry@gmail.com.

DENTIST NEEDED

Dentist needed to join our Northshore practice. Full or part time Associate. Please call Dr. Scott St. Romain at 985/249-6002 or 985/796-9345.

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Dentists needed, new grads welcome. Excellent pay and growth opportunities. Call 504/259-1812.

DENTIST WANTED

Drs. Dwight Landry and Wendy Maes are looking for a dentist to join their team as an associate with potential to become a partner. Please call 504/347-6000 to set up a meeting.

FOR SALE

Digital Panorex / Cephalometric Machine for sale \$30,000.00. Excellent condition, easy to use, takes x-rays, such as: panorex, lateral / facial cephalometric, TMJ, and tomography. Call the New Orleans Dental Center at 504/347-6000.

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LSU Continuing
Dental Education

In an effort to keep you informed about available C.E. opportunities, this area will be devoted to informational updates.

2010	COURSE TITLE		TUITION	CREDIT HOURS
March 12 Friday Baton Rouge	Simplified Adhesive/Cosmetic Solutions AGD #780 w/Dr. Bruce LeBlanc [Lecture & Lab] at LSU South Campus, Baton Rouge, LA Limited to 30	Dentist	\$325	7 L/P C
March 12 Friday Baton Rouge	Simplified Adhesive/Cosmetic Solutions AGD #780 w/Dr. Bruce LeBlanc [Lecture & Observation] at LSU South Campus, Baton Rouge, LA Limited to 15	Dentist	\$305	7 L C
March 26-28 Friday-Sunday New Orleans	Expanded Duty Dental Assistant a/k/a "EDDA" With Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA, and B. J. Triay, CDA, EDDA at LSUSD	Assistant	\$415	12 L 12 P C
March 27 Saturday New Orleans	Digital & Conventional Radiology for Dental Assistants w/Dr. Kavas Thunthy and Dr. J. Sean Hubar at LSUSD	Assistant	\$149	7 L/P C
March 27 Saturday New Orleans	Advanced Radiology [NEW!] w/Dr. Kavas Thunthy and Dr. J. Sean Hubar at LSUSD	Assistant	\$49	2 L/P C
April 23-24 Friday-Saturday New Orleans	Temporomandibular Disorder (TMD): Current Concepts Essential Training for the Treatment of Pain w/Dean Henry A. Gremillion and Dr. Alex Dale Ehrlich AGD #182	Dentist	\$530*	14 L/P C
May 7 Friday Baton Rouge	Digital Dental Photography 101 w/Drs. Harry Goza and Michael Robichaux in Baton Rouge, LA AGD #138	Dentist Staff Members	\$279* \$209*	7 L/P C

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NODA News
Suite 153
2121 N. Causeway Blvd.
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504-834-6449
Kristi M. Soliveau, D.D.S., Editor
Megan E. Richarme, Associate Editor