

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 DECEMBER '21 NO. 10

NODA News

President's Message

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



Holiday greetings to all!

December is here and that marks the final month of my term as President. How

this year has flown by!

It has been challenging, rewarding, and exciting serving as your president. I had a terrific group of officers, Board of Directors, and committee members with whom to work. Andrew Hale kept the daily operations of our association

moving along, in spite of numerous challenges.

At the November 17th General Membership meeting, the NODA membership voted “YES” to accept the non-reduction of dues for those who qualify for Active Life Membership.

On December 15th, at Chateau Golf & Country Club, your next president, Dr James Burns will assume his duties. I know you will give him the same support that you have given me.

NODA members, thank you very much for being a part of our association! Your participation in organized dentistry is what keeps the profession great. Without the members, there is no organization. Without the organization, there is no voice, no vote, and no agenda to keep the dental profession moving in a positive direction. It is highly important that we continue to be a strong unified voice.

I had been a member of organized dentistry for many years before I became actively involved, first in the New Orleans Dental Conference/Louisiana Dental Association’s Annual Session, and then in NODA. I would suggest that as you mature in your career, and you have more free time, get more involved in the workings of NODA. Please volunteer, as it will make you appreciate the importance of your profession. It’s never too late to take an active role!

It has been a privilege to serve as your President.

I wish everyone Happy Holidays and a Happy New Year!

Your President,

Gizelle P. Richard, D.D.S.



Insurance Solutions to Smile About.

B & B Brown & Brown
INSURANCE®

ASSOCIATION SERVICES PROFESSIONALS

The LDA’s Endorsed Insurance Broker

Malpractice
Cyber Liability
Worker’s Compensation

Personal Umbrella
Business Insurance
and more

Find your solution today at bbgulfstates.com/asp or contact Stormy Blair for an insurance review

Brown & Brown Gulf States-Association Services Professionals

your profession
your future™
your association

Upcoming Scientific Programs

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

DATE LOCATION TIME	SPEAKER TOPIC OBJECTIVES	SPONSOR
<p>December 15, 2021</p> <p>Chateau Country Club 3600 Chateau Boulevard Kenner, Louisiana 70065 504/467-1351 www.chateaugcc.com</p> <p>Check In: Begins at 6:30 pm</p> <p>Dinner: Begins at 6:30pm</p> <p>CE Course: Begins at 7:00 pm</p> <p>CE: 1 clinical hour Deadline: December 7, 2021</p> <p>Early Registration Fee: Member \$20.00 Student \$20.00 Resident \$20.00 Applicant \$0 Non-member \$45.00</p> <p>Late Registration Fee: Member \$30.00 Student \$30.00 Resident \$30.00 Applicant \$0 Non-member \$55.00</p> <p>Registration & Payment: 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, December 6th. 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>	<p>General Membership Meeting & CE Lecture Dinner</p> <p>Speaker – Amir Hossein Nejat, DDS, MS, MSD, CDT</p>  <p>Dr. Amir H. Nejat is Assistant Professor at Louisiana State University (LSU) Health Science Center School of Dentistry in New Orleans, Louisiana. He graduated with a DDS from Mashhad University of Medical Sciences in Mashhad, Iran. He completed his Masters in Biomaterials at University of Alabama at Birmingham and after completion of this program he started his residency in Prosthodontics at LSU where he completed his MSD in Prosthodontics. His research focus is on dental materials and their application in the field of prosthodontics.</p> <p>Topic - "Zirconia: Fabrication to Application"</p> <p>Zirconia has become a popular restorative material in the field of dentistry. New generations of zirconia have been introduced to the market. In addition, new technologies are developed to improve the esthetics of zirconia restorations. Understanding the basic properties of each of the generations and how the phases of zirconia and sintering process can affect the optical and mechanical properties of zirconia will help clinicians decide on the most appropriate restorative material to be used for each individual case.</p> <p>Learning objectives: By the end of the presentation, the attendees will:</p> <ol style="list-style-type: none"> 1) Understand how Zirconia is manufactured. 2) Learn different generations of Zirconia. 3) Learn the phases in Zirconia and importance of each phase. 4) Optical properties of Zirconia. 5) New technologies in Zirconia disks. 6) Importance of sintering process for clinicians. 7) How do decide which generation to use. 	<p>Amann Girsch North American Steven Howard Key Account Manager, Texas 13900 South Lakes Drive, Suite D Charlotte, North Carolina 28273 Phone: 972/799-9979 steven.howard@amanngirsch.com www.amanngirsch.us</p>

TELL 'EM YOU SAW IT IN NODA NEWS
When you patronize our advertisers --and we hope you will--
tell them you saw their ad in *NODA News*.
These loyal friends help defray the costs of this monthly
publication.

