THE STATE OF THE ASSOCIATION
by Dr. Richard Dycus, TDA President, January 2018

The State of the Tennessee Dental Association is STRONG!!!

At the Annual Session 2017, Dr. Rick Guthrie handed me a gavel to lead the Association. He turned over a stronger and better Association than he found when he took office.

At the 2017 TDA House of Delegates meeting, I gave my vision of three goals for the TDA.

1. Increase Non-Dues Revenue
2. Have the best Annual Session ever in 2018
3. Have the shortest speech in the history of the TDA

Goal 3 has been achieved and acknowledged at the May 2017 House of Delegates.

Goal 1 is well on its way of having a record year with sponsorships and non-dues revenue. I appointed Dr. Terryl Propper Chair of the TDA Annual Session Sponsorship. The meeting is not until May 2018 and as of today’s date, we have over 100K in sponsorships, which already exceeds any previous year. Our Executive Director, Mike Dvorak, and TDA staff, with Dr. David Owsley, Exhibits Chair, have sold almost all available exhibit tables as of this writing. We have increased revenue from the TDA Insurance Agency and are working on a project providing medical insurance options to dentists increasing revenue from those contracts. Mr. Dvorak and the TDA staff are embarking on a program to identify other association endorsements and revenue sources.

We will soon be adding more product and service options for members in our Newsletter, Webpage, Journal, and other publications. Please support our sponsors, exhibitors and advertisers.

Goal 2 - Have the best Annual Session ever. This is the hardest to gauge as we have had many great meetings, but this year I can assure you that we are working hard to provide quality CE and exciting social events. We need you to preregister online for the Annual Meeting as soon as possible to take advantage of the FREE REGISTRATION available to TDA members prior to March 15th!


This year I have built on the success of the three TDA Presidents that preceded me: Drs. Guthrie, Hight, and Simmons. Guided by two of my mentors, Dr. Jay Hight and Dr. Clifton Simmons, I am moving forward with an aggressive agenda by building on their success. Dr. Rick Guthrie and I have worked together for 30 years, and it is an honor to follow him and build on the momentum he created last year. He was in my dental class, the Class of 1987 — maybe the best class ever to have graduated from UT College of Dentistry. Rick has always been there for me from my first year of dental school until today. He is a great leader and without his assistance I would not be able to accomplish what we have already done in the first 6 months of my Presidency. Rick presided over the transition to our new Executive Director and visited every district with him. Of course, we have to include our Executive Director, Mike Dvorak, and our Office Manager, who I call “TDA Amy,” for a very successful transition and success of the three TDA Presidents that preceded me: Drs. Guthrie, Hight, and Simmons. Guided by two of my mentors, Dr. Jay Hight and Dr. Clifton Simmons, I have appointed an excellent Annual Session Committee led by Dr. Terryl Propper Chair of the TDA Annual Session Sponsorship, and with Dr. David Owsley, Exhibits Chair, have sold almost all available exhibit tables as of this writing. We have increased revenue from the TDA Insurance Agency and are working on a project providing medical insurance options to dentists increasing revenue from those contracts. Mr. Dvorak and the TDA staff are embarking on a program to identify other association endorsements and revenue sources. We will soon be adding more product and service options for members in our Newsletter, Webpage, Journal, and other publications. Please support our sponsors, exhibitors and advertisers.

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DENTAL STUDENTS ARE ADA MEMBERS, TOO
By Jennifer Garvin - ADA

There are more than 161,000 members of the American Dental Association, including some 24,000 student members. Predoctoral students join the American Student Dental Association and the ADA at the same time and receive benefits from both organizations.

What’s the difference between ASDA and the ADA?

The American Student Dental Association is a national student-run organization that protects and advances the rights, interests and welfare of dental students.

The ADA develops resources for students, manages student membership operations, connects students to the ADA and mentors future leaders of the profession.

ADA student members have access to the same benefits that ADA member dentists get, including:

• Member access to the ADA Center for Professional Success website at Success.ADA.org
• Access to the ADA Library and its extensive electronic journals, resources and research databases
• No-cost life and disability insurance from ADA Insurance Plans
• Access to the Journal of the American Dental Association, ADA News, ADA New Dentist News and all e-communications and alerts.
• Travel benefits

For more information about your student member benefits, contact the ADA by email at studentaffairs@ada.org
YOUR MEMBERSHIP MATTERS

Review Your 2018 Dues Statement for Accuracy

2018 MEMBERSHIP DUES CAN BE PAID BY CHECK, CREDIT CARD OR ONLINE

You should have already received your 2018 Membership Dues statement. In order to pay your 2018 membership dues, please note the following guidelines:

• Check or Credit Card payment information should be sent directly to the TDA Executive Office at 660 Bakers Bridge Avenue, Suite 300, Franklin, TN 37067

• Online payments can be made by visiting the TDA website at www.tndentalassociation.com and clicking “Pay Your Dues” on the right-hand side.

• Payment Plans may be chosen online

• If you choose to pay via Credit Card, Master Card or Visa are accepted

• A $25.00 service fee will be added to your annual dues for those paying by credit card or online

NOTE: membership is based upon the calendar year, regardless of when you joined or paid your dues last year. In order to avoid paying a $25.00 late payment penalty, please pay your 2018 dues by March 1.

If you have not yet received your 2018 dues statement or if you have any questions about your dues category, please contact the TDA at 615-628-0208.

CALL THE TDA BEFORE YOU MOVE

Did you know that a move to another city or state could affect your membership?

Please call the TDA Executive office before you move, so your membership records can be updated.

Important: Even if you update your information on-line via the ADA’s website, please still contact the TDA so that we may make sure your records are updated.

INCLUDE A PAC CONTRIBUTION WITH YOUR 2018 DUES

Join the Tenn-D-Pac Capital Club

When you receive your 2018 dues statement, please consider making a contribution to Tenn-D-Pac. The suggested amount is $125.00 per year. This has been a very good year for the PAC with phenomenal growth and success in most legislative races.

Or, for a $150.00 minimum contribution, you can join the Tenn-D-Pac Capital Club for 2018. Members are recognized in the TDA News and new members receive a Capital Club pin. Capital Club Levels are: Silver $150-$299; Gold $300-$549 and Platinum $550 plus.

If you pay your dues by check or credit card, simply mark through the preprinted amount on the invoice and indicate the amount of your support. If paying online, you can change the suggested amount and check the box beside the line item.

Your involvement shows that you go above and beyond in support of dentistry’s work. Help us continue to meet or exceed our campaign contribution goals. We appreciate your support.
Serve as a Legislative Contact Dentist

Join a statewide network of colleagues who work at the state level to strengthen dentistry in Tennessee’s political process. As a legislative contact dentist you will protect your profession and patients by educating state legislators about dental issues.

Why? Your Legislators needs you. They depend on their constituents to educate them about issues. Without local constituents, legislators may not know legislative priorities regarding dental matters. As a legislative contact dentist, you can provide information on your legislators’ positions on pending bills to the TDA’s Governmental Affairs Committee. This information and feedback is vital to the success of dentistry’s lobbying efforts.

How Do I Become an LCD?

Notify the TDA via fax 615-628-0214 or email tda@tenndental.org with your office and cell phone number, fax number and email address as well as the name of the state senator and/or state representative who is your friend, patient or someone you support.

Who Is My State Senator and/or Representative?

If you don’t know who your State Senator and/or State Representative are, the names are easily obtainable by visiting www.capitol.tn.gov/legislators and simply enter your street address and city. A photo of each legislator along with their email address will appear. More detailed information is available by either clicking on “Senate Member” or “House Member” to the right.
for 2018 with Dr. John Petty as General Chair, Dr. Jerald Bryant as Local Arrangements Chair, Dr. Terryl Propper as Sponsorship Chair, Dr. David Owsley as Exhibits Chair, Dr. Tim Brown as Registration Chair, Dr. Jay Davis as Program Chair, and Mrs. Airica Puckett as Decorations Chair.

Legislatively, Dr. Jeannie Beauchamp is having a great year as our Legislative and Governmental Affairs Chair. We are regularly fighting on your behalf in Nashville. We will not go into details of all their activities other than to praise them for being proactive this year. Our Political Action Committee, Tenn-D-PAC, is very active and is much better funded than in previous years. We thank you for your donation and note that the stronger our PAC, the better representation we can give you in Nashville. I would ask for special donations now for Tenn-D-PAC. Don’t look at it as an expenditure. Look at it as an investment that helps you in your daily practice. We have lobbied for workforce issues, Fluoride in the water supply, and against measures that would have cost you much more over the years than your donations cost.

Our Wellness Committee has been reorganized under the direction of Dr. David Sain. We are addressing substance abuse not just of dentists but concerning the entire dental team. This work has exploded and we are proud of the work they are doing in our behalf.

