

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. 62 JANUARY '24 NO. 01

# NODA News

## NODA WELCOMES A NEW LEADER

Linda T. Cao is the 106<sup>th</sup> President of the New Orleans Dental Association. Dr. Cao graduated from Marion Abramson High School in New Orleans, LA and went to Louisiana State University where she received a B.S. degree in Zoology in 2000.

Dr. Cao earned her Doctor of Dental Surgery from Louisiana State University School of Dentistry in 2004. Following graduation, Dr. Cao associated as a general dentist for one year. Dr. Cao was accepted into the Louisiana State University School of Dentistry Pediatric Dental residency and received her certificate in Pediatric Dentistry in 2007. Dr. Cao worked as an associate for five years until she opened her own practice, Smile Bright Pediatric Dental Care in 2012. During her time starting her practice, Dr. Cao also completed her MBA program at University of New Orleans in 2014.

Dr. Cao has served consecutive 8 years term as board Alumni member of Louisiana State University School of Dentistry. Dr. Cao currently serves as board member of the LSUHSC Health Foundation. Dr. Cao is part time gratis in the Department of Pediatric Dentistry. Dr. Cao has created the first scholarship in Pediatric Dentistry for the residents along with her husband, Dr. Phuong Nguyen. Dr. Cao is Chair of the Give Kids A Smile event held yearly at the LSU School of Dentistry. Dr. Cao and



Dr. Phuong Nguyen are creating the first Scholarship for the dental organization. encourage more diversity in the organization.

students that are underrepresented at LSU School of Dentistry.

Dr. Cao enjoys working with kids and in her spare time, she enjoys traveling with her husband and two kids.

Dr. Cao is honored to serve as President and is looking forward to working with an outstanding group of individuals on the board. She hopes to encourage more NODA members to take advantage of the benefits of the membership and

**Your future begins with**  
**ADS Lovelace and Associates**  
**Your Practice Transition Team**



*Congratulations to Dr. Brooks Hummel and Dr. Michael Hiller for transitioning Hiller Hummel Orthodontics in Baton Rouge*



*Congratulations to Dr. Mike Roussel for transitioning his Baton Rouge Practice to Dr. Melissa Loftin*

**PRACTICES FOR SALE**

Alexandria • Baton Rouge • Central Covington • Cut Off • Donaldsonville • Morgan City • Natchitoches • New Orleans (2) • Oakdale • Prairieville • Shreveport • Thibodaux • Periodontal Practice (Monroe & Houma) • Orthodontic Practice (Monroe)

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# President's Message

by Linda T. Cao, D.D.S. – NODA President

Dear NODA membership,



It is with pleasure that I serve you as NODA President for the coming year. We have a lot left to do, but we also have a lot to be proud of. Being a part of the ADA, LDA, NODA Tripartite is in my opinion, the most important thing we carry forward as a legacy to those who come after us.

The word “tripartite” means “composed of three parts.” The three parts of ADA membership—through your component (local) dental society, constituent (state and district or territory) dental society, and American Dental Association—complement each other. Each level offers valuable benefits and resources to members.

So many of the benefits of our

NODA membership come from being in the family of our guiding mothership, the ADA. Examples of benefits that the ADA passes on to us are:

- Free Online Continuing Education, Over 120 Courses Available 24/7
- \$50,000 Professional Liability Insurance
- \$2,000 Accidental Death and Dismemberment Insurance
- Identity Theft Protection
- Fellowship and Mastership Programs
- Subscription to *The Dental Assistant* Journal
- Monthly ADA Update E-Newsletter
- Membership in State and Local Chapters
- Opportunities for Leadership Positions
- Opportunities to be a Published Author
- Member Search

- Tech Gear Discount Club
- Telehealth-Dental-Vision Savings Plans
- Short Term Medical - National General
- Dental PPO Plan – National General
- Vision Savings Pass (VSP) – National General
- Office Depot/OfficeMax Member Discounts
- International Travel Medical Insurance
- RxSavings Plus Discount Card
- Hearing Aid Discounts
- Exclusive Worldwide Travel Discount Program
- Orlando Discounts
- Hotel Discounts
- Car Rental Discounts

Again, it's a pleasure and an honor to represent you in the coming year and I ask that each of you take part in moving our Association forward. Thanks once again, and best wishes for a wonderful 2024!

