

PDT

Annual Report to the Membership

Together We Will Get Through This



July 2020 Volume LV, Number 4

Practice Management and Marketing News
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Together We Will Get Through This

by Dr. Jessica Y. Lee AAPD President



To all of you my dear colleagues, friends—my AAPD family. Before March 2020, I had thought I would be writing about all the great things we would do together in the upcoming year. But, then, COVID-19 came into our lives and for such a small little virus it has wreaked havoc on our lives, our practices and our profession. So, as many of us are working our way through this pandemic, I cannot help but wonder: Is it OK to be too aspirational on the great things we will do? Is it OK to make great life, practice and career plans? At some low points, we even wondered if it was OK to laugh? The answer is YES, absolutely. Not only is it OK, but it's imperative. As pediatric dentists, we have done our part. We need to recognize that we have done so much good in midst of a pandemic. We have offered up our precious PPE, which several hospitals report was a game changer. In the midst of something so uncertain, we got up every day and went into our offices to see dental emergencies to keep the rooms in our emergency departments open for the COVID 19 patients. We have played a vital role in flattening the curve by adhering to social distancing guidelines and stay at home orders. And, yes, this has come at great price to many. That cannot be underscored enough. We have made sacrifices for the greater good. I have never been more proud to be a pediatric dentist.

But now, as we are emerging on the other side, we are getting back to what many call the *new normal*. We are safely reopening our offices getting back to what we do best...taking care of children! It does feel good to start seeing the kids again. Yes, so much has changed in the last few months but much is also the same. We are still a great profession that can aspire to do great things. One of my great tasks coming into this year was to make committee/council appointments. Last year, we heard a lot from the early career pediatric dentist/millennials group about how to get involved. Their commitment, passion and commitment were evident so in June 2019 I set a goal of getting ECPDs more involved beyond just one committee. Thanks to some recommendations from that committee, we implemented a new council/committee application process. We had nearly 100 inquiries, which was both exciting and challenging. We were able to place most of the volunteers. Others were asked to get involved with their local, state and district groups. I am proud to say that for the 2020-2021 year, every council/committee has an early career pediatric dentist on it. They were not selected because they are early career pediatric dentists, but because they were the best qualified for the job. This is your AAPD!

As we navigate the next few weeks/months/year, I ask for your help. Now more than ever we need everyone to be involved in the AAPD, from the early career pediatric dentists to the past presidents of this great Academy. We have been dealt a huge challenge by COVID-19. But I know that we will overcome this challenge and we will do it together. Together, as AAPD family, we'll address the issues that rise, advocate, educate and we will overcome. We will not let this virus define who we are and what we do best. We are pediatric dentists. We are expertly trained. We are optimistic. We are compassionate. We are resilient. More than we ever thought we could be. I started by asking the question about whether we can be aspirational, and the answer is yes. You, your families and especially the children we serve are worth it, so no challenge is too great! Together we will get through this.



Chief Executive Officer's Annual Report to the Membership

Dr. John S. Rutkauskas

Chief Executive Officer

This report is also available in PDF format on the AAPD website Resource Center under Member.



A Special July PDT

Normally this issue is devoted to highlights and photos from the recent Annual Session. Attendees at the Annual Session also receive a copy of the CEO's Annual Report. Given the cancellation of the Nashville Annual Session, this report is being provided via the July PDT.

An Unprecedented Challenge

I salute the dedication, courage and heart shown by our members around the country, and the staff of the AAPD who have rallied to help our members and the children they treat during this national crisis.

The COVID-19 pandemic has generated a tidal wave of economic burdens across all industries, including non-profit associations like the AAPD. The AAPD, like many other medical and dental associations, incurred a significant financial loss due to the cancellation of an annual meeting this year—in our case AAPD 2020 in Nashville. In addition, I had to make the heartbreaking decision to let go almost 20 percent of our staff, while shifting many of their responsibilities to those who continue to work on your behalf. Due to the revenue loss as Annual Session registration fees are refunded, we have needed to draw down nearly \$2 million from investment reserves to cover our operating expenses. I do want to acknowledge those 44 generous members who opted to contribute their registration fee to the AAPD rather than request a refund.

Our dedication to our AAPD membership will not waiver. We are here for you! We intend to continue to offer you the resources you need to maintain your professional goals, starting with NashVirtual.

We look forward to a time where we can again connect our members in person. You have my personal commitment that we will do our best to continue to deliver virtual CE opportunities to you in a cost-effective manner.

AAPD® Resources and Advocacy related to the COVID-19 Pandemic

Pediatric dentists, as well as patient families, look to the AAPD for guidance, resources and advocacy during the COVID-19 pandemic. Here are highlights of our efforts thus far through the AAPD crisis management team, leadership, and staff.

Protecting the Safety of Children, Staff and Pediatric Dentists

Through our COVID-19 Updates and Resources webpages, AAPD leadership and staff report clinical/scientific developments and post valuable resources updated every day on topics including infection control, treating emergencies, and federal and state mandates. It gives members a road map for what tomorrow may bring in terms of testing, personal protective equipment (PPE) and emerging science about the virus. These online resources received over 18,000 unique page views from mid-March to mid-April.¹

Sample topics:

- Latest recommendations for providing emergency/urgent dental care and minimizing risk to patients and dental health professionals.
- Latest CDC guidance regarding re-opening of dental practices to elective procedures.
- Guidance/directives from individual states regarding the safe practice of dentistry.
- Minimizing the risk of COVID-19 transmission while performing general anesthesia.
- What to do about PPE shortages, especially N95 respirator masks.

Keeping Members Informed

The AAPD developed a strategic plan of consistent communications to deliver relevant and timely information to members that supports AAPD principles and guidelines. Sample programs:

- Social media contact through frequent e-blasts and Facebook posts.
- Increased traffic of 200-300 percent on our member online forum, Little Teeth Chat.
- Ongoing response to member/public/media queries.
- Satellite media tour for AAPD President Dr. Kevin Donly to discuss the safety of pediatric dental offices and the need for parents at schedule appointments as practices re-open to elective services.
- An **AAPD Town Hall Meeting**, entitled COVID-19: Planning for the New Normal in Your Pediatric Practice, was held on April 15, 2020 for 2,500 pediatric dental professionals. President Dr. Kevin Donly, President-elect Dr. Jessica Lee, Chief Policy Officer Dr. Paul Casamassimo, and Past President and Safety Committee Chair Dr. Jade Miller discussed key clinical issues and responded to member questions related to COVID-19.
- A second AAPD Town Hall Meeting, Sound Science for Reopening Your Practice, was presented on April 27, 2020. Also hosted by Dr. Joel Berg, it featured President Donly, President-elect Lee, Chief Policy Officer Casamassimo and Safety Committee Chair Miller. They spoke directly to member concerns related to infection control and safety in clinical practice during the COVID-19 outbreak.
- A series of seven special **Pedo Teeth Talk** podcasts on COVID-19 issues received 6,066 downloads as of mid-April. Hosted by Pedo Teeth Talk moderator Dr. Joel Berg, content experts were interviewed on such topics as crisis management, tele-dentistry, infection control/PPE, the CARES Act and Small Business Administration loans, and dealing with practice finances during a crisis.²

The AAPD's Safety Committee developed a widely distributed member resource, Re-Emergence Pediatric Dentistry Practice Checklist: A guide for re-entry into practice. This guidance document was developed to provide navigation to members as they prepare to re-open their practices to the public. The checklist includes important considerations of pediatric dentistry and relevant resources to inform on clinical practice decisions during the COVID-19 outbreak. The AAPD checklist along with the ADA's return to practice toolkit are essential resources and are available on the AAPD's website in the COVID-19 section.