We cannot leave out the work done by our Relief committee. In the last several months we have sent $50,000 for hurricane relief between Florida and Texas, and many of our members have contributed to disaster relief for Gatlinburg, Alabama and Puerto Rico. Your generosity is beyond our wildest dreams. THANK YOU. If you would like to help replenish those funds you may send a check at any time.

What does this strong association do?

- We advocate for you both in Nashville and Washington, DC.
- We provide a quality annual session with significant CE hours and FREE registration for member dentists prior to March 15, 2018.
- We provide Community Outreach Opportunities.
- We provide Free Labor Related Legal Questions from our Endorsed Law Firm.
- We have a member referral network available to the public through online search engine.
- We have networking opportunities and social events
- We have a Student Loan Refinancing Program.
- We have Peer Review – Patient conflict resolution for TDA members only.

We have the TDA Insurance Agency that can insure you with a Dental Malpractice Policy at a discounted rate as well as quote you almost any kind of insurance you need (disability, practice interruption, liability, etc.)

We have a TDA Wellness Program that helps professionals that need assistance due to substance abuse.

We keep up with your CE hours and provide you with reports accepted by the Board of Dentistry if you are ever audited.

WE NEED YOUR HELP!!!! The TDA needs these things this year from our members.

1. We need our members to register for the May 2018 Annual Session.
2. We need our members to recruit other members to build on this STRONG and growing association.
3. We need one hour of your time each quarter to invest in organized dentistry.
4. We need you to contact us with any legislative issues or concerns that you may have.

It has been a great journey this first 6 months of my TDA Presidential year. I look forward to accomplishing more between now and May 2018. I cannot do it alone and covet your assistance in any of these areas. While the Association is STRONG, we can make it STRONGER.

Will you be a superstar in 2018? Can you be a new volunteer in your district or at the TDA Annual Session? Will you visit a non-member dentist and sign them up for membership? Can you help raise money for the Relief Fund, Tenn-D-PAC, the Wellness Program or the TDA Foundation? Will you step up to make this Association be the best constituent society of the ADA? I hope you will and I look forward to working with you!

GOOD NEWS! WE HAVE HAD HUNDREDS OF TDA MEMBERS JOIN THE GROUP HEALTH PLAN THIS YEAR.

While the ACA enrollment period ended on December 15, 2017, we are still open for business. We can insure TDA members, their family and staff beginning the first of each month throughout the year of 2018.

To see if you qualify for coverage and to get a quote, contact the TDA Insurance Agency today at 1.800.347.1109 or TDA@assoc-admin.com. Or for more information, visit http://tdainsurance.com/insurance-plans-for-your-practice/health-insurance/
Federal and State Workplace Posters
Notice: Mandatory Changes

Please note: there have been mandatory changes to both the Federal and State Workplace Posters. The TDA has the new posters available for sale. To order your call the TDA 615-628-0208. Payments can be made by mailing a check to TDA, 660 Bakers Bridge Ave, Suite 300, Franklin, TN 37067 or call to pay by credit card. Posters are shipped upon receipt of payment.

Workplace Poster Order Form

Send me _____ Federal and State Poster Set(s):
TDA Members $18.00 each set $_________
Non-member $25.00 each set $_________

Send me _____ New Federal Poster(s):
TDA Members $10.00 each $_________
Non-member $12.00 each $_________

Send me _____ State Poster(s):
TDA Members $10.00 each $_________
Non-member $12.00 each $_________
Postage and Handling $ 7.00
Total $_________

Live, One-Day, Hands-On, Stress-Free Accredited CDE Training in a Small Group Setting:

Safe and Effective Use of Botox® and Juvederm®
Eddie Moran, MD

Save These 2018 TN Course Dates:

January 26th, Memphis
February 10th, Nashville
February 23rd, Memphis
April 6th, Memphis
May 4th, Memphis
June 1st, Memphis
July 14th, Memphis
July 20th, Nashville
August 3rd, Memphis
October 5th, Nashville
October 19th, Memphis
November 30th, Memphis

Recoup the cost of your training in the first month!

Other Course Dates Available for Interested Groups:

For More Information, Please Call Gretchen: 901-432-0173 or Visit: 922AESTHETICS.COM

Entering Our Fourth Year With 99% Positive Feedback From Previous Course Participants.
TDA President Dr. Richard Dycus and the Fourth District Dental Society ask us to “Think of the Possibilities,” the theme chosen for the 151st TDA Annual Session on May 4-6, 2018. Get ready for an annual meeting filled with excellent continuing education opportunities, fun social events and many chances to connect with other members and our educational partners.

New this year is FREE registration for TDA members who register before March 15th! This only applies to members – not spouses or staff. Beginning March 16th, standard registration fees will apply to everyone. Continuing education courses and event fees are charged a la carte as listed on the registration form to provide flexibility in designing your own Annual Session experience. Other upgrades to the annual session format include electronic registration, mobile attendee event tracking with badge scanning, and a more economical hotel room rate of $179 with free WiFi, free parking and free hot breakfast. You will find lots of positive changes that we believe will contribute to a great overall annual session meeting!

An impressive list of speakers has been confirmed covering a variety of topics for dentists, hygienists, assistants and the entire dental team. The line-up for Friday’s speakers will be: Dr. Doug Lambert, Dr. Don Tyndall, Ms. Amy Kirsch, Ms. Deena Ali and Ms. Theresa Groody. Saturday’s speakers include: Dr. George Bruder, Dr. Lori Trost, Ms. Debra Isman, and Ms. Renee’ Graham. A listing of all speakers and their topics can be found on pages 16-18. Register soon to enroll in the courses best suited for your CE needs.

A variety of FUN social events are planned throughout the annual meeting to provide many opportunities to gather with old friends and meet new ones! Friday, we will honor members at the Awards Luncheon, and Friday evening we have a Cinco de Mayo dinner event (we know we are a day early!) and then an After-Hours Dance Party. Saturday events include a Derby Reception and the big event – the President’s Party featuring a dinner and concert by comedian Henry Cho.

Don’t miss out! This will be an event to remember. Please complete your registration form today online via the TDA website (tndentalassociation.com) or mail/fax the form in the brochure already mailed to you. We’ll see you in May!

SAVE THE DATE
April 8–10, 2018
JW Marriot • Washington, D.C.

Share your experience in D.C. and follow along with your colleagues using #ToothParty.

ADA Dentist and Student Lobby Day
WHEN SKILL & PRECISION ARE WHAT MATTER

A practice valuation must be accurate to be useful.

A precise valuation can help you maximize your sale price, apply for financing, or negotiate with your future partner. Don’t settle for less.

MANDATORY PRACTITIONER PROFILE FOR HEALTH CARE PROVIDERS — CHECK YOURS NOW FOR ACCURACY!

The Health Care Consumer Right-to-Know Act of 1998, T.C.A. §§ 63-51-101, et seq., requires designated licensed health professionals to furnish certain information to the Tennessee Department of Health. This information is to be submitted by means of a downloadable questionnaire. From the information submitted, the Department compiles practitioner profiles which the law requires to be made available to the public via the World Wide Web. Each practitioner is required to update this profile in writing by notifying the Department of Health within 30 days after an occurrence of an event or an attainment of a status that is required by law to be reported (i.e. name change, address change, liability claims, disciplinary action, criminal offenses, faculty appointments, attainment of hospital staff privileges, specialty board certifications, etc.) Failure to comply with the requirement to submit an update profiling information questionnaire may result in a delay or denial of your licensure application and/or may result in disciplinary action against your license.

To view your current profile, go to https://apps.health.tn.gov/Licensure/Default.aspx. To make changes to your profile, go to http://tn.gov/assets/entities/health/attachments/PH-3585.pdf and fill in the changes, print the document and mail to the Tennessee Board of Dentistry.

If you have questions concerning this profile, please contact the Tennessee Board of Dentistry at 615-532-5073 or 800-778-4123.

In Memoriam...

Dr. Donald H. Ellis
Kingsport, TN, Age 85
A retired life member died on May 2, 2017.

Dr. Joe Rama Henley
Johnson City, TN, Age 74
A retired life member died on October 24, 2017.

Dr. Ronald A. Hendricks
Lenoir City, TN, Age 66
An active life member died on December 12, 2017.
Preparing for the sale of your dental practice

Are you ready for retirement? Start planning today.

As a Tennessee Dental Association member, you are cordially invited to attend this rewarding seminar about planning your future. At the event, you will receive vital information on how to maximize your practice’s value. This program will also provide you a solid foundation for what you need to do to prepare your practice for transition. Don’t miss this opportunity to start planning your future. Contact us today to reserve your spot!

Topics of Discussion

• The importance of developing an Emergency Exit Strategy
• Key elements that should be included in associate agreement
• Practice Valuations and what factors have the most impact on value
• How to increase your value through practice enhancements
• Is a Buy-In/Buy-Out a good transition option?
• Dental lending: what do banks look for?

