

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. 60 MARCH '22 NO. 03

President's Message

by James E. Burns, D.D.S. – NODA President



Greetings and salutations to my NODA Family. Considering the word salutations means greetings; this statement is fairly redundant; but who cares it sounds good. With Mardi Gras being March 1st, I'm sure most of you by this time have had way too much king cake and are trying to figure out what to do with all the junk that you accumulated. Especially those hula hoops you knocked that 12-year old over for. For most Catholics, this is the start of Lenten season and believe that you need to give up something. Normally in about a week, you've caved. How about this year we decide to be cordial and nice to everybody and I know that's kind of hard when you can't find that accessory canal on #2, but let's try.

In March we have come up with the perfect week to be a NODA member. There will be two events of importance to NODA in one weeks time. The first being our General Membership Meeting on March 16th. This event will be at The Ridgeway of Old Metairie starting at 6:30pm. The speaker is Dr. Marco Brindis and his topic will be "Principles of Bonding". Come get an hour of CE, good food, and fellowship with your NODA

Family. We've been having wonderful turn outs at our last few meetings, so let's keep it up.

The second event is my Presidents Installation Banquet on Saturday March 19th. This will be held at the Southern Yacht Club, which is a beautiful venue. The evening begins at 6:30 for cocktails followed by a dinner at 7pm. At this event, we will be presenting NODA's Honor Dentist award to Dr. Claudia Cavallino. We will also be presenting certificates for 25-year and 50-year memberships in organized dentistry. The members honored with 25 years of membership include Dr. Donald D. Yuratic, Dr. Lisa Wyatt, and Dr. Van Himel. The members honored with 50 years of membership include Dr. Thomas O. Adams Jr., Dr. John B. Gennaro, Dr. J. Frank Giardino. Please contact Andrew at andrew@nodental.org if you would like to attend. ALL my NODA family is invited. If you're wondering who that is; it's you reading this.

The New Orleans Dental Conference/Louisiana Dental Association's Annual session is rapidly approaching. It's important that all NODA members sign up you and your team now if haven't yet. This year's event is a month earlier than usual on April 7th- 9th at the Hyatt Regency hotel. Pre-registration ends March 7th. Please go to

nodc.org to register today. As usual, we also need volunteers to help as monitors and hosts. Please contact Jeanne McFall at jeanne@ladental.org. I believe all of us NODA members should be proud our Conference. I don't know how many times I've heard attendees from out of state complimenting us on holding such a wonderful event at a great price. As NODA members, we should start appreciating what's right in front of us, we just need to open our eyes!

Just a couple of friendly reminders. For those who haven't renewed your NODA membership for 2022, the last deadline is March 31st. The NODA Crawfish Boil will be held on Friday May 13th at The Kamp in Harahan. Everybody have a wonderful March!

