Amalgam separator deadline approaching. Is your practice ready?

Meet us at the beach for continuing education!

Register at GDAconvention.com
SUMMER 2020
Ritz-Carlton Amelia Island

EARLY BIRD PRICING
ENDS JUNE 1
JUL
16-19

WE’LL SEE YOU AT THE BEACH!

- Choose from 40 hours of CE
- Receptions, social and networking events
- Sporting events and fun on the beach
- Family activities
- Exhibit hall
- Saturday night celebration

REGISTER AT
GDAconvention.com

GDA Georgia Dental Association
Convention & EXPO
You asked. We answered.

Service You Can Count On

In our effort to continually improve the GDA Plus Supplies program, we have recently switched to a new primary distributor partner, DC Dental. While maintaining the lowest possible GDA member pricing, we are working to improve your buying experience—so you can focus on doing what you do best!

What You Can Expect

- **ORDER ACCURACY** through advanced warehouse automation and quality control large inventory—less back orders!
- **NEW LOWER PRICES** on thousands of items
- **FAST SHIPPING TIMES**—same day order processing
- **THOUSANDS OF NEW ITEMS ADDED**
- **ACCURATE ORDER COMMUNICATION**—correctly identified order/shipping information so you can plan accordingly
- **RELIABILITY**—service you can count on
- **IMPROVED CUSTOMER SERVICE**—faster response times
- **STREAMLINED RETURNS**—most returns, damaged shipments, etc. resolved same day
- **GDA MEMBERS**—receive the same exclusive low pricing

Thank You!

Your continued support of the GDA Plus Supplies program helps support the efforts of the Georgia Dental Association and our commitment to keep prices low for all GDA members, regardless of practice size or order volume.

Shop Now at GDAsupplies.com!
Are you looking for a local dental handpiece repair and sales company?

- Full warranties
- 24-48 hour turn around
- Free pick up and dropoff
- Locally owned and operated

GDA ACTION (ISSN 0273-5989) The official Journal of the Georgia Dental Association is published 8 times per year.

POSTMASTER: Send address changes to GDA Action
7000 Peachtree Dunwoody Rd NE
Suite 200 Building 17
Atlanta, GA 30328

Dr. Jamie Mitchell
GDA Editor
458 West Washington St
Monticello, GA 31064
jamitchelldmd@bellsouth.net

Dr. Evis Babo
GDA President
2045 Peachtree Rd #100
Atlanta, GA 30309
evisbabodmd@gmail.com

Ms. Carol Galbreath, APR
GDA Executive Editor
7000 Peachtree Dunwoody Rd NE
Suite 200 Building 17
Atlanta, GA 30328
carol@gadental.org

Ms. Megan Capaldo
Section Editor
7000 Peachtree Dunwoody Rd NE
Suite 200 Building 17
Atlanta, GA 30328
meg@gadental.org

Closing date for all editorial and advertising materials: Six weeks prior to publication.

Subscriptions: $17 of GDA membership dues is for the Journal; all others, $75 per year. Periodicals postage paid at Jefferson City, MO and additional mailing offices.

© Copyright 2020 by the Georgia Dental Association. All rights reserved. No part of this publication may be reproduced without written permission. Publication of any article or advertisement should not be deemed an endorsement of the opinions expressed or products advertised. The GDA expressly reserves the right to refuse publication of any article, photograph, or advertisement, and illustrate, reduce, or revise any article submitted.
GDA Convention & Expo registration is open.

Read about CE, recreational activities, and more. See page 24.

MARCH
11 NWDDS New Member Spring Event
12 SEDDS LAW Day
13 GDA Board of Trustees Meeting
18 LAW Day—Dental Students and Other Specialty Groups
19–21 Hinman Meeting
25 NWDDS Executive Committee Meeting
27 IDBG Board Meeting

APRIL
3 GDA Convention Committee Call
3 CDDS Membership Meeting/CE
17 GDA District Leadership Conference
26–28 ADA Dentist and Student Lobby Day
27 NDDS Membership Meeting and CE
Prime Advantage
A Free Membership Program of
Savings, Service and Value!

Free Shipping!*
- On Supply Orders Through the Year!
- Plus FREE Fuel Surcharge
- Orders Ship Same Day

Cash Back Rebates!
- True Cash Back
- No Confusing “Points” or “Chips”
- Plus Additional Savings

FREE “Trip Charge”! - Arrival Fee
- Additional Savings on Service Labor!
- Priority Dispatching / FREE Rentals
- Extended Labor Warranties on New Equipment

Save 10%
- On PPM Accounting Services
- Full Practice Transition Services Available
- Save 10% on a Practice Appraisal

Atlanta Dental is an Employee Owned Company
Dedicated to Lowering Your Overhead!

Call 1.800.218.5412 or Ask your Atlanta Dental Representative for all the details!
PAYMENT FOR VOLUNTEERING: PRICELESS

“Greetings from Honduras” is what my Facebook Page was supposed to say, but the Good Lord had other plans. This past July my wife, Suzy, and I had made all the arrangements to return to Honduras for our yearly mission trip, but the dental portion of the trip was cancelled two months prior to our departure. As all dental professionals know, our life revolves around a six month schedule that is fairly rigid. Since the time was already blocked off, we had an opportunity to make our mission a local one. We contacted the Macon Volunteer Dental Clinic and were able to schedule two days with them and this was our experience:

The first day we arrived to a warm welcome and a complete tour of the facility. The most amazing woman named Dona Gurley, who’s known as Donagrand to her grandchildren, was obviously the one in charge. Having worked for a local oral surgeon for twenty years, she was more than capable of managing the clinic. We also met a very nice young man named Eshon Shah, a rising sophomore at UGA, who was volunteering as a chairside assistant in order to accrue shadow hours to pursue a career in dentistry or medicine. The day progressed nicely, as we saw a full schedule of patients doing mostly composite restorations and extractions on a population of folks that are employed, but without health or dental benefits.

By far the best part of the day was the payment. Yes this is a volunteer clinic, and no, we did not receive any monetary compensation, but each and every patient we saw responded with a smile that would put the Cheshire cat to shame, and hugs that bears would envy! Mission work is the best! I always leave every mission having received 10 times more than I gave. Words cannot express how rewarding it is.

The second day picked up where the first one ended with more fillings, extractions, smiles, and hugs.

So what is my reason in telling you this story of mine? Well, it’s simple. Volunteering at any level at any time is one of the most rewarding things that you can ever do. I know a ton of y’all are already involved in some capacity of mission work and I commend you. But we need to get the word out to others that are not currently engaged, and share with them the many opportunities to get involved. There are several volunteer clinics spread around Georgia that are always in need of dentists. If working in an unfamiliar environment is holding you back, you can sign up with Donated Dental Service program that allows doctors to treat a patient in their office, on their schedule. Most dentists involved in this program usually treat one or two patients per year pro bono. In these cases, all the lab fees are paid through the program so the dentist pays nothing out of pocket. A third option is to give of your time as an adjunct faculty member at DCG helping senior dental students refine their newly acquired dental skills. I have been involved with this program for two years, and can testify that these soon to be graduates glean every bit of clinical advice that you offer. It’s a great feeling when you wow them with “pearls” that can only come from an experienced full-time private practice clinician. If none of these options are your thing and you like a bigger show, there’s always Give Kids a Smile, Special Olympics, Special Smiles and other opportunities through the GDA Foundation for Oral Health. And no one says you have to pick just one!

As I conclude this editorial, I cannot help but think how blessed we are as dental professionals. We have been given a gift that we should be willing to share with those who are less fortunate. As Luke 12:48 in the NIV bible says, “from everyone who has been given much, much will be demanded.” I truly believe that whatever we give, we get back many times over. So, do yourself a favor and commit to giving back to those who are less fortunate by getting involved with any or all of these great volunteer opportunities.
Q: I am in the process of trying to purchase a practice. The selling dentist is a participating provider in Delta Dental’s Premier Plan (“Delta”) and will continue to work in the practice, but Delta is refusing to transfer the selling dentist’s Delta Premier status to me as the purchaser. Delta will only offer Delta PPO. Is there anything I can do about this?

Unfortunately, it appears that Delta has been in the process of slowly phasing out its Delta Premier Plan in certain states. Professional Transition Strategies, a dental practice transition company based out of Colorado published a blog post in September of 2019 entitled, “What You Need to Know About Delta Premier,” explaining how the phase out will affect the sale of practices:

"Unless you’ve been operating under a rock, you might be aware that Delta Dental Premier is being phased out. Because this segment of Delta Dental is being eliminated, dental practices whose patients are primarily Delta Dental Premier subscribers will have a hard time selling as the buyer will lose all those patients. What’s more, the attrition rate can also affect the multiple used in the valuation, decreasing the overall value of the practice. While there’s no hard deadline for the shut-down, there are some action items you’ll want to put on your agenda."

So, what can GDA members do about this development? Well, the first thing is to be aware of the fact that Delta Premier is being phased out and plan accordingly, as this will not only affect the valuation of a practice, but also the decision of whether to add an associate. According to the Professional Transition Strategies article:

"At this time, Delta Dental is no longer allowing practices to participate in Premier-only plans. As this is a phased approach, in California, a new Delta contract requires all new participants with Delta agree to see not just the Premier patients, but also all patients on any Delta PPO plan. Because a great majority of California doctors are on the Delta Dental Premier program, no California doctor on Delta Premier can hire an associate unless they will only see non-Delta Dental Premier patients. The same will apply to all states as it is rolled out."
I received a letter in the mail from an attorney’s office requesting the dental records of a former patient of mine. Apparently, this patient is currently involved in a lawsuit (one not involving my practice).

1. Can I produce patient records in response to this request without violating HIPAA?

2. What records am I required to produce?

3. What can I charge for making copies of the patients’ records?

(1): Yes, if certain requirements are met. The Health Insurance Portability and Accountability Act (“HIPAA”) allows a covered entity/provider, in the course of any judicial or administrative proceeding, to produce protected health information “in response to a subpoena, discovery request, or other lawful process, that is not accompanied by an order of a court or administrative tribunal if:

(A) the covered entity receives satisfactory assurance, as described in paragraph (e)(1)(iii) of this section, from the party seeking the information that reasonable efforts have been made by such party to ensure that the individual who is the subject of the protected health information that has been requested has been given notice of the request; OR

(B) the covered entity receives satisfactory assurance, as described paragraph (e)(1)(iv) of this section, from the party seeking the information that reasonable efforts have been made by such party to secure a qualified protective order that meets the requirements of paragraph (e)(1)(v) of this section.”

