

# NODA News

## MISSION STATEMENT

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

VOL. 59 NOVEMBER '21 NO. 09

## President's Message

by Gizelle P. Richard, D.D.S. – NODA President



Happy Thanksgiving to the NODA members, staff, and families! Hope everyone enjoys time with families and takes

time to reflect and be thankful for the many blessings that we have, in spite of a very difficult past 20 months.

We have an exciting General Membership meeting coming up on November 17<sup>th</sup> at Jack Dempsey's

restaurant. Dr. Cyrus Ardalan will present "Endodontic Pearls for the GP... When to Treat-When to Refer." Brasseler USA will sponsor. Come out and enjoy a great lecture and a terrific meal. Registration is required.

Nominations for the 2022 Board of Governors will be accepted this month. The 2022 Nominating Committee will submit their list of nominees for the positions of President, President-Elect, 1<sup>st</sup> Vice President, 2<sup>nd</sup> Vice President, Treas-

urer, At Large, Director to LDA and any other remaining positions as information to the members. Nominations from the NODA members are welcome and encouraged. The Board will be sworn in at the December 15 General Membership meeting. Please submit any nominations to the NODA office.

The New Orleans Dental Conference and LDA Annual Session will be held April 7-9<sup>th</sup> 2022 at the Hyatt Regency hotel. The NODC/LDA Annual Session committee, led by Drs. Kristopher Rappold & Keith Kyler, is working hard to put together an excellent program and exhibit hall. Please reserve the date.

Dental license renewal deadline is approaching soon. Please make sure that you submit CE credits using CE Broker. Refer to [www.lsb.org](http://www.lsb.org) for details.

Have a Happy Thanksgiving and hope to see you on November 17<sup>th</sup>!

Your President,

Gizelle Richard, DDS



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

# Upcoming Scientific Programs

by James E. Burns, D.D.S. - NODA Scientific Program Committee Chair

DATE   LOCATION   TIME	SPEAKER   TOPIC   OBJECTIVES	SPONSOR																				
<p><b>November 17, 2021</b></p> <p><b>Jack Dempsey's</b> 7389 Poland Avenue New Orleans, Louisiana 70117</p> <p><b>Check In:</b> Begins at 6:30 pm</p> <p><b>Buffet Dinner:</b> Begins at 6:30pm</p> <p><b>CE Course:</b> Begins at 7:00 pm</p> <p><b>CE:</b> 1 clinical hour</p> <p><b>Deadline:</b> November 15, 2021</p> <p><b>Early Registration Fee:</b></p> <table border="0"> <tr><td>Member</td><td>\$20.00</td></tr> <tr><td>Student</td><td>\$20.00</td></tr> <tr><td>Resident</td><td>\$20.00</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Non-member</td><td>\$45.00</td></tr> </table> <p><b>Late Registration Fee:</b></p> <table border="0"> <tr><td>Member</td><td>\$30.00</td></tr> <tr><td>Student</td><td>\$30.00</td></tr> <tr><td>Resident</td><td>\$30.00</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Non-member</td><td>\$55.00</td></tr> </table> <p><b>Registration &amp; Payment:</b> Payment is required with registration, otherwise registration for the meeting is not guaranteed. A 25% administration fee will be applied to any refund request received after Monday, November 15<sup>th</sup>. All no shows will be charged. All requests for refunds or cancellations must be received in writing no less than three days prior to the course. Refund requests will not be accepted after this deadline. Registration fees are for this meeting only. Register now to reserve your seat!</p>	Member	\$20.00	Student	\$20.00	Resident	\$20.00	Applicant	\$0	Non-member	\$45.00	Member	\$30.00	Student	\$30.00	Resident	\$30.00	Applicant	\$0	Non-member	\$55.00	<p><b>General Membership Meeting &amp; CE Lecture Dinner</b></p> <p><b>Speaker – Cyrus Ardalan, D.D.S.</b></p>  <p>Dr. Cyrus Ardalan is an endodontist practicing in Gretna, LA. He received his undergraduate degree at UNC- Chapel Hill, DMD at Tufts University School of Dental Medicine, GPR at Cedars Sinai Medical Center and completed his endodontic residency and MSD at Virginia Commonwealth University. Prior to private practice he was a dental director for a federally qualified health center. He established Crescent City Endodontics in 2018, became board certified in 2020, and is a clinical assistant professor at LSU in the department of Endodontics. His practice is microscope centered and blends technology with an exceptionally trained staff to provide the highest level of endodontic care.</p> <p><b>Topic - “Endodontic Pearls for the GP...When to Treat and When to Refer”</b></p> <p>The vast majority of endodontic treatments are performed by general dentists. Whether you perform these procedures yourself or refer them to an endodontist is an important decision that impacts the quality of care you deliver. It's also a decision that needs to be made on a case-by-case basis by taking into account the condition of the patient as well as many diagnostic and treatment considerations. From diagnosis, to obturation and restoration, each step is essential in providing patients the ability to save their natural dentition. This presentation will review case difficulty and referral options as well as discussing endodontic pearls to help with treatment.</p> <p><b>Learning objectives:</b> What attendees will learn by the end of the presentation:</p> <ol style="list-style-type: none"> <li>1) Review diagnostic radiographs and CBCT indications.</li> <li>2) Discuss isolation techniques.</li> <li>3) Review the AAE case difficulty assessment.</li> <li>4) Learn how you can best communicate with your endodontist.</li> <li>5) Incorporate new products or technology into your treatment.</li> </ol>	<p><b>Brasseler USA</b> Tess Strickland District Sales Manager – South West #809 One Brasseler Boulevard Savannah, Georgia 31419 Phone: 912/841-4522 x6102 Cell: 912/3127151 TessStrickland@BrasselerUSA.com Shop.BrasselerUSA.com</p>
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Member	\$30.00																					
Student	\$30.00																					
Resident	\$30.00																					
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# Active Life Membership