*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)

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

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YOUR  
NEWS!!**  
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your profession  
your future™  
your association



## 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**

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**\$275,000 | \$140,000**

Practice Buy-In Term Loan  
and Commercial Real Estate Loan

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Business Line of Credit

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### Patrick D. McKenna

**VP, Business Banking**

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patrick.mckenna@hancockwhitney.com

## Past Presidents

1921	Dr. George Mire	1956	Dr. Loyola G. Roeling	1991	Dr. Michael T. Robichaux
1922	Dr. Leo Dempsey	1957	Dr. Frederick J. Michon	1992	Dr. Emmett L. Zimmerman, III
1923	Dr. T.M. Terry	1958	Dr. Berteny G. Frick, Jr.	1993	Dr. Francis G. Martello
1924	Dr. Charles P. Kelleher	1959	Dr. Edward P. Burvant, Sr.	1994	Dr. Debra C. Arnold
1925	Dr. E.A. Gamard	1960	Dr. E. Harold Faget	1995	Dr. Randolph D. Green
1926	Dr. R.A. Gaston	1961	Dr. Nicholas T. Asprodites	1996	Dr. Terry F. Fugetta
1927	Dr. Eugene L. Fortier	1962	Dr. Joseph R. Seelig	1997	Dr. Anthea L. Grogono
1928	Dr. William John Healey	1963	Dr. Joseph O. Kuebel, Jr.	1998	Dr. Kenneth G. Schott
1929	Dr. A.C. Broussard	1964	Dr. Frank A. Kruse	1999	Dr. Guy A. Ribando
1930	Dr. W.S. Tucker	1965	Dr. Richard A. Walle	2000	Dr. James D. Roethele
1931	Dr. Sidney L. Tiblier	1966	Dr. Allen Copping	2001	Dr. Carol A. Stuckey
1932	Dr. Walter C. Hava	1967	Dr. Edwin T. Brown, III	2002	Dr. F. Thomas Giacona, Jr.
1933	Dr. S. D. Gore, Sr.	1968	Dr. Anthony B. Carimi	2003	Dr. Glenn C. Dubroc, Jr.
1934	Dr. Ronald C. Steib	1969	Dr. Eugene J. Fortier, Jr.	2004	Dr. David J. Hildebrandt
1935	Dr. M.B. Varnado	1970	Dr. Robert H. Charbonnet	2005	Dr. Kevin J. Collins
1936	Dr. G.O. Rosado	1971	Dr. Leo J. Schoeny (Honorary)	2006	Dr. William F. Schmidt, Jr.
1937	Dr. J. Melville Smith	1971	Dr. F. Ralph Dauterive	2007	Dr. Mark S. Chaney
1938	Dr. W.O. Goggin	1972	Dr. Benjamin J. Leggett	2008	Dr. Ambrose M. Martin, III
1939	Dr. Larry Dupuy*	1973	Dr. John N. Estes, Jr.	2009	Dr. Jeffry A. Leeson
1940	Dr. Wallace M. Nicaud	1974	Dr. Terence E. Walsh	2010	Dr. Kristi M. Soileau
1941	Dr. Norman F. Gueno	1975	Dr. Frank L. Herbert, Jr.	2011	Dr. Laurie F. Moeller
1942	Dr. H.M. Moore, Sr.	1976	Dr. Vincent N. Liberto	2012	Dr. George H. Arch, Jr.
1942	Dr. Clyde G. Barthlemy	1977	Dr. Milford L. Kathmann	2013	Dr. Darrell P. Bourg, Jr.
1943	Dr. F. Harold Wirth	1978	Dr. Donald R. Toso	2014	Dr. Raymond J. Unland, Jr.
1944	Dr. Alvin Dansereau	1979	Dr. Clay C. Hunley	2014	Dr. Vincent L. DiLeo, Jr.
1945	Dr. L.B. Bourg	1980	Dr. Arthur J. Scott, III	2015	Dr. Donald P. Bennett
1946	Dr. Arthur L. Landau	1981	Dr. Edmond J. Ganucheau, Jr.	2016	Dr. Richard L. Owens, Sr.
1947	Dr. Alfred E. Smith	1982	Dr. R. Jack Cassingham	2017	Dr. Gustavo M. Coutin
1948	Dr. Charles Bartel	1983	Dr. Edmond J. Ganucheau, Jr.	2018	Dr. Kristopher P. Rappold
1949	Dr. L.A. Legett	1984	Dr. Edward C. Massett, Jr.	2019	Dr. Peter M. Tufton
1950	Dr. R. Wynn Irvine	1985	Dr. John D. Shea	2020	Dr. Byron C. Ganucheau
1951	Dr. Victor B. Marquer	1986	Dr. Carroll L. Wood, III	2021	Dr. Gizelle P. Richard
1952	Dr. L.L. Levy	1987	Dr. Anthony Miranda, Jr.	2022	Dr. James E. Burns
1953	Dr. Prescott E. Smith	1988	Dr. Peter L. Glaser	2023	Dr. Aubrey A. Baudean, Jr.
1954	Dr. Alvin N. Dumestre	1989	Dr. O. William Reeder, Jr.		
1955	Dr. Meffre R. Matta	1990	Dr. Darlene T. Bassett		