Featured speakers

Dr. Joseph McManus, DMD, MS, MHA, MS, FACD
Dr. McManus has practiced pediatric dentistry for over 25 years and is now a consultant for Henry Schein Professional Practice Transitions. In addition, he serves as an Associate Clinical Professor of Dental Medicine at Columbia University College of Dental Medicine and as the Director of Practice Management. With a degree in pediatric dentistry from the Children’s Hospital of Philadelphia and four masters’ degrees, Dr. McManus has lectured at many dental schools and national dental meetings on practice transitions.

Suzie Stolars, DDS
Henry Schein Professional Practice Transitions
Your local Henry Schein Professional Practice Transitions consultant will be on site and available to answer questions.

Matt Adrian
Bank of America Practice Solutions
A Business Development Officer who specializes in Dental Practice Sales & Acquisitions will be on site. He will discuss how dentists in today’s economy are able to secure financing to acquire your practice.

Event information

Thursday, March 15, 2018

Registration
5:30 p.m. – 6:00 p.m.

Seminar
6:00 p.m. – 9:00 p.m.

Cost
TDA members: $25
Non-Members: $50
(Guests can attend at no additional charge)

Location
Granite City Food and Brewery
1864 West McEwen Dr.
Franklin, TN 37067

Food and beverages provided.

Space is limited, enroll today!

RSVP by email:
dg.seminar@bac.com
or by phone:
614.254.3650

* Subject to credit approval, restrictions apply. Bank of America Practice Solutions is a division of Bank of America N.A. Bank of America is a registered trademark of Bank of America Corporation. Sponsorship is not an endorsement or approval of the non-affiliated speakers, programs or products of the Tennessee Dental Association.
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EXCLUSIVE MEMBER VALUES specials for Q1 2018

CHECK OUT NEW PRODUCTS RISK-FREE!
Available by the box, bag or pack!

NEW! Dream Fluoride Varnish
The convenience of a brush and paste on one tray.
Available in 4 flavors.
50 per box, .04 ml.
$39.50/box

NEW! Joy Bond
5th generation hydrophilic, multi-use adhesive.
$45.00/7 ml bottle

NEW! Joyfil Nano-hybrid Composite, a unique highly polishable resin composite technology $27.50/box

NEW! Evolve Pediatric Crowns stainless steel, anterior and posterior $21.00 for box of 5

App orders may earn additional discounts!

ENDORSED BY

To place an order or request FREE samples tdagloves.com • 877.484.6149
Happy New Year! I hope 2018 is off to a great start for everyone. As we start the new year, be sure to incorporate the new 2018 CDT codes into your practices. There are also three codes that will no longer be in use, so be sure to update these in your offices.

I’m sure with the rejuvenation of the new year, there are also many improvements to your offices and systems. It’s refreshing to have an opportunity for a “new start,” especially with our health. As many of us join gyms and start new routines, it is definitely worth your while to look into the TDA’s new health insurance program. It’s called the TDC Benefits Program, and the rates may very beneficial to you and your family or staff as a young dentist. I have personally switched to the TDC insurance plan this month. It has very good coverage and was less expensive for my family and me! The TDA Insurance agency has many different options to best suit your office needs, so it is a must to at least consider. This is a major benefit only available for TDA Members!

As you plan your Spring with continuing education and dental meetings, be sure to mark the TDA’s Annual Meeting on your calendar. It’s May 4th-6th at the Cool Springs Marriott in Franklin. There’s going to be great CE and social events in a very convenient location, including a Friday night “after hours” dance party hosted by the New Dentist Committee. Visit our website www.tndentalassociation.com for more information.

Best wishes to a strong start to the New Year!

Respectfully yours,
Beth Randall, Chair of the New Dentist Committee

**New Members**

**FIRST DISTRICT**
Dr. Carly Tipton  
Dr. Riley Sturgill  
Dr. John Jewett

**SECOND DISTRICT**
Dr. Giovanni Aldama  
Dr. Erin Noble  
Dr. John Mizukawa II  
Dr. Derek Gaudry  
Dr. Alex Noble  
Dr. Tyler Allen

**THIRD DISTRICT - CHATTANOOGA**
Dr. Justin Mirande  
Dr. Jason Strever  
Dr. Harold West III

**FOURTH DISTRICT**
Dr. Todd Martin  
Dr. David Frantz III  
Dr. Mae Languri  
Dr. Jamie Min Lee

**FIFTH DISTRICT - NASHVILLE**
Dr. Charles Mack  
Dr. Michael Mann  
Dr. Rachel Lewin  
Dr. Harrison Riggs  
Dr. Andrew Wicke  
Dr. Steven Park  
Dr. Christopher Weber  
Dr. Nicholas Ferguson

**SIXTH DISTRICT**
Dr. Kyle Williams

**SEVENTH DISTRICT**
Dr. Ashton Hunley  
Dr. Corbin Hawks

**EIGHTH DISTRICT**
Dr. Melissa Brim  
Dr. William G. Harris

**NINTH DISTRICT - MEMPHIS**
Dr. James “Will” Pledger  
Dr. Tandra Atkins  
Dr. Holly Legg  
Dr. Jennifer Fernandez  
Dr. Neil Johnson  
Dr. David Pettey
Your Tennessee Dental Association listened to and as a result has successfully brought to you a Health Plan solution! In fact, we had a great start with hundreds of members joining the plan this year. That said, it’s not too late for you to enroll. Even though the ACA enrollment period ended on December 15th of 2018, The TDA plan is still open and able to enroll new members groups at the first of each month throughout 2018.

With President Trump’s executive order that strongly encourages the development of association health plans, the continued political implications coming out of Washington about the future of the Affordable Care Act and the uncertainty of where you might apply for affordable health coverage, YOUR Association has stepped up to the plate and taken action to develop a solution for you, its members. That said, NOW is the time for us to join together and take control of our health care benefit plan.

In a recent article published by Modern Healthcare’s Daily Finance addition they addressed the Politics and Policy outlook for 2018. In that article in states that insurers and association plans will have the opportunity to be the ones that could come out on top and benefit their members.

The Tennessee Dental Association is proud to have developed a health plan just for YOU! That’s right, A plan built exclusively for the Tennessee Dental Association members, staff and family members.

The TDC Benefits Trust health plan looks and operate like a traditional health plan but with the opportunity for competitive underwritten rates, customized plan options and dedicated concierge customer service.

The TDC Benefits Trust Plans include the essential health benefits as required by the Affordable Care Act and meet or exceed all Federal and State requirements.

The TDC Benefits Trust has partnered with industry leaders to provide you with a sustainable quality healthcare benefits option for you, your staff and dependents.

Finally a forward thinking health care strategy

With insurance premiums on the rise and no current stable solution, the TDCBT provides a unique opportunity to take control of your health care future through a private, not for profit, self-funded health plan.

The TDCBT was developed to help members of the TDA leverage their buying power as a part of a larger combined group to purchase health care benefits at competitive rates.

Key Features of the TDCBT Plans

It has never been more challenging for families to access quality healthcare coverage at a reasonable cost. That’s why we have built a new cost-saving strategy directly into your health plan. TDCBT Advocate is a behind-the-scenes program designed to help manage the rising costs of healthcare and impact how certain claims are reimbursed by your plan.

YOUR TDCBT’s Advocate Team consists of highly trained and compassionate professionals. They are here to help you and your family access the care you need at an appropriate price.

Your Advocate will help you:

• Find a provider
• Answer questions about your coverage
• Access care at a fair and reasonable price
• Address any inappropriate provider billing practices
• Help you understand your Explanation of Benefits (EOB)

HOW IT WORKS

You or a family member receive medical care. When Allied receives a claim for services protected by the TDCBT Advocate program, a member of our Advocate team will contact you to outline how the claim will be processed. Your Advocate will coordinate your coverage and provider payment on all in-network TDCBT Advocate claims. You may receive a bill for amounts that are above your deductible, copay(s), and/or coinsurance amounts. If this happens, simply call your Advocate for assistance.

Medical Network

The TDCBT offers a nationwide network through PHCS (www.PHCS.com) of over 800,000 health care professionals.

Medical Plan

TDCBT offers 7 Medical Plans that include: low deductible, high deductible and HSA options. All plans include integrated pharmacy provided by CVS Caremark (www.Caremark.com).

Provider Flexibility

All health plans are Preferred Provider Organization (PPO) plans that give you flexibility. You can go to any health care professional you want without a referral—inside or outside (benefits may reduce if outside the network) of the PHCS network. You can go to the doctor you choose!

This is an Employer sponsored plan and eligibility requirements may have to be met. In addition, the plan requires medical underwriting. The medical underwriting only affects your final rates. Premiums will be adjusted up or down based on the Personal Health Questionnaires completed by the participating employees. All applicants will be offered full coverage with no exclusions or limitations even with pre-existing conditions. Call today and let an agency representative assist you to develop a plan that is right for you.