Nominations for 2022 NODA Officers & Directors

By: James Burns, DDS - NODA Nominating Committee Chair



The 2021 Nominating Committee has accepted 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: Dr. James Burns (chair), Dr. Aubrey Baudean, Jr., Dr. Mark Chaney, Dr. Vincent DiLeo, Jr., Dr. Kevin Collins, and Dr. Kristopher Rappold.

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 15th 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.

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

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

The accepted nominations for the elective positions for NODA in 2022 are:

POSITION	NOMINATION	YEAR
President	Dr. James Burns	1 year
President-Elect	Dr. Audrey Baudean, Jr.	1 year
1st Vice President	Dr. Linda Cao	1 year
2nd Vice President	Dr. Fancesca Velasco	1 year
Treasurer	Dr. David DeGenova	2 years
Secretary [^]	Open for nomination	1 year remaining
At-Large	Dr. Maria Burnmaster	3 years
Director to LDA	Dr. Jeffry Leeson	2 years
Director to LDA*	Dr. Glenn Dubroc, Jr.	1 year remaining
Alternate Director to LDA	Dr. Kevin Collins	1 year
Alternate Director to LDA	Dr. Gizelle Richard	1 year

[^] Dr. Linda Cao leaving position after one year to become NODA 1st Vice President

* Dr. Vincent DiLeo, Jr. leaving position after one year to become LDA President-Elect

Today and every day we are joyful.

ADS Lovelace and Associates

Your Practice Transition Team.

Congratulations Dr. Gil Rew for transitioning his Mansfield, LA practice to Dr. James Lowder, Dr. Richard Moore and Dr. Morgan Van Zandt

Happy Holidays

PRACTICES FOR SALE

Alexandria | Baton Rouge
Hammond | Lafayette
Livingston Parish | Monroe
New Iberia | New Orleans
Shreveport | Tangipahoa Parish
Winnfield
Periodontal Practice (x3): SE LA

ASSOCIATE POSITIONS

Denham Springs | Baton Rouge
Shreveport

Congratulations to Dr. Cody Brignac on his acquisition of Dr. Stuart Guey's practice in Belle Chasse, LA

ADS LOVELACE AND ASSOCIATES, INC.
(225) 927-8015 | LovelaceAndAssociates.com

Endorsed by **ILDA** **DENTAL TRANSITIONS™**
VALUATIONS | SALES | CONSULTING
 All ADS companies are independently owned & operated.

How to Boost Business Cash Flow

(Adapted from Article by Benji Richoux)

Your sales are healthy, so why are you having trouble paying the bills? It's a common small business challenge — and often, the answer comes down to cash flow. Cash tends to come into businesses inconsistently, so even when sales are solid, you may not always have the money you need at any given moment.

Luckily, there are ways to give your cash influx a boost and steady the flow. Here are a few strategies to try.

Digitize and automate

Automating your accounts payable and accounts receivable can be a more efficient and even more accurate way to stay on top of when

money is due in, when bills are due to be paid and whether customers are paying on time. Digitizing the invoice process can help expedite the invoice-to-payment process. These tactics may even reduce overhead expenses, which can also help cash flow.

Get paid faster

Checks are one of the slowest ways to move money from your customers to your accounts. So establish ways that put cash into your coffers faster. For instance, make it convenient for customers to pay at point of sale (whether in person or online) using credit cards, debit cards and digital wallets. Consider using digital insurance claim submission over mail using

Claim-X in order to process them more quickly and get reimbursed faster.

Get paid sooner

A sale is nice, but you cannot actually add (and use) the revenue until the production is collected. So why not try to get those invoices paid sooner? Consider offering a small discount — say, 3% or 5% — if a customer pays within 10 days instead of 30 or 60. If you have ongoing customers, make it attractive by offering a loyalty discount. With any discounts, though, make sure to crunch the numbers to see if getting

Con't. on pg 5



"I only have one regret about selling my practice. I should have called ADS Transitions sooner."

