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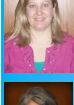
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LOOKING FOR COMMITTEE MEMBERS**

## **From the Board...**



Greetings from the KY AGD!

As spring approaches, I have had the chance to slow down and recognize a few of the engagement and educational opportunities for our KY AGD for 2018.

We started off our year with a January AGD Executive Board Retreat in Louisville at Kentucky Peerless Distillery Company and hosted Region 6 Trustee Michael W. King, D.D.S., M.A.G.D.. We had a full house for our February 10th, full day Hands-ON Composite Course at ADL Lab in

Louisville sponsored by Bioclear.

On February 9, the University of Kentucky College of Dentistry held 2018 Student Day and Vendor Fair at Marriott Griffin Gate Resort in Lexington. During this event, I had a chance to work alongside the Regional Director for AGD Region 6, our own Samantha Shaver, D.M.D., F.A.G.D.. I was again humbled by Dr. Shaver as she shared with the students the real life benefits of membership into the AGD. This opportunity to develop new relationships with students across the years of the dental college classes demonstrates one of the key building blocks for success for our AGD. Dr. Shaver has created a wonderful opportunity to continue to mentor and interact with the students to cultivate these relationships and enhance the benefits of the AGD to the next generation of leaders of our profession. Stay tuned as more to follow....

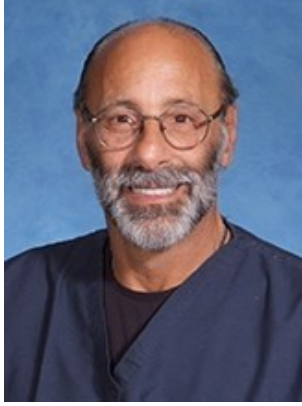
March 1st, 2018 I was honored to work with other members of our KY AGD at the 2018 KDA Legislative Day in Frankfort. During this event, we had the chance to meet with our state legislators by appointment in their offices and over an open KDA lunch at the Capitol Annex in Frankfort to share the message of the KDA and the AGD. I believe that the relationships that are shared in Frankfort and carried over to our communities with our legislators is also foundational to the success of our organized dentistry.

June 7-9th, 2018 our National AGD Annual Session will be held in New Orleans with many wonderful educational opportunities. Check out the AGD.ORG website for more details. You won't be disappointed.

On November, 16th, the KY AGD and the Dental Lifeline Network will proudly co-sponsor Dr. Gordon Christensen for a full day. Thanks to Darren S. Greenwell, D.M.D., M.A.G.D. for developing such an exciting opportunity to learn from one of the best in our profession. Dr. Geoffrey S. Ball, D.M.D., M.A.G.D. our KY Continuing Education Chairman has some other exciting CE ideas, so again, stay tuned and stay connected to the KY AGD so you are the first to know of these great opportunities.

I am certainly proud to be a part of the KY AGD and invite you to join me. Remember that sometimes small steps are necessary to make great strides.

Mark A. Moats, D.M.D., M.A.G.D. KY AGD Constituent President 2016-2018



## ***What are the Emotional Benefits of Bringing in an Associate?***

by Eric S. Studley, DDS, and Ivy D. Peltz, DDS, M.S.Ed., Ph.D., MAGD

At some point in your career, you will consider bringing in an associate. Before you do, you will need to answer many questions in order to determine whether or not the time is ripe. The first question you need to ask is, “Why do I want to hire an associate?”

Of course, the reasons for this decision are as varied as the people making it. For many, the decision may be bittersweet since it can be interpreted as the signal of a career denouement. But we have a different perspective. We believe that hiring the right associate can be emotionally beneficial for established dentists in the middle of their career. We divide these emotional benefits into three categories.

### ***Security***

By investing your new associate in the practice, you can alleviate some of the daily stress that comes along with ownership. Encourage your new associate to think of your practice as their own, and then prove to them on a daily basis that you respect their contributions and are considering them in your future plans. Your associate is a new referral source for the office, so the job of attracting and retaining new patients is no longer solely yours. Your associate may be capable of updating the technological capabilities of your office, helping you adapt for growth instead of for survival. In addition to providing you with a feeling of security, hiring an associate will do the same for your staff and patients. Knowing that patients are being treated in a more timely fashion, that there is a succession plan for the practice and that the practice will continue to grow and prosper is reassuring for all stakeholders.