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

Upcoming Scientific Programs

by Aubrey Baudean, Jr., D.D.S. - NODA Scientific Program Committee Chair

DATE LOCATION TIME	SPEAKER TOPIC OBJECTIVES	SPONSOR																				
<p>March 16, 2022</p> <p>The Ridgeway of Old Metairie 2431 Metairie Road Metairie, Louisiana 70001</p> <p>Check In: Begins at 6:30 pm</p> <p>Buffet Dinner: Begins at 6:30pm</p> <p>Meeting: Begins at 7:00 pm</p> <p>CE: 1 clinical hour</p> <p>Deadline: March 14, 2022</p> <p>Early Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$0</td></tr> <tr><td>Student</td><td>\$0</td></tr> <tr><td>Resident</td><td>\$0</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Non-member</td><td>\$45.00</td></tr> </table> <p>Late Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$0</td></tr> <tr><td>Student</td><td>\$0</td></tr> <tr><td>Resident</td><td>\$0</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Non-member</td><td>\$55.00</td></tr> </table> <p>CE: 1.0 clinical hour</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, March 14th. If applicable, 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	\$0	Student	\$0	Resident	\$0	Applicant	\$0	Non-member	\$45.00	Member	\$0	Student	\$0	Resident	\$0	Applicant	\$0	Non-member	\$55.00	<p align="center">General Membership Meeting & CE Lecture Dinner</p> <p>Speaker – Marco Brindis, D.D.S.</p> <p>Dr. Marco Brindis is a former Professor and Chair of the Department of Prosthodontics at LSU School of Dentistry. He currently maintains a Prosthodontics restorative practice in New Orleans metropolitan area, devoted to esthetics and implants with an interdisciplinary approach. He earned a D.D.S from the Universidad Intercontinental in Mexico City. He did a Preceptorship in Dental Implants at the Universidad Intercontinental and at the Dental School at the UT Health Science Center in San Antonio. He completed a surgical Implant Fellowship at the Biotechnology Institute in Vitoria Spain. He got his Certificate in Prosthodontics at LSU School of Dentistry in the Department of Prosthodontics in 2007. He then completed the Esthetic and Occlusion courses at the Pankey Institute. He has lectured nationally and internationally. He is a member of several organizations including the American Academy of Restorative Dentistry, Academy of Osseointegration, American Dental Association, American College of Prosthodontist and the Pierre Fauchard Academy.</p> <p>Topic - "Principles of Bonding"</p> <p>Now a days bonding is crucial to improve the performance, durability and versatility of our restorative materials in different clinical situations. Over the years bonding techniques have evolved in many different directions as well as many different materials have been introduced into the market. This phenomenon has created a lot of confusion leading in many cases to bond failure and ultimately skepticism on the bond capacity of certain materials. It is the purpose of this presentation to clarified certain misconceptions and provide an easy way to apply principles of bonding versus bonding systems in any kind of material.</p> <p>Learning objectives:</p> <ol style="list-style-type: none"> 1) Understand the difference in between bonding principles and bonding systems. 2) Identify the different types of bonding systems for the most popular ceramic materials. 3) To show how to maximize the shear bond straight of our restorations and dental material. 	<p>Darby Dental Supply Vance Rudnet Account Manager/Special Markets 1-800-448-7323 Ext. 2124 vance.rudent@darbydentalsupply.com www.darbydental.com</p> <p>Kuraray Dental Michelle Nichols Regional Sales Manager, Southeast 281/686-4841 michelle.nichols@kuraray.com www.kuraray.com</p> <p>Hancock Whitney Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com</p> <p>New Orleans Dental Enterprises Kevin Collins, D.D.S. Committee Chair 504/733-0484 collinskevinjdds@bellsouth.net www.nodental.org/preferred-providers</p>
Member	\$0																					
Student	\$0																					
Resident	\$0																					
Applicant	\$0																					
Non-member	\$45.00																					
Member	\$0																					
Student	\$0																					
Resident	\$0																					
Applicant	\$0																					
Non-member	\$55.00																					

Lowest Rates for NODC Available Now But Ending Soon!

by Kristopher Rappold, DDS, MBA – Co Chair NODC/LDA Annual Session Committee



Your New Orleans Dental Conference and LDA Annual Session is fast approaching. Join us, April 7-9, 2022, at the Hyatt Regency Hotel in downtown New Orleans. There will be courses offered for dentists, hygienists, assistants, and staff throughout the three days. The hotel is also offering special rates for conference attendees and can be booked under “travel info” at www.nodc.org.

Registration is currently discounted to the early bird rate until March 7, 2022. The Exhibit Hall will be open Thursday and Friday for attendees to visit with representatives and learn about new products from reputable companies around the world. This year, the Exhibit Hall received a makeover, and you won't want to miss visiting your favorite companies.

Want to win great prizes like bags, jewelry, and gift cards? Come play Exhibit Hall GUMBO (our version of BINGO). Did someone say CAFFEINE? Each morning, come grab a hot cup before courses begin, and after lunch, grab a soft drink before heading back to the courses. After attending courses, stop by for a social hour with complimentary beer and wine in the exhibit hall. Unwind with your colleagues and get great deals from our happy exhibitors! Need more? Look inside your tote bag. There may be a golden ticket worth \$100!

The speaker slate is extraordinarily strong this year. Every dental discipline is covered. To highlight a few:

- Dr. Anne Koch, who started the Harvard Endodontics post-graduate program;
- Dr. Stanley Malamed, who has written over 160 scientific papers and a textbook on Local Anesthesia that has been a part of nearly all dental school curriculums;
- Dr. Jacob Dent, who received the highest ratings in the conference's history and is back by popular demand, is known for his fantastic delivery as well as his illustrious wardrobe;
- Dr. Theresa Gonzales, the executive director of the American College of Dentists, one of the most respected dental organizations;

- Kirk Behrendt, who Dr. Peter Dawson tabbed as “THE best motivator I have ever heard”;

- Dr. Joshua Austin, who has spoken at Dentsply Sirona World and several Seattle Study Club Symposiums and is the current editorial director and columnist for Dental Economics;

- Dr. Danny Domingue is an LSUSD alumnus and the youngest recipient in the world of the Diplomate Award from the American Board of Oral Implantology.