**SAVE THE DATE**

**New Orleans Dental Conference  
& LDA Annual Session**



April 10-11, 2025  
Crowne Plaza New Orleans



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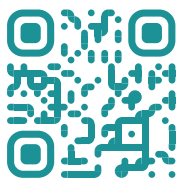
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- Receive access to resources and additional provider support

REGISTER TODAY AT [WELLAHEADLA.COM/DENTAL-ECHO](https://wellaheadla.com/dental-echo)

Sessions will be held virtually on the third Friday of each month starting February 16, 2024. Registration will end on February 2, 2024.

For questions, email [wellahead.projectecho@la.gov](mailto:wellahead.projectecho@la.gov).



Scan this QR code with your smartphone camera to learn more.



## EMPLOYEE RETENTION CREDIT



### GOVERNMENT TAX CREDITS

In order to provide economic relief to businesses and individuals during the Coronavirus pandemic, the CARES (Coronavirus Aid, Relief and Economic Security) Act was signed into law in March 2020. This \$370 billion stimulus package makes funding available to small companies, which can be used to allow certain employers who retain employees during the crisis, to claim a tax credit. This tax credit is known as the Employee Retention Credit (ERC).



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### EMPLOYEE RETENTION CREDIT

The ERC allows eligible employers to claim a credit against 50% of wages paid per quarter, up to \$10,000 per employee annually, for wages paid between March 13, 2020 – December 31, 2020. The maximum credit is \$5,000 per employee. In December of 2020, under the Covid-19 Relief Package, the ERC was extended from January 1, 2021 – September 30, 2021. This extension allows eligible employers to claim a credit against 70% of wages paid per quarter, up to \$10,000 per employee, with a maximum allowable credit of \$26,000 per employee.

### WHICH BUSINESSES QUALIFY & HOW?

There are several ways that a business can qualify for ERC: 1) full or partial suspension of business operations as a result of government order or, 2) a significant decline in revenue compared to the same quarter in 2019 or, 3) interrupted operations or, 4) supply chain interruptions or, 5) reduction in services or goods offered to your customers or, 6) cut down in your hours of operations or, 7) difficulty hiring employees and others.