Sound Advice.

Trust us for all your dental transition needs.

- Appraisals • Brokering • Practice Financing
- Associate Placement • Equity Associateships



Practice Transitions Made Perfect[®]
All ADS companies are independently owned and operated.

ADSSouth.com



TENNESSEE, ARKANSAS & KENTUCKY
Clayton Cummings, DDS
(615) 414-0123
clayton@adssouth.com



NORTH CAROLINA, SOUTH CAROLINA, VIRGINIA, MARYLAND, WASHINGTON D.C.
Chris Nunnally, JD.
(917) 592-7794
chris.nunnally@gmail.com



GEORGIA, LOUISIANA, NORTH CAROLINA, ALABAMA, MISSISSIPPI
Earl Douglas, DDS,
MBA, BVAL
(770) 664-1982
earl@adssouth.com



NORTH CAROLINA, SOUTH CAROLINA, VIRGINIA, MARYLAND, WASHINGTON D.C.
James J. Howard, DMD
(910) 523-1430
jim@adssouth.com



OFFICE MANAGER
Virginia Douglas
(770) 664-1982
virginia@adssouth.com

How to Boost Business Cash Flow - Con't.

(Adapted from Article by Benji Richoux)

paid faster is worth getting paid a little less. For larger procedures, you might ask customers to pay a certain portion upfront, which can help cover upfront lab costs and provide a cash cushion. In addition, plan incremental payments as you complete major steps.

Have a Backup Plan

Whether you have seasonal ups and downs or a steady cash flow throughout the year, you'll periodically need extra funds. You might need to fill a financial gap to meet payroll during a sales lull. You might want to take advantage of a great opportunity or pay for a large, unexpected expense, like an equipment breakdown. This never happens at an opportune moment, and you need to get back up and running as soon as yesterday. Can I get an Amen?

In these cases, you want to have a financial backup plan. That could be a large cash reserve — ideally, placed in an interest-bearing, yet liquid, business savings account that puts your money to work for you. It might mean having a business credit card and/or maintaining a line of credit. For these last two options, it pays to apply in advance, so you do not feel pressured to make a snap decision in a crisis.

Monitor and Analyze

Online and Mobile Banking tools can make it easier to manage and track your accounts, allowing you to check current balances, view transactions, transfer funds and set up account alerts. Your accounting software may integrate with online

banking for even greater convenience. Bookkeeping can be much easier with direct integration with software such as Intuit Quickbooks or can utilize even a virtual bookkeeper.

Sell

Do not let unused equipment take up valuable office space. Instead, see if you can add income by selling it. Classifieds in the NODA Newsletter are a great place to get your equipment out in front of a focused audience at low cost. You can also investigate third-party options such as online sale sites, trade associations or liquidators. You can also consider donating items to charity. This will not give you income, but it may offer a tax deduction. (Consult your tax advisor).

Get Support When You Need It

Every business is unique — and your cash flow issues may not be the same as another business. But taking time to understand how money moves in and out of your business — and taking measures to even out that cash flow — can help any business thrive.

Feel free to reach out to your partners at Hancock Whitney for additional insights and advice specific to your business. We offer a variety of solutions for small businesses, including our Preferred Business Checking account, which has many features to help you take more control of your cash flow. For more information, contact Pat McKenna at 504/586-3505 or Patrick.McKenna@HancockWhitney.com.

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

ADA CE Online is 50% off for new dentists using the code NEWDENT and free for dental students. From financial information to health and wellness webinars, ADA CE Online (<https://ebusiness.ada.org/education/default.aspx>) has an ever-growing catalog of clinical, practice management, and personal development education offering peer-reviewed continuing education credits to fit everyone's resources and schedule. Credits earned through this platform are maintained for all users in an online transcript that can be accessed when verification letters are needed.

*Call unto me, and I will answer thee, and shew thee great and mighty things, which thou knowest not.”
(Jeremiah 33.3)*



Behind every smile, there's a great banker

\$800,000

Practice Buy-In Term Loan

\$725,000 | \$150,000

Commercial Real Estate Loan
and Equipment Finance

\$450,000

Practice Buy-In Term Loan

\$325,000 | \$300,000

Business Acquisition Loans

\$275,000 | \$140,000

Practice Buy-In Term Loan
and Commercial Real Estate Loan

\$75,000

Business Line of Credit

We understand the dental industry and where you want to go. Our expertise and five-star service will help you get there.