“For the purposes of paragraph (e)(1)(ii)(A) of this section, a covered entity receives satisfactory assurances from a party seeking protected health information if the covered entity receives from such party a written statement and accompanying documentation demonstrating that:

(A) The party requesting such information has made a good faith attempt to provide written notice to the individual (or, if the individual’s location is unknown, to mail a notice to the individual’s last known address);

(B) The notice included sufficient information about the litigation or proceeding in which the protected health information is requested to permit the individual to raise an objection to the court or administrative tribunal; and

(C) The time for the individual to raise objections to the court or administrative tribunal has elapsed, and:

(1) No objections were filed; or

(2) All objections filed by the individual have been resolved by the court or the administrative tribunal and the disclosures being sought are consistent with such resolution.”

As such, before you produce any patient’s records in response to such a request, it is important to call the attorney’s office that sent the request and confirm whether this a legitimate request stemming from an active lawsuit. You should also inquire whether there have been any objections lodged by the patient in response to this request for her/his dental records. Both HIPAA and Georgia law permit a non-party healthcare provider to produce the requested documents as long as there have

[1. See https://professionaltransition.com/what-you-need-to-know-about-delta-dental-premier/; GDA staff has also confirmed this development with Dennis McHugh, the ADA’s Third-Party Advocacy Manager.
2. See https://professionaltransition.com/what-you-need-to-know-about-delta-dental-premier/
3. Id. https://www.law.cornell.edu/cfr/text/45/164.512
4. www.law.cornell.edu/cfr/text/45/164.512
5. Id.]

March 2020 • 9
been no objections filed by anyone associated with the lawsuit within twenty (20) days of service of the request. It is important for you to confirm if any objections to the request have been filed, preferably in writing, before producing any protected health information from your practice.

(2): As a reminder, Georgia Board of Dentistry Rule 150-8-.01(h)(4) defines patient “records” as:

“Records. Maintenance of records to furnish documentary evidence of the course of the patient’s medical/dental evaluation, treatment and response. A dentist shall be required to maintain a patient’s complete dental record, which may include, but is not limited to, the following: treatment notes, evaluations, diagnoses, prognoses, x-rays, photographs, diagnostic models, laboratory reports, laboratory prescriptions (slips), drug prescriptions, insurance claim forms, billing records, and other technical information used in assessing a patient’s condition. Notwithstanding any other provision of law, a dentist shall be required to maintain a patient’s complete treatment record for no less than a period of ten (10) years from the date of the patient’s last office visit.”

NOTE: If you are unsure about what you should produce, or if your practice is involved in the lawsuit, I strongly recommend you consult with your own attorney before proceeding.

(3): The cost of making copies of patient records is set forth in Georgia law, but some attorneys may allow for a higher fee, so make sure to review the language of the letter received by your office to see if that is specified. However, in most instances, the following medical records retrieval rates established by the Georgia Department of Community Health will apply. The applicable fee schedule can be found here: https://dch.georgia.gov/medical-records-retrieval-rates.

Medical Records Retrieval Rates
Pursuant to O.C.G.A §31-33-3, effective July 1, of each year, the costs related to medical record retrieval, certification and copy may be adjusted in accordance with the medical component of the consumer price index. Beginning July 1, 2015, the Department of Community Health (DCH) will be the state entity responsible for calculating the annual inflation adjustment and publishing the revised rates for medical records retrieval. Accordingly, the rates effective July 1, 2018 are as follows:

<table>
<thead>
<tr>
<th>Service</th>
<th>Previous</th>
<th>Effective July 1, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Search, Retrieval and Other Direct Administrative Costs</td>
<td>Up to: $25.88</td>
<td>$25.88</td>
</tr>
<tr>
<td>Certification Fee</td>
<td>Up to Per Record: $9.70</td>
<td>$9.70</td>
</tr>
<tr>
<td>Copying Costs for Records in Paper Form</td>
<td>Per page for pages 1–20: $0.97</td>
<td>$0.97</td>
</tr>
<tr>
<td></td>
<td>Per page for pages 21–100: $0.83</td>
<td>$0.83</td>
</tr>
<tr>
<td></td>
<td>Per page for pages over 100: $0.66</td>
<td>$0.66</td>
</tr>
</tbody>
</table>

Note: Rates do not apply to records requests necessary to make or complete an application for a disability benefits program or vocational rehabilitation program.


---

6. See O.C.G.A. §9-11-34(c)(2) (2020) (“This Code section shall also be applicable with respect to discovery against a nonparty who is a practitioner of the healing arts or a hospital or health care facility, including those operated by an agency or bureau of the state or other governmental unit. Where such a request is directed to such a nonparty, a copy of the request shall be served upon the person whose records are sought by certified mail or statutory overnight delivery, return receipt requested, or, if known, that person’s counsel, and upon all other parties of record in compliance with Code Section 9-11-5; where such a request to a nonparty seeks the records of a person who is not a party, a copy of the request shall be served upon the person whose records are sought by certified mail or statutory overnight delivery, return receipt requested, and upon all parties of record in compliance with Code Section 9-11-5; or, upon notice, the party desiring such discovery may proceed by taking the deposition of the person, firm, or corporation on oral examination or upon written questions under Code Section 9-11-30 or 9-11-31. The nonparty, any party, or the person whose records are sought may file an objection with the court in which the action is pending within 20 days of service of the request and shall serve a copy of such objection on the nonparty to whom the request is directed, who shall not furnish the requested materials until further order of the court, and on all other parties to the action. Upon the filing of such objection, the party desiring such discovery may move for an order under subsection (a) of Code Section 9-11-37 to compel discovery and, if he or she shall make a showing of good cause to support his or her motion, discovery shall be allowed: if no objection is filed within 20 days of service of the request, the nonparty to whom the request is directed shall promptly comply therewith.”)

7. See Georgia Board of Dentistry Rule 150-8-.01 Unprofessional Conduct Defined, Paragraph (h)(4).
Welcome New Members!

Welcome New Members!
The following members joined GDA

Catharine Brannan
Western

Annie Edwards-Howard
Southwestern

Barry Malkiel
Northern

Lennard Cason
Northern

Auffman Emam
Northern

Lawrence Marable
Central

Fu-Ting Chang
Northern

Erika Finch
Southeastern

Johnny Miller
Northern

Chauncey Conner
Northwestern

Aileen Han
Southeastern

Jasmin Owens
Northern

Brittany Corbett
Northern

Destinee Ingrao
Northern

Monica Sharma
Northern

Jalpa Dave
Northern

Christopher Keenan
Northwestern

Anita Tate
Northwestern

Jaimin Desai
Northern

Jeni Kong
Northern

Terrence Vandiver
Eastern

Vinh Duong
Western

Amanda Malayter
Northern

Dental Health Day at the Capitol

GDA members spent the day distributing dental kits to legislators and their staff at the Capitol in honor of Dental Health Day during opening day of the Legislative Session on January 13.

2020 ADA Dentist and Student Lobby Day

April 26–28, 2020
The Washington Hilton
Washington, D.C.

Join over 1,100 dentists and dental students from across the country in the nation’s capital to advocate for your patients, profession and practice. At the ADA Dentist and Student Lobby Day, attendees will hear from political analysts, subject matter experts and politically involved dentists on issues that affect oral health in the United States. Registration is now open at ADA.org/LobbyDay.

Registration Now Open!
March Observances

**WELCOME TO THE**

**Healthy MOUTH, Healthy ME! CAMPAIGN**

**National Dentists Day** on March 6 is a day to thank you—the dentists that fight for our healthy mouth and body every day! The day was established to show appreciation and thanks for dentists as well as to serve as a means to bring awareness to dentistry. This year GDA launched a statewide awareness campaign, Healthy Mouth, Healthy Me! on National Dentist Day to educate Georgians about the connection between dental health and overall health.

Here are some fun facts in honor of you:

- Dentists ranked number two for top jobs in 2020.
- The University of Maryland School of Dentistry is the world’s first dental college. It was established in 1840 by Drs. Horace H. Hayden and Chapin A. Harris.
- The average American spends 38.5 total days brushing their teeth over a lifetime.
- The most valuable tooth belonged to Sir Isaac Newton. In 1816, one of his teeth was sold in London for $3,633, or in today’s terms $35,700. The tooth was set in a ring!
- In 1866, Lucy Beaman Hobbs became the first licensed female dentist. Thank you to all our members! We appreciate all that you do.

**World Oral Health Day** (WOHD) on March 20 is celebrated globally every year. It is organized by FDI World Dental Federation and is the largest global awareness campaign on oral health. WOHD spreads messages about good oral hygiene practices to adults and children alike and demonstrates the importance of optimal oral health in maintaining general health and well-being. Each year, WOHD focuses on a specific theme and reaches out to the public, oral health professionals, and policymakers, who all have a role to play in helping reduce the burden of oral disease. This year’s theme is Say AHH: Act on Oral Health.

**SAY Ahh**

**UNITE FOR MOUTH HEALTH**

**www.worldoralhealthday.org**

This World Oral Health Day, encourage your local community to make a pledge to look after their oral health—starting with a visit to the dentist. In return, make a pledge to educate patients on the mouth-body connection.

**We Want Your Collective Efforts and Pledges to Lead to Happier, Healthier Lives.**

**We Love Oral Health**

**We Care About Oral Health**

**We Want You To Care About Oral Health**

**Your mouth is amazing! It helps you eat, speak and smile confidently—to enjoy life.**

**We want your collective efforts and pledges to lead to happier, healthier lives**

**www.worldoralhealthday.org**

Dental Health Month

**National Children’s Dental Health Month**

February was National Children’s Dental Health Month. The month-long national health observance brought together thousands of dedicated professionals, healthcare providers, and educators across the country to promote the benefits of good oral health to children, their caregivers, teachers, and many others. Many of our dentists took this observance and turned it into action. Check the June Action for full coverage of Children’s Dental Health Month and Give Kids a Smile events.