by Gizelle P. Richard, D.D.S. – NODA President



At the ADA’s Annual Session in 2020, the ADA House of Delegates voted to remove the age requirement for active life membership. With the change, anyone who has been a member for 30 consecutive years, or 40 total, qualifies for life membership. For the ADA, this doesn’t change much since active life members still pay full dues. The LDA, at their House of Delegates in March of this year, voted to remove the dues discount for anyone who qualifies for life membership in 2022 and beyond. The NODA Board of Governors

proposes that NODA follow the lead of the LDA and remove the dues discount of one half as NODA cannot afford to absorb such a dues revenue loss.

As this involves a bylaws change, it will need to be voted on at the November 17<sup>th</sup> General Membership meeting at Jack Dempsey’s.

*NODA News* is published every month with the exception of June and August. Deadline for ads and editorial material is the 10th of the month preceding publication. Ads and news should be sent to: [info@nodental.org](mailto:info@nodental.org)

**WE WANT YOUR NEWS!!**

**Anyone knowing of any dentist who has made a significant contribution, gained an elective or appointive office, written an article, delivered a paper, or rendered unusual public service, please let us know!**

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**James J. Howard, DMD**  
(910) 523-1430  
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OFFICE MANAGER  
**Virginia Douglas**  
(770) 664-1982  
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# Seeking Nominations for NODA Honor Dentist

by David J. Hildebrandt., D.D.S. - Honors & Awards Committee Chairman



The New Orleans Dental Association Honor Dentist award is presented annually “in recognition of outstanding contributions and exemplary conduct in the profession of dentistry.” You are encouraged to submit nominations of a member or members that you feel are deserving of NODA’s most prestigious honor. The deadline for nominations is Wednesday, November 17, 2021.

Your nomination should list some of the nominee’s professional and personal accomplishments and include a brief explanation why you believe he or she is deserving of the Honor Dentist award. Mail your nominations to the attention of Dr. David Hildebrandt, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail to [info@nodental.org](mailto:info@nodental.org). No nominations can be accepted after November 17, 2021. The recipient will be announced at the January 2022 General Membership meeting and in the February 2022 edition of NODA News.

# Call for Nominations of 2022 NODA Officers & Directors

by James Burns, Jr., D.D.S. – 2021 NODA Nominating Committee Chair



The 2021 Nominating Committee is now accepting nominations for open officers and elective positions of NODA in 2022. As required by NODA Bylaws, Article XIII, Section 1-11, the Nominating Committee has been formed. The Nominating Committee members are: Drs. James Burns (chairman), Dr. Aubrey Baudean, Jr., Dr. Mark Chaney, Dr. Vincent DiLeo, Jr., Dr. Kevin Collins and Dr. Kristopher Rappold.