### HOW DO ELIGIBLE EMPLOYERS OBTAIN THEIR ERC?

American Tax Savings (ATS) will review the relevant financial records to calculate the dollar amount of the eligible employer's expected credit. ATS will then complete and file the relevant IRS forms for the employer and retain all necessary documentation.

#### CARES ACT

- All wages paid between March 13, 2020 and December 31, 2020
- Payroll tax credit rate - 50 percent of Qualified
- Limit on per-employee creditable wages - \$10,000 for the year
- Eligibility for the credit - reduction of gross receipts by at least 50 percent of the comparable quarter in 2019
- 100-employee delineation for determining the relevant qualified wage base (i.e. all wages paid to employees are available for the credit up to the cap)
- Wage qualification is based on the average number of employees the business employed in 2019

#### COVID 19-RELIEF PACKAGE

- Beginning on January 1, 2021, and through December 31, 2021
- Payroll tax credit rate - 70 percent of Qualified wages
- Limit on per-employee creditable wages - \$10,000 for each quarter
- Eligibility for the credit - threshold drops to 20 percent. Safe harbor allows employers to use prior quarter gross receipts to determine eligibility
- 500-employee delineation for determining the relevant qualified wage base
- Employers who receive PPP loans may still qualify for the ERC with respect to wages that are not paid for with forgiven PPP proceeds retroactive to the CARES Act
- Allows new employers who were not in existence for all or part of 2019 to be able to claim the credit. This new provision is retroactive to the effective date included in Section 2301 of the CARES Act



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Steve Golden, Consultant  
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 stevegolden1021@gmail.com

# Report of the Executive Director

by Andrew Hale – NODA Executive Director

## ADA Third Payer Concierge Program

Do you have a dental insurance question or concern? If so, the American Dental Association’s Third-Party Payer Concierge is here to help! This is a free service for ADA members only. The service provides assistance to ADA member dentists who have questions or concerns with a patient’s dental insurance plan(s). Get guidance on complex insurance questions through this program. You can reach the Concierge from 8:30 a.m. to 5:00 p.m. Central Time, Monday through Friday. Phone: 1-800-621-8099. Visit [ADA.org/dentalinsurance](http://ADA.org/dentalinsurance).

## ADA Credentialing Service

All U.S. licensed dentists, including both ADA members and non-members, can access the login page for the ADA credentialing service at [ADA.org/godigital](http://ADA.org/godigital). It’s a free service for all ADA dentists, regardless of your ADA membership status.

The first step to logging in is to make sure you have your ADA ID number—it will function as your User ID to log in to your account.

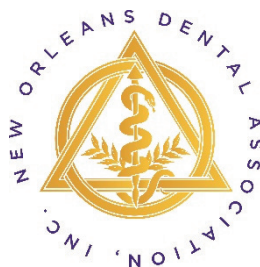
All U.S. licensed dentists have an ADA number regardless of their ADA membership status.

ADA account passwords can be reset online using the self-service reset feature.

Please note: each dentist must have a unique email address to reset the password using the self-service option to access the account.

If you need help retrieving your ADA ID number or resetting your ADA account password, please contact the ADA Member Service Center at 800.621.8099 (Monday - Friday 8:30am - 5:00pm CT) or by email at [msc@ada.org](mailto:msc@ada.org). Live chat is also available at [ADA.org](http://ADA.org) weekdays from 7 a.m. to 6 p.m. CT (Monday - Friday, 8:30am - 5:00pm CT).