### ***Comaraderie***

When you bring in an associate, you’re given an opportunity to teach and mentor, both of which can help broaden your knowledge and increase your professional self-esteem. Hopefully, the teaching and mentoring will be reciprocal since recent graduates are likely to be trained and skilled in newer protocols, procedures and technologies. And while we’re sure you enjoy chatting with your staff and patients it’s also nice to be able to brainstorm with another dentist about how to best treat a patient, to bemoan the newest OSHA requirements or to sign up together for a continuing education seminar to introduce a new technology to the office.

### ***Renewal***

The right associate can infuse the practice with a sense of hope and excitement. The challenge of having another dentist in the office might actually propel you to improve your own skills. (Nothing like a little healthy competition!) Furthermore, on a personal level, hiring an associate will give you the freedom to enjoy some more personal and family time. Once you have answered why you want to bring in an associate, you’ll want to answer how. Here are some practical considerations you’ll want to address next:

Do you have enough patients to support your decision? If not, do you have a plan to bring new patients to the office, or will you rely on your new associate to grow the practice?

Will your patients transfer easily to someone new?

Will your staff accept and respect a new dentist?

Will you have to hire new staff to provide support for the additional patient load?

Do you have the physical space, both in empty operatories and in the reception area, for increased traffic?

Do your operational systems, including your electronic health record, support an additional user? Will you need (and are you willing and able) to update your office to support your new dentist’s technological advances?

Whatever your reasons are for hiring an associate, if you approach the relationship as one that needs to be valuable to both of you, emotional benefits will abound.

## AGD NEWS AND UPDATES

### **New Report Shows Parents Need Prompt to Start Early Dentist Visits**

· by AGD Washington Advocacy Representative

According to a new [report](#) released earlier this year from the C.S. Mott Children's Hospital in Ann Arbor, MI, more than half of almost 800 U.S. parents surveyed did not receive guidance from their child's physician or a dentist about when their child should first see a dentist.

Among the parents who were not prompted by a doctor or a dentist, only 35% believed dentist visits should start at when children are one year or younger, while 48% said they should start at 2-3 years of age. Alarming, one in six (17%) believed that children should delay their first dentist visit until four years or older. Further, one quarter of parents who had delayed dental visits said their child's teeth are healthy. As providers, AGD members know that this is especially concerning as it is unlikely a parent could detect early tooth decay.

### **OMB Reviews Final Medicare Advantage, Part D Rule**

· by AGD Washington Advocacy Representative

On Nov. 16, 2017, the Centers for Medicare and Medicaid Services (CMS) announced proposed [changes](#) to Medicare drug plans, including voiding the requirement that dentists enroll in or validly opt-out of Medicare in order for prescriptions written for their Medicare beneficiary patients to be covered. The proposed rule also contains changes to Medicare Part C, including a repeal of the current provision requiring dentists to be enrolled in Medicare in order to provide supplemental services to patients enrolled in Part C, also known as Medicare Advantage plans.

On March 5, 2018, the White House Office of Management and Budget started reviewing the final Medicare Advantage and Part D rule. The unified agenda indicates the administration hopes to get the rule done in time for the policies in the rule to be in place for the 2019 contract year.

### **Free Liability Insurance for New Dentists**

New graduates or residents entering their first year of licensed dental practice should think about how to protect their professional and financial futures. AGD Exclusive Benefits partner [Dentist's Advantage](#) offers up to 12 months of professional liability insurance at no cost. There's no catch to enroll. No automatic renewal or credit card information is required. No other dental organization offers this benefit to its members. [Sign up now](#), or find more information on the [Exclusive Benefits page](#).

### **Kentucky AGD Members Attend KDA Lobby Day in Frankfort**



Members of the KY AGD attended Lobby Day in Frankfort on March 1st. While there they were able to make personal connections with legislatures and discuss issues important to dentistry including:

- Opioid Abuse
- Student Debt
- Peer Review Information Protection from Disclosure
- Tele-Dentistry
- Insurance reform - Preventing Insurance companies from negotiating fees on non-covered services

(pictured L-R: Dr. Jerry Caudill, Dr. Todd Cochran, Dr. Darren Greenwell, Dr. Ansley Depp, Dr. Geoffrey Ball, Dr. Michelle Story, Dr. Laura Hancock Jones, Dr. Mark Moats)

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**\$100 for 1/4 page .....\$300 for a half page ..... \$500 for a full page spread**