For more information, visit http://tdainsurance.com/insurance-plans-for-your-practice/health-insurance/

Contact Us

Email: tda@assoc-admin.com
Phone: 1.800.347.1109
It’s just that simple...
GOVERNOR HASLAM MAKES DENTAL BOARD APPOINTMENTS FOR THE 2017-2020 TERM

DR. DAVID TRAVIS - WEST TENNESSEE

Dr. David B. Travis has been practicing dentistry in Paris since 1976. With over 40 years of clinical experience, he is well equipped to treat all of your dental needs. Dr. Travis completed his dental training and received a Doctorate of Dental Surgery degree at The University of Tennessee Center for Health Sciences in Memphis. He was one of eight members of his class of 80 students chosen to complete a six month externship in Oral Surgery at University of Tennessee Memorial Hospital Knoxville, prior to graduation. He is a member of both The American Dental Association and The Tennessee Dental Association.

Dr. Travis has a B.A in Economics from Southwestern College (now Rhodes College), in Memphis.

Dr. Travis and Dr. George Whitfield helped found the Western District Baptist Association Dental Ministry in Paris, Tennessee in 1992. This clinic provides free dental care, subject to screening, for severely economically disadvantaged patients in the local area.

DR. THOMAS WILLIAMS - MIDDLE TENNESSEE

Dr. Thomas Williams graduated from the Meharry School of Dentistry in 1999. He honed his skills for seven years until he opened his private practice in 2006 in Nashville. Dr. Williams is currently the president of the Pan Tennessee Dental Association. He has been a member of the National Dental Association and Capital City Dental Association since 1999. He served as president of Capital City from 2008 to 2010.

NAOMI MARTIN - REGISTERED DENTAL ASSISTANT

Naomi Martin was raised in Louisville, Kentucky. She moved to Clarksville when her husband was transferred with the military to Ft. Campbell. She is a Registered Dental Assistant and completed her Expanded Functions training in 2005. She loves children and has worked for Dr. Jeannie Beauchamp for 19 years. She is actively involved with her church. She is married to William E, Martin and has 2 children, Dwayne who is in the Air Force, and Tyesha who is in dental school.

Are you ready for a random OSHA audit?

Call Olivia Wann at Modern Practice Solutions- A leader in the Compliance Industry to schedule your mock audit.

(931) 232-7738 olivia@oliviawann.com DentalComplianceTN.com
Wellness Director, Dr. David Sain, TDA Executive Director Mike Dvorak and Missouri Dental Association Executive Director Ms. Vicki Wilburs at the ADA Conference in Atlanta, Georgia.

Dr. Jeannie Beauchamp, Dr. Susan Orwick-Barnes, Dr. Jay Davis, TDA Executive Director Mr. Mike Dvorak and Missouri Dental Association Executive Director Ms. Vicki Wilburs at the ADA Conference in Atlanta, Georgia.

Call today, don’t wait—the Wellness Committee can be reached by calling:

615-628-3200

All calls are confidential and can be made by an individual in need of assistance or by a friend, family or staff member.

This project is funded under an agreement with the State of Tennessee.

Wellness Committee
(serving the entire dental profession)

We care about you as a person—an individual responsible for taking care of others. Your family, staff and patients all rely on you. If you are not at your best—physically and mentally—it’s hard to handle the stress of it all.

Our Committee is made up of concerned, caring, passionate dentists, dental hygienists and dental assistants operating under State of Tennessee law. Many members on this Committee have suffered themselves.

The Wellness program is here to help find the right professionals to deal with addiction or physiological disorders. The purpose of this program is to afford the professional every opportunity to be rehabilitated and return to a productive life and practice.

Alcoholism • Chemical Dependency • Stress
Anxiety • Depression

“I need help...”
In 2017, Tenn-D-Pac was supported by 178 individuals who joined the Capital Club. For a Tenn-D-Pac contribution of $150 or more per year, you can add your name to the list of dentists who want to make a greater difference regarding legislative and regulatory issues in Tennessee. Help make this list grow in 2018. Following are 2017 Capital Club members as of November 30, 2017:

### Gold ($300 - $549)

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### Contributing Dentists

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FRIDAY, MAY 4, 2018

SIMPLE SOLUTIONS TO ESTHETIC EXCELLENCE — THE DIRECT COMPOSITE EXPERIENCE
DR. DOUG LAMBERT
8:30 a.m. – 11:30 a.m.

In today’s competitive market, many patients are seeking to achieve an esthetically-pleasing smile, yet may have limited resources. The option of composite resins may offer the patient the most simple and cost-effective way to achieve an esthetic change in the mouth. Even though composites have reached widespread use within the dental community, their proper use is not always as simplistic as it might seem. This program will offer conservative solutions based on clinical fundamentals, coupled with the integration of current technologies and materials, composite restorations.

S.M.A.R.T. DENTISTRY FOR YOUR PRACTICE (SIMPLIFIED METHODS AND RESTORATIVE TECHNIQUES)
DR. DOUG LAMBERT
1:30 p.m. – 4:30 p.m.

The importance of being a savvy decision-maker in today’s economic environment can make a big difference in both the day-to-day clinical efficiency of the practice and the overall success we desire for our patients. Implementing the concept of S.M.A.R.T. Dentistry can offer many fundamentals in both technique and material selection for the dentist and the entire staff to not only meet, but exceed these goals. Come evaluate the latest in caries diagnosis, vital tooth bleaching, minor tooth movement, and conservative restorative options—specifically the contemporary use of composite resins. Even in these changing economic times, patients are still very aware of their appearance—not only in the anterior region, but the posterior as well. With the future of amalgam uncertain, the ability to diagnose and utilize composite resins to restore the posterior in an efficient and reproducible manner is paramount.

THE HIGH-PERFORMING DENTAL TEAM
MS. AMY KIRSCH
8:30 a.m. – 11:30 a.m.

Team members demonstrating loyalty, who are committed to the practice, and are motivated to achieve results, are part of the team-oriented staff needed in today’s practice environment. The High Performing Dental Team course empowers the entire team to excel with the ability and willingness to deliver excellence in care. This half day team building class is designed to motivate your team to reach new levels of success and build team spirit!

5 STRATEGIES OF HIGHLY SUCCESSFUL DENTAL PRACTICES
MS. AMY KIRSCH
1:30 p.m. – 4:30 p.m.
To achieve and maintain practice success in today’s tough economic times you need winning strategies and direction. To help you “sharpen your saw,” his highly interactive workshop (designed for doctors and their teams) will allow you to uncover your practice strengths and weaknesses and make positive changes the next day! Join one of the nation’s top dental consultants and learn tips and techniques to take your practice to the next level.

CONE BEAM CT: WHAT YOU NEED TO KNOW
DR. DONALD TYNDALL
8:30 a.m. – 11:30 a.m.

3D imaging with cone beam computed tomography (CBCT) is foundational to the future of dentistry for improvements in radiographic diagnosis, treatment planning and digital dentistry. Ample research has shown that 2D imaging has reached the end of the road in terms of potential for improvements. CBCT technology has provided a low dose and relatively low cost means of providing 3D imaging of the maxillofacial region for dentistry and has the potential to become an essential component of a modern dental practice. This course is designed to familiarize each participant with the fundamentals of cone beam computed tomography technology and its many applications to dentistry.

FUNDAMENTALS OF 2D AND 3D INTERPRETATION
DR. DONALD TYNDALL
1:30 p.m. – 4:30 p.m.

This course is designed to increase the interpretive skills of the dentist in both 2D and 3D imaging with an emphasis on the latter. The course is divided into two parts. Part one will cover the basics of how to recognize the pertinent radiographic features of disease and abnormality and how to classify them. The second part of the course will focus on incidental findings when using CBCT. This portion will focus on what a CBCT user can expect to find on an incidental basis and what to do about them.
GRAND SLAM HYGIENE EXAM
MS. DEENA ALI
9:00 a.m. – 12:00 noon

Doctors, do you cringe every time you hear that call for a hygiene exam? Hygienists, do you wish your doctor would complete the exam in a timely fashion? Whatever the challenges are, Deena will teach you how to create a productive, efficient and patient centric exam in 3 simple steps. The hygiene exam is the most crucial segment of the dental hygiene appointment; this is where you build patient trust and practice revenue. Is it time to hit your exams out of the park?!

DENTAL HYGIENISTS: PARTNERS IN SUCCESS!
MS. DEENA ALI
2:00 p.m. – 5:00 p.m.

If we described a team member who produced 30% of the practice revenue, was the reason over 80% of new patients came into the office, and from whose operatory 60% of restorative treatment was discovered, you may likely be thinking this is one heck of an associate and partner. Actually, we have just described the hygienist! In this course, Deena will lead hygienists to discover their “real” value in the practice, and how they can positively impact the financial health of the practice, and empower them with the tools to be a significant contributor of revenue, referrals, and recall business.