Advocating for Access to Care

Often working hand-in-hand with the American Dental Association (ADA), the AAPD has acted on a variety of fronts to promote access to safe pediatric dental services during the time of clinical practice limitations and practice re-emergence, and to minimize the impact of COVID-19 on the ongoing viability of pediatric dental practices. Sample efforts:

- Regular updates and advice to the membership regarding Small Business Administration (SBA) loan opportunities: the Economic Injury Disaster Loans (EIDL) and the new Paycheck Protection Program (PPP) created under the CARES Act.
- A grassroots alert influencing Congress regarding the application requirements and deadlines of SBA PPP loans under the CARES Act.
- The AAPD joined the ADA and a strong dental coalition including many of our state pediatric dentistry chapters in requesting additional PPP funding and allowance for dental practices to choose the 8-week period for which they can seek forgiveness and rehire staff. Many of our recommendations were included in the Paycheck Protection Plan Flexibility Act – recently signed into law – that provides more flexibility for timing of and use of funds.
- The AAPD joined a strong coalition of dental organizations in requesting federal financial assistance for dentists who participate in Medicaid and CHIP. The effort was successful. In June the Department of Health and Human Services (HHS) announced the release of \$15 billion in **Medicaid provider relief funds**, with a July 20, application deadline. Approved applicants will receive at least two percent of annual gross practice revenue.
- Support of an ADA letter asking Congress to help ensure appropriate personal protective equipment (PPE) is available to all health care providers.
- Tips on patient communications, plus free downloadable materials to brighten the day for patients.
- Reports on developments in tele-dentistry, including state regulations, protocols, policies on covered benefits, and use of procedure codes.
- Continual updates on how public and private insurers are managing the pandemic, including emergency assistance and financial support to dental practices.
- Ongoing communication with third-party payers with recommendations on the adaptation of reimbursement procedures important to dentists and patients.
- Sample letter to AAPD's state Public Policy Advocates to send their state Medicaid agency requesting support for flexibility and support in areas such as tele-dentistry, provider advance payments, provider rate increases, and allowance of two or more exams during a six month period in light of the backlog of patient visits.

PPE Assistance Available to AAPD Members Thanks to AAPD Foundation and Henry Schein



Personal protective equipment (PPE) availability should not be a barrier to care or a factor in treatable dental cases evolving into emergencies. **In the largest single commitment in its 33-year history, the AAPD Foundation has allocated up to \$1.6 million to offer all AAPD members one 50 count box supply of KN95 masks at no charge, in a joint collaboration between the American Academy of Pediatric Dentistry and the AAPD Foundation.** As part of the company's commitment to help enhance access to care for vulnerable populations, including children, Henry Schein, Inc. – the world's largest provider of health care solutions to office-based dental and medical practitioners – is providing these masks to AAPD Foundation at its cost of acquisition and distribution, and leveraging its supply chain network to provide implementation assistance.

Recognizing PPE shortages are barriers to care, the AAPD Foundation supporting distribution of PPE to AAPD members is an extension of its access-to-care mission. The Academy and Foundation recognize manufacturers, suppliers and distributors face unprecedented demand coupled with supply-chain gaps worldwide. We are grateful to Henry Schein, Inc., for assisting AAPD members to provide care to the kids with as few supply interruptions as possible.

The Academy continues its work with local, state and federal government agencies to ensure they recognize child oral health care as essential health care. We also are promoting AAPD members as valuable community child advocates who can identify and prevent the future spread of COVID-19 and other infectious diseases.

In addition to PPE access, the Foundation's \$1.6 million allocation will help fund the development of a public education campaign emphasizing dental office safety and child oral health care as essential health care. With an emphasis on prevention and early access to the dentist beginning at Age One, the campaign will feature social media, direct-to-consumer outreach, and materials for member use in their practices.

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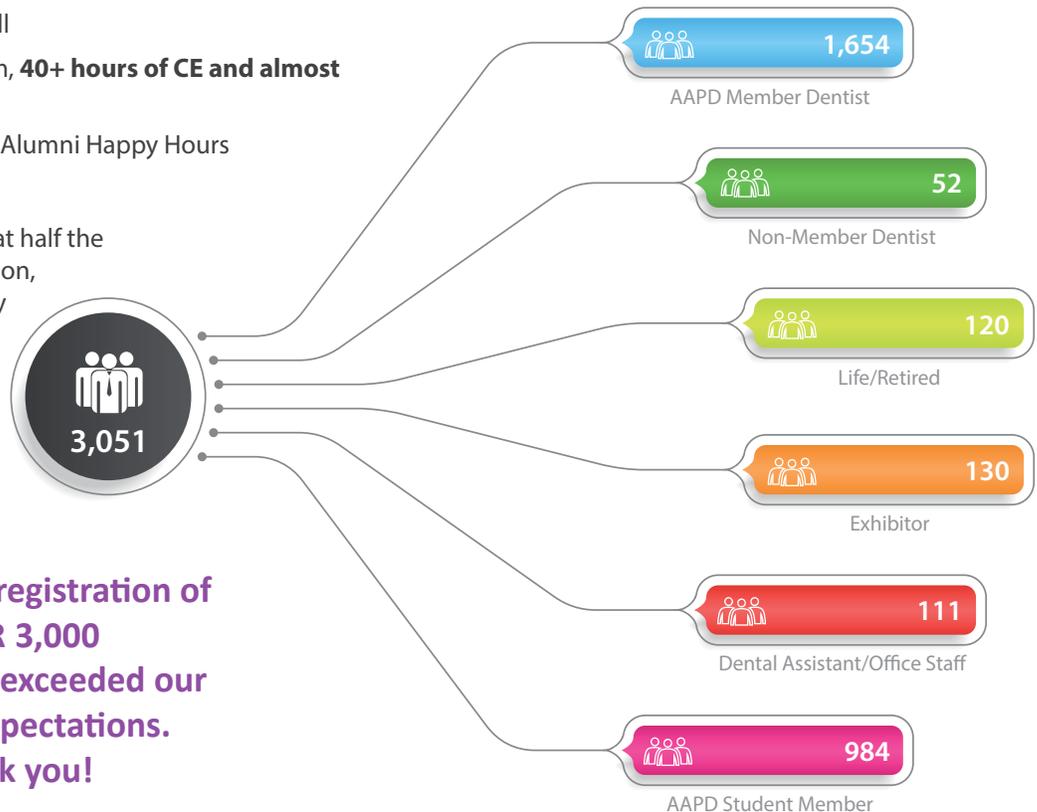
AAPD® 2020 Goes from Live to NashVirtual

Cancellation of AAPD 2020 Annual Session is Addressed by AAPD President Dr. Kevin Donly

On March 24, 2020, AAPD President Dr. Kevin Donly announced that the AAPD Board of Trustees decided to cancel the AAPD 2020 Annual Session scheduled for May 21-24, 2020, in Nashville, Tenn. As the COVID-19 pandemic continued to unfold dramatically with increasing restrictions on travel and large gatherings, it became apparent that the state of national emergency made it impossible to hold the 2020 Annual Session. The AAPD is always committed to providing the high-quality educational content and social events that our attendees have come to expect. Despite this disappointment, our meetings staff with support from the Scientific Program Committee quickly organized NashVirtual, which turned out to be hugely successful thanks to strong membership support. The schedule was:

- May 20: Joint Academic Day
- May 21: Preconference Course: COVID 19 & Turning the Lights Back On plus Reference Committee
- May 21-24: Virtual Exhibit Hall
- May 22-23: Scientific Program, **40+ hours of CE and almost 70 speakers**
- May 22-23: Social Dentisting Alumni Happy Hours
- May 24: General Assembly

We were pleased to offer this CE at half the registration fee of an annual session, and providing content availability for the next five years, so you have plenty of time to watch and earn CE.



NashVirtual registration of OVER 3,000 participants exceeded our wildest expectations. Thank you!

Attendees especially enjoyed the Virtual Exhibit Booths, with these exciting features:

- **Live Exhibit Hall Hours:** During these designated live exhibit hall hours, our exhibitors were available live in their virtual booths. A representative from each company was live-streamed to their virtual booth to talk about their products and answer any questions you might have. Visitors could type in questions in the chat Q&A feature and get answers in real-time.
- **Exhibitor Spotlights:** During the time when we were not offering live exhibit hall hours, you could check out one of our Exhibitor Spotlights; these were exclusive sessions that you could join and learn all about the exhibitor and the products and services that they offer.
- **24/7 Exhibit Hall Access:** If you were looking to just browse through the exhibitor list at your leisure, you had access to look at brochures, videos, and information provided by each exhibitor at any time.

Future AAPD Annual Session

2021 • Boston, Mass.

2022 • San Diego, Calif.	2023 • Orlando, Fla.
2024 • Toronto, Ontario, Canada	2025 • Denver, Colorado
2026 • Las Vegas, Nevada	2027 • Washington, D.C.

THANKS TO OUR SPONSORS!

We thank our 2020 Corporate Sponsors for their partnership with the American Academy of Pediatric Dentistry throughout the year. Together, we're making a difference for AAPD members, their staffs and the children in their care.





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AAPD® Membership is Almost 10,900 Members

The AAPD member retention rate is an impressive 91 percent. The retention rate for Active and Life members is even higher at an amazing 94 percent. These outstanding numbers are the backbone of the Academy. Having such solid numbers and loyal members allow us to continue to provide outstanding programs, services and initiatives. Thank you!