**SEEN&HEARD**
SEDDS Member Inspires Students
On November 1, 2019, Dr. Jonathan Johnson of the SEDDS spoke to high school students at Liberty County Career Academy about the dental profession. He also shared what it takes to become a dentist, what a typical day entails and other jobs within a dental office. The students loved hearing what he had to say and showed a lot of interest in the dental profession!

GDA Plus+ Insurance/GDIS Board Members Attend Annual Board Meeting and Retreat
GDA Plus+ Insurance/Georgia Dental Insurance Services held their annual board meeting and retreat in January at Barnsley Gardens.

Northern and Eastern District Members Attend the First LAW Day of 2020
Members of the Northern and Eastern Districts attended the first LAW Day of the year. They spent the morning working the ropes and meeting with legislators.
Created by the Georgia Dental Association and its Foundation for Oral Health, this campaign communicates the simple message that a healthy mouth is important to overall health.

It kicked off March 6, 2020 with digital ads and a statewide media tour featuring GDA member dentists and their patients.

You play a critical role in helping to promote this campaign. Look for your welcome kit in the mail. It includes a window cling and other materials to help you start promoting the campaign.

If you have any questions, contact Carol Galbreath, GDA Senior Director of PR and Communications, 404-636-7553, carol@gadental.org.
No More Fruit-Flavored E-Cigarette Cartridges

On Thursday, January 2, 2020, the Trump administration announced a new policy that will prevent the sale of all flavored e-cigarette cartridges with the exception of menthol flavor, tobacco flavor, and flavored liquid nicotine sold in open tank system in vape shops.

Raising Age to 21 for E-Cigarette and Tobacco Sales

In December 2019, Congress passed a new law, raising the national minimum age to purchase tobacco products from 18 to 21. This includes e-cigarettes. This law was part of a comprehensive spending bill approved on December 18, 2019.

Attention GDA Medicaid Providers!

There is a CDT code for a procedure that is covered under the Georgia Medicaid program that has been deleted and replaced in 2020.

**Deleted CDT code:** D1550 – Re-cement or re-bond space maintainer

**New CDT codes to replace D1550:**
- D1551 – re-cement or re-bond bilateral space maintainer – maxillary
- D1552 – re-cement or re-bond bilateral space maintainer – mandibular
- D1553 – re-cement or re-bond unilateral space maintainer – per quadrant

The Georgia Department of Community Health confirmed these changes on December 27, 2019 and set the maximum allowable fees as:
- D1551: $45.54
- D1552: $45.54
- D1553: $27.94

If you have any questions regarding this matter, feel free to contact Emily at 404.636.7553 ext. 192 or emily@gadental.org.

---

**DO YOUR PATIENTS SUFFER FROM ANY OF THESE SYMPTOMS**

- **EAR**
  - Ear pain • Ringing in ears
  - Dizziness • Vertigo

- **JAW**
  - Clicking, popping jaw joints
  - Pain in cheek • Limited opening

- **NECK**
  - Lack of mobility/stiffness
  - Neck Pain • Tired/sore muscles
  - Arm/finger numbness

- **HEAD PAIN**
  - Forehead • Temples
  - Migraine-type • Sinus-type

- **EYES**
  - Pain behind eye • Blood-shot eyes
  - Sensitive to light

- **TEETH**
  - Clenching/grinding at night
  - Looseness & soreness of back teeth

If your patients have any of these symptoms and are not responding to treatments, they may be suffering from a TMJ disorder. Problems within the jaw can produce a myriad of symptoms that, at first glance, might appear to be totally unrelated to the temporomandibular complex. Our dedicated team of professionals have years of training and are happy to assist you in the diagnosis and treatment of possible craniofacial/temporomandibular disorders.

**Manoj Magan, DDS**
D. ABDSM, DABCP, DAAPM, FAACP
3580 Old Milton Parkway, Alpharetta, GA 30005
PHONE: 770.521.1978  FAX: 770.521.9936

**VISIT US**
online at www.tmdatlanta.com to download a referral form and learn more about our services!
Through the last 35 years, I have accumulated quite a few mentors. I often say that if we heed the teachings of our mentors, we are standing on the shoulders of giants. My first mentor and role model in dentistry is my childhood dentist, Dr. Kenneth Grubbs, who passed last year.

Dr. Grubbs was a legend in our profession and a renaissance man. He had many talents that are comparable to his well-publicized expertise in operative dentistry. He was an accomplished inventor, educator, artist, photographer, sculptor, woodcarver, model builder, and aviator.

**Educator**

Dr. Grubbs was a clinical instructor at Emory University School of Dentistry for 21 years and Medical College of Georgia for 12 years. He also lectured around the country. His artistic talents with amalgam and composite would create breathtaking examples that would bring students and faculty to their knees. The Grubbs Technique for carving amalgam is known worldwide.

**Clinician**

Dr. Grubbs is certainly considered the greatest amalgam operator of all time. Therefore, when his patients drifted to other parts of the world, he would get phone calls and letters from dentists admiring his beautiful, artistic creations. Even though his reputation was in the operative world, his hand-skills and artistry certainly extended through all phases of dentistry. To him, dentistry was just like building a model airplane.

**Sculptor, Artist, Carver, Aviator**

Drawing, woodcarving, and model building were second nature to Dr. Grubbs. On visits, I was greeted by various sculptures in his private office, including one of his favorites, Dr. Marvin Sugarman. Dr. Grubbs was always an avid small plane and sailplane (glider) pilot. When visiting Dr. Grubbs office, he would explain that all of his operative dentistry was done under a rubber dam. Watching him work, it would become apparent that he never used a rubber dam. If you could muster the courage to ask him about it, he would simply point to the ceiling of the operatory where he had taped a rubber dam. He was one of the few clinicians capable of perfect isolation without a rubber dam simply due to his incredible hand skills.

I embraced and benefitted from technological advances in dental education but have always said that dental schools need a couple of faculty that are just flat-out, amazingly talented. I feel that students need to be able to observe clinical work that they feel that they could never achieve. Dr. Peter Dawson used to say, “You don’t get better unless you hang around with people better than you.” In our profession, Dr. Kenneth Grubbs was one of the best. Those of us who had the opportunity to spend time with him were enriched.

A couple of months prior to his passing, I spent some time with Dr. Grubbs, sharing photos of our new dental school building in Augusta. He was so impressed and fascinated, lamenting that he couldn’t start over and teach in such a beautiful, high-tech facility.
Dentistry has changed over the years. Our commitment hasn’t.

Transitions are hard.

Even though dentistry has changed dramatically over the years, easing dentists into retirement has always remained our focus. The transition ahead seems as new and uncertain as when you began your practice, and your experienced Transition Consultant at Henry Schein Professional Practice Transitions will guide you along the way.

Contact us at: 800-988-5674 or email: PPT@HenrySchein.com
The Practice
Tools and tips to help you manage your business.

Turning Tough Talks into WINS

By Dr. William van Dyk
**We’ve all faced them. The conversations we wish we didn’t have to have.** Whether with loved ones, team members or superiors, they are all a source of dread. There is little training offered in how to handle these conversations, and most often it is based on past mistakes that hopefully can be learned from. But because handling difficult conversations is one of the keys to success in dental practice, we must find a better way.

Difficult conversations often are called that because usually there is a winner and loser or two losers. In Steven Covey’s classic book The Seven Habits of Highly Effective People, probably the most important habit is “win-win.” Ideally, we’d like to come out of what we call a difficult conversation with two winners, or at least, with less trauma. Here are a few suggestions on how to achieve that status.

**SEE THE OTHER SIDE**
They say that really good homicide detectives are successful because they can see the crime through the mind of the murderer. One key to helping smooth out the trauma of a difficult conversation is to first try to see the issue from the other side. What might that team member be thinking when arriving late most days? What will the doctor feel like when the team member asks for a raise? Even if the conversation will be bad news for one party, at least looking at the feelings and results of the message before it’s delivered can help ease the reaction.

**RENAME THE EVENT**
If you head into a conversation that is already titled “difficult,” it’s hard to adjust anyone’s feeling about it. But if you call it a “challenging” or “growth” conversation, there is a feeling that the experience might be more promising. Often employee reviews might be regarded as difficult conversations. For that reason, a doctor and an employee may skip them. If instead, reviews are retitled “growth conferences,” both the doctor and the employee might feel that the purpose is not to list what’s wrong, but rather work together to make things better.

**LISTEN**
In every conversation, there are two sides. Often the most difficult part of a conversation is to get your side on the table. By looking at the other side, we might realize that listening first to the other person’s point of view can help clarify, offer focus on the real problem and diffuse strong feelings. Sometimes difficult conversations are such because they arise in an instant or come up unexpectedly. By taking the time to listen first, you not only get an opportunity to assess the whole issue, but you also give a level of respect to the other person that will allow you both to hear both sides.

**PLAN AHEAD**
If a difficult conversation is coming in the near future, it can be helpful to rehearse a bit of what may be said and what reactions might be expected. By thinking of possible reactions or responses from the other party to your information, you might be able to plan for palliative responses. It might even help to have alternative results in mind depending on the reaction of the other person. It would be foolish to orchestrate the conversation since you only control one-half of the message, but a bit of rehearsal might allow you to maintain a good comfort level during the conversation and lead to a positive conclusion.

**SOFTEN THE BLOW**
Some conversations are going to end up in a loss for one of the parties. Preparing for that in advance can help lower the level of frustration or loss of control. In one instance, a dentist knew that the practice was not producing enough to support all of the practice’s assistants, so the assistant with the least training faced being laid off. But the dentist proactively set up a conversation with this employee, encouraging him to help move the practice to a higher level that would generate more revenue. That way, there was less surprise and anger when the practice did not reach the goals, and the employee was laid off. In another instance when the dentist had to dismiss an employee, the dentist provided a positive letter of reference to be used in securing another job. It’s not always possible, but being generous can soften the blow.