PERFECTING THE PROVISIONAL CROWN PROCESS: DIFFERENTIATING MATERIALS AND METHODS
MS. THERESA GROODY
9:00 a.m. – 12:00 noon

The selection of materials used for provisional and indirect restorative procedures has changed dramatically in the past several years. Many practices devote a substantial amount of attention to fabricating more than just a functional temporary; today’s provisional crowns and bridges serve as a true trial of the anticipated permanent restoration, assessing contour, shade, gingival response, length, etc. With increased demands being placed on provisional restorations, new materials and techniques are being developed and some existing protocols are being refined to accomplish desired goals. Regardless of the method of fabrication, any provisional must exhibit knife-like margins, proper contact, contour and retention. Materials and indications for final indirect restorations will be reviewed as well as best cement selections.

THE ABCS OF RESTORATIVE PROCEDURES: ADHESION, BANDS AND COMPOSITES
MS. THERESA GROODY
2:00 p.m. – 5:00 p.m.

Basics of restorative procedures will be discussed to provide predictable, consistent and superior patient care. Confused about what each component really does? Not sure when total/self/selective etch is used? Convinced, yet your practice needs to get onboard with sectionals? Think all flowables are the same? Clinical tips for success and brand suggestions will be included in this program as well as troubleshooting daily challenges faced while attempting to serve our patients best and “do it the right way.”

CURRENT SCIENTIFIC EVIDENCE IN ENDOdontIC THERAPY
DR. GEORGE BRUDER
8:30 a.m. – 11:30 a.m.

This course is designed for the dental clinician who desires to stay at the forefront of the latest scientific advancements, endodontic techniques and schools of thought. Discussion will include NiTi metallurgy and irrigation technologies that are cutting edge and changing endodontic therapy.

CURRENT SCIENTIFIC EVIDENCE IN ENDOdontIC THERAPY – HANDS-ON
DR. GEORGE BRUDER
1:30 p.m. – 4:30 p.m.

**LIMITED TO 40 REGISTRANTS. YOU MUST ATTEND THE MORNING SESSION TO PARTICIPATE IN THE AFTERNOON SESSION.

For Hands-On Registrants, please bring:
- 2-3 Extracted teeth with an access opening
- Loupes

REACTIVATING AND RETAINING PATIENTS THROUGH YOUR RECALL SYSTEM
MS. DEBRA ISMAN
8:30 a.m. – 11:30 a.m.

What if you could foster patient loyalty while creating a successful energized workplace? Take a fresh look at how you educate and motivate patients to return for continuing care in your office. Dental teams know that continuing care appointments are very valuable, especially when they routinely include periodontal health assessments, blood pressure measurements and oral cancer checks. Yet, too many times dental teams unknowingly minimize the importance of the patient’s return hygiene visit. Come learn how to help your patients look forward to and keep these necessary appointments.

WHAT TO SAY AND HOW TO SAY IT
MS. DEBRA ISMAN
1:30 p.m. – 4:30 p.m.

All too often, we are faced with challenging patients and difficult situations and wish we had the magic “comeback” or script to say back to the patient. In today’s competitive dental world, having a “play book” of verbal skills provides you and your team with the necessary skills, words and training to ensure your success with patients.
FROM RISK TO RESULTS: PERIODONTAL INSTRUMENTATION FOR THE ADVANCED PRACTITIONER

**MS. RENÉÉ GRAHAM**

9:00 a.m. – 12:00 noon

This course is based on current scientific literature providing the clinician with evidence-based tools and strategies which include the use of periodontal risk assessment protocols, salivary diagnostics, incorporation of the dental exam, and progressive treatment planning. Advantages of ultrasonic instrumentation will be examined as demonstrated in the current research for obtaining successful clinical outcomes while providing comprehensive patient care.

MANAGING DENTINAL HYPERSENSITIVITY: A CONTINUOUS CARE STRATEGY

**MS. RENÉÉ GRAHAM**

2:00 p.m. – 5:00 p.m.

Dentinal hypersensitivity is an episodic condition that is increasing in prevalence, a consequence of the 21st century lifestyle. Surprisingly, most patients do not actively seek treatment to desensitize their teeth, instead adopting coping behaviors, such as avoidance of cold foods and drinking through straws. Effective prevention and management of dentin hypersensitivity requires a continuum of care. The objective of this course is to provide the dental health professional with a continuous care strategy for identifying and meeting the treatment needs of patients suffering from hypersensitive dentin.

BECOME A WOW DENTAL ASSISTANT: SMART, PREPARED, AND EFFICIENT

**DR. LORI TROST**

9:00 a.m. – 12:00 noon

This course will engage each attendee through example and opportunity how to transform their role into an active and informed partner within their dental team! Expect this program to enhance your chair side techniques to create easier and consistent patient care. Detailed learning will focus on procedures that utilize current restorative and composite materials, digital dentistry, and patient communication. Emphasis will be placed on creating systems that complement and anticipate each procedure. Expect to leave energized, confident, and ready to implement your knowledge on Monday!

STREAMLINING POSTERIOR COMPOSITE PLACEMENT FOR THE BUSY PRACTICE

**DR. LORI TROST**

2:00 p.m. – 5:00 p.m.

If posterior composite placement is time-consuming and frustrating, then this course is perfect to lower your stress! This course will present a systematic and predictable approach to current adhesion and composite placement. You will build confidence restoring Class II contacts by using specific sectional matrices, better understand bulk-fill materials, and value light curing - all with more confidence and efficiency.

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Anyone interested in becoming a sponsor for the 151st TDA Annual Session, please contact the TDA Executive Office at tda@stndental.org or 615-628-0208 or visit www.tndentalassociation.com
Remote Area Medical - RAM™ presents:
FREE RAM MEDICAL CLINIC
Knoxville, Tennessee

VOLUNTEERS NEEDED

5 - DAY CLINIC

Wednesday, Jan. 31st

Thursday, February 1st

Friday, February 2nd

Saturday, February 3rd

Sunday, February 4th

The more volunteers we have, the more patients we can serve!

Please consider joining us today!

Dental Professionals
- Dentist
- Dental Assistant
- Hygienists
- Oral Surgeon
- Blood born pathogen trained volunteers

Vision Professionals
- Ophthalmologist
- Optometrist
- Optician

Medical Professionals
- Physician
- Physician Assistant
- Nurse
- EMT

General Volunteers
- Registration
- Interpreter
- Guide
- Other miscellaneous jobs

Register to volunteer at ramusa.org/volunteer or call 865-579-2555
Be Prepared for National Children’s Dental Health Month in February

The TDA Executive Office has available a limited number of the following DVDs:

- **DVDs:** Brushing Magic, Dudley’s Classroom Adventure, Dudley Goes to Camp Brush & Floss, Dudley Visits the Dentist and Dudley’s Grade School Musical.

Call Molly Wardlow at the TDA Office to reserve, at no charge, one of the above DVDs for National Children’s Dental Health Month in February or any other time during the year. We only ask that when the DVD is returned that it be mailed in padded, protected packaging. Ms. Wardlow can be reached at 615-628-0208.

A full mouth model with a large toothbrush can also be reserved to help with your presentation.

May we also suggest visiting the American Dental Association’s website (www.ada.org) for a wealth of information and free downloads, i.e., NCDHM Presentation Resources, posters, activity sheets, crossword puzzles, etc.

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**Proud to support**

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**ENDORSED SERVICES**

**Why use TDA-endorsed companies?**

When members are able to use the services and products endorsed by the Tennessee Dental Association, they are able to get a good price, but also keep TDA dues low and receive more services. These companies provide the TDA with a royalty based on the amount of use by TDA members and their offices.

When contacting these companies, be sure to tell them you are a member of the TDA.

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**AHI TRAVEL** provides ADA Members access to guided ocean, river, and land-based tours designed to immerse travelers in the history and culture of people and places across the globe.

- Most trips are 7-14 days
- On-site tour directors lead small groups (no more than 36 guests on most programs)
- Each trip includes a dental-focused in-country reception

A single point of contact at AHI will help members book airfare, plan pre-or-post trip extensions, and be available to answer all questions. Early booking discounts of $250 are available on select trips.

844-205-1171 or http://ada.ahitravel.com

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**AWA**

**OUTSTANDING PATIENT BALANCES**

Our approach is kind and compassionate. We understand how important it is to maintain the Doctor/Patient relationship. Proudly endorsed by the Tennessee Dental Association, AWA is a nationally recognized institution with over 20 years of experience. We offer Account Information Access (AIA), a safe and secure online program that allows our clients access to view their accounts in real time, to run reports, report payments as well as transmit new account information.

Visit our website www.awacoll.com, call toll free 1-866-260-3631 or Email: clientservices@awacoll.com for more details.