To see the full portfolio of AAPD Membership Benefits please visit the AAPD website.³

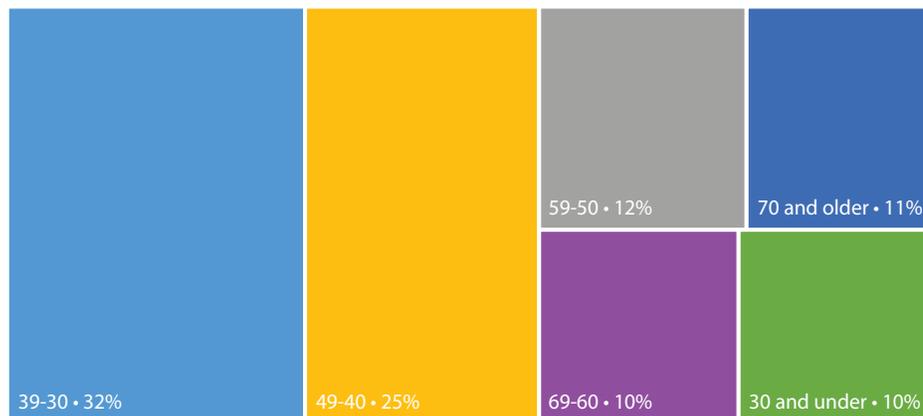
AAPD Membership 2019- 2020

■ Active • 6,761	■ Life • 525	■ Affiliate • 467	■ Associate • 50
■ International • 159	■ International Colleague • 3	■ International Colleague 3 years • 11	■ Honorary • 2
■ Retired • 1,226	■ Predoctoral Students • 506	■ Postdoctoral Students • 1,069	■ International Students • 79
■ Allied • 16	■ Friends of Pediatric Dentistry • 16		

Total **10,890**

AAPD Members by Age

■ 70 and older ■ 69-60 ■ 59-50 ■ 49-40 ■ 39-30 ■ 30 and under



AAPD Members by Gender

Male • 47% Female • 53%

AAPD Pediatric Dentists by Gender (Active/Life Members)

Male • 45% Female • 55%

AAPD Affiliate Members by Gender

Male • 36% Female • 64%

AAPD PostDoctoral Students by Gender

Male • 32% Female • 68%

AAPD Pediatric Dentists by State

Alabama	83	Kentucky	104	North Dakota	15
Alaska	33	Louisiana	74	Ohio	198
Arizona	167	Maine	17	Oklahoma	55
Arkansas	45	Maryland	178	Oregon	108
California	803	Massachusetts	227	Pennsylvania	231
Colorado	165	Michigan	149	Puerto Rico	14
Connecticut	114	Military	20	Rhode Island	19
Delaware	15	Minnesota	91	South Carolina	106
District of Columbia	17	Mississippi	54	South Dakota	15
Florida	370	Montana	29	Tennessee	163
Georgia	193	Missouri	95	Texas	639
Guam	2	Nebraska	48	Utah	87
Hawaii	50	Nevada	66	Vermont	11
Idaho	42	New Hampshire	29	Virginia	209
Illinois	209	New Jersey	261	Washington	215
Indiana	127	New Mexico	31	West Virginia	16
Iowa	63	New York	496	Wisconsin	94
Kansas	40	North Carolina	237	Wyoming	9

AAPD Pediatric Dentist by Districts

Northeast Society of Pediatric Dentistry	1,663
North Central Society of Pediatric Dentistry	1,143
Southeastern Society of Pediatric Dentistry	1,575
Southwestern Society of Pediatric Dentistry	1,149
Western Society of Pediatric Dentistry	1,718

New Members Total Over 800 for 2019 – 20 Fiscal Year

Active	10
Affiliate	60
Allied	5
Associate	4
Friends of Pediatric Dentistry	6
International	8
Postdoctoral Students	357
Predocctoral Students	320
International Students	44
International Colleague	8
Total	822

New Active Members from the class of 2020 – 447

Active Reinstated – 106

Fellows Program (FAAPD)

The AAPD Fellows program focuses on leadership, organized dentistry and community involvement.

The term fellow in a professional association refers to a person who has distinguished themselves above the standard norm, either by publications or contributions to the profession. The Fellow program offers our members an opportunity to further distinguish themselves in the profession. **There are 1,502 AAPD members that have this designation as FAAPD.** 862 AAPD members have Fellow Status, and 640 members qualified for Fellow Life Status. For more information on becoming an AAPD Fellow please visit the AAPD website.⁴



State and District Dues Collection

AAPD collection of state and district dues continues to be a very popular service offered our chapters at no charge. The table below lists the membership/market share for each chapter, which is the percentage of AAPD member pediatric dentists who also joined the state or district chapter. For the 2020 – 21 fiscal year we have added dues collection services for the North Central Society of Pediatric Dentistry and the Idaho Society of Pediatric Dentistry.

State/District	FY17	FY18	FY19	FY20
Alabama Academy of Pediatric Dentists	93%	90%	91%	93%
Alaska Society of Pediatric Dentists	96%	85%	100%	88%
Arizona Academy of Pediatric Dentistry	81%	88%	83%	85%
California Society of Pediatric Dentistry	76%	79%	70%	75%
Colorado Academy of Pediatric Dentistry	90%	87%	85%	84%
Connecticut Society of Pediatric Dentists	90%	84%	81%	76%
DC Academy of Pediatric Dentistry	N/A	75%	82%	50%
Florida Academy of Pediatric Dentistry, Inc.	81%	80%	76%	69%
Georgia Academy of Pediatric Dentistry, Inc.	82%	87%	82%	89%
Hawaii Academy of Pediatric Dentistry, Inc.	91%	90%	88%	77%
Illinois Society of Pediatric Dentists	92%	82%	74%	78%
Indiana Society of Pediatric Dentistry	87%	96%	82%	91%
Iowa Academy of Pediatric Dentistry	95%	86%	93%	94%
Kentucky Academy of Pediatric Dentistry	92%	89%	86%	76%
Louisiana Academy of Pediatric Dentistry	89%	90%	84%	84%
Maine Society of Pediatric Dentistry	88%	93%	100%	81%
Maryland Academy of Pediatric Dentistry	86%	90%	84%	85%
Massachusetts Academy of Pediatric Dentistry	82%	84%	84%	72%
Minnesota Academy of Pediatric Dentistry	97%	97%	97%	94%
Mississippi Academy of Pediatric Dentistry	N/A	79%	82%	89%
Montana Academy of Pediatric Dentists	100%	90%	100%	86%
Nebraska Society of Pediatric Dentistry	90%	97%	85%	88%
Nevada Academy of Pediatric Dentistry	89%	86%	75%	72%
New Hampshire Academy of Pediatric Dentistry	94%	91%	90%	98%
New Jersey Academy of Pediatric Dentistry	85%	83%	80%	82%
New York Academy of Pediatric Dentistry	79%	81%	79%	64%
North Carolina Academy of Pediatric Dentistry	90%	92%	90%	88%
Northeastern Society of Pediatric Dentistry	N/A	57%	68%	65%
Ohio Academy of Pediatric Dentistry	88%	93%	91%	94%
Oklahoma Academy of Pediatric Dentistry				95%
Oregon Academy of Pediatric Dentistry	86%	92%	87%	79%
Pennsylvania Academy of Pediatric Dentistry	82%	91%	83%	77%
South Carolina Academy of Pediatric Dentistry				85%
Southeastern Society of Pediatric Dentistry	75%	73%	74%	71%
Southwestern Society of Pediatric Dentistry	69%	69%	66%	63%
Tennessee Academy of Pediatric Dentistry	83%	84%	83%	78%
Texas Academy of Pediatric Dentistry	76%	70%	68%	63%
Virginia Academy of Pediatric Dentistry	70%	64%	68%	67%
Washington State Academy of Pediatric Dentistry	82%	91%	78%	82%
Western Society of Pediatric Dentistry	72%	77%	70%	70%
Wisconsin Society of Pediatric Dentistry	93%	89%	85%	96%
West Virginia Academy of Pediatric Dentistry	94%	100%	93%	100%

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Membership and Marketing Coordinator Lee Gonzalez



Big Love for Little Teeth

With national unemployment reaching historic highs, the AAPD Foundation’s ability to continue support for underserved children nationwide has never been more important. As the philanthropic extension of pediatric dentistry, the COVID-19 disruption has created an access-to-care challenge that no one could have predicted entering 2020. The good news is, thanks to the generosity of our members, the AAPD Foundation remains well positioned to fulfill its mission promoting initiatives supporting Dental Homes for all children.