**BE SYMPATHETIC**
By taking the other person’s point of view into account and showing a certain amount of compassion in a conversation, at least one person can maintain some control over the process. Often a difficult conversation can generate feelings of anger or lack of control over a situation. Showing that you understand the effect of the message or the position that the person finds himself or herself in can help move the conversation toward a more meaningful conclusion. We’ve all been at the wrong end of a message and know how defenseless we feel. Acknowledging their feelings and even showing some vulnerability (but not weakness) can often diffuse the potential bad reaction.

Difficult conversations are never easy. They can be a real deterrent to a smooth-running practice if they are overlooked or handled poorly. But they can often be constructive and positive for everyone. From your point of view, staying calm, considering the other person’s point of view, listening, offering alternatives, and looking for ways to lower the feeling of loss can all help. With practice, handling conversations well becomes automatic because it works.

Dr. van Dyk practices dentistry in San Pablo, California, and teaches in the department of Dental Practice at the Arthur A. Dugoni School of Dentistry at the University of the Pacific. He lectures on a variety of practice management issues. Contact him at bvddds1@gmail.com for more information.

Tax Planning

Maximizing Your Impact
Through Different Tax Strategies

Why is this important?

- The recent Tax Cuts and Jobs Act of 2017 was the largest reform of our country’s tax system in the past 30 years. All tax brackets were impacted.
- Having a conversation about your taxes gives you the opportunity to review your tax decisions.

What are my options?

If you need liquidity to pay taxes

- Establishing a line of credit now allows for immediate access to funds, without disrupting your long-term investment strategy.
- Your liability strategy should be based on your cash flow needs and monitored as interest rates change.

If you are looking for retirement opportunities before filing

- Consider maximizing your retirement contributions. You can make 2019 contributions to Roth or Traditional IRAs until April 15, 2020.
- See the annual contribution limits for 2019 below.

<table>
<thead>
<tr>
<th>PLAN</th>
<th>UNDER AGE 50</th>
<th>AGE 50 OR OLDER</th>
</tr>
</thead>
<tbody>
<tr>
<td>IRA (Traditional or Roth)¹</td>
<td>$6,000</td>
<td>$7,000</td>
</tr>
<tr>
<td>401(k), 403(b), 457(b), SAR-SEP²</td>
<td>$19,000</td>
<td>$25,000³</td>
</tr>
<tr>
<td>SIMPLE²</td>
<td>$13,000</td>
<td>$16,000</td>
</tr>
</tbody>
</table>

1. The amount you can contribute to a Roth IRA or your ability to deduct a Traditional IRA contribution may be limited based on your modified adjusted gross income.
2. Salary elective deferral contributions.
3. For 457(b) plans, catch-up contributions may be made for governmental 457(b) plans only.
• Consider converting your Traditional IRA or 401(k) to a Roth IRA.

  » Roth IRAs as well as Roth 401(k)s have tax-free growth of assets. Roth IRAs do not require required minimum distributions at age 70½. If you do have a Roth 401(k) you should consider rolling into a Roth IRA before age 70½ to avoid required minimum distributions.

  » The converted amount of the Traditional IRA or 401(k) will be included in your ordinary income and may increase your taxes due.

  » If you convert during high income earning years, you may be subject to a higher tax rate than you would be subject to in retirement.

If you are interested in giving to charity

• Consider making a contribution to a qualified charity¹ by the end of the year. Contributions may be tax deductible up to either 60% when gifting cash or 30% of your Adjusted Gross Income (AGI) when gifting long-term capital gain property to 501(c)(3) charities.

• Contributing assets to a donor-advised fund allows you to receive an immediate charitable income tax deduction, while giving you time to determine the ultimate beneficiaries.²

• Make a gift of appreciated property that otherwise will be subject to capital gains tax.

  » Donations of appreciated property are valued at the fair market value on the date of the transfer.

  » Gifts of appreciated property to a qualified charity are deductible up to 30% of Adjusted Gross Income (AGI).

• If you turned 70½ this year, you can still exclude up to $100,000 of IRA distributions from gross income if they are qualified charitable distributions.

  » A qualified charitable distribution is defined as any taxable distribution that is made directly from the IRA trustee to a qualified charity.¹

<table>
<thead>
<tr>
<th>2018 AND 2019 TAX FIGURES TO NOTE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td>Maximum income tax</td>
</tr>
<tr>
<td>Maximum long-term capital gains rate</td>
</tr>
<tr>
<td>Maximum qualified dividends rate</td>
</tr>
<tr>
<td>Net investment income tax¹</td>
</tr>
<tr>
<td>Medicare payroll tax rate on employees¹</td>
</tr>
<tr>
<td>Estate tax exemption</td>
</tr>
<tr>
<td>Maximum estate tax rate</td>
</tr>
<tr>
<td>Gift tax exemption</td>
</tr>
<tr>
<td>Maximum gift tax rate</td>
</tr>
<tr>
<td>Generation-skipping transfer (GST) tax exemption</td>
</tr>
</tbody>
</table>

¹. Applies to taxpayers with income over certain threshold amounts.
². Projected inflation-indexed amounts

1. Qualified charities are 501(c)(3) organizations. Private foundations and donor-advised funds are not qualified charities.
2. Beneficiary must be a 501(c)(3) charity.
If YOU HAVE a Health Savings Account (HSA)

- When you have a high-deductible health plan, maximize your HSA contributions:
  » Contributions to your HSA are tax deductible.
  » Earnings and distributions from the HSA will be tax free when used for medical expenses.
- The maximum HSA contribution amounts are $3,500 for single coverage individuals and $7,000 for family coverage.

This report is provided for informational and educational purposes only. Providing you with this information is not to be considered a solicitation on our part with respect to the purchase or sale of any securities, investments, strategies or products that may be mentioned. In addition, the information is current as of the date indicated and is subject to change without notice.

Neither UBS Financial Services Inc. nor its employees (including its Financial Advisors) provide tax or legal advice. You should consult with your legal counsel and/or your accountant or tax professional regarding the legal or tax implications of a particular suggestion, strategy or investment, including any estate planning strategies, before you invest or implement.

What should your next steps be?

- Discuss the recent tax changes and how they might affect you with your Financial Advisor.
- Coordinate your cash flow needs and estimated tax payments by connecting your tax and financial advisors with one another.

React less. Plan more.

Complimentary financial planning for GDA members

Wile Consulting Group - An endorsed provider since 2002
UBS Financial Services Inc.
3455 Peachtree Road, Suite 1700
Atlanta, GA 30326
404-760-3000
ubs.com/team/team/wile

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers both investment advisory and brokerage services, which are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that clients understand the ways in which we conduct business and that they carefully read the agreements and disclosures that we provide to them about the products or services we offer. For more information visit our website at ubs.com/workingwithus.

© UBS 2019. All rights reserved. The key symbol and UBS are among the registered and unregistered trademarks of UBS. UBS Financial Services Inc. is a subsidiary of UBS AG. Member FINRA/SIPC. D-UBS-4496BS63 2019-128551 (JS1902589, EXP: 6/30/2020)
## Ways to Give to Your Dental Foundation in Georgia

<table>
<thead>
<tr>
<th><strong>Personal Donation</strong></th>
<th>Help us achieve our vision of a future where every person can attain a healthy mouth with your tax-deductible gift to GDAF.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>In-Kind Gifts</strong></td>
<td>Contributing professional services, printing, merchandise, product donations or ad space helps off-set our costs and those of our community partners.</td>
</tr>
<tr>
<td><strong>Tribute, Honor &amp; Memorial Gifts</strong></td>
<td>A Tribute Gift allows you to recognize someone dear to you, whether memorializing the passing of an individual or celebrating that person for a special occasion.</td>
</tr>
<tr>
<td><strong>Gifts of Stock</strong></td>
<td>Donating appreciated securities is an easy and tax-effective way to make a gift.</td>
</tr>
<tr>
<td><strong>Retirement Assets</strong></td>
<td>Donate part or all of your unused retirement assets, such as your IRA, 401(k), 403(b), pension or other tax-deferred plan.</td>
</tr>
<tr>
<td><strong>Planned Gifts</strong></td>
<td>Support GDAF in a meaningful way while leaving a legacy to be remembered by future generations.</td>
</tr>
<tr>
<td><strong>Amazon Smile</strong></td>
<td>Donate .5% of your eligible purchases from Amazon to the nonprofit of your choice. Support the GDA Foundation for Oral Health by shopping online: smile.amazon.com/ch/27-3194544.</td>
</tr>
</tbody>
</table>

Contact the GDA office or visit us at gadental.org/foundation.
Register Today & SAVE!

Early Bird registration discounts available through 6/1/20

<table>
<thead>
<tr>
<th>Category</th>
<th>Member Rate</th>
<th>Non-Member Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDA MEMBER</td>
<td>$435 $335</td>
<td></td>
</tr>
<tr>
<td>ADD-ON DENTAL SPOUSE</td>
<td>$265 $215</td>
<td></td>
</tr>
<tr>
<td>GDA LIFE/RETIRED MEMBER</td>
<td>$275 $175</td>
<td></td>
</tr>
<tr>
<td>ACTIVE MILITARY</td>
<td>$215</td>
<td></td>
</tr>
<tr>
<td>ASDA STUDENT MEMBER</td>
<td>$65 $25</td>
<td></td>
</tr>
<tr>
<td>FIRST TIME ATTENDEE</td>
<td>$185</td>
<td></td>
</tr>
<tr>
<td>ADA MEMBER—OUT OF STATE</td>
<td>$450 $350</td>
<td></td>
</tr>
<tr>
<td>NON-MEMBER</td>
<td>$650 $580</td>
<td></td>
</tr>
<tr>
<td>DENTAL TEAM MEMBER</td>
<td>$75 $65</td>
<td></td>
</tr>
<tr>
<td>EXHIBITOR/SPONSOR</td>
<td>$75</td>
<td></td>
</tr>
<tr>
<td>SPOUSES (Non-Dentist)</td>
<td>$55 $45</td>
<td></td>
</tr>
<tr>
<td>CHILD 0–4</td>
<td>$0</td>
<td>$45</td>
</tr>
<tr>
<td>CHILD 5–18</td>
<td>$55</td>
<td>$45</td>
</tr>
<tr>
<td>FAMILY MEMBER/GUEST</td>
<td>$55 $45</td>
<td></td>
</tr>
</tbody>
</table>

Register at GDAconvention.org
Is it already time for another fabulous annual GDA Convention & Expo in Amelia Island at the always spectacular Ritz Carlton?