Nominations may be submitted to any member of the Nominating Committee listed above or to the NODA office located at 2121 N. Causeway Blvd., Suite 153, Metairie, LA

70001. All Nominations must be received by Wednesday, November 17, 2021, the date of the November General Membership meeting. All nominations must be submitted in writing and signed by two Active, Active Life, Retired and/or Life Members in good standing.

If there is more than one candidate for any office or elective position, candidates will have an opportunity to address the membership at the December 15<sup>th</sup> General Membership meeting, prior to a vote of the membership. All newly elected officers and board members will officially begin their term of office immediately upon taking the oath of office.

NUMBER	POSITION	TERM
1	President	1 year
1	President-Elect	1 year
1	1 <sup>st</sup> Vice President	1 year
1	2 <sup>nd</sup> Vice President	1 year
1	Treasurer	2 year
1	At-Large Board Member	3 year
1	Director to LDA Board of Directors	2 year
The following are appointed positions:		
2	Alternate Director to LDA Board	1 year
1	Alternate Delegate to ADA	1 year

# Equipment Financing: How to Make the Lease vs. Buy Decision

(Adapted from Article by Jeremy Doublerly)

One of the central decisions a dental practitioner must make when acquiring business equipment is whether to lease the equipment or buy it (typically with loan financing). To make the best decision, I recommend you focus on three basic questions as part of your planning process:

- **What** are you acquiring?
- **Why** are you acquiring it?
- Given these circumstances, **when** would it make sense to lease vs. using equipment financing?



Con't on pg 6

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 February 27- March 1, 2022  
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**NEW ORLEANS DENTAL CONFERENCE & LDA ANNUAL SESSION**  
 April 7-9, 2022  
 Hyatt Regency New Orleans  
[www.nodc.org](http://www.nodc.org)

**SUMMER EDUCATION CONFERENCE**  
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# Equipment Financing: How to Make the Lease vs. Buy Decision - Con't.

*(Adapted from Article by Jeremy Douberly)*

## What Are You Acquiring?

Before you can determine what equipment financing structures are available, you have to do some capital expenditure planning. Start by identifying the assets you need to replace or acquire. What's important here is that not all assets can be leased. Examples of assets that typically must be financed include:

- **Limited-use assets.** You can't lease custom-developed equipment that can only be used by your business. If you don't make your lease payments, your lessor will need to sell or lease the equipment to someone else. But limited use assets, such as custom-built equipment, often have no secondary market.
- **Software.** This is another type of asset a lessor would have issues leasing. Most software lease transactions are structured as conditional sales or \$1 buyout leases — in other words, they're loans disguised as leases.
- **Assets with high ownership liability.** Lessors have different risk tolerances, but there are certain asset types most will view as bad risks; either they won't allow clients to lease them or they will charge a premium to do so. A good example is a fleet of school buses. Lessors know a school bus accident could lead to litigation targeting them as the bus owner, in addition to the lessee.

Before you start considering whether you would rather lease or buy equipment as part of your capex plan, determine if leasing is even an option. Leasing can provide an avenue of less upfront cost and allow for some risk mitigation by being able to utilize the equipment on a "trial" basis.

## Why Are You Acquiring It?

The lease-vs.-buy decision will also be impacted by your reason for acquiring the equipment. Most capital expenditures fall into one of three categories:

- **Maintenance capex.** This is core equipment you need to maintain the current operations of your business. A dental chair being an example of integral equipment vital to daily operations.
- **Growth capex.** Think of this category as equipment you would need if you landed your next big client. The use of a CBCT may be the impetus you need to begin placing implants with more ease and comfort.
- **Speculative capex.** This is equipment you acquire with the hope that it will enable you to land future business. The acquisition of more advanced dental photograph and intraoral scanner could be some of the equipment that could close that next large cosmetic case.

## When Should You Lease vs. Finance?

Once you know what equipment you will be acquiring, and its purpose, you can start sorting through whether it will make more sense to finance or lease.

Every situation is different, but there are some general rules of thumb.

Financing typically makes more sense when you are acquiring core equipment you plan to keep for all of its useful life, and you can use the depreciation as a tax deduction. If you lease, you run the risk of needing the equipment after the lease agreement has expired, requiring you to essentially acquire the equipment a second time.

Obviously, you will also need to finance any asset that is not lease-eligible.