The Academy and Foundation recognized days into the disruption that availability of personal protective equipment (PPE) was going to be a significant barrier to care when dentistry re-emerged around the country. Building on, and in support of, the Academy’s efforts to open PPE channels for our members, the Foundation acted to ensure kids get the care they need so preventable conditions don’t escalate to emergencies further straining an already over-burdened medical delivery system.

In May 2020, the Foundation Board allocated up to \$1.6 million to support PPE access for AAPD members and for the development of a public education campaign. This cam-

aign will emphasize dental offices are safe and child oral health care is essential health care. The campaign, which will include resources members can use in their offices, will feature social media and direct-to-consumer outreach.

We all are still coming to terms with the lasting effects of the outbreak. However, our donors are the reason the AAPD Foundation will continue to promote initiatives supporting dental homes for all children. Throughout the COVID-19 disruption, the Foundation has maintained its commitments to all active grant recipients providing dental care for underserved children. In addition, the Foundation Board of Trustees on May 16, 2020, approved \$200,000 in new grants that it will issue in July. It also moved up its access-to-care application process by four months to respond to anticipated increased need among the Foundation’s grantee community.

The AAPD 2020 NashVirtual marked the end of the Foundation’s governance year and the beginning of a new one. Drs. Kevin Donly and Neophytos Savide concluded their terms as members of the Foundation Board, with Dr. Savide retiring as Foundation Past President. Dr. Nick Rogers completed his term as AAPD Foundation President. We are grateful to all for their service.

I am pleased to report Dr. Charles Czerepak has been elected AAPD Foundation President. Our full 2020-21 AAPD Foundation Board of Trustees consists of:

Dr. Charles Czerepak, President
Dr. Teresa Fong, Vice President
Dr. Douglas Keck, Treasurer
Dr. Oariona Lowe, Secretary
Dr. Nick Rogers, Immediate Past President

Dr. Jessica Lee, AAPD President
Dr. Jeannie Beauchamp, AAPD President Elect
Dr. John Rutkauskas, Chief Executive Officer
Dr. Shari Kohn

Dr. Kerry Maguire
Dr. James Nickman
Dr. Mario Ramos
Dr. Deven Shroff
Mr. Kenneth Thomalla
Mr. Kevin Thomas

Thank you for your support of the AAPD Foundation and for all you do to serve children in your communities.

YOUR STAFF CONTACTS FOR AAPD FOUNDATION INQUIRIES

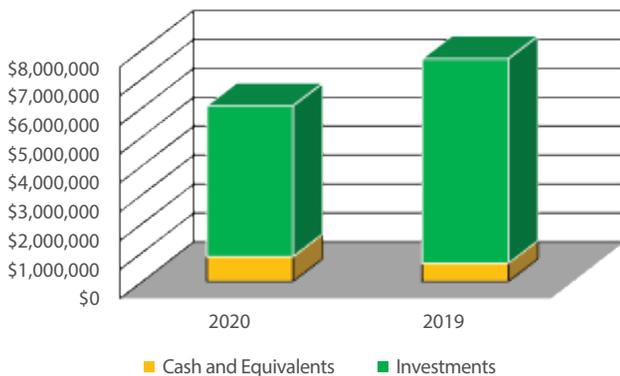
Vice President of Development and Charitable Programs Paul Amundsen
Development and Marketing Manager Michelle Hidalgo
Grants and Programs Assistant Jasmine Williams

AAPD® Finances Impacted by COVID-19 Pandemic

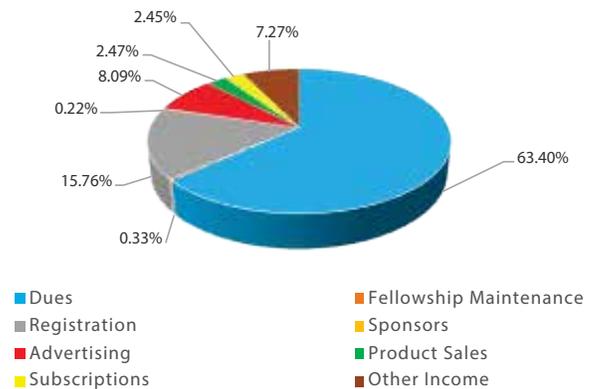
The accounting firm of Martin and Martin conducted the audit of AAPD's financial statements for the fiscal year ending June 30, 2019. AAPD experienced a net gain during the year of \$59,151, reflecting total revenues of \$12,032,619 compared to expenses of \$11,973,468.

The financial highlights for the current fiscal year through April 2020 are provided below. AAPD's core operations have generated a net loss of \$260,220. As of April 30, 2020, investments were \$5,208,625 and total assets were \$10,847,051. This obviously reflects the significant financial impact of the cancellation of the 2020 Annual Session.

Cash & Investments



Revenues



YOUR AAPD STAFF CONTACTS FOR FINANCES AND BUDGETING

Chief Executive Officer John S. Rutkauskas
Business Services Director Thomas P. Jurczak
Accounting Coordinator Veronica Gomez



AMERICA'S PEDIATRIC DENTISTS

THE BIG AUTHORITY on little teeth®

We want to acknowledge the outstanding leadership, not just on financial issues but on visionary programmatic planning, of the AAPD board of trustees. Your 2020-21 board listed below:

Jessica Y. Lee, President

Jeannie Beauchamp, President-Elect

Amr M. Moursi, Vice President

Scott W. Cashion, Secretary-Treasurer

Kevin J. Donly, Immediate Past President

Angel M. Stout, Trustee, Northeastern District (2022)

Carlos Bertot, Trustee, Southeastern District (2023)

Marilia Montero-Fayad, Trustee, North Central District (2022)

John T. Fales, Jr., Trustee, Southwestern District (2021)

Jacob K. Lee, Trustee, Western District (2021)

Paul A. Kennedy, III, At-Large Trustee (Liaison to Federal Services members) (2023)

Anu R. Tate, At-Large Trustee (Liaison to International members) (2022)

Homa Amini, Academic At-Large Trustee (2021)

Vanessa G. Carpenter, Affiliate Trustee (2023)

Noel K. Childers, Editor in Chief

Heber Simmons, Jr., Congressional Liaison Emeritus

Warren A. Brill, Congressional Liaison

Jade Miller, Congressional Liaison

Gila C. Dorostkar, Parliamentarian

John S. Rutkauskas, AAPD Chief Executive Officer

We acknowledge outgoing board members Immediate Past President Joseph B. Castellano, Southeastern District Trustee J.C. Shirley, At-Large Trustee Tegwyn H. Brickhouse, Affiliate Trustee Kerry Maguire, and Parliamentarian Carlos A. Bertot (who remains on the board as Southeastern District Trustee).

AAPD Fall 2020 CE Courses

Oral Clinical Exam Review Course

Sept. 10, 2020: Phoenix, Ariz.

Canceled due to COVID 19.

Comprehensive Review: Advances in Pediatric Dentistry

Sept. 11-13, 2020: Phoenix, Ariz.

Canceled due to COVID 19.

Dental Assistant Sedation Course

Oct. 2-3, 2020: Boston, Mass.

Canceled due to COVID 19.

Safe and Effective Sedation of the Pediatric Dental Patient

Oct. 2-4, 2020: Boston, Mass.

Canceled due to COVID 19.

Tethered Oral Tissues Symposium: Breastfeeding and Beyond

Nov. 13-14, 2020: Louisville, Ky.

Patient/Family Communications Materials to Brighten the Day for Your Patients

Brighten the day for your patients by sending them this new "Stay Home, Stay Healthy" poster from the AAPD – or posting it on your practice Facebook page. A Spanish poster is available too! For more free downloads of positive patient materials based on sound science, visit the AAPD parent and caregiver website. Pediatric dentists know that it's all about the kids, and remember YOU are the big authority on little teeth within your own community.



AAPD® Publications (Print and Online) Update

Our publications the *Pediatric Dentistry* journal, *Journal of Dentistry for Children*, and PDT (*Pediatric Dentistry Today*) had another exceptional year in design and appeal.

Pediatric Dentistry

The 2020 volume of *Pediatric Dentistry* continues to promote the practice, education and research related to the specialty of pediatric dentistry through its peer-reviewed articles. *Pediatric Dentistry* is completely integrated and accessible in online format as well as print. This format provides worldwide access to an individual subscriber as well as students, academics, and researchers of universities with multiple campuses. *Pediatric Dentistry* has an Impact Factor of 1.594.