Why yes, it is! And, who doesn’t like a wonderful hotel on a beautiful beach with great service, fantastic amenities, world-class food, golf, and tennis? Who doesn’t like great offerings of continuing education courses, not only for you, but also for your staff? Who doesn’t like a great exhibit hall featuring products and services we all need and chances to win great prizes? Who doesn’t like fun family and extracurricular activities and adventures? Who doesn’t like fun times with colleagues and friends? Who doesn’t like great speakers? Who doesn’t like a great band and good food? I don’t know anyone—especially at great prices!

Our committee is working hard to make this the best annual convention yet! Don’t forget we have very reasonable packages at nearby hotels for staff. Make it a team thing and goal. Register early to save your space—come relax, learn, and have a great time. We are looking forward to seeing you all and having the best meeting ever.

– Drs. Carol Wolff and Linda King,
GDA Convention & Expo Co-chairs
GDA CONVENTION & EXPO
2020 SCHEDULE OF EVENTS

WEDNESDAY, JULY 15
1 – 4 pm  ■ Board of Trustees Meeting
6 – 9 pm  ■ President’s Dinner (invitation only)

THURSDAY, JULY 16
7 am – 7 pm  ■ Registration Open,
The Ritz Carlton Ballroom Foyer
7 – 7:45 am  ■ District Caucus Breakfasts
8 am – 2 pm  ■ House of Delegates and Business Meeting
8 am – 5 pm  ■ CE Courses
2 – 4 pm  ■ ADA Delegation Meeting
4 – 8 pm  ■ Exhibit Hall Open/Welcome Reception
■ Bar opens at 4 pm
■ Hors d’œuvres from 6 – 8 pm
■ Door prizes, $250 cash give-away and exhibitor drawings

FRIDAY, JULY 17
8:15 – 11:15 am  ■ Children’s Program & Breakfast ($35)
8:30 – 11 am  ■ Kickoff Breakfast & General Session
12 – 2 pm  ■ ICD/ACD/PFA Joint Luncheon ($50)
(Fellows Only)
12 – 4:30 pm  ■ CE Courses
1 – 6 pm  ■ Exhibit Hall Open
■ Happy Hour 4 – 6 pm
■ Complimentary hors d’œuvres and beer, while supplies last
■ Door prizes, $250 cash give-away and exhibitor drawings
2 – 3 pm  ■ Government Affairs/GADPAC Meeting
6 – 8 pm  ■ New Dentist/First Time Attendee Reception/Spa Pool

SATURDAY, JULY 18
7:30 am – 12 pm  ■ GADPAC Golf Tournament ($225)
8 am – 4 pm  ■ CE Courses
9 – 11 am  ■ Tennis Round Robin ($60)
5:30 – 11 pm  ■ Saturday Night Celebration
5:30 – 6:30 pm – Dinner Buffet
5:30 – 7:45 pm – Kid’s Activities
8 – 10 pm – Kid’s Dance Party
8 – 11 pm – GDA Lounge Featuring Electric Avenue, the 80s MTV Experience

SUNDAY, JULY 19
7:45 – 10:15 am  ■ Children’s Program & Breakfast ($30)
8 – 10 am  ■ Awards & Installation Breakfast ($54)
Door prize at 10 am

North Beach Hospitality Tent
Friday 11:30 am – 5 pm  ■ Saturday 11 am – 4 pm

COLOR CODE
■ Exhibit Hall
■ General Events
■ Rehearsals, Set-up, etc.
■ Continuing Education
■ Ticketed/Add-on Events
■ GDA Leadership Meetings

North Beach Hospitality Tent
Friday 11:30 am – 5 pm  ■ Saturday 11 am – 4 pm

26 • March 2020
CONTINUING EDUCATION PROGRAM

CONVENTION CE SCHEDULE:

Thursday, July 16  8 am – 5 pm
Friday, July 17   12 – 4 pm
Saturday, July 18 8 am – 4 pm

HEALTH AND WELLNESS SYMPOSIUM  
17–20 CE HOURS

- General Wellness   2 CE hours
- Functional Health   2 CE hours
- TMJ Health         2 CE hours
- Systemic Health    2 CE hours
- Periodontal Health 2 CE hours
- Radiographic Health 2 CE hours
- HIV, HPV and Oral Health 2 CE hours
- Sleep Health       3 CE hours

PRACTICE MANAGEMENT/TEAM CE
16–18 CE HOURS

- OSHA/HIPAA  at least 2 CE hours
- Billing/Coding/Insurance  at least 2 CE hours
- Marketing   2 CE hours
- Business Growth/Profitability Topics 2 CE hours
- Retirement/Wealth Management 2 CE hours
- New Dentist CE 2 CE hours
- Tax Code     2 CE hours

GEORGIA DENTAL ASSOCIATION  
CONVENTION & EXPO

July 16–19, 2020
The Ritz-Carlton, Amelia Island
GDAconvention.com
KICK-OFF BREAKFAST

MENTAL FLOSS: Beating Stress with Humor, Happiness and Emotional Hygiene

Join national speaker and author, Dave Caperton, at the 2020 GDA Conference and Expo kick-off breakfast this July to laugh and learn during his program, Mental Floss: Beating Stress with Humor, Happiness, and Emotional Hygiene.

Who wouldn’t want to have more joy in their life and work with more laughter, more balance and less stress? Sure, you say, but a successful practice isn’t about happiness. Or is it? Serving your patients requires top-notch clinical skills and sound office processes, but aren’t those things they expect from any provider? Emotional value simply can’t be separated from quality care or office culture, because it’s part of the total experience for your patients as well as every member of your team. And it can start with you. Laugh while you learn the small actions and mindset choices available to you every day that will result in a more positive and connected office culture and a great patient experience in the same way that good oral hygiene results in a healthy and beautiful smile.

GEORGIA DENTAL ASSOCIATION
CONVENTION & EXPO
July 16–19, 2020
The Ritz-Carlton, Amelia Island
GDAconvention.com

BEACH TENT
Meet up with your friends, colleagues and business partners at our hospitality tent on the Ritz’s North Beach on Friday from 11:30 am – 5 pm and Saturday from 11 am – 4 pm. Stop by for complimentary items from our sponsors and the GDA. It’s right next to the beach bar!

WELCOME RECEPTION
Our Exhibit Hall opens with an energetic reception on Thursday night. Have a drink and enjoy a bite while mingling with the exhibitors and sponsors that make our meeting possible. Make sure to stay for door prize drawings and a $250 cash giveaway!
NEW DENTIST/FIRST-TIME ATTENDEE/NEW MEMBER RECEPTION
On Friday, we invite new dentists, new GDA members and first-time convention attendees to get to know some of your fellow dentists, GDA officers and GDA staff over hors d’oeuvres and drinks. If you fit into one of these categories, plan to join us at the Ritz Spa Pool from 6 – 8 pm.

INVITE YOUR FRIENDS AND SUPPORT THE PAC
Come tee off at the Golf Club of Amelia Island to support dentistry under the Gold Dome! Have fun with your colleagues, play for a chance to win cash prizes and raise money for the Georgia Dental Association Political Action Committee (GDAPAC). Cash prizes will be awarded for 1st, 2nd, and 3rd place. Buy a few mulligans and join the fun!

CALLING ALL TENNIS ENTHUSIASTS
Join us for a round robin tournament Saturday morning at the Ritz Carlton tennis courts. This prestigious tennis facility features four clay tennis courts with state-of-the-art hydro-cool technology that keeps the courts play-ready. Players of all skill levels are encouraged to join in, but players should be at least 13 years of age. Balls and water will be provided, and cash prizes will be awarded!

HAPPY HOUR
Back by popular demand! Happy hour in the Exhibit Hall on Friday from 4 – 6 pm. We’ll draw for door prizes and a $500 cash giveaway. Take advantage of this extra time to network and socialize with your colleagues! It’s back by popular demand this year and new and improved. We will have free beer (via keg until it runs out).

SATURDAY NIGHT CELEBRATION
We kick off our Saturday Night Celebration with family-friendly activities on the lawn: airbrush tattoos, face painting, a balloon artist, a bounce house and more. Grab a bite from the dinner buffet from 5:30 – 6:30 pm while you enjoy the activities.
At 8 pm, we will have a supervised dance party and DJ for the younger kids (ages 5–12) so adults and teens can enjoy the GDA Lounge. Put your dancing shoes on and grab a cocktail and enjoy the vocal sounds of Electric Avenue, The 80s MTV Experience. The lounge will also feature a photo booth and late-night snacks.
REASONS TO ATTEND

#1 Escape from the Outside World

Championship Golf Course  Top-Notch CE  Luxury Amenities

Family Fun  Affordable Pricing  Engaging Exhibit Hall

Five Diamond Accommodations  Award-winning Culinary Offerings  Signature Wellness Experiences

Register at GDAconvention.com
RELIABLE PARTNER + PRACTICAL SOLUTIONS

Oberman Law Firm is dedicated to advancing the vision of our clients. Our team of health care attorneys know the dental industry and how to decipher its many complexities. It’s what we do.

OBERMAN LAW FIRM

DENTAL LAW IS OUR BUSINESS.

Let’s get started. Visit www.obermanlaw.com or call 770-554-1400.
Amalgam Separators Will Now Be Required in Most Dental Offices

A new federal rule will require dental offices that discharge wastewater into sewage treatment plants to use amalgam separators, unless the office falls into one of the exclusions.

Exclusions include:
- Offices that practice exclusively in oral pathology, oral and maxillofacial radiology, oral and maxillofacial surgery, orthodontics, periodontics, or prosthodontics.
- Mobile units.
- Offices that collect amalgam waster and transferred it to a Centralized Waste Treatment facility.
- Offices that do not place or remove amalgams except in limited emergency or unplanned, unanticipated circumstances.

All dental offices that expel water into sewage treatment plants, including the offices that fall into the exclusions above, must submit a One-Time Compliance report to the Control Authority, which is the Georgia Department of Natural Resources Environmental Protection Division.