This is just a taste of what the conference has to offer. Register today at www.nodc.org, and not only will you help support your local association and state association, but you will also be a part of the largest dental meeting in our state! We can't wait to see you there!





Start Your Future Today.
ADS Lovelace and Associates
 Your Practice Transition Team.



Congratulations to Dr. Mike Lala for transitioning his Baton Rouge, LA practice to Dr. Daniel Palm

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

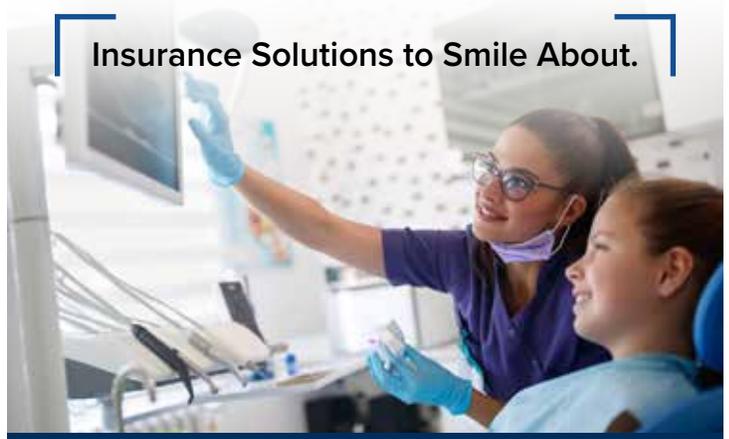
- Denham Springs
- Baton Rouge
- Lafayette | Shreveport

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



All ADS companies are independently owned & operated.

Insurance Solutions to Smile About.



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



Register
Now!

**NEW ORLEANS DENTAL CONFERENCE
& LDA ANNUAL SESSION**

**APRIL 7-9, 2022 | HYATT REGENCY HOTEL
WWW.NODC.ORG**



SCAN THE BARCODE OR USE THIS LINK TO REGISTER
[HTTPS://EVENTS.AMERICAN-TRADESHOW.COM/NODC22](https://events.american-tradeshow.com/nodc22)



DIGITAL AND PRINT ADVERTISING: WHAT WORKS & WHAT DOESN'T



Print and digital advertising can help make or break a business. When talking with digital marketers, you might hear that digital is superior to print. Similarly, some printing professionals may sing print's praises and overlook the benefits of digital advertising. The truth is that most companies benefit from utilizing a blend of both. Developing advertising strategies that draw on both print and digital advertising's strengths give you a better chance of developing brand awareness, tapping into new markets, and boosting your sales.

If you're new to print and digital advertising, consider the following helpful tips from the marketing professionals at Pel Hughes.

Benefits of Digital Advertising

As more people join social media and surf the web, utilizing digital advertising is a great way to raise awareness for your brand and increase your customer base. Digital advertising offers some unique advantages when compared to print. For example, advertising with social media, e-mail campaigns, and paid search ads can be very cost-effective. Another great benefit of digital advertising is the metrics you can use to understand your digital campaign's performance. Metrics from Google Ad Words, Facebook Insights, and data collected from your website can tell you what search terms were used to land on your digital properties, the general location of your visitors, and even demographic information such as age and gender. These readily-available metrics can help you decipher what works and what doesn't with your messaging.

If a good portion of your sales come from your website, digital advertising can help you reach customers throughout the United States and even the world. Facebook's advertising platform as well as Google Ad Words can make it easy to target

consumers most likely to be attracted to your brand or services.

Benefits of Print Advertising

Like digital, print offers its own set of unique benefits. One of the biggest selling points with print advertising is the fact that most people find print more trustworthy than digital. People from all walks of life have a knee-jerk reaction to trust brands who use print advertising methods like catalogues and direct mail. Part of the reason for this is the "nostalgia factor". A piece of personalized direct mail seems to evoke an emotional response that harkens back to a simpler time. As we become increasingly dependent on technology to perform daily tasks and our work, a piece of personalized mail from your business reminds us of a time when face-to-face interaction and in-person customer service was the driving force behind our buying decisions.