Financing might also make sense for growth capex where you have the ability to fully utilize the depreciation and the business interest deductibility in year one. The deduction of interest is essentially government assistance in helping you grow your business through debt financing. As interest rates are currently at very low levels, the use of financing can keep you more liquid today and be able to utilize

## Equipment Financing: How to Make the Lease vs. Buy Decision - Con't.

*(Adapted from Article by Jeremy Douberly)*

the funding to leverage toward enhancing practice revenues incrementally over the cost of financing.

enna at 504/586-3505 or Patrick.McKenna@HancockWhitney.com.

Conversely, you might consider leasing core equipment if you are not tax efficient and cannot utilize depreciation fully in year one. In addition, leasing maintenance capex may be worth considering for cash flow reasons; a typical lease requires a lower cash outlay per year than debt of a similar term.

There are also situations where you might want to lease growth capex, such as when you are using a new technology. For example, what is you being using a 3D printer which is in fairly infantile stages in the retail dental market. The longevity of the business is uncertain, may not produce the revenue impact you projected, or the constant development of new upgrades at likely more competitive pricing as the market and its competitors increases. Leasing the necessary equipment for a shorter period would give you some financial flexibility.

The decision-making process I've outlined in this article is fairly straightforward. However, there are many variables and financing options to consider. At Hancock Whitney, we can suggest alternatives for you to select from in consultation with your tax professionals. To learn more about Equipment Financing, contact Pat McK-

This information is educational and informational in nature, and not intended to be used as tax, legal or accounting advice. We advise you to consult your tax, legal and accounting advisors regarding your tax needs.

### Report of the Executive Director

*by Andrew Hale – NODA  
Executive Director*

2021 has been an unprecedented year and NODA remains committed to supporting you during these challenging times. We have endured a tough ride with the pandemic and continue to face some great challenges. With support from one another and with our continued action within our community, we will continue to overcome these challengers. We at NODA are passionate about our mission and look forward to the future with hope and optimism. On behalf of our Governing Board of Directors, volunteers and staff, we say thank you.

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- Purchased, Built or Owned Commercial Property?
- Remodeled, Renovated, or Expanded an Existing Space?
- Completed a 1031 exchange?

**You May Qualify for Cost Segregation, PAD, 100% Bonus...**



**Tax Savings Avg.... \$40k to \$100k on Bldgs. From \$200k & Above**

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- Identifies and analyzes eligible commercial building components and/or renovation costs that are eligible for accelerated depreciation
- Lowers taxable income which Reduces the amount of taxes owed.



**Did You/Are you Renovating... Must Be Applied Same Tax Year**

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- Write Off Assets that are No Longer in Use... No Recapture.
- Renovations/Remodels/Replacements
- Remove - Roofs, HVAC, Wiring, Plumbing, Lights, Flooring, Cabinets...



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- Type of Property
- Cost of Building and/or Improvements
- In-Service Date for Building and/or Improvements
- Depreciation Schedule if applicable

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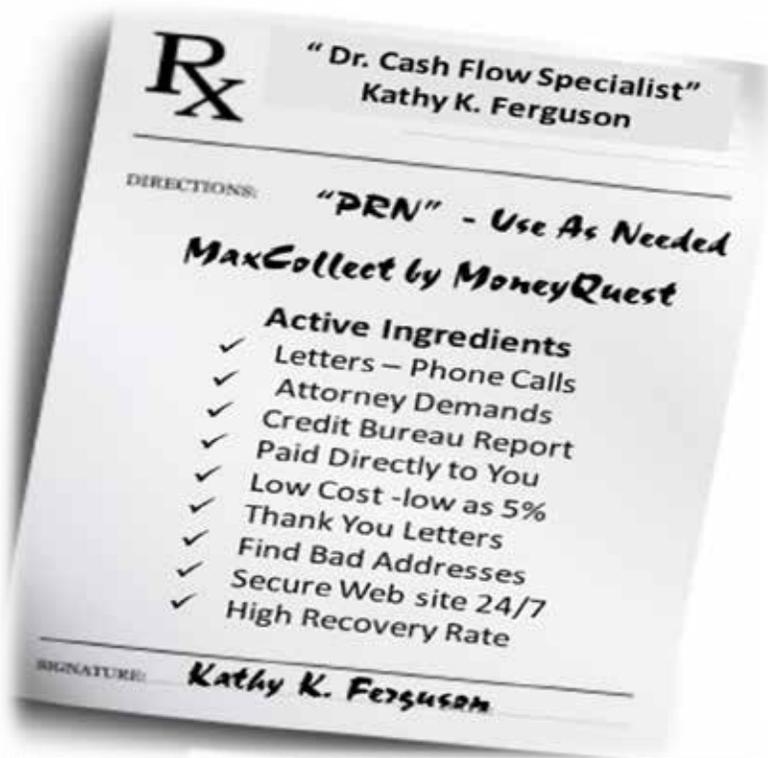
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# October General Membership Meeting