JDC

The online *Journal of Dentistry for Children* (JDC) continues to attract articles that pertain to the practice of pediatric dentistry around the world. These peer-reviewed articles give the reader an insight into international case reports, scientific, education, and research findings related to pediatric dentistry.

Our two journals are part of Ingenta Connect's comprehensive collection of academic and professional research articles online, hosting more than five million articles and 16,000 publications from 350 publishers, and is accessed in over 25,000 institutions worldwide. **Both journals continue to rank in the top 50 out of over 16,000 titles.** For the period April 1, 2020, to April 30, 2020, *Pediatric Dentistry* ranked **1st with 27,521 full text downloads.** JDC ranked **2nd with 17,578 full text downloads.** This is very impressive! I salute our editor-in-chief, editors and contributors for making these journals so well-read.

PDT

PDT (*Pediatric Dentistry Today*), the official AAPD magazine, offers feature stories, guest editorials, and news about members, trends affecting pediatric dentistry, legislative advocacy, insurance and coding issues, continuing education opportunities and activities of the Foundation. *PDT* is your member resource to know what's going on at the AAPD and in the world of pediatric dentistry.

Practice Management and Marketing News

Same great information, new location! Published four times a year, *Practice Management and Marketing News* is a featured column in PDT (*Pediatric Dentistry Today*).

Membership Directory and Reference Manual

Both the 2020 *Membership Directory* and 2019-20 *Reference Manual* were mailed to members in 2019. The 2019-20 *Reference Manual* is available as an app for your iPhone, iPad or Android device and on the AAPD website at www.aapd.org.

Health Care Provider Brochures

AAPD brochures are being updated! These brochures are used not only by dentists but also by teachers and school nurses. Teachers can use this information to develop classroom lessons and health education projects, while school nurses may be interested in treatment options and preventive oral health guidelines.

The Handbook of Pediatric Dentistry

The 5th Edition Handbook of Pediatric Dentistry is the premier reference for pediatric dentists and other health professionals. Designed to serve as a quick reference guide, the handbook is a must-have addition to every practice. The Handbook of Pediatric Dentistry presents the most up-to-date information in a quick reference format. Each chapter also suggests readings and useful websites for additional information. This 5th edition of the Handbook is available as a mobile application too (compatible with iPad/iPhone/iPod Touch or Android mobile devices). Visit store.aapd.org to order yours today!

AAPD Website



The AAPD website was redesigned in early 2019. Since then, the website has seen an influx in visitors. Over the past 18 months, we have seen nearly three million pageviews on the website. This is up over 200,000 from the previous 18 months. The redesigned website has made it much easier for users to find what they are looking for easier and faster. In addition to the search capability and reorganized navigation, the new website also features a clinical photo library, social media gallery, reference manual, member portal and much more.

Social Media

AAPD social media has really taken off over the past few years. On the AAPD consumer Facebook page we have almost 56,000 followers. The AAPD Twitter account @AmerAcadPedDent has over 19,000 followers and we have over 7,000 followers on our Instagram account @aapediatricdentistry. By promoting new content on the AAPD hub mouthmonsters.mychildrensteeth.org, updates to the organization, images and more, we have been able to create a strong social media presence across Facebook, Twitter and Instagram. AAPD also has a Facebook group for users to post questions along with AAPD to advertise courses, news and new member resources. This group consists of over 4,500 followers and grows more and more each day.

In addition to AAPD's social media profiles, the AAPD has put together a social media library for member-use on the AAPD website. This library includes graphics that cover topics such as the age one dental visit, holidays, did you know about oral health, brushing habits and more. These graphics can be easily downloaded and have captions you can use on your own social media. The library is easily navigated using search by keyword or category. This library is updated with new graphics on an ongoing basis.

Little Teeth Chat—The Go-To Place for Members



As we are adjusting to the new normal, the Shared Interest Groups (SIGs) community *Little Teeth Chat* has become a more important tool in communicating with our members. It is the go to place to ask questions with fellow pediatric dentists. We know the value that AAPD members put on networking and educational opportunities we provide through our programs throughout the year. *Little Teeth Chat* provides AAPD members an environment to connect, engage and share critical information and best practices in real time. Usage was especially robust in recent months as members discussed various issues related to the COVID-19 pandemic. *Little Teeth Chat* is a private Members' only group that is safe and secure.



YOUR AAPD STAFF CONTACTS FOR PUBLICATIONS, WEBSITE, SOCIAL MEDIA OR ADVERTISING INQUIRIES

Senior Publications Director Cindy Hansen
Senior Publications Manager Adriana Loaiza
Web and Social Media Manager Lily Snyder
Publications Coordinator Ken Berry

AAPD® Public Relations Efforts/Mouth Monsters Campaign

AAPD members continue to be featured as industry experts and thought leaders on children's oral health issues in local and national media. Most importantly, the AAPD continues to be contacted as a resource for pressing healthcare stories as evidenced by the strong media traction below. We encourage you to view the following stories and highlights.

Media Results Summary

434,280,554

Syndicated and earned impressions

100 PERCENT

of earned placements pointed consumers to mychildrensteeth.org

100 PERCENT

of interviews positive and mentioned AAPD

3,528

media placements

includes earned media and syndicated placements

AAPD Storytelling

President Dr. Donly and AAPD spokes-experts conducted interviews in priority cities over a two-week period timed to Halloween.

In addition, AAPD syndicated over 1,000 news stories across top national and local cities around back to school and back to fall routines.



National Satellite Media Tour

President Dr. Kevin Donly participated in national satellite media tour, delivering 25 TV and radio interviews for NCDHM to share the importance of establishing a dental home, the age 1 dental visit, new beverage guidelines and more. Dr. Donly's interviews resulted in more than 1,240 placements nationwide.

Why it's important your child see a dentist by the time they turn 1



IT LOOKS - Did you know that leading health experts recommend children visit the dentist by the age of one? Delaying children's oral care routines can cause tooth decay, possibly resulting in compromised health, development, and quality of life.

Dr. Kevin J. Donly, president of the American Academy of Pediatric Dentistry, joins Fox 2 live via satellite to discuss why it's so critical your child see the dentist at a young age.



Avoid Decay and Don't Delay Caring for Children's Teeth



The American Academy of Pediatric Dentistry shares advice for parents Spring their new children's "SMILE SCHEDULE" with Dr. Kevin J. Donly, President of the AAPD.

AAPD News Room

The AAPD continued to keep the media apprised of key developments relating to pediatric oral health activities of our members, as well as AAPD initiatives, through press releases that were posted to our website and/or distributed over PR Newswire and then pitched to various media outlets. Check in the News Room⁵ on the AAPD website for updates.

February is National Children's Dental Health Month

Feb. 5, 2020

As the leading authority on children's oral health, the American Academy of Pediatric Dentistry (AAPD) is a proud and strong supporter of this month. According to an AAPD national survey, only one in four parents are taking their child to the dentist by his or her first birthday, the age recommended by leading health experts, which means that children's teeth are at risk.

AAPD President-Elect Interviewed by Shape.com

Feb. 3, 2020

AAPD President-Elect Dr. Jessica Lee spoke with Shape.com for an article on teeth whiteners.

AAPD President Interviewed by Sunstar

Dec. 5, 2019

Dr. Kevin Donly spoke to Frank Long for a story on how obesity affects the oral care of pediatric patients, which appeared in Sunstar's November ebrief.

Pediatric Dentistry Today (PDT) Feature Articles

In an effort to highlight AAPD members and programs that have shaped and influenced pediatric dentistry, we have added feature articles to this publication.

If you have any great ideas for a feature article, please contact us!

Covid Resources

COVID Response Materials – FAQ

To reassure patient families the health and safety of our children is a top priority, AAPD developing consumer facing materials, including a "frequently asked questions" document which spoke to patient families directly, addressing common concerns and questions.



COVID-19 Virtual Satellite Media Tour

AAPD President Dr. Kevin Donly delivered AAPD's first virtual satellite media tour on April 30, where he participated in 27 original TV and radio interviews. Donly shared the importance of parents visiting their pediatric dentist when offices reopen, new protocols patient families can expect and how to maintain oral health in the interim. As of early May, this effort has resulted in 22.2 million impressions across 98 placements.

COVID-19 Syndicated News Article

AAPD developed and placed a syndicated article titled, "When is it safe to take my child to the dentist again?" The article addressed patient family concerns around returning to their pediatric dentist, new protocols they can expect to see and how to maintain oral health in the interim.