If you operate a service-based enterprise or do most of your business in a brick-and-mortar operation, print advertising can help you reach out to your local community. A direct mail campaign can send postcards, coupons, circulars, and catalogues to specific zip codes in your area. This highly

effective form of advertising is great for local-oriented businesses.

How to Blend Print and Digital Advertising to Meet Your Needs

In the battle of digital vs print, there isn't a clear winner. What actually works is a combination of both rather than choosing one over the other. For instance, utilizing Facebook advertising, e-mail campaigns, and direct mail could help you expand your reach and develop brand recognition. Advertising is rarely a one-size-fits-all endeavor. Business owners have to consider their industry and method of operations before embarking on any advertising campaign. We encourage businesses to consult with experts to develop a customized solution to meet their needs.

Call your personal marketing expert Adam Stross with Pel Hughes any time to discuss options for Print and Digital advertising- and be sure to visit the NODA/ Pel Hughes portal to learn more about direct mail options and to order printing and promo items at noda.pelhughes.com.

Brian Hughes

o. 504.486.8646
d. 504.620.9628



Adam Stross

d. 504.620.9626
c. 504.913.4315



PELHUGHES
PRINT | DIRECT MARKETING

How Do You Value a Dental Practice?

by Kristopher Rappold, D.D.S., MBA

The dental practice market is comprised, like every other market, of two key players: buyers and sellers. The buyer has traditionally been an individual but has also seen a rise in private equity as a participant especially for those who have multiple practices to sell. The sellers either sell to family, associates, outside individuals, or larger entities such as private equities.

Many dentists will come to a point in their career where selling of their practice is beginning to come to the forefront of their mind. They have given their talents and time for many hours exchanging the valuable finite asset of time for monetary compensation through helping

individuals improve their oral health. You have many factors that lead you in valuating your practice. Often, emotional value comes into play valuing their building of the practice: building it from the ground up, seeing their kids grow up through the practice, improvements they have made to the office, finding the right individual to continue the story, among several other non-tangible items. It is important for dentists to have an idea of how their office will be valuated so as not to leave money on the table by getting an understanding of what the current market value range is for dental practices and how it is determined.

A dentist will often hear such things from valuation companies and colleagues such as: “The practice is worth 70-80% of the average of the most recent three years of collections” or “Practice worth is 1.5 times net income.” Consider the source of those who provide you this information. A “Rule of Thumb” is about worth what you paid for it...zero. The value of a dental practice is the same as valuating any other business. Someone or some company is giving you, the seller, money, in exchange for obtaining future cash flows. If the acquisition price does

Con't. pg 8



“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 PerfectSM
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@adssouth.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 Do You Value a Dental Practice? - Con't.

by Kristopher Rappold, D.D.S., MBA

not provide a chance at a positive return based on their analysis and projection of what they can do with the practice, future cash flows, then they will ask for a lower price or walk away.

There are several methods toward valuing businesses, and none are complete or without any cons. Let us not forget, ultimately there are two entities sitting across from one another at a "table": buyer and seller, and it is very common that one side pays a little more or less through either paying or receiving more or less money in order to get a transaction completed. However, it is important to have an idea of where to start. These methods are most common among practice valuation brokerage firms, individuals (commonly along with a team of accountant, lawyer, bank, etc.), and private equity firms.

Capitalized Earnings Method

The capitalized earnings method utilizes a practice's last few years of EBITDA. This term means Earnings Before Interest, Taxation, Depreciation, and Amortization. This value is commonly used to show the profit trends of a company without the extra factors that are not linear from company to company. This allows for a comparison between companies by stripping out these items. Essentially, this shows the profitability of the company as it is actually performing. This is done as taxes can vary widely, depreciation and amortization are different from practice to practice, and interest payments on loans are dependent on terms that the particular

practice was able to obtain. The EBITDA value is then divided by the capitalization rate to get the fair market value of a dental practice. The capitalization rate is net operating income (or the profit that the business generates from its operations before it pays taxes and interest on loans) by current market value. This capitalization rate tends to range from approximately 25-30%. For example, a practice netting \$500,000 in operating income divided by a cap rate of 25% would be \$2,000,000. EBITDA has been used since the heyday of leveraged buyouts to see if the company could service or pay its debt with its earnings. However, everyone will have to pay taxes (or go to prison), likely finance with a loan, and will need to acquire equipment over time to operate the office which affects depreciation. Although this number can be useful, it normally shows greater financial health than actually will be present after acquisition. Remember, it is all about the cash flow, no matter how it is presented.