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**TDA GLOVE PROGRAM**

Latex and Non-Latex Gloves

Our endorsed glove program, administered by Association Gloves, brings you high-quality products at an exceptional value, access to an easy recurring order program and great personal service. You have to purchase gloves, masks and supplies, so why not buy them from Association Gloves & Supplies, the organization that saves you money and supports your association? A portion of your purchase price is returned to the TDA to support programs and services you value.

Download the mobile app from the Apple Store and Google Play!

Make ordering and re-ordering even easier. Download the “Association Gloves” app from the Apple App Store or Google Play. Use the app to place an order and you may earn additional discounts.

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**Did you know?** Starting in 2017 these two meetings have combined into one!

**ADA Leadership Conference + National Dental Student Lobby Day**

Share your experience in D.C. and follow along with your colleagues using #ToothParty.
When you need financing for your dental practice, you want to work with someone who understands your industry. For almost two decades, Bank of America Practice Solutions has helped dentists across the nation reach their goals through smart financial solutions* and expert guidance. Whether you own a practice or are just getting started, we can provide customized financial solutions for your short-term needs and long-term aspirations.

Purchase and Start-Up:
• Practice sales & purchases
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• Improvement and expansion financing
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Association members receive 50% reduction in loan administration fees.**** To learn more, call us toll free at 800-497-6076 Monday through Thursday, 8 a.m. to 8 p.m., and Friday, 8 a.m. to 7 p.m.

For nearly 30 years, CareCredit has helped millions of patients receive needed and desired care. CareCredit is a healthcare credit card that can be used as a financing option for certain expenses not covered by insurance or to bridge payment when desired care exceeds insurance coverage. CareCredit is accepted at more than 185,000 healthcare practices nationwide. CareCredit has over 8.5 million cardholders and an average of 6,300 new CareCredit credit card accounts are approved every day. In a recent survey, 95% of cardholders rated CareCredit a good, very good or excellent value*. And 90% of cardholders stated that they would recommend CareCredit to a friend*.

CareCredit is also committed to helping practices grow and achieve their goals and provides valuable tools and resources to help attract and retain patients. These include a FREE listing on the CareCredit online Provider Locator, an Advertising Toolkit that makes it easy for healthcare providers to add information about special financing options** to their practice website and social media sites, and a Practice Development Team with decades of industry experience and personalized practice support.

Shipping is always free! Free samples on gloves, masks and some supplies. Call 877-484-6149 / Fax 517-484-5460 or order online at http://dentalassociationgloves.com

**Bank of America may prohibit use of account to pay off or pay down another Bank of America account.

****To be eligible for this reduction, applicants must provide association name and membership number at time of approval.

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ELECTRONIC PATIENT RECORDS AND ONLINE DATA BACKUP

Increase efficiency, productivity and security with The Digital Dental Record.

The Digital Dental Record provides resources for the latest in digital workflow and business optimization solutions for a dental office.

DentForms by MediTalk .Go paperless with DentForms. This digital signature software solution allows you to keep completely paperless patient records. Create your own forms or use the forms provided. Patients complete forms online prior to their visit and their information is automatically transferred back to your office.

Central Data Storage secures your data with managed online data backup and recovery. Have professionals securely and automatically backup your important data offsite daily. Your data is always compressed and encrypted, making you compliant with HIPAA security regulations.

From the front desk to the back room, discover efficient and cost-effective workflows to enhance the profitability of your practice. Call The Digital Dental Record today!

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SCRAP METAL RECOVERY PROGRAM

Turn scrap metal into cash! Earn more for your precious scrap metal using the EasyRefine program offered by D-MMEX. The benefits of EasyRefine include:

• Free and insured shipping of all precious scrap contents.
• Complimentary melt and assay.
• All-element analysis, including gold, platinum, palladium and silver content of your shipment.
• Detailed analysis report illustrating the value of the shipment.
• Fast Payment; with check settlement within 10 business days
• High-value compensation: Receive 97% of gold value, 90% of silver, platinum, and 85% of palladium.
• Access the current market prices at www.easyrefine.com
• TDA members receive a 5% bonus on the total value of their shipment.

Contact EasyRefine at http://www.easyrefine.com or call toll-free 1-800-741-3174 for a shipping kit!

Elavon

CREDIT CARD PROCESSOR

TDA has partnered with Elavon to provide members with a simple, cost effective payment processing program for your practice. This partnership allows you to take advantage of Elavon’s superior payment processing and services. Elavon has Account Executives located throughout the state of Tennessee. Our processing network is one of the leaders in the industry today for speed and reliability plus user-friendly technology which will assure you of the highest standard for customer service.

By negotiating a pricing program on behalf of all of its members, TDA was able to obtain more advantageous pricing than you could on your own. We are excited to bring you this cost saving benefit of membership!

For more information or to get started, contact Donna Taylor at 800-226-9332 ext 8942 or donna.taylor@elavon.com

eSCAPES DENTAL TV

TDA members will have access to their own Private Television Channel (PTC) co-branded with TDA promoting a positive, unified statewide image of the TDA organization and its members. Each PTC features eScapes patented Therapeutic Relaxation Television programming designed to relax patients and viewers alike. Having your own PTC is a powerful communication, education and entertainment platform and its an order of magnitude above traditional digital signage.

Just some of the features and benefits of an TDA PTC include:

• A sophisticated, place-based marketing platform for TDA members
• Exclusive TDA member pricing
• Reduce patient anxiety and perceived waiting time
• Educate and inform patients about products and services at your practice
• Dynamically greet, recognize, and thank patients and staff on screen
• Eliminate competitors advertising on common cable TV
• Increase profits with more billable elective procedures
• Receive a share in advertising royalties

For more information, see our frequently asked questions (FAQ) page or read our brochure.

MESSAGE ON HOLD

Message on Hold: Turn on-hold time into profitable time. Instead of listening to a radio station or dead air while holding, educate your patients about every service you offer with fully custom messaging produced by InTouch Practice Communication’s (formerly On Hold Advertising, Inc.) dental expert scriptwriters and voice talent. Engage patients with informative messages. Many on-hold callers prefer messaging to music or silence and many act upon the messaging they hear. Our fully custom programs let you connect with callers who are holding to announce specials, encourage check-ups, or simply support your practices professional image. Target your patients with custom messaging. Seasonal messaging enables you to encourage patients to schedule treatment for milestone moments like weddings, graduations and family reunions. Phone 877-493-9003 or visit www.intouchdental.com

January 2018   TDA NEWS
KEVIN CHRISTIAN, LLC
X-RAY EQUIPMENT INSPECTION

Kevin Christian, LLC conducts x-ray equipment inspections and currently has 900+ Tennessee clients. You can save your practice both time and money by having a private inspection of your x-ray equipment. Since the State of Tennessee’s Department of Radiological Health and most insurance companies require x-ray equipment to be inspected every four years, hiring the most recently endorsed member service, with 18 years experience, makes perfect sense. When you have your required inspection performed by Kevin Christian, LLC, you pay the State of Tennessee only 18% of the cost of a state inspector performing the same service. The amount charged by Kevin Christian, LLC along with the 18% state fee is much less than the regular amount charged by the state. And then, there is the convenience factor. You choose the date and time for your inspection, so there is no “down time” in your patient schedule. In 1982, at the urging of the TDA, the state developed the reduced fee private inspection option.

Make Kevin Christian, LLC, your choice for x-ray equipment inspections. Contact Mr. Kevin Christian at 615-268-4345 or RadiationPhysics@comcast.net or visit www.kevinchristianllc.com

LANDS’ END
BUSINESS OUTFITTERS

MEDICAL APPAREL

Give your office a professional, welcoming image with high quality, comfortable, personalized apparel offered by Lands’ End. Now the name you trust at home is a welcome addition to your workforce as well, in assorted styles to suit your practice’s environment. 10% discount on logo’d apparel. Call 1-800-490-6402 or go to http://ada.landsend.com.

Mercedes-Benz

MERCEDES-BENZ
Reward yourself with a Mercedes-Benz!

Members are eligible for an incentive - ranging from $500 to $3,000 - on the purchase or lease of a new Mercedes-Benz. The leader in luxury vehicles offers over 70 models to satisfy every driving style. Imagine yourself behind the wheel of one of the new models for 2015 - the sporty C-Class sedan or the entry level GLA-Class SUV - or any one of the industry leaders in safety and technology - the flagship S-Class luxury sedan, a fun and eco-friendly smart car, or the 100% electric B-Class sedan.

Learn more at or call (866) 628-7232 to learn about this exciting new member discount on Mercedes-Benz vehicles.