Southport Hall

*Photos courtesy of NODA staff*



*Nate Powell (Zimmer Biomet sponsor representative), Bret Royal (speaker), Bruce Nuss (Zimmer Biomet sponsor representative), Joey Mollere (Zimmer Biomet sponsor representative).*



*Dr. Kristopher Rappold (Co-chair NODC/LDA Annual Session), Tiffany Ebersen (Hancock Whitney), Patrick McKenna (Hancock Whitney), Dr. Kevin Collins (NODE Chair).*



*Dr. James Burns presents Dr. Emily Robert with her membership certificate.*



*Dr. Aubrey Baudean, Jr. (NODE gift card winner), NODE Chair Dr. Kevin Collins.*



*Premiere NODE Hancock Whitney sponsor representatives, Tiffany Ebersen and Patrick McKenna with Dr. Daniel Richardson (Hancock Whitney drawing winner).*

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**GENERAL DENTISTS NEEDED**

Whether you are a recent dental school graduate or an established practitioner interested in pursuing new opportunities, Louisiana Dental Center offers dentists the ability to perform in an autonomous and collegial atmosphere without the burden of managing a practice. With numerous modern facilities scattered across South Louisiana, our practice is in a unique position to offer flexible and convenient scheduling options. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or [ternst@LaDentalCenter.com](mailto:ternst@LaDentalCenter.com).

**SATURDAY GENERAL DENTISTS**

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

**SPECIALISTS NEEDED**

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Continuing Dental Education

## UPCOMING COURSES

For latest course information, please check our website ([www.lsucde.org](http://www.lsucde.org))

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

Date	Course Information	Registration Fees*	Hours
November 5, 2021 <b>Attend this course from ANYWHERE!</b>	<b>The Digital Era Of Examinations</b> Presented by Dr. Lou Graham & Dr. Tony Tomaro via <i>Live-Stream Video Conference (Only)</i>	<b>Regular / Late</b> Dentist: \$189 / \$219 Hygienist / Lab Tech: \$149 / \$179 Dental Assistant: \$89 / \$99	a maximum of 3 clinical hours (lecture)
November 12-13, 2021 <b>HANDS-ON, IN-PERSON COURSE!</b>	<b>How to Fabricate a New Generation of Hybrid Dentures for Edentulous Patients</b> Presented by Dr. Marco Brindis & Julio Zavala, MCDT at <i>LSU School of Dentistry</i>	<b>Early Bird / Regular</b> Dentist: \$1,845 / \$1,995 Lab Tech: \$848 / \$998 1st Dental Assistant: FREE* / FREE* 2nd Dental Assistant: \$100 / \$150	a maximum of 10 clinical hours (6 lecture, 4 participation)
December 3-4, 2021 <b>Attend this course from ANYWHERE!</b>	<b>The Many Faces Of Orofacial Pain: Beyond TMD</b> Presented by Drs. Sol Brotmon, Maria-Carmen Wilson, Cristina Cabret-Aymat, Dale Ehrlich, Gary Klasser, Christopher Spencer, & Ronald Auvenshine via <i>Live-Stream Video Conference (Only)</i>	<b>Early Bird / Regular</b> Dentist/Healthcare Provider: \$2,200 / \$2,417	a maximum of 10 clinical hours (6 lecture, 4 participation)
December 3, 2021 <b>Video Conference Option Available*</b>	<b>LSU's Last Chance Course: Leveraging Advancements in Dental Materials</b> Presented by Dr. Foroud Hakim at <i>LSU School of Dentistry</i>	<b>Early Bird / Regular / Late</b> Dentist: \$310 / \$340 / \$365 Hygienist / Lab Tech: \$185 / \$215 / \$240 Dental Assistant: \$100 / \$120 / \$145	a maximum of 7 clinical hours (lecture)

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



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