Discounted Cash Flow Method

The discounted cash flow method is where years of projected income (often 10 years) is projected and using the net present value of the projected income. This is commonly analyzed using a spreadsheet of the expected income and expenses going into the future. The earnings and expenses will adjust with time depending on your analysis of each line item and a cash flow will be generated at the conclusion of these values to determine cash flow for

each respective year. This number is adjusted or discounted by a rate to indicate what a future sum of money or the cash flows is today. The main way to think about this is that money today is worth more than money tomorrow. Why is this the case? Well, let us be clear, a five dollar bill today will still be a five dollar bill tomorrow. The amount of goods that can be purchased with that five dollars in the future will likely be less due to such things such as normal inflation (rising of prices) or being able to put that money in an interest-bearing account. In summary, the buying power of that five dollars will be reduced. The discount rate is the required rate of return you will need for that investment. After the future cash flows are generated, they will all be discounted by the selected discount rate back to the present day. If the sum of these cash flows exceeds the initial cost, it is said to have a positive net present value and would be deemed a potential worthwhile investment. Drawbacks to this method can be having to predict the future. Good luck with that, but it is absolutely necessary to make some predictions utilizing as many inputs as possible.

Market and Net Asset Valuation Methods

The market valuation method is based on using market data of other practice sales within and in proximity to your geographic area. Values for comparison are generated by examining the past gross collections

How Do You Value a Dental Practice? - Con't.

by Kristopher Rappold, D.D.S., MBA

of the office and using a collections multiplier. This value, as you may see, is difficult due to not being able to take profitability into account. A practice that grosses \$1 million but has expenses of \$900k is not necessarily worth more than a practice that grosses \$500k and has expenses of \$100k. The mix of insurance and fee for service has great impact on how the money is generated as well and matters to the valuation.

The net asset valuation method values the tangible (chairs, equipment, property) and the intangible (goodwill, brand) assets. Many are familiar with the notion that the equipment and chairs, although important, does not contribute much to the valuation of the practice. It is not incorrect as much of the value will come from goodwill in the dental industry. Items that are part of goodwill would include reputation of the practice, location, patient lists, employee contracts, among other items that are outside of the tangible assets that lead to generating the necessary cash flows to run the business profitably going forward.

For more information, please reach out to Mr. Patrick McKenna, VP of Business Banking, at the Official Bank of the New Orleans Dental Association, Hancock Whitney.

The information, views, opinions, and positions expressed by the author, presented in the article, are those of the author or individual who made the statement and do not necessarily reflect the policies, views, opinions, and positions of Hancock Whitney Bank. Hancock Whitney makes no representations as to the accuracy, completeness, timeliness, suitability, or validity of any information presented. This

information is general in nature and is provided for educational purposes only. Information provided and statements made should not be relied on or interpreted as accounting, financial planning, investment, legal, or tax advice. Hancock Whitney Bank encourages you to consult a professional for advice applicable to your specific situation.

NODA ANNUAL CRAWFISH BOIL

It's time to get out of the house and gather around the crawfish pot with your NODA Family.

Crawfish Boil

MAY 13, 2022

5PM - 8PM

The Kamp

2317 Hickory Ave | Harahan, LA 70123



Patrick D. McKenna

VP, Business Banking
504-352-37709
patrick.mckenna@hancockwhitney.com



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

Report of the Executive Director

by Andrew Hale – NODA Executive Director

The ADA Board of Trustees and Council on Dental Education and Licensure support the Commission on Dental Accreditation (CODA) by nominating individuals interested in serving as public/consumer representatives on the Board of Commissioners. Public nominees are expected to have an interest in or knowledge of health professions related to education and accreditation matters, but must not have a formal or informal connection to dentistry.