Patrick D. McKenna

VP, Business Banking

504-352-37709

patrick.mckenna@hancockwhitney.com



Save the Date

April 7-9, 2022

NEW LOCATION:

Hyatt Regency New Orleans

Join us & Laissez les bon temps rouler!

Topics include:

**TMD, Nutrition/Oral Cancer,
Oral Surgery, Lasers, Endodontics,
Periodontics, Special Needs Patients,
& MORE!**

Our Conference includes Lectures & Hands-on Workshops.

Visit www.NODC.org for more information!

A new day for dentistry starts now

One that reflects our community.

One that embraces everyone's unique talents and contributions.

One that encourages diversity of thought and lifts all voices.

One that continues to drive dentistry forward.

It's time to build our future together — a new day for dentistry starts now and there's a place for you in it.

Let's build
our new day
together

[ADA.org/ReNEW](https://ada.org/ReNEW)

Dr. Josephine Cheng Palotto
Member Since 2012

ADA.

SUPPLIES & EQUIPMENT & TECHNOLOGY & SOFTWARE & IMPLANTS & EDUCATION & COMPLIANCE.

 darby does that.



Darby TechForce delivers tailor-made, dental-specific technology solutions that work for dental practices and the people in them. From desktop support to network security, installations and integration, we streamline the technical aspects of your practice to keep systems running safely and smoothly.



Distributed in the U.S. exclusively through Darby, Alfa Gate implants deliver the top-of-the-line performance clinicians demand without the top-of-the-line cost. The Alfa Gate line covers all clinical cases and implant diameters – making them ideal for GPs new to implantology as well as doctors who are more experienced with implant treatment.



With CareStack, say goodbye to multiple subscriptions and manage everything you need through one modern, all-in-one, cloud-based software. CareStack takes care of all of your clinical, patient and business management needs so you have time to focus on what matters most – your staff, your patients and your life. Darby customers enjoy discounted access to CareStack as well as regular free CE opportunities and live webinars.



The Productive Dentist Academy offers a full range of consulting and educational services that address the unique challenges dentists face today. As a Darby customer, you can save \$700 on their popular “PDA Business Impact: Foundation Program” – a 2-month high intensity coaching program that empowers dentists with tools to create a profitable, successful business.



Darby offers an extensive range of capital equipment and guidance from a dedicated team of Equipment Specialists. We offer products from top manufacturers, various interest-free finance plans, as well as long-term plans, to help you get the equipment your practice needs.



Compliance Training Partners (CTP) helps practices stay compliant through online training, regulatory checklists, live seminars, experienced consultant support, educational opportunities and other valuable resources. From OSHA to HIPAA and Infection Control, CTP ensures your practice is up-to-date on the latest regulations, fulfills annual training requirements and is able to easily identify and utilize data to improve overall compliance.

Speak to your Account Manager for more information!

800.645.2310 • darby.com

November General Membership Meeting

Jack Dempsey's
Photos courtesy of NODA staff



President-Elect Dr. James Burns and speaker Dr. Cyrus Ardalan.



Speaker Dr. Cyrus Ardalan and Tess Strickland (sponsor Brasseler USA representative).



Dr. Terrall Thurman, Jr. receives his membership certificate by Dr. James Burns (Membership Committee Chair).



Dr. Alexander Galliano receives his membership certificate by Dr. James Burns (Membership Committee Chair).



Dr. Wynn Russo (NODE gift card winner), NODA Chair Dr. Kevin Collins.

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!

info@nodental.org

Bulletin Board

APPRAISALS, SALES, ASSOCIATE SHIPS, PRE-RETIREMENT PLANNING

ADS South specializes in valuations and transitions for dentists. Learn how to protect your practice in case of death. Call Dr. Earl Douglas at 770/664-1982 or visit our website www.adssouth.com. Four Metairie practices and one North Shore practice sold in May!! All sold for full price, cash at closing. If you're thinking about selling, this a good time to call Dr. Earl Douglas 770/664-1982 or earl@adssouth.com. If you're looking to purchase, watch for our next upcoming Metairie listing at www.adssouth.com.