CONSULTING FIRM TO ASSIST WITH OSHA, CDC’S INFECTION CONTROL GUIDELINES, HIPAA AND HR MANAGEMENT

Modern Practice Solutions, LLC, has been serving the compliance needs of the dental industry since 2000. Olivia Wann, RDA, JD and her team of experts provide in-office assessments, trainings and customized policies on HR Management, HIPAA Compliance & Data Management and OSHA & Infection Control. Outsource your compliance needs and save your practice time and money. Also, we now offer online OSHA and HIPAA for your continuing education needs. Contact the main office 931-232-7738 or visit http://www.DentalComplianceTn.com

Office Depot: OfficeMax

OFFICE SUPPLIES

Office Depot offers discounts to all TDA members at no cost to you!

Benefits of the Program:

• Save up to 55% on 600+ items that businesses purchase most often, including extensive discounts on national brand ink & toner.
• Save up to 10% off just about everything Office Depot stocks in stores and the Business Solutions Division annual catalog
• Ability to Customize your Core List for the products and services you use most
• Free Next Day Delivery on orders over $50.00+
• Dedicated Account Manager carey.rhyne@officedepot.com

Here’s how it works:

• Email or Call Carey at 855-337-6811 Ext. 12716 with your name, address, phone number, contact name, phone number & email address
• You will receive your log in ID within 48 hours
• Log into www.business.officedepot.com Customized Online Portal and shop online

*Office Depot TDA Members receive Free next business-day delivery for orders over $50. Orders under $50, you pay $5.95 shipping, for orders under $25 you pay $7.95 for next business-day delivery. Phone in your supply order by 5 pm or fax it by 3 pm and receive next business-day delivery, FREE! (Most furniture, some technology, oversized items and special order items are excluded.)

Lenovo

TDA members are eligible to save up to 30% off the everyday public web price of Lenovo’s entire product line. Take advantage of great deals on everything you need for your office and home, including all laptops, tablets, desktops, all-in-ones, workstations, servers, and accessories. This includes savings on top products, such as the award-winning ThinkPad laptops and innovative multimode YOGA tablets.

TDA members also receive free ground shipping on all web orders, monthly limited-time special offers, access to energy-efficient green technologies, and award-winning service and support. Experience the Lenovo difference! For more information and easy ordering, call 1-800-426-7235, ext. 4886 or visit lenovo.com/ada. Be sure to check the website often, special offers change frequently.
Compliance Made Easy:
- PBHS helps you achieve and maintain compliance with the minefield of data privacy requirements that can face your practice.
- Data remains encrypted from start to reception
- Message data is stored and transmitted using secured military-grade encryption
- Only recipients can decode message data, documents and radiographs
- PBHS Secure Mail starts at $10 per month with options to add robust collaboration.

ADA Member Value:
- ADA members receive preferred pricing and waved set-up fees up to a $925 value.

Visit www.pbhs.com/ada for more information.

HISP integration services are available upon request

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WASTE DISPOSAL

The Sharps Recovery System and TakeAway Recovery System are cost-effective, environmentally responsible systems used to properly manage your medical waste and other used healthcare materials. These systems can reduce costs by as much as 50% or more as compared to traditional medical waste hauling services, and completely eliminate the need for landfill applications. These solutions are comprised of a specially designed container, a pre-paid return shipping box, instructions for use, a tracking form, and online proof of treatment. Once the container is full, it’s placed back into the pre-paid shipping box, and depending on your specific system, handed to a US postal carrier or UPS driver. No contract is required, and the entire process is all included in one purchase price. For even greater savings, ask us about our Advantage Program! For more information go to http://www.sharpsinc.com or call 1-800-772-5657.

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AMALGAM SEPARATOR

We’ve got amalgam separation down to a science. Removing mercury from the dental practice (and the environment) is a good thing - and we’re way ahead of the game. When it comes to Amalgam Separation, no one knows more than Solmetex. Twenty one years ago, our experience in water science led us to create a system that easily and affordably removes amalgam waste from dental practices. Our signature product the Hg5 is the industry standard and has won more awards than all competitors combined. As a total solution provider, Solmetex takes care of waste handling and recycling so you don’t have to. Good for you and good for the environment.

Solmetex clearly the leader in amalgam separation

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PAYROLL SOLUTIONS

As a dentist running payroll for your practice, SurePayroll makes it easy for you to save time and money with our 3-step payroll process you can finish in minutes from anywhere there’s an Internet connection. And ADA members get exclusive prices, saving you up to 50% compared to traditional payroll services.

That includes:
- Easy, online convenience you run payroll in 2 minutes or less, so you can spend your extra time on patient care and growing your practice.
- Affordable pricing ADA members get exclusive prices, the first month free, and free W-2s in the first year.
- Peace of mind trusted by small businesses nationwide and backed by 40 years of payroll experience.

Don’t miss out on this exclusive offer for ADA members. Switch to Easy Online SurePayroll. To enroll, call today 866.535.3592 or visit www.surepayroll.com/ada.

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PBHS Secure Mail is a simple and powerful HIPAA compliant way to share PHI (Protected Health Information) between practices and patients.

With no software to install, configure or maintain, it’s easy to setup and immediately utilize your account.

Your ADA member account is pre-certified and setup. Account initiation is as easy as entering your ADA Membership ID number, verifying your practice and creating your first secure email.
Exclusive Plan Administrator for the Tennessee Dental Association - Insurance Coverage

With membership, you, your office and your family become eligible for a wide variety of insurance coverages at very attractive rates. Some of the insurance coverages available are: life insurance for members and spouses, retirement plans, comprehensive major medical, accidental death and dismemberment, disability income, business overhead expense, office package, professional liability and our unique worker's compensation dividend plan. Visit www.TDAinsurance.com or call 1-800-347-1109.

SHIPPING SERVICES

Through ADA Business Resources, the TDA has an endorsement agreement for shipping services with UPS, a $50 billion dollar revenue company delivering more than 4 billion packages a year. UPS has approximately a 60% market share in ground shipments, which TDA members use more frequently, and UPS is able to pick up both overnight and ground packages with one driver. Members who have an existing UPS account can receive UPS discounts by moving their account into the member savings program. For moving to the UPS program or establishing a new UPS account, call: 1-800-MEMBERS (1-800-636-2377) or visit www.savewithups.com/ada

Dishwashers, washers & dryers, refrigerators and more.

As an ADA member, you can receive substantial savings along with special promotions through the Inside Pass Program by Whirlpool Corporation, the world’s leading manufacturer of major home appliances. Visit their exclusive site to choose from hundreds of products for your practice (or for your home). You’ll find industry-leading brands such as Whirlpool®, KitchenAid®, Maytag®, Amana®, Gladiator® GarageWorks, and more. You can purchase up to 12 products every year. Call 1-866-808-9274 or visit www.whirlpoolinsidepass.com Reference Group Code: ADA5A2775. Have your ADA Membership number ready.
DENTISTS – SEEKING/OFFERING OPPORTUNITIES

General Dentist and active member of the TDA and ADA, living in the Knoxville area, is searching for a family based practice to purchase, if interested please contact KnoxDentist@yahoo.com

Practice for Sale in Southern TN - great location, collecting $2.5 million. Primarily FFS patients. 8 operators, Eaglesoft, Schick digital system. Seller would like to work 4 days/week following the sale for 5 years. Facility available for sale. MUST provide bank pre-qualification for $2.5 Million. For info email info@usdentaltransitions.com or call 678-482-7305, use ID 1028

Owner of 2 busy practices looking for a part-time associate for in Antioch location. Start 2 days per week with possibility to increase to 3. $1.6M producing practice on a 3.5 day workweek. Flat daily rate salary plus bonus pay methodology. Booked out multiple weeks currently. 2+ years of experience in a busy GP practice ideal. Interest in molar endo and oral surgery required. Fluency in spanish is a plus. Interested parties should contact 615-731-8960 or email at thedentistsforspecialneeds@gmail.com

General Dentist – Knoxville/ Chattanooga/Cookeville, Tennessee -- Sign On bonus! Dental Partners has General Dentist opportunities in Knoxville, Chattanooga and Cookeville TN. This position gives you the opportunity to provide patients with excellent dental care while building important relationships in the community. Full time position with family friendly days and hours. Talented and dedicated support team. Competitive base rate with performance incentives to earn much more. Sign-on bonus. Relocation benefit for full time team members. Modern, updated office, digital x-rays. Full time benefits to include health/wellness plans, paid professional liability insurance, 401K with company match and CE allowance. Candidate must be licensed in the State of Tennessee with no license issues or board reprimands. Valid DEA license and current professional liability policy. Contact Jen Nagy for more details at 734-348-5229 or jen.nagy@springandsprout.com

Dentist wanted for a small family practice located close to McMinnville, TN and Sparta, TN. The Dentist will work either Mondays or Fridays. Salary plus commission. You can email or fax resume. Email-wallingdental@yahoo.com Fax# 931-657-2134.