Nominees must not be dentists, allied dental personnel or employed by or a consultant to a dental education program. The nominee must also not be a member or employee of any profession-

al/trade association, licensing/regulatory agency or membership organization related to, affiliated with or associated with the Commission, dental education or dentistry. More information about the Commission on Dental Accreditation can be found on CODA's website (<https://coda.ada.org/en>).

Public/Consumer representative nominees recommended by the ADA Board of Trustees will be considered by the CODA Board of Commissioners at its August meeting. Nominees should submit a current resume and completed application form no later than May 1st. For more information and an application contact Annette Puzan at the ADA Council on Dental Edu-

cation and Licensure at puzana@ada.org.

“Submit yourselves therefore to God. Resist the devil, and he will flee from you. Draw nigh to God, and he will draw nigh to you. Cleanse your hands, ye sinners; and purify your hearts, ye double minded.

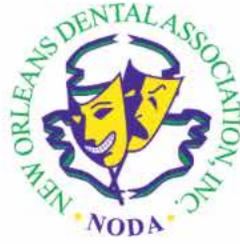
Be afflicted, and mourn, and weep: let your laughter be turned to mourning, and your joy to heaviness.

Humble yourselves in the sight of the Lord, and he shall lift you up.”
(James 4:7-10)

NODA News accepts advertisements from a variety of sources, but makes no independent investigation or verification of any claim or statement contained in the advertisements. Inclusion of advertisements should not be interpreted as an endorsement by the New Orleans Dental Association or *NODA News*.

**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.**



James E. Burns, D.D.S.

104th President of the New Orleans Dental Association

Requests the Honor of Your Presence at the

*President's Banquet
Saturday, March 19, 2022*

*Southern Yacht Club
105 North Roadway Street | New Orleans, LA 70124*

Reception: 6:00pm – 6:30pm

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

\$75.00 per person

RSVP by March 11, 2022 (Black Tie Optional)



Bulletin Board

100% FFS PRACTICE OWNERSHIP OPPORTUNITY: NORCO, LA

(4 generation office between New Orleans and Laplace). Doctors have a projected income of 300-400K immediately with potential for much more. I will provide mentorship to the doctor (if desired) to help them in the areas of practice management, implants, bone and connective tissue grafting, impacted 3rds, IV sedation, veneers, full mouth rehabs, molar endodontics, brackets and Invisalign orthodontics. Doctors should have a min of 1 yr. experience. Contact Dr. Calvin Bessonnet at ascensiondentist@eatel.net or at 225/673-6910.

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. 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 operatory 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.

GENERAL PRACTICE FOR SALE

Well-established Westbank practice. 25+ years, Production/Gross Collections \$1M+, 6 operatories, 2,000 sq. ft., digital w/CBCT. Text 504/451-6837.

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

March - April 2022 Courses

For latest course information, visit www.lsucde.org



Continuing Dental Education

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.

REGISTER TODAY!

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

DATE	COURSE INFORMATION	REGISTRATION FEES*	HOURS
March 18-19, 2022 Live Course	Moderate Sedation Review & Update Course: for Adult Patients Only Presented by Drs. Alfredo R. Arribas and Benjamin R. Record at <i>LSU School of Dentistry</i>	Early Bird / Regular Dentist: \$1,010 / \$1,060 Dental Team Member: \$265 / \$295 LIMITED SEATING - Register Early!	a maximum of 12 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. at <i>LSU School of Dentistry</i>	Early Bird / Regular Dentist: \$825 / \$895 COURSE LIMITED TO 32 PARTICIPANTS - Register Early!	a maximum of 11 clinical hours (lecture)
March 31, 2022 Attend this course from ANYWHERE	Dental Sleep Medicine—A View from 30,000 Feet Presented by Dr. Eugene Santucci via <i>Live-Stream Video Conference (Only)</i>	Early Bird / Regular Dentist: \$159 / \$189 Hygienist / Lab Tech: \$119 / \$149 Dental Assistant: \$79 / \$890	a maximum of 3 clinical hours (lecture)
April 22, 2022 Live Course	SuperGeneralist: The Pathway to Independence and Fulfillment Presented by Dr. Mark Malterud at <i>LSU School of Dentistry</i>	Early Bird / Regular Dentist: \$310 / \$340 Hygienist / Lab Tech: \$185 / \$215 Dental Assistant: \$100 / \$120	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.



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. Soileau, D.D.S., Editor

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

NODA News