*“I will set no wicked thing before mine eyes: I hate the work of them that turn aside; it shall not cleave to me.” (Psalm 101:3)*



## INVITATION TO NODA PRESIDENT’S BANQUET

*Linda T. Cao, D.D.S.*

*106<sup>th</sup> President of the New Orleans Dental Association*

*Requests the Honor of Your Presence at the President’s Banquet*

*Friday, March 1, 2024*

*Metairie Country Club – 580 Woodvine Avenue – Metairie, LA 70005*

*Reception: 6:00pm - 6:30pm*

*Dinner & Program: 6:30 p.m. – 9:00 p.m.*

*\$75.00 per person*

*RSVP by February 22, 2024*

*(Black Tie Optional)*





# Recruit for Rewards

Caring • Connections • Create • Commitment

You know first-hand the value you receive from your ADA membership. Through the community and resources you've come to count on, the ADA provides the support you need to help achieve your goals. You can help colleagues and friends thrive by inviting them to join the ADA.



### For every 5 new members

you recruit, you'll receive a chance to win a **7-day interisland Hawaiian cruise\*** for you and a guest.



### For each new member

you recruit, you'll be entered into a quarterly drawing for a chance to win **\$1,000 in prizes from ADA-endorsed providers or products from the ADA Store.**

#### Eligibility

**Who can recruit?** Any ADA member dentist (including graduate student, resident, active licensed, active life, retired and retired life) is eligible to participate as a recruiter

**Who can be recruited?** Any degreed dentist who was not an ADA member in 2023 (including graduate students, residents)

**Who is not eligible to be recruited for this program?**

- A renewing member (someone who was a member in 2023)
- Dental students
- Retired dentists

#### How to Participate

- Newly recruited members are required to indicate the recruiter's name and contact information as a referral on the membership application.
- ADA member recruiters will receive an email notification after the dentist referred has been accepted into membership.
- A raffle entry for quarterly drawings will be awarded for each new, active member recruited who pays national dues (as applicable) in the current year. Recruiters will receive a chance to win a 7-day Hawaiian cruise\* for every five new recruited members who pay national dues (as applicable).

#### Recognition

- All recruiters will be recognized at SmileCon 2024. Top recruiters will receive additional recognition.
- Quarterly winners and top recruiters will be announced in ADA Morning Huddle.

#### Program Rules

- This program will run January 1 – August 31, 2024.
- For each new, active member who joins in that timeframe, the referring member's name will be entered into quarterly drawings for a chance to win \$1,000 in prizes from ADA-endorsed providers or products from the ADA Store. Referring members will also receive a chance to win a 7-day interisland Hawaiian cruise\* for every five new, eligible members they recruit.
- Referring members will receive a qualifying entry each time their name is listed as the "referring member" on the new member's application (one entry for quarterly drawings for every one member recruited, one entry for the grand prize drawing for every five members recruited). There is no limit to the number of new members who can be recruited or entries in the drawing.
- Referring members will automatically win a quarterly prize (up to \$1,000 value) when they recruit 25 eligible new members. Quarterly prize winners are also eligible to win the grand prize should they recruit at least five new members.
- The grand prize drawing will take place at SmileCon® 2024 in New Orleans. SmileCon attendance is not required to win.

*\*The grand prize winner will receive a 7-day interisland Hawaiian cruise with a balcony room and airfare for two to be redeemed in 2025, an estimated value of \$7,500. If winners do not wish to claim the Hawaiian cruise package, they are able to select another trip from AHI's catalog at equal or lesser value, or take a cash prize option of \$3,500. Learn more about the available cruises provided by ADA Member Advantage endorsed partner, AHI Travel.*

*The ADA Member Recruitment Initiative is subject to all applicable federal, state and local laws and regulations, and is void where prohibited by law. Visit [ADA.org/R4R](https://ADA.org/R4R) for more details.*

## December General Membership Meeting

The Ridgeway of Old Metairie

Photos courtesy of NODA staff



*Drs. Aubrey Baudean, Jr. (Immediate Past President), Kevin Collins (Alternate Director to LDA), Glenn Dubroc, Jr. (Director to LDA), Brant Schmidt (At-Large), Kay Jordan (At-Large), Marc Fruithandler (At-Large), Zachary Tanenbaum (Secretary), Hillary Wright (2nd Vice President), Gregory Guerra (President Elect), Linda Cao (President), Maria Burmaster (1st Vice President), David DeGenova (Treasurer), Claudia Cavallino (Director to LDA). Not pictured: Dr. Gizelle Richard (Alternate Director to LDA).*