The final rule became effective on July 14, 2017. All new applicable dental offices that became operational since this date were required to install amalgam separators immediately. All existing applicable dental offices are required to comply with the rule by July 14, 2020.

Resources to help our members comply are available at ADA.org/RecycleAmalgam. For questions, contact GDAs Director of Health Policy, Emily, at emily@gadental.org or 404.636.7553 x192.

Amalgam Separator Deadline Approaching Quickly

Shop GDA Plus+ Supplies for GDA member savings on all the major brands of Amalgam Separators and a few unique ones.

https://gdasupplies.com/equipment/amalgam-separators

GDA members save 20% or more on dental supplies when you buy from the company you own.
A new federal rule will require most dental offices that discharge wastewater into sewage treatment plants to install amalgam separators in their offices.

Please participate in a live webinar for GDA members about this new regulation on April 17, 2020 from 12 – 12:30 pm.

Register at gadental.org/CE
Frank is an elderly Army veteran who lives in Macon. He suffers from diabetes, kidney failure, and undergoes dialysis three times per week. During the 10 years it’s been since his last dentist visit, his dental health had deteriorated. Many of his teeth were severely decayed and he experienced frequent pain.

Unfortunately, Frank was unable to afford the dental treatment he needed. Surviving on a small Social Security benefit and his veteran’s pension, he struggled to make ends meet. It seemed he had nowhere to turn for help.

Thankfully, Frank applied to Dental Lifeline Network’s Donated Dental Services (DDS) program, and generous volunteers came to his aid. GDA member and past Trustee, Dr. J. Cameron Garvin, extracted nine teeth, and with the help of a volunteer laboratory, they donated a full upper denture and partial lower denture. Thanks to these caring volunteers, he received thousands of dollars in donated treatment that relieved his dental pain and restored his dental health.

Frank is just one example of DDS patients in Georgia who need help with their dental needs. Join other Georgia DDS volunteers to help vulnerable people who cannot afford necessary dental care and cannot get public aid. The Georgia DDS program currently has a long waitlist and applications are only being accepted in specific counties. You can help by treating one patient per year or as many as you choose.

Volunteering is easy. You review the pre-screened patient in advance and work in your own office on your own schedule. DLN processes the paperwork and you never pay lab costs.

Since inception, Georgia volunteer dentists and labs have donated over $2.1 million in treatment to almost 400 patients since 2016. Dental Lifeline Network • Georgia is grateful to the Georgia Dental Association for their longtime support and partnership in the DDS program.

Will you see one patient this year? Visit willyouseeone.org to sign up online or contact Georgia DDS Coordinator Martha LaGrone at 404.993.4003 or mlagrone@dentallifeline.org.

The Georgia DDS program currently has a long waitlist and applications are only being accepted in specific counties. You can help by treating one patient per year or as many as you choose.

Visit willyouseeone.org to sign up online or contact Georgia DDS Coordinator Martha LaGrone at 404.993.4003 or mlagrone@dentallifeline.org.
More than 7,000 dentists got answers to coding questions and dental benefit issues last year.

We’re here to help you overcome dental benefit issues with members-only resources.

- The ADA Third Party Payer Concierge™ will help answer your dental benefit and coding questions with one-on-one expert support by phone or email.

- ADA Contract Analysis Service helps you better understand dental benefit contracts before you sign to avoid unpleasant surprises.

- We advocate for legislation that benefits you and your patients on issues like the assignment of benefits, non-covered services, PPO leasing and more.

Take advantage of your member benefits today.

ADA.org/dentalbenefits
Life has many uncertainties, but having GDIS insurance gives you peace of mind if anything were to happen to you or your loved ones.

Now offering life and disability insurance for you, your family, dental staff, and friends.

Do you have peace of mind?

Call us today at 770-395-0224 or visit gdaplus.com/peaceofmind
MORNING CHECKLIST

- 3-mile run
- Shower
- Coffee cup
- Keys, wallet, phone
- GDIS insurance coverage
FOLLOW US ON
SOCIAL MEDIA!

@gadentalassn
Are You Taking Advantage of Georgia’s New Coronal Polishing Policy? You Should Be.

According to a survey conducted by the ADA Council on Dental Practice, many dentists may not be aware of the benefits of maximizing the capabilities of dental assistants. But of those that are, more than 92% reported using their time more efficiently and two-thirds see more patients daily—an increase in productivity that is crucial to a better performing practice.

In 2019, the Georgia Board of Dentistry paved the way for the more efficient use of dental assistants by allowing them to perform coronal polishing of primary dentition after taking an approved coronal polishing course. And many dentists have taken advantage of the Board’s new policy, nearly selling out all eight coronal polishing courses offered by the GDA in 2019.

However, given that the GDA currently offers the only approved coronal polishing course in Georgia, that means there are thousands of dental assistants in Georgia that are not doing the most they can for their dental practice. The good news is that most are eager to learn and expand their abilities.

Visit gadental.org/CE for the coronal polishing or expanded duties course that works best for your dental assistants. Courses are available throughout the state, or we could even bring a course to you.¶

Here’s what they will learn at GDA’s Coronal Polishing Course

**CLASSROOM**

→ Oral anatomy
→ Tooth morphology
→ Indications, contraindications, risks and complications for coronal polishing
→ Ethics and jurisprudence relating to coronal polishing
→ Indications for professionally applied topical fluoride agents for caries prevention
→ Fluoride delivery methods

**CLINICAL**

→ Training in using a slow-speed hand piece
→ Principles of coronal polishing
→ Operator and patient positioning/ergonomics
→ Polishing coronal surfaces of teeth, preferred polishing technique, polishing agents
→ Coronal polish on typodonts
→ Coronal polish on partner and practical with disclosing solution

Visit gadental.org/ce for course offerings.

¶ Contact Scott Piper, GDA’s director of continuing education, at scottp@gadental.org or call 404.636.7553 x128 for more information.
Dear GDIS,
Lately I have been hearing about faith-based healthcare sharing programs as an alternative to traditional health insurance plans. How do these programs work and what do I need to know about them?
Sincerely,
Curious Sam

Dear Sam,
Faith-based healthcare sharing programs are relatively new and not regulated by the Affordable Care Act (ACA), so it’s important to understand the difference between these plans and traditional insurance. Here is an article that can help.
Sincerely,
GDIS

How HEALTHCARE SHARING PROGRAMS Compare to TRADITIONAL HEALTH INSURANCE
Faith-based healthcare sharing organizations are popping up throughout the country marketing themselves as lower-cost alternatives to healthcare. While these programs may look like health insurance, they are not health insurance and may not provide the same protection. Here are a few things to know about healthcare sharing programs and the potential risks involved.

**What are healthcare sharing programs?**
Healthcare sharing programs typically share the cost of one person's medical expenses among premium paying members who usually have a common religious belief.

**Do they operate the same as traditional health insurance?**
Healthcare sharing programs are not insurance and are not regulated by state insurance commissioners. While traditional health insurance plans have a legal obligation to pay insureds' claims according to the terms of the contract, healthcare sharing programs do not have the same kind of legally binding requirements, and members may find that their state insurance commissioner is unable to handle their grievances. In addition, healthcare sharing programs are not regulated by the ACA. Coverage may vary from one program to the next, but they are not required to cover pre-existing conditions, cap out-of-pocket costs, or cover essential health benefits. And they can still have annual and lifetime benefit caps. According to *The New York Times*, New Hampshire, Nevada and Texas are working to ban these organizations from selling “insurance-like” products until legislation is put in place to regulate it. In addition, Washington state fined one faith-based healthcare sharing group $150,000 and banned it from its state because they were operating as an unauthorized insurer.

**Is coverage guaranteed?**
Currently, faith-based healthcare sharing programs are not legally bound to pay on your claim. So, if you have a medical emergency, or have to see a specialist, and incurred a large medical bill in the process, these programs state they have the right to refuse to pay. Stories are now surfacing in the news where families are left with enormous debt from medical bills because these programs are refusing to pay. Here in Georgia, WSB-TV reported that one family was stuck with a $325,000 bill after their son needed brain surgery.

**Can you pair it with a HSA?**
One of the biggest downsides of using a healthcare sharing program is that you can’t pair these programs with a HSA for tax savings.

**Can anyone join?**
In order to qualify, you have to be of the same affiliation as the religious organization that runs the program. You also may have to adhere to certain lifestyle habits.

It is important to understand that a healthcare sharing program is not health insurance, and may not provide the kind of financial protection you can obtain through traditional ACA regulated health plans.

Your Georgia Dental Insurance Services offers three insurance plans through Anthem Blue Cross Blue Shield that are regulated by the ACA. If you have any questions about your insurance plan, please call your GDIS representative today at 770.395.0224.
The Right Information
Anytime, Anywhere:
the ADA Library & Archives

By Jay Harrington, DDS, ADA Fifth District Trustee, and Heidi Nickisch Duggan, M.A., M.S., director, ADA Library & Archives

Take a moment to reflect on the health sciences library you used in dental school. It was perhaps where you went to read all of the books you needed for class or to check out the latest research in the dental journals. You likely used it as a study space, spending more than one late night at the group study tables or in a quiet carrel cramming for an important exam. In recent years, you probably used the library’s website to access journals and e-books from your dorm room or a coffee shop off campus. Once you entered practice, you may have found yourself at an institution that provided continued access to dental journals and textbooks, but for many of you, free access to evidence-based, up-to-date information ended the day you graduated.

One of the benefits of ADA membership is 24/7 online access to the ADA Library & Archives—to thousands of full-text journals and e-books, clinical information resources, clinical calculators and drug information, systematic reviews and clinical guidelines, health care management resources, and patient information. You can answer your clinical questions using DynaMed, Cochrane Library, MEDLINE, and more, directly from your home or office, and you’ll enjoy direct full-text article linking from PubMed.gov. The ADA Library & Archives provides extensive expert search assistance and education, reference services, data and information referrals, and electronic document delivery, all as part of ADA membership and at no additional cost to you.