THE KENTUCKY AGD WITH DENTAL LIFELINE NETWORK PRESENT:  
**THE BOTTOM LINE 2018**  
PRESENTED BY DR. GORDON CHRISTENSEN



*The Bottom Line 2018*

Presented by Dr. Gordon Christensen  
**Friday, November 16th 8:30 AM - 4:30 PM**  
The Galt House, 140 N Fourth St, Louisville, KY  
7 Hours Lecture Credit | Subject Codes: Multiple  
Cost is \$195 Lunch Included  
[For More Information or to Register Now Click Here!](#)

**Board Meetings...**

**Next KYAGD Board Meeting**— Exact time and location TBD. If you are interested in getting involved with the board and attending our board meeting please contact Maegan Bennett at maegan03@hotmail.com or 270-401-3928.

**Next KYBOD Board Meeting**— May 12, 2018, at 9:00 am at 312 Whittington Parkway First Floor - Board Meeting Room Louisville, Kentucky 40222. For more information about attending a Board of Dentistry board meeting please contact the Board at 502-429-7280.



**AGD2018**  
THE PREMIER MEETING FOR  
GENERAL DENTISTRY  
NEW ORLEANS • JUNE 7-9



### *CE Hours: Do We Really Need Them?*

by Larry Stanleigh, BSc, MSc, DDS, FADI, FICD, FACD, FPFA

In a recent Facebook group discussion in Alberta, a colleague posted the question of whether the Provincial Dental Association would consider reducing the number of continuing education (CE) hours required for licensure. I found the question surprising, but I did not respond until I had more time to ponder the question, where it was coming from and potential solutions. This blog is the response.

In Alberta, we have to complete 60 hours of CE every two years to maintain our licensure. That's 30 hours per year (five more than the maintenance credit required by AGD).

My first thought was, in this ever-changing, rapidly evolving world, can we remain competent on less than 30 hours per year?

There are 365 days in a year, 104 of them are weekends, not including statutory holidays. Thirty hours of CE represents approximately four days in that year. If that is a burden, there is a deeper problem that is not being addressed. If you have a profitable practice, then taking time for holidays, CE, or anything else, is not an issue if you are strategic with your time off.

So why is this colleague finding CE a burden? I remember earlier in my career, I had a busy practice, but it was not growing, and the payments for debt, team salaries and more were making it difficult just to break even. But a colleague, Tony Knight, just three blocks from my office, was seeing three times the number of new patients per month that I was. How was he doing it?

Six years earlier, Tony had sold everything. He sold his practice, his home and his cars; bought a sailboat; and took his family on an epic five-year around-the-world journey. Now he was back in Calgary and had reopened a practice from scratch on the fifth floor of a nondescript building with no signs. How was he growing so quickly? A friend suggested I call him and ask. Not only was Tony willing to share, he was downright enthusiastic. I went over to his office, and he shared his new patient experience, protocols and more with me. What I was doing was not significantly different, but there were a couple of things I tweaked in terms of my business systems and with my team, and things started to grow again.

What I have learned over and over again from multiple sources is to not reinvent the wheel. Copy brilliance. Do you have a problem? Find someone who has solved it, and ask how they did it. I continue to be amazed at how willing successful people are to share their secrets. Mostly because there is no great secret. Successful dentists don't have an issue with obtaining enough CE to maintain their licensure. To respond to my dental colleagues who are having trouble completing your required CE hours, I suggest you ask a colleague about his or her experiences. You may find that you only need to slightly adjust your schedule – or the ways you take CE – to allow yourself the time to obtain your yearly hours.

Many of our colleagues are in remote locales, and travelling can be onerous, but there are many solutions. In Alberta, the Aurum Group of labs provides great CE throughout the province regularly. Full-service dental supply companies, like Patterson Canada, Henry Schein and Sinclair, also provide CE regularly. There are good local study clubs in just about any subject area — you just have to ask around, and colleagues will steer you towards them, especially the specialists often involved in these study clubs. And there is AGD. With CE provided by reading General Dentistry, watching webinars and more, you can obtain substantial hours of quality, relevant CE from home.

And finally, there is AGD's Scientific Session taking place in New Orleans this year. Who doesn't want to travel to New Orleans? It is a very cost-effective way to obtain all the CE you require for your licensure and AGD membership maintenance.

So the answer to my colleague's initial question of reducing stress by reducing the number of hours of CE required is better answered by finding out why he is stressed by having to take CE and find ways to resolve the deeper issues.

What barriers do you face in obtaining adequate CE hours?

Thank you.