*Dr. Marc Fruithandler receives membership certificate from President Dr. Aubrey Baudean, Jr.*



*Dr. Marc Fruithandler, Dr. Linda Cao, Dr. Hillary Wright.*



*Speaker Dr. David Hildebrandt, sponsoring Fotona representative Katie Thompson.*

**WE WANT YOUR NEWS!!**  
Please let us know.  
[info@nodental.org](mailto:info@nodental.org)

## December General Membership Meeting – Con't.

The Ridgeway of Old Metairie

*Photos courtesy of NODA staff*



*Dr. Kay Jordan, Dr. Parker Ball*



*Sponsoring Hancock Whitney representative Patrick McKenna presents gift card to Leila Raymond.*



*Dr. Javier Velez, Dr. Douglas Cross, Dr. Byron Ganucheau.*



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



*American Tax Savings representatives Steve Golden, Tricia Cole and NODE Chair Dr. Kevin Collins.*

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

# December General Membership Meeting – Con't.

The Ridgeway of Old Metairie

Photos courtesy of NODA staff



NODE Chair Dr. Kevin Collins, Dr. Brant Schmidt (NODE gift card winner).



Dr. Mark Chaney (NODE gift card winner), NODE Chair Dr. Kevin Collins.



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

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



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



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



OFFICE MANAGER  
Virginia Douglas  
(770) 664-1982  
[virginia@adssouth.com](mailto:virginia@adssouth.com)

## Bulletin Board

### APPRAISALS, SALES, ASSOCIATESHIPS, 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](http://www.adssouth.com). Four Metairie practices and one North Shore practice sold. 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](mailto:earl@adssouth.com).

### ENDO PRACTICE – NEW ORLEANS AREA (#9497)

Gross collections: \$1,266,252; 4 days a week, 3 operatories, 3,000 sq. ft. This exceptionally well-located and profitable jewel of a practice is now available for your purchase! The seller is willing to stay and assist with the practice transition if the buyer prefers. CBCT, X-NAV, Biolase Lasers, central Nitrous, and 3 treatment rooms fully equipped with Global Microscopes, intra-oral cameras, ultrasonics, and Endo handpieces provide unique treatment possibilities. Over 3,000 square feet allows for future expansion of up to 5 additional treatment rooms. If your vision is to own a quality focused, service-oriented practice where you can grow and thrive, inquire with Dr. Earl Douglas via phone 404/512-4702 or [earl@adssouth.com](mailto:earl@adssouth.com).

### HOUMA AREA (#6874)

I usually don't recommend satellite practices for you, but this one is the exception to the rule. It's an underperforming practice in an excellent patient to dentist ratio location. The equipment has recently all been updated. The overhead is a ridiculously low 40% and for a day and a half per week, a buyer would walk away after all payments and expenses with a net of \$190K. Don't forget the low stress environment and grateful patients and it's only an hour and a half drive from the hustle bustle of New Orleans. Take a look at this one. Contact Dr. Earl Douglas 770/664-1982 or [earl@adssouth.com](mailto:earl@adssouth.com).

### GENERAL DENTIST NEEDED FOR MATERNITY LEAVE

Dr. Broussard at Broussard Family Dentistry in Harvey, LA is looking for a General Dentist to help cover for her while she is out on her maternity leave on Tuesdays and Thursdays from mid March to May or June 2024. Please text 251/463-0446 or email [cherry.broussard.dds@gmail.com](mailto:cherry.broussard.dds@gmail.com) if you might be interested.

### 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

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](mailto:ternst@LaDentalCenter.com).

### UPHOLSTERY

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