DynaMed, mentioned earlier, is a clinician-focused tool designed to facilitate efficient and evidence-based patient care. Initially built for medicine, its rigorous and daily review of medical literature provides timely and objective analysis and synthesis frequently of use to dentists and other members of the clinical care team. DynaMed includes drug information, drug interaction notes, dosing and conversion calculators, and more. Notably, ADA members can now generate AMA PRA Category 1 Credit™ when using DynaMed to answer clinical questions. This process is accomplished entirely on the DynaMed site once the ADA member authenticates through the ADA.org/library website and creates a personal account on the DynaMed site.
Contact the professional staff at the ADA Library for more information.

The ADA Archives, a division of the ADA Library & Archives, provides quality reference and research assistance to ADA staff, members and other dental organizations and institutions searching for information on ADA history, history of dentistry, and biographical information about individuals involved in the profession. Interested in the history of toothbrushes and toothbrush design? Want to know more about pioneering women in dentistry? Interested in the links between golf and dentistry (yes, pun intended)? Want to know the history of the ADA’s involvement in water fluoridation science and advocacy? Want to identify the outcome of a House of Delegates resolution? The ADA Archives is a treasure trove of information and the Certified Archivist on staff is a historical detective extraordinaire.

We invite you to tour the ADA headquarters and visit the physical library at the ADA headquarters the next time you’re in Chicago. While we have converted most of our collection to electronic resources, visiting members can still enjoy the monograph and journal stacks, impressive rare book collection, ADA archives, and exhibits on dental history. Members also benefit from the library staff’s expert knowledge of information sources and research. Whether you are visiting the ADA, or calling or emailing from your office, reference and research consultations are part of the perk. We help members with a wide variety of needs from finding guidelines for a specific case or high level evidence about materials, tools, or conditions. We also help members with more in-depth research needs. You might need assistance formulating a research question for a manuscript, locating citation metrics, or deciding which type of publication to pursue for your project. Whatever your need, we are here to help.

You can access all of these resources at ADA.org/library by logging into the website with your ADA credentials. Prefer to interact with a human being? Email us at library@ada.org or call us at 1.800.621.8099.

While libraries constantly evolve to leverage new technologies, the mission remains to support their users’ information and research needs. We hope the ADA Library & Archives will become your source for lifelong learning, and we look forward to serving you soon.
GDA is one of the strongest organizations under the Gold Dome because of the support of our members.

GDA has successfully:

- Passed legislation to help dentists identify insurance plans that are required to comply with Georgia’s prompt pay and assignment of benefits laws
- Worked with Rep. Lee Hawkins to create a House Study Committee on the healthcare provider reimbursement process in Georgia (includes dentists)
- Secured a 3% dental Medicaid fee increase for specific restorative codes
- Increased state funding to expand the number of available slots in the Student Loan Repayment Program
- Advocated to make rural dentists who treat Medicaid patients eligible for the State’s Malpractice Premium Assistance Program
- Passed legislation regulating virtual credit card reimbursements by insurance companies
- Secured an 11% dental Medicaid fee increase for specific preventative codes
- Secured state funding to support GDA’s Donated Dental Services Program, which provides free dental treatment to low-income adults
- Worked with the Georgia Board of Dentistry to create an opioid prescriber CE rule

SERVING the Interests of Georgia Dentists and Patients

Back the PAC

Gold Dome Society Member ($500)
Capitol Column Member ($310)
Franklin Club Member ($210)
GDAPAC Member ($135)

gadental.org/GDAPAC

The Georgia Dental Association Political Action Committee is a non-profit, non-partisan organization. All GDAPAC contributions are voluntary and are not limited to the above amounts. No one will be favored or disadvantaged based upon the amount of, or failure to make a contribution. Contributions are NOT deductible for federal income tax purposes. State law requires political committees to report the name, mailing address, occupation and name of employer for each individual whose contributions aggregate in excess of $100.00 in a calendar year.
Micheal Nolan, D.M.D. has acquired the practice of Carl Blades, D.D.S. in West Point, Georgia

The safest place for special needs* patients with dental issues? In an O.R., of course.

*Intense fears and phobias • Severe gag reflexes • Medically compromised • Developmentally disabled • High liability

Put your patients who need it most in the absolute best of hands: Dr. David Kurtzman at his regional Sleep Dentistry practice.

• 25 years of hospital dentistry • Hospital residency trained • General anesthesia administered by an MD

Dr. David Kurtzman, DDS, FAGD
770-980-6336 | dkdds@drkurtzman.com

Founded on the principles of excellent customer service, complete transparency, and a passion for helping people. BridgeWay Practice Transitions assists dentists in the planning and execution of all types of practice transitions. From a recent dental grad accepting an associateship, to the established dentist ready for retirement, we are there every step of the way, providing the best customer experience in the industry.

Tiffany Stewart President
Celeste Kohl Transition Consultant
Christina Pollick Associate Placement

800-516-4640 | www.bridgewaytransitions.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Congratulations!

Micheal Nolan, D.M.D. has acquired the practice of Carl Blades, D.D.S. in West Point, Georgia

Dr. David Kurtzman, DDS, FAGD
770-980-6336 | dkdds@drkurtzman.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Founded on the principles of excellent customer service, complete transparency, and a passion for helping people. BridgeWay Practice Transitions assists dentists in the planning and execution of all types of practice transitions. From a recent dental grad accepting an associateship, to the established dentist ready for retirement, we are there every step of the way, providing the best customer experience in the industry.

Tiffany Stewart President
Celeste Kohl Transition Consultant
Christina Pollick Associate Placement

800-516-4640 | www.bridgewaytransitions.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Congratulations!

Micheal Nolan, D.M.D. has acquired the practice of Carl Blades, D.D.S. in West Point, Georgia

Dr. David Kurtzman, DDS, FAGD
770-980-6336 | dkdds@drkurtzman.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Founded on the principles of excellent customer service, complete transparency, and a passion for helping people. BridgeWay Practice Transitions assists dentists in the planning and execution of all types of practice transitions. From a recent dental grad accepting an associateship, to the established dentist ready for retirement, we are there every step of the way, providing the best customer experience in the industry.

Tiffany Stewart President
Celeste Kohl Transition Consultant
Christina Pollick Associate Placement

800-516-4640 | www.bridgewaytransitions.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Congratulations!

Micheal Nolan, D.M.D. has acquired the practice of Carl Blades, D.D.S. in West Point, Georgia

Dr. David Kurtzman, DDS, FAGD
770-980-6336 | dkdds@drkurtzman.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!

Founded on the principles of excellent customer service, complete transparency, and a passion for helping people. BridgeWay Practice Transitions assists dentists in the planning and execution of all types of practice transitions. From a recent dental grad accepting an associateship, to the established dentist ready for retirement, we are there every step of the way, providing the best customer experience in the industry.

Tiffany Stewart President
Celeste Kohl Transition Consultant
Christina Pollick Associate Placement

800-516-4640 | www.bridgewaytransitions.com

Multiple procedures per visit • Root Canals • General Dentistry • Implants • Surgery • Perio

"The doctor’s safety net."

Meet us at the Hinman Dental Meeting!
This column highlights GDA members talking about their path to dentistry and the value they find in GDA membership. The month we hear from Northern District members Dr. Jordan Brunson, a general dentist who practices at Palmetto Family Dental in Palmetto, Zebulon, and McDonough and Dr. Ben Martin, a general dentist who practices at Mundy Mill Dental in Oakwood.

Meet Jordan Brunson, DDS

What do you enjoy doing in your spare time?
Reading, watching movies, enjoying sports especially Dallas Cowboys and Morehouse Maroon Tigers and Michigan Wolverines.

What is your all-time dream vacation?
I’d love to step foot on all the continents. I’ve got to take a cruise to Antarctica I guess.

Without saying, “I am a dentist,” what would you say if someone asked what you do?
I help people see what they dream in the mirror.

When and how did you become a GDA member?
I just rejoined this year.

Why is being part of a professional group important?
I think the sharing of ideas across different practices is important to dentistry continuing to be the great profession it is currently.

What is the single most important thing, in your opinion, GDA can do to help members?
Fight the overreach of certain companies who continue to push the envelope of dentistry done over the internet. Fight practicing without a license. I shouldn’t be having to show patients that putting an acid on their teeth at the same place where they get a tan is a good idea.

What is your most memorable GDA experience?
Member meetings when I was a member of the Western District in Columbus, Georgia.

What advice would you give to an aspiring dental student?
Don’t make your goals too small.

What did you want to be when you were growing up?
Plastic surgeon.

What was your first job?
Worked for my mother in her bath and body care boutique in Dallas, Texas.

Why did you decide to become a dentist?
I wanted to be able to help people and I like to talk so I wanted to know the whole family.
Meet Ben Martin, DMD

What advice would you give to an aspiring dental student?
Get to know the profession. Take advantage of shadowing opportunities by getting the know what goes on in a dental office. Try to talk with the dentist about their experiences in the profession and what it means to them. Most dentists are very supportive of passionate aspiring dental students.

What did you want to be when you were growing up?
Early on, I wanted to be a professional baseball player. Those 90s Atlanta Braves teams were my heroes.

What was your first job?
I worked in sterilization at my dad’s dental office, which, as of January 2019, I now own.

Why did you decide to become a dentist?
My dad is a dentist and he always talked about his practice. He never pushed me to become a dentist, but I gravitated towards it due to his career.

What do you enjoy doing in your spare time?
I enjoy spending time with my wife, Jill, and two kids, Bailey and Avery. I also enjoy anything outdoors such as fishing, camping, golf, and baseball. Also, anything Clemson! Go Tigers!

What is your all-time dream vacation?
I would like to visit all national parks throughout the U.S. I guess that’s not a single vacation, but a bucket list of vacations.

Without saying, “I am a dentist,” what would you say if someone asked what you do?
Hhmmmmmm... 🧐
DENTIST AVAILABLE

**DENTIST (TEMP FILL IN)** Current GA, FL, AL licenses. 27 years in solo practice. Also, group, faculty, civilian mission trip, and military practice experience. DEA# and insured staff friendly. E-mail drglassdmd@yahoo.com or call Richard Glass, DMD at 770.656.5269/770.380.7487. “Have licenses, will travel.”