This article was distributed at the end of April and as of early May, this effort has resulted in 120 million impressions and over 1,096 placements.

YOUR AAPD STAFF CONTACT FOR PUBLIC RELATIONS INQUIRIES

Education Development and Academic Support Manager Leola Royston
Chief Executive Officer John S. Rutkauskas

AAPD® Pediatric Oral Health Research and Policy Center

The Pediatric Oral Health Research and Policy Center (POHRPC) helps the AAPD be more effective in the public policy arena by analyzing research data and relevant policy and carrying out health services research that can have a positive impact on children's oral and overall health. This area is led by Chief Policy Officer Dr. Paul Casamassimo, Director Dr. Robin Wright, and Policy Project Coordinator Ms. Clare Conte.

POHRPC Advisory Board for 2020-21

Paul S. Casamassimo (Chair), Chief Policy Officer, AAPD representative to Dental Quality Alliance

Homa Amini, Board Liaison

Joel Berg, CODA Commissioner

Scott W. Cashion, MSDA Board Representative and PDMCAC Chair

Kaaren G. Vargas, CSA Chair

Jessica L. Roberston, CGA Chair

Randall K. Lout, CCA Chair

James Nickman, CDBP Chair

James J. Crall, Expert Consultant

Michael Ignelzi, Expert Consultant

Jessica Y. Lee, Expert Consultant

Vinod Miriyala, Expert Consultant

John S. Rutkauskas, AAPD Chief Executive Officer

POHRPC Fellows

The POHRPC Research Fellows serve as principal investigators for Policy Center projects and also act as an expert resource for the policy center by:

- Constituting a queue of researchers prepared to respond to research opportunities presented by/to the Policy Center.
- Assisting the Policy Center in monitoring the quality of current research activities.
- Identifying funding and research opportunities consistent with Policy Center goals.
- Advising the POHRPC as requested by the Advisory Board and AAPD leadership.

Current Fellows are: Drs. Tegwyn Brickhouse, Donald Chi, Jessica Lee, Amr Moursi, Art Nowak, and Anupama Tate.

Policy Center Welcomes Clare Conte to the Team

Clare Conte, M.P.H., joined the Policy Center in November 2019 as the new policy project coordinator. She earned her master's degree in public health from the University of Cincinnati and a bachelor's degree in community health services from Ohio University in Athens, Ohio. Clare came to the AAPD from Children's Dental Services, where she served the greater Minnesota school-based care and portable care program for nearly three years as an integral member coordinating care for children across the state.

Harris Fellowship Research Shows Dental Care Affected by School Absenteeism Policies

Dr. Brittaney Hill, the 2019-2020 Samuel D. Harris Research and Policy Fellow, completed her research project focusing on school absenteeism as a result of dental appointments. Titled *The Impact of School Attendance on Dental Visits: The Caregiver Perspective*, the research project consists of a cross-sectional study in which caregivers of school-aged children were surveyed about school attendance policies and their impact on their child's dental care. Her research findings were presented to the POHRPC at NashVirtual. Dr. Hill currently serves as a full-time Clinical Assistant Professor in the Department of Pediatric Dentistry at the University of Illinois at Chicago.

Pediatric Dental Workforce Study Reported in JADA

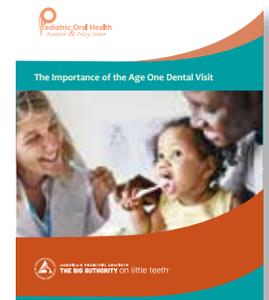
"Pediatric Dental Workforce in 2016 and Beyond" by Surdu and colleagues appeared in the July, 2019 issue of the *Journal of the American Dental Association*. Commissioned by the AAPD, the study conducted by the Center for Health Workforce Studies at the University at Albany, SUNY, gathered exhaustive data on the current supply and distribution of pediatric dentists relative to their patient populations. According to the report, the number of U.S. pediatric dentists is projected to continue to increase beyond the next decade. If children in underserved populations face fewer access barriers, then the higher number of pediatric dentists will be poised to care for the large amount of unmet oral health needs. The study also found that the supply of pediatric dentists is lowest in states with a larger percentage of rural populations. These research results suggest opportunities for providing care in areas not traditionally served by pediatric dentistry, particularly in smaller population centers where the need is great for oral health services for children.⁶

Pediatric Dental Workforce Study Holds Continued Interest

Chief Policy Officer Dr. Paul Casamassimo, in conjunction with the Center for Health Workforce Studies, presented two half-hour webinars in September 2019 based on the article "Pediatric Dental Workforce in 2016 and Beyond." The first webinar covered the methods, modeling approach and projected outcomes of the study. The second webinar discussed the implications of the study for the day-to-day practice of pediatric dentists. To view the webinars, you can visit the Dental Workforce webpage under the Policy Center.⁷ Dr. Casamassimo also shared the workforce study findings with pediatric dental residents and pediatric dentists serving as legislative advocates in a well-received presentation at the Pediatric Oral Health Advocacy Conference on March 2, 2020, held in Washington, D.C. He discussed the impact of the findings on current and future policy decisions of the AAPD, as well as the implications for practice decisions of early career pediatric dentists.

Policy Center Publications Move Forward

- **The Importance of the Age One Dental Visit.** Authored by Drs. Suzanne Baker and Jessica Lee, this technical brief was published online and in print in October 2019. It provides up-to-date facts and a scientific rationale for a first dental visit by age one. The brief also addresses how early dental visits can prevent suffering and reduce the dollars spent on future surgical and emergency dental services.⁸ The brief was distributed to Congressional offices along with AAPD's legislative fact during the March 1 – 4, 2020, Pediatric Oral Health Advocacy Conference in Washington, D.C.
- **Treating Tooth Decay: How to Make the Best Restorative Choices for Children's Health.** This consumer-friendly informational piece explains restorative choices for children's long-term oral health through concise language and eye-catching visuals. The publication will highlight the importance of parental choice and the clinical judgment of a dentist in treatment decisions. The electronic version of the brief will be available online by early summer, 2020. Contributing authors: Drs. Judith Chin, Yasmi Crystal, Eugene McGuire, and Paul Casamassimo.
- **Silver Diamine Fluoride.** The Policy Center is developing a fact sheet clarifying the AAPD's position on key issues surrounding Silver Diamine Fluoride (SDF), such as establishing SDF as a covered benefit from both private and public third-party carriers. The fact sheet will serve as a companion to the AAPD's *Policy on the Use of Silver Diamine Fluoride for Pediatric Dental Patients* and clinical practice guideline on *Use of Silver Diamine Fluoride for Dental Caries Management in Children and Adolescents, Including Those with Special Health Care Needs*.
- **Value-Based Payments in Pediatric Dentistry.** From the Council on Government Affairs via the Medicaid/CHIP Advisory Committee, the POHRPC was asked to develop a technical brief on value-based care and payment system approaches in dentistry. The brief will describe and evaluate the models currently in the marketplace and their effectiveness, as well as proposed approaches and models.



Conference Participation Builds Legislative Awareness



At the National Conference of State Legislators (NCSL) held in Nashville on Aug. 4 – 8, 2019, Dr. Jeannie Beauchamp and Policy Center staff provided key policy-related messages at the AAPD exhibit booth to legislators and legislative aides from nearly every state. Topics of interest included early preventive visits, fluoridation, state funding of Medicaid dental programs, and the effectiveness of the Mouth Monsters campaign.