GENERAL PRACTICE – NORTH SHORE (#9317)

This is a high grossing practice - \$1,350,000. A very profitable practice on the North Shore. Generously large seven operator office with very reasonable rent. Excellent well-trained staff. This practice has had the benefit of very effective management consulting to operate effectively and at low stress. Seller is willing to work with a buyer or leave. Receive all the benefits of this well-tuned practice and enjoy a much higher than average income. Contact Dr. Earl Douglas 404/512-4702 or earl@adssouth.com.

GENERAL PRACTICE – HOUMA AREA (#6874)

Gross Collections: \$279,516, 3 Days a Week, 3 Operatories, 990 sq. ft. One hour away from the bright lights and providing you the lowest stress, lowest overhead, most

profitable opportunity we've seen in a long time. If you're looking for high stress, high overhead, high competition and lots of time in traffic, this is the wrong practice for you. There are three Adec equipped operatories and room for two more. Expect to net >52% of your personal production after all overhead and payments! All of this on 87% of treatment for cleanings and fillings, so there's excellent potential for expansion. Contact Dr. Earl Douglas 404/512-4702 or earl@adssouth.com.

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.

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.

SPECIALISTS NEEDED

Louisiana Dental Center, a well-established and fast-growing group dental practice has great opportunities for specialists seeking flexible work options. Multiple locations and schedules ranging from 1 to 5 days a week. Orthodontists, Endodontists, Oral Surgeons, Periodontists and Pediatric Dentists are welcome. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

UPHOLSTERY

Are your dental chairs looking shabby? Reupholstery could make a huge difference. Call me for a free estimate. Fast pick-up and delivery. James Melerine Upholstery. 504/430-2307

Tulane Alumni in Homecoming Marching Band



Dr. Hilton Title playing with Tulane Marching Band at homecoming game versus Tulsa along with other Tulane band alumni.

2022 UPCOMING COURSES

For latest course information, visit www.lsucde.org



LSU Courses



LSU Health New Orleans Continuing Dental Education is the brand name of LSU's overall continuing dental education program; it represents the long-standing affiliation and working relationship between LSU Health New Orleans School of Dentistry and The Louisiana Academy of Continuing Dental Education, Inc. the purpose of developing, marketing, and administering live and online continuing education courses and training programs.

Continuing Dental Education

REGISTER TODAY!

www.lsucde.org OR Call (504) 941-8193

DATE	COURSE INFORMATION	REGISTRATION FEES*	HOURS
January 6, 2022 Attend this course from ANYWHERE!	Pharmacology Update Presented by Dr. Tom Viola <i>via Live-Stream Video Conference (Only)</i>	Regular / Late Dentist: \$189 / \$219 Hygienist / Lab Tech: \$149 / \$179 Dental Assistant: \$89 / \$99	<i>a maximum of</i> 3 clinical hours (lecture)
January 28, 2022 Live Course	LSU Day in Lake Charles: Dentistry for the Ages & Ageless and Achieving 55% Overhead Upon Return from COVID-19 Presented by Dr. Tony Tomaro <i>at L'Auberge Casino Resort in Lake Charles</i>	Regular / Late Dentist: \$340 / \$365 Lab Tech: \$215 / \$240 Dental Assistant: \$120 / \$145	<i>a maximum of</i> 7 clinical hours (lecture)
February 4, 2022 Live Course	Oral Pathology: White Lesions and Oral Ulcers - What Should You Know? Presented by Drs. Kitrina Cordell and Molly Rosebush <i>at LSU School of Dentistry</i>	Early Bird / Regular Dentist: \$310 / \$340 Hygienist / Lab Tech: \$185 / \$215 Dental Assistant: \$100 / \$120	<i>a maximum of</i> 6 clinical hours (lecture)
March 25, 2022 Live Course and Hands-On Participation	Maximized Adhesive Dentistry - for Anterior and Posterior Teeth Presented by Drs. Bruce Leblanc, John Barksdale, Jr., Mike Robichaux, Michael Leblanc, Jr. <i>at LSU School of Dentistry</i>	Early Bird / Regular Dentist: \$825 / \$895 COURSE LIMITED TO 32 PARTICIPANTS - Register Early!	<i>a maximum of</i> 7 clinical hours (1 lecture and 6 participation)

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



Continuing Education Recognition Program

LSU Health New Orleans Continuing Dental Education is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.

Kristi M. Solleau, D.D.S., Editor

Suite 153
2121 N. Causeway Blvd.
Metairie, LA 70001
504-834-6449

NODA News