Western Middle TN - Wonderful opportunity. 6 ops with tons of technology in a leased space. Revenues over $850,000 with capacity to grow. Seller will transition or walk away. Great opportunity for an ambitious dentist. Contact Henry Schein Professional Practice Transitions Consultant Dr. Suzie Stolarz, 615-418-3131, Suzie.Stolarz@henryschein.com. #TN35

Rutherford County - 35-year GP, busy road w/ easy access and great visibility. 3 ops in 900 sf leased space. Possibility to expand. Easy Dental, panoramic x-ray. Rev. $364,000 in 32 hr week. Specialty procedures referred. Tremendous opportunity for growth. For more details contact Henry Schein Professional Practice Transitions Consultant Dr. Suzie Stolarz, 615-418-3131, Suzie.Stolarz@henryschein.com. #TN37

Clarksville - Well-established endodontic practice for sale. 6 ops in 3800 sf. Great location that is close to Nashville. Revenues near $400,000. Doctor ready to retire. For more details contact Henry Schein Professional Practice Transitions Consultant Dr. Suzie Stolarz, 615-418-3131, Suzie.Stolarz@henryschein.com. #TN138

Classified Advertising (Ad Prepayment Required)

Classified ads: The first 100 characters (i.e., letters, spaces, punctuation) are free* for TDA dentist members and $30.00 for nonmembers. Each character, in excess of 100, is an additional 30 cents per character (this applies to members and nonmembers).

Mail checks, made payable to the TDA, along with your typed or clearly printed classified ad, by the 1st of the month prior to the month of publication to: TDA Newsletter, 660 Bakers Bridge Avenue, Suite 300, Franklin, TN 37067.

TDA reserves the right to reject any advertising. Call Molly Wardlow at 615/628-0208 or outside Nashville at 1-800-824-9722 or email bmh@tenndental.org if you have any questions.

* Free to TDA members: one ad per year — three (3) month maximum — after third month the $30.00 minimum and additional character charge will apply.
dental, vision, life and malpractice insurance. Contact us today! Emily Platto (770) 508-6810, eplatto@benevis.com.

GENERAL DENTIST OPPORTUNITY: Knoxville, Lewisburg and other Tennessee locations. If you’re looking to make your professional mark on a community, this is your chance. Build valuable relationships with patients and get involved with the greater community while providing top-notch dental care. Our talented and dedicated support team will work alongside you to help ensure your success. You’ll enjoy the following: Base salary with performance incentives to earn more. Sign-on bonus and relocation package. Full-time benefits include CE allowance, professional liability, 401K with company match and group medical/visual/dental/life. Practice 4-5 days per week with family friendly days and hours. Apply via our website: www.dental-partners.com

Dental practice and bldg. for sale Somerville, TN. Three Ops., lab, Pan. Xray, N2O plumbed. 901-465-9259

Memphis Area Practice Ownership- Advanced and cosmetic family dental practice located in Collierville, TN seeking a full-time provider who has interest in ownership. Fully staffed office with 7 operators seeing patients 4 days per week with over $1 million in annual revenues. Fee for service and PPO patients only. Full benefits and 401(k) available. Rare opportunity to step in and take over an established practice with a loyal patient base. Contact Zac Rhinesmith at zrhinesmith@benevis.com or 770-710-3042.

Orthodontist Office For Lease - Cordova, TN CRYE-LEIKE COMMERCIAL is pleased to present an upscale, orthodontist office located in one of Memphis’ booming suburbs. Many rooftops and thriving commercial in the immediate area. Guests are greeted with ample two-sided parking and impressively landscaped exterior. The space is approx. 2,295 square feet with generous lobby, curved reception counter, private business office, doctor’s office, x-ray, lab and a large open-format ortho bay. Amenities in the immediate area include Kroger, Zaxby’s, Starbucks and Sonic to name a few. For more information: Eric Fuhrman eric.fuhrman@crye-leike.com (901) 758-5670

General Dentists for established group! American Family Dentistry (AFD) treats each patient and employee like family – because we believe they are. Our multispecialty group practice has been serving generations of patients since 1985. Today, we are proud to have 15 locations across the Memphis TN, Knoxville TN, and Northwest Mississippi communities. American Family Dentistry is looking for team oriented, enthusiastic Dentists in Southaven, MS, Memphis, TN and Nashville, TN. We offer our Dentists a competitive salary and excellent benefit package including 401K with employer match, health, life, & professional liability insurances and a professional work environment. If you are interested in practicing at one of our exceptional locations please email your CV to Kate Anderson at kateanderson@amdpi.com or call 781-213-3312.

Practice for sale in Southern TN great location, collecting $2.5 million. Primarily FFS patients. 8 operators, Eaglesoft, Schick digital system. Seller would like to work 4 days/week following the sale for 5 years. Facility available for sale. MUST provide bank pre-qualification for $2.5 Million. For info email info@usdentaltransitions.com or call 678-482-7305, use ID 1028

Do you know of any talented dentists who would be a great fit for the Kool Smiles team? Kool Smiles has extended their internal employee referral program to all members of the dental community! Why not allow your contacts to earn you extra $$! Here are some quick details about the referral program: Earn $5000 for a FT doctor referral. Earn $2500 for a PT doctor referral. Bonus will be paid out after successful completion of 90 days of employment. We are currently seeking General Dentists, Area Dental Directors, Oral Surgeons, Dental Anesthesiologists, Endodontists, Pediatric Dentists and Orthodontists for various offices. Please take a moment to go through your contacts and send me their information today at rneal@benevis.com or 404-844.9816 You can also submit referrals through our website at: http://www.koolsmilesjobs.com/referral

Immediate full time Associate Dentist Openings available! We are seeking energetic and compassionate Associate Dentists for our busy offices – Little Rock and Pine Bluff, AR; Shreveport, Lafayette, Baton Rouge and Monroe, LA; Anderson, Columbia, Greenville, and Sumter, SC; Tupelo, MS; Atlanta, Macon, Dalton and Columbus, GA; Norfolk, Hampton, Richmond, Virginia Beach and Newport News, VA; Abilene, Texarkana, Tyler, El Paso, Longview, Midland and Lufkin, TX. We are also seeking road warriors for our Traveling Dentist positions in SC, LA, MS and IN. We offer competitive compensation plus benefits for all full time employees. We also offer student loan repayment, sign on bonuses up to $20k and relocation benefits for approved locations. We now have opportunities for Oral Surgeons, Dental/Medical Anesthesiologists, Orthodontists and Pediatric Dentists as well. Contact Rosa Neal at 404-844-9816 or rneal@benevis.com today! Full time and part time opportunities available.

Opportunity for General Dentist Maryville. I am a solo dentist who owns and works in the practice. We provide a wide range of services and our goal to treat with comprehensive care. We need a dentist who is interested in our area. An associate may work 2-4 days per week based on their preference. The position is an associate transitioning to ownership for the right match. The need for an associate is immediate, and we are being willing to interview all prospects. Please see our website to familiarize yourself with our practice. www.NaturalSmilesTN.com

Opportunities in Knoxville, Hendersonville, Clarksville & Smyrna Owner dentists supported by Pacific Dental Services® are looking for strong dentists to work full time in their beautiful, modern offices. These offices are fully digitalized and equipped with CEREC® CAD/CAM, SIROLasers, and have integrated specialties. The owner dentists offer great income potential and benefits including medical, dental, vision, malpractice, disability, CE, and matching 401K to all full time employees. Future ownership opportunities are also available. Please send CV/resume to Chris Russell at russellch@pacificdn.com.

Practice for sale – Clinton, TN. 3 equipped ops. Room for more. Free standing 1800 sq ft bldg. Commercial zoned. Turnkey. Reduced $249,000 Call 865-368-2375

Space available West Knoxville, just off Pellissippi Pkwy. Great visibility. Former pedo practice 2000 sq ft. 865 368-2375

TN 1278: Shelby Cnty. 3 Ops. Avg coll $258,808. Dr. Fred Bacon, NPT, 901 584 0132 x220, f.bacon@NPTdental.com or www.NPTdental.com. 

TN 1373: Shelby Cnty. 4 Ops. Avg coll $380,678. Dr. Fred Bacon, NPT, 901 584 0132 x220, f.bacon@NPTdental.com or www.NPTdental.com.

TN 1387: Gibson Cnty. 5 Ops. Avg coll $478,883. Dr. Fred Bacon, NPT, 901 584 0132 x220, f.bacon@NPTdental.com or www.NPTdental.com.

TN 1421: Shelby Cnty. 3 Ops. Avg coll $369,126. Dr. Fred Bacon, NPT, 901 584 0132 x220, f.bacon@NPTdental.com or www.NPTdental.com.

ASSOCIATE POSITION NEEDED – Established Private Dental Practice in Brentwood Tennessee seeking an Associate with possibility of future buy in. Please email resume with references to Info@BrentwoodDentalCenterTN.com

EQUIPMENT FOR SALE/WANTED TO BUY

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