AAPD Builds Visibility at NNOHA Conference

A 90-minute session titled “Speak Up for Patient Health: Critical Conversations on Controversial Issues” was presented by Dr. Robin Wright at the 2019 Annual Meeting of the National Network for Oral Health Access (NNOHA) in Las Vegas, Nevada on Oct. 15, 2019. Based on the results of a 2019 survey of pediatric dentist members, the session offered practical information on how to hold effective conversations on potentially embarrassing topics, engage adolescents in more open conversations, and provide much needed information on vital health concerns. In addition, the AAPD again sponsored an exhibit booth at the meeting.⁹

Beverage Guidelines Presentation at the National Oral Health Conference

Originally scheduled for April 4 – 7, 2020, in San Diego, the National Oral Health Conference, sponsored by the Association of State and Territorial Dental Directors and American Association of Public Health Dentistry, was held virtually in June 2020. Dr. Paul Casamassimo will present a 60-minute videoconference titled “What Should and Shouldn’t Young Children Be Drinking? New Evidence-Based Recommendations from Four National Health and Nutrition Organizations.” He will discuss the 2019 beverage guidelines from the AAPD, Academy of Nutrition and Dietetics, American Academy of Pediatrics and American Heart Association.¹⁰

AAPD Informs ADA Members on the HPV Vaccine

Dr. Robin Wright presented a one-hour continuing education webinar through the American Dental Association (ADA) on Sept. 25, 2019, to over 300 attendees. The presentation provided sound advice on how to introduce the HPV vaccine during a dental visit, explain the treatment to encourage compliance, and handle difficult questions from parents about HPV and the vaccine. The webinar can be accessed online.¹¹

BIG NEWS FOR LITTLE TEETH Slides Ready for AAPD Members to Speak to Their Communities

In response to member requests, the Policy Center collaborated with the Publications Department to create a slide presentation for members to use when they speak to parents, caregivers, teachers and other interested audiences in their communities. The slide set provides the latest information and research on topics such as oral health care, oral hygiene, nutrition, injury prevention, nonnutritive sucking, and more.¹²

Safety in Academy Media

In March 2019, the AAPD podcast *Pedo Teeth Talk* featured Dr. John Molinari discussing infection control with the emergence of the COVID-19 disease pandemic. Safety topics continue to be published monthly in the Policy Center section of *Pediatric Dentistry Today*.

Update on the Safety Committee

The AAPD Safety Committee was formed to advance safety culture in pediatric dentistry, to integrate what we do know about safety into pediatric dental practice, and to examine what we still do not know. Building awareness among membership has been a top goal of this undertaking. There has been considerable interest and enthusiasm for the topic among members this year, and there is still much work to do. The committee is pleased with the progress made thus far with the development, planning and coordination of their current main projects.

Safety Symposium: A First for AAPD

Hidden Threats and Safe Practices: Steps to creating a safe dental home, the first safety symposium presented by AAPD, featured recognized experts from major areas of dental and medical practice and aimed to help attendees develop a culture of safety, mitigate potential harm in pediatric dental practice, and take proactive steps for the well-being of both providers and patients. One hundred and eighty guests attended the Symposium this past November 2019, including speakers and exhibitors. For members who missed the presentations, they can be viewed on the continuing education app, AAPD CE. The member feedback has been encouraging. As we plan to hold a second safety symposium, we look forward to engaging new dentists in the field.

Safety Toolkit Up and Running



This year saw the Safety Toolkit launch an online repository of safety information, regularly updated and available on the AAPD website.¹³ The Safety Toolkit aims to assist providers in maintaining the safest environment for pediatric patients. This collection of resources contains current recommendations in major areas of dental practice related to safety, using best practice guides, policies, training materials and office-friendly tools.



Collaboration with American Association for Accreditation of Ambulatory Surgical Facilities (AAAASF)

The AAPD has partnered with the American Association for Accreditation of Ambulatory Surgery Facilities (AAAASF) to develop a voluntary sedation/general anesthesia accreditation model for pediatric dental practices. This is in response to the unwavering commitment by pediatric dentists to continue to provide safe environments in which to treat children. The intent is to offer an opportunity for pediatric dental offices to choose to be accredited voluntarily by an independent organization documenting safe and competent delivery of deep sedation and general anesthesia in their office settings. This accreditation process will be expanded for in-office moderate sedation services in the future. Pediatric dentists are being trained as surveyors to evaluate practices going through the accreditation process. Look for more information about this program in the coming months.

Evidence-Based Dentistry Committee (EBDC) Update

Members of the EBD Committee for 2020-21 are:

J. Timothy Wright, Chair

Anupama R. Tate, Board Liaison

Donald Chi Council on Scientific Affairs

Randall K. Lout Council on Clinical Affairs

Carolyn Crowell

Ex-Officio Member

Noel K. Childers, Editor-in-Chief

Consultants

James A. Coll

The search for a new Evidence-Based Dentistry Manager has been placed on hold until fall of 2020. Dr. Robin Wright continues to provide support for the EBDC in the interim.

Assessment and Proposal of Guideline Topics

Three topics that were deemed of greatest importance to provide timely and important guidance to clinicians were submitted to the Board. At the Ad Interim Meeting in September 2019, the Board approved the following topics for future clinical practice guidelines that the EBDC had selected based on the literature search and review:

- Frenectomy/frenotomy and lactation
- Vital treatment of immature permanent teeth
- Caries risk assessment and oral health determinants

Ongoing Guideline Topics and Workgroup Progress

The EBDC continues to oversee development of three new evidence-based clinical practice guidelines:

- *Use of Non-Vital Pulp Therapies in Primary Teeth.* The Non-Vital Pulp Therapy Guideline Workgroup is comprised of Drs. James Coll (Chair), Kaaren Vargas, Shahad Al Shamali, Chia-Yu Chen, Abdullah Marghalani, Yasmi Crystal and Vineet Dhar. The Non-Vital Pulp Therapy Workgroup has completed both the systematic review and guideline, having vetted the draft guideline through an external group of shareholder organizations, the EBDC, CCA and CSA. **The guideline has been submitted to *Pediatric Dentistry* for publication and as an information item to the Board of Trustees and General Assembly.**
- *Behavior Guidance for Pediatric Dental Patients.* The Behavior Guidance Guideline Workgroup is comprised of Drs. Vineet K. Dhar (Chair), Elizabeth S. Gosnell, Cameron L. Randall, and Rebecca L. Slayton. It is awaiting the publication of the Cochrane systematic review on “non-pharmacological interventions for managing dental anxiety in children.” They will evaluate and appraise the systematic review. At the request of the Workgroup Chair, additional content experts were recruited and approved by the EBDC for this guideline and approved by the Board of Trustees.
- *Frenectomy and Lactation.* A list of five workgroup candidates, as well as alternate nominees, was developed and approved by the Board of Trustees. There are existing systematic reviews to inform this guideline, so it will move forward in selecting a Chair and initiating guideline development.

AAPD STAFF CONTACTS FOR RESEARCH AND POLICY INQUIRIES

Chief Policy Officer Dr. Paul S. Casamassimo

Director Dr. Robin Wright

Project Coordinator Clare Conte



AAPD® Public Policy Advocacy for Children's Oral Health

The AAPD continues to vigorously advocate for critical issues impacting children's oral health care. The 2020 *Legislative and Regulatory Priorities*, as developed by the Council on Government Affairs and approved by the board of trustees, are available on the AAPD website.¹⁴

In addition to our efforts at the federal level in Washington, D.C., our state Public Policy Advocates continue to make important strides on legislative and regulatory matters at the state level. Our success in D.C., is thanks in no small part to the work of Congressional Liaison Heber Simmons Jr., our lobbying consultants at Hogan Lovells, and of course the AAPD Political Action Committee. Dr. Simmons will retire from his duties at the end of 2020, culminating 23 years of outstanding service and tremendous achievement as Congressional Liaison. Fortunately, Heber has trained and transitioned our two Co-Congressional Liaisons who follow in his foot steps: former AAPD Presidents Drs. Warren Brill (Baltimore, Md.) and Jade Miller (Reno, Nev.).

Pediatric Oral Health Advocacy Conference (POHAC) in Washington, D.C.

On March 1-4, 2020, over 350 AAPD members from 39 states plus D.C., advocated for children's oral health in Washington, D.C., by visiting with their members of Congress. AAPD attendees included members of the Council on Government Affairs, PAC Steering Committee, Executive Committee, and Budget and Finance Committee. Thirty-four AAPD state Public Policy Advocates participated as well. **Sixty pediatric dentistry residency programs were represented, with more than 200 residents in attendance.** For the fifth year in a row, the AAPD held a special pre-conference advocacy orientation and training session solely for residents.

Attendees heard updates on key AAPD public policy issues, focusing on Title VII pediatric dentistry funding and dental faculty loan repayment tax exclusion, the Ensuring Lasting Smiles Act (ELSA), and the REDI Act (see more details below). For the second straight year the keynote entertainment was the comedy troupe Capitol Steps, who delivered entertaining song, dance, and monologues poking fun at both political parties and all aspects of the 2020 presidential election. HRSA Chief Dental Officer Dr. Renee Joskow provided an update on agency activi-

ties plus the pending Surgeon General's Report on Oral Health, expected to be released later in 2020. AAPD Chief Policy Officer Dr. Paul Casamassimo discussed the AAPD pediatric dentist workforce study and its policy implications. PEDO Talk Podcast moderator Dr. Joel Berg recorded two podcasts on stage: one with Congressional staffers Lauren Jee (Senior Health Policy Counsel for Senator Ben Cardin of Maryland) and Jamie Neill (Legislative Assistant for Congressman Mike Simpson of Idaho), and the other with AAPD Congressional Liaison-designees Drs. Warren Brill and Jade Miller.