**DENTIST AVAILABLE FOR TEMP FILL IN**—covering from Atlanta and North. Will fill in for illness, vacation, maternity leave, etc. Hygiene checks, emergencies, restorative. I will do fillings! Practicing over 36 years. Extensive solo and group experience. Ga. License, DEA#, insured. I will treat your patients like my own! Call 678.373.6286, pkwaters57@gmail.com.

**50-YEAR MEMBER GDA** and Hinman prefer one day per week or more if needed—FAGD working one half day per week at Sandy Springs office. E-mail whbrinkm@icloud.com or call Dr. William Brinkman at 404.862.3795.

**POSITIONS AVAILABLE**

**GENERAL PRIVATE PRACTICE** in North Atlanta looking for a general dentist to work with us. A great opportunity for experienced dentist. FFS practice in growing N. Atlanta with patients who respond well to good communicator. Good clinical skills a must. All areas of restorative dentistry with complex implant cases too. Long term opportunity with ownership for the right candidate. Please email your CV to workandplaydental@gmail.com.

**WE ARE CURRENTLY** looking for an energetic, positive General Dentist to join our highly successful team in North Georgia. Established fee for service Private Practice office has an opening to help with the growing patient load. This is a long-term position. Fully digitized office, GREAT team (very little turnover), seven operators providing full range of dental services. Candidate must be very friendly and have great people skills, able to perform hygiene checks (2 hygienists), restorative, fixed dentistry, and dental emergencies. Array of procedures can be discussed and agreed upon. DDS/DMD from an accredited University and active State Dental Board license Please email your CV or resume to NorthGAdental@gmail.com.

**PEDIATRIC DENTIST NEEDED**—Tebo Dental, a family-oriented pediatric practice, is looking to recruit top-notch clinicians for our multi-specialty practice in the North Atlanta area. As we expand, our company’s focus is to continue cultivating an exceptional culture among our team who strives to provide our patients with the highest quality of care in a comfortable, enjoyable, and professional environment. Part-time and full-time scheduling options are available in our Lilburn, Dacula, Gainesville, and Peachtree Corners office locations. We offer excellent benefits and competitive pay including a sign-on bonus, 401(k) with company match, paid time-off, health/dental/vision insurance, and much more. Please send your CV to hr@tebodental.com for consideration. For more on who we are, please visit our website at TeboDental.com and our YouTube channels at YouTube.com/TeboTheTooth & YouTube.com/TeboForKids. You can also check out our podcast, “The Think Tank,” on Apple Podcasts, Google Play, and more.

**PERIODONTIST NEEDED** at Cheek Dental in East Cobb to work one day/week in 100% FFS, privately owned, busy general practice. Our current periodontist who has become quite busy with her own practice in another location is willing to continue working this schedule while we look to replace her. Procedures would include implant placement, simple extractions, crown lengthening, gingival and bone grafts, and other typical periodontal surgeries and procedures. Great office with a fantastic team and reputation, seeking to continue providing comprehensive dental care. Please e-mail dr.cheek@cheekdental.com or call Cristi Cheek at 678.640.0030.

**ASSOCIATED DENTIST NEEDED** Established Private Dental office. Middle Georgia Center for Cosmetic Dentistry is seeking a General Dentist to join our team. Serving Warner Robins for over 30 years our practice has grown and prospered and with a steady stream of New Patients we are looking to expand our practice. With a dedicated established team already in place we are seeking a new associate dentist to better serve our general dental patient needs. Interested parties please e-mail resume and letter of interest to cdm9@cox.net.

**PRACTICES/OFFICE SPACE AVAILABLE**

**OPPORTUNITY TO OWN** your own dental building, 3000 Sq.Ft. fully equipped ortho/pedo space for you with three other dental tenants in an 11K building near Gwinnett Place Mall/I 85 northeast of Atlanta. Motivated Seller. Available now. Call Barry @ 404.401.3130 or Bob at 770.235.5388.

**GWINNETT COUNTY (HAMILTON)** Mill area stand alone building on major intersection. 10 new neighborhoods within two miles recently built. established practice five plumbed (five equipped) fully digital. Gross $425-470k on a three day schedule. FFS, PPO and very less HMO. Room for expansion. Dr motivated to sell or transition Offered if needed. Ask “400k” obo. Serious buyers invited. dentalcare@att.net.

**FULLY EQUIPPED DENTAL** Office in prime Marietta location. ½ mile west of I-75 and around the corner from Suntrust Park. 1600 sq ft office with 3 operatories, lab & sterilization rooms, front desk with waiting room, kitchen/break room and doctor’s corner office with private bathroom. Inquiries call 404.895.4700.

**OFFICE SPACE NEEDED**

**BUCKHEAD OWNER-DENTIST SEEKS** temp or perm office space in same general area as current practice. Roswell Road corridor from Piedmont Road to I-285 approximately. Temp 6-mos 1–2 chairs to maintain hygiene schedule while build-out completed or long-term 3–4 chairs both considered. Space sharing or alternating evenings/days/weekends all possible. Currently leasing space in larger dental center where my space is being reclaimed to accommodate building-owner’s practice growth. Great landlord references provided. Charles W. Poole, DMD at dentaloffice@gmail.com 404.735.3233.
NEED HELP
with a Wellbeing
or Chemical
Dependency Problem?

GDA Dental Recovery
Network Director Jane Walter
at (404) 376-5987, or e-mail
her at jwgda@aol.com. Or,
call the GDA Helpline at (800)
GDA-HELP (800-432-4357).
After hours help is available.
Assistance is confidential.

Follow us on social
media: @gadentalassn

You have goals.
PARAGON can help you reach them.

Are you thinking of buying a dental practice, merging, or selling
your practice? The future you want is closer than you think.
Our guidance makes all the difference.
Take your next step with confidence. Call PARAGON today.
Your local PARAGON dental transition consultants
Donna Sheldon and Michael Mann, DMD

PARAGON
Dental Practice Transitions
866.898.1867  info@paragon.us.com  paragon.us.com

Melvin M. Goldstein
Attorney at Law

248 Roswell Street
Marietta, Georgia 30060
Phone: 770.425.4277  Fax: 770.426.9584
www.melvinsidealstein.com

- Private practitioner with an emphasis on
  representing healthcare professionals in
  administrative cases as well as other legal
  matters.

- Former Assistant Attorney General for the
  State of Georgia and Counsel for professional
  licensing boards including the Georgia Board
  of Dentistry.

- Former Administrative Law Judge for the
  Office of State Administrative Hearings.
Atlanta TMD Dentist
Mark Allan Padolsky
DDS MAGD FAOS FACMS FICOI AFAAID

Dr. Padolsky would be pleased to assist you in treating patients with temporomandibular joint disorders. He enjoys the challenge of helping TMD patients.

- Taught TMD courses for the University of Pittsburgh and the University of Alabama
- Provides Phase I diagnostic and Phase II TMD services.
- Comfortable with a multi-disciplinary approach
- Dr. Padolsky is accepting TMD referrals

www.atlantatmjdentist.com
info@atlantatmjdentist.com
404.876.8123

AFTCO
TRANSITION CONSULTANTS
Since 1968

We are pleased to announce...

Dipesh V. Patel, D.M.D.
has acquired the practice of
William B. Hawkins, D.D.S.
Marietta, Georgia

We are pleased to have represented both parties in this transition.

800.232.3826  |  www.AFTCO.net
Practice Sales & Purchases Over $3.2 Billion

MARCH 2020

Aftco .......................................................... 50
Atlanta Dental Group ......................... 50
Atlanta Dental Supply ........................... 6
Bridgeway Practice Transitions ............ 45
Center for TMJ Therapy & Sleep Therapy ........................................ 15
GDA Convention ....... Inside Front Cover
GDA Plus+ Insurance/
GDIS ......................................... Back Cover
GDA Plus+ Supplies ................................. 51
E2E Financial Services ......................... 4
Hospital Dentistry—
Dr. David Kurtzman ............................... 45
Melvin Goldstein ................................. 49
Oberman Law Firm ............................... 31
Paragon Dental ................................. 49
Professional Practice Transitions
(Henry Schein) ........................................ 17
Revolvadent ........................................... 4
USB ........................................................... 49
Keep more money in your pocket this year!

Save on practically everything at GDA Plus Supplies by buying direct brands!

Possible savings of over 94% off retail price.

<table>
<thead>
<tr>
<th>PRODUCT/DESCRIPTION</th>
<th>BRAND</th>
<th>GDA SAVINGS VS. COMPETITOR</th>
<th>DIRECT BRAND</th>
<th>DIRECT BRAND VS. BRAND NAME SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>CaviCide Liquid 1 Gallon Each</td>
<td>Kerr TotalCare</td>
<td>15%</td>
<td>OSHA Review</td>
<td>94%</td>
</tr>
<tr>
<td>S3 Earloop Face Masks Level 2</td>
<td>Cranberry</td>
<td>30%</td>
<td>iSmile</td>
<td>73%</td>
</tr>
<tr>
<td>2x2 4-Ply Non-Woven Gauze</td>
<td>Richmond</td>
<td>41%</td>
<td>iSmile</td>
<td>85%</td>
</tr>
<tr>
<td>Star 430 SW Replacement Turbine</td>
<td>StarDental</td>
<td>27%</td>
<td>True Spin</td>
<td>82%</td>
</tr>
</tbody>
</table>

*Direct from manufacturer brands shown represent the most similar products to the distributor brand name products. For the correct item name/description please refer to the chart on gdaplus.com/directbrands.

START SAVING WITH DIRECT BRANDS AT GDAPLUS.COM/DIRECTBRANDS
INSIDE THIS ISSUE

GDA Convention & Expo
Amalgam Separator Deadline
Upcoming CE Courses
Tax Planning Strategies
Turning Tough Talks into Wins

It’s more than just a business.
It’s about building your legacy.

Let us assist you with all of your business needs.

✓ Business Property & Liability
✓ Workers’ Compensation
✓ Data Breach
✓ Employment Practices Liability Insurance (EPLI)
✓ Life Insurance for Practice Financing
✓ Key Employee Life Insurance

You own it, use it and enjoy the savings!

To get customized quote, call us at 770.395.0224 or visit gdaplus.com for more information