In addition to briefings from AAPD's Washington representative Michael Gilliland from Hogan Lovells and COO/General Counsel C. Scott Litch, attendees heard a rousing and inspirational closing speech from Congressional Liaison Dr. Heber Simmons Jr. To further prepare for Congressional visits, attendees also witnessed a "mock visit" featuring President-elect Dr. Jessica Lee, Vice President Dr. Jeannie Beauchamp, and Kate McAuliffe of Hogan Lovells.



The AAPD PAC hosted a fundraiser for **Congressman (and dentist) Jeff Van Drew** (R-N.J. 2nd). He was introduced to AAPD attendees as follows:

- Jeff Van Drew was born in New York City. He graduated with a B.S. from Rutgers University and received a D.M.D. degree from Fairleigh Dickinson University. Dr. Van Drew operated a dental practice in South Jersey for 30 years before retiring. He has served as president of the New Jersey Dental Society and a board expert of the New Jersey Board of Dentistry
- Van Drew served on the Dennis Township Committee in 1991, and as Mayor from 1994 to 1995 and from 1997 to 2003. He served on the Cape May County Board of Chosen Freeholders from 1994 to 1997, and was a Dennis Township Fire Commissioner from 1983 to 1986.
- In 1994, as a Cape May County Freeholder, Van Drew made support for a local community college a major campaign issue. In 2002, ground was broken on the site of the future Atlantic Cape Community College campus in Cape May County.
- First elected in 2007, Dr. Van Drew served four terms in the New Jersey State Senate. In 2008, he sponsored the Fair Market Drug Pricing Act to establish the New Jersey Prescription Card Program to reduce drug prices.
- In 2018 Dr. Van Drew was elected to Congress in New Jersey's Second Congressional District. The district had been represented by Republican Frank LoBiondo from 1995 until his retirement. The district is the southernmost in New Jersey and the state's largest, encompassing rural farms from Salem County to the Jersey Shore and Atlantic

City. Interestingly, President Barack Obama won the district in 2008 and 2012, while President Donald Trump won in 2016.

- Congressman Van Drew has demonstrated a willingness to work on a bipartisan basis, addressing issues of vital concern to the residents of his district. He and his wife have two children and one grandchild, and reside in Dennis Township.

Dr. Van Drew made impassioned remarks about the need for bi-partisan cooperation and compromise in Congress. The event, co-hosted with ADPAC, AAOMS PAC and Hogan Lovells PAC, and augmented by individual contributions from AAPD attendees, raised over \$17,000.

The AAPD PAC honored Congressman Henry Cuellar (D-Texas 28th) as the Legislator of the Year. Mr. Cuellar serves on the House Appropriations Committee, and supported inclusion of Medicaid dental audit report language in the FY 2020 spending bill. He was not able to attend in person due to the Super Tuesday Texas Primary.¹⁵ Therefore Immediate Past President Dr. Joseph Castellano and CEO Dr. John Rutkauskas presented the award in Mr. Cuellar's Congressional office on Feb. 27, 2020.



The specific advocacy requests made by attendees during Capitol Hill visits were:

HRSA Title VII Pediatric Dentistry Appropriations and DFLRP Tax Relief

Provide FY 2021 funding of \$40.673 million for the HRSA Title VII Primary Care Dental Training Cluster and related oral health programs, with not less than \$12 million for Pediatric Dentistry Training programs including a new dental faculty loan repayment program grant cycle with preference for pediatric dentistry faculty.

As part of this effort, attendees urged House Members to sign onto a Dear Colleague letter spearheaded for the 3rd year in a row by Congresswoman Julia Brownley (D-Calif.-26th) that asked Members to support Title VII pediatric dentistry. Ultimately 65 House Members signed onto the letter.

Pass legislation to make the Dental Faculty Loan Repayment Program (DFLRP) non-taxable to recipients. Co-sponsor S. 359/H.R. 996.

Ensuring Lasting Smiles Act

Co-sponsor the Ensuring Lasting Smiles Act (S. 560/H.R. 1379) legislation that would require all private group and individual health plans to cover the full medically necessary treatment of patients with congenital anomalies, including related dental procedures.

Thanks to strong bi-partisan support, the Senate bill currently has 40 co-sponsors and the House bill has 300 co-sponsors. This legislation is supported by a coalition of 22 dental and medical provider and patient advocacy organizations.

Resident Education Deferred Interest Act

Co-sponsor the Resident Education Deferred Interest Act (H.R. 1554), legislation that would halt interest accrual while loans are in deferment during residency training.

The REDI act currently has 85 co-sponsors.

Fact sheets used in Congressional visits are available on the AAPD website at <https://www.aapd.org/advocacy/legislative-and-regulatory-issues/legislative-and-regulatory-fact-sheets/>.

AAPD sincerely thanks all those members who took time from their busy schedules to attend this important conference. Many thanks to the state and district chapters which help support residents' attendance at the conference.

62 House Members Sign Congressional Dear Colleague Letter in Support of Title VII Pediatric Dentistry Funding

One of the key advocacy requests made by attendees at the 2020 AAPD POHAC during their visits to Congressional offices was to support FY 2021 funding of \$12 million for Title VII Pediatric Dentistry. This amount includes funding for the Dental Faculty Loan Repayment Program. During visits, House Members were asked to sign onto a Dear Colleague letter circulated by Congresswoman Julia Brownley (D-Calif.-26th). A copy of the letter, signed by 62 House members, can be accessed on the AAPD website.¹⁶

FY 2020 Final Omnibus Appropriations Bill Provides \$12 million for Pediatric Dentistry

Congress passed two legislative spending bills on Dec. 19, 2019, totaling \$1.4 trillion to keep the government running through the remainder of fiscal year 2020. The bills include funding for the AAPD's key appropriations issue. H.R. 1865, known as the domestic priorities and international assistance appropriations minibus, totaled \$540.4 billion and was made up of eight appropriations bills: Labor-Health and Human Services-Education, Agriculture, Energy and Water Development, Interior-Environment, Legislative Branch, Military Construction-Veterans Affairs, State-Foreign Operations, and Transportation-Housing and Urban Development. H.R. 1158, the national security appropriations minibus, totaled \$860.3 billion and includes the Defense, Commerce-Justice-Science, Financial Services and General Government, and Homeland Security appropriations bills. President Trump signed both measures into law on Dec. 20, 2019, as P.L. 116-94 and P.L. 116-93.

In terms of AAPD's top funding priority, Title VII pediatric dentistry, the following favorable report language from House Committee Report 116-62¹⁷ from May 15, 2019, became official:

"Oral Health Training

The Committee recommends \$40,673,000 for Oral Health Training programs, the same as the fiscal year 2019 enacted level and \$40,673,000 above the fiscal year 2020 budget request. These programs serve to increase the number of medical graduates from minority and disadvantaged backgrounds and to encourage students and residents to choose primary care fields and practice in underserved urban and rural areas.

The Committee includes not less than \$12,000,000 for General Dentistry Programs and not less than \$12,000,000 for Pediatric Dentistry Programs. The Committee directs HRSA to provide continuation funding for predoctoral and postdoctoral training grants initially awarded in fiscal year 2015, and for section 748 Dental Faculty Loan Program (DFLRP) grants initially awarded in fiscal years 2016, 2017, 2018 and 2019. The Committee continues to support DFLRP awards with a preference for pediatric dentistry faculty supervising dental students or residents and providing clinical services in dental clinics located in dental schools, hospitals, and community-based affiliated sites."

Report Language Related to Dental Medicaid

Report language from House Committee Report 116-62 related to dental Medicaid became official as well. This urges CMS to appoint a chief dental officer and instructs auditors of dentists to utilize the clinical guidelines, best practices and policies of the AAPD and ADA. This language was strongly supported by the ADA and AAPD.

Tax Repeals of Note in Final FY 2020 Omnibus Spending Bill

P.L. 116-94 referenced above also included the repeal of several problematic tax provisions.

- **Permanent repeal of the 2.3 percent medical device tax** that was included in the Affordable Care Act. Implementation of this tax had been delayed by Congress several times, but was scheduled to begin in 2020. Many health-care organizations, including the Organized Dentistry Coalition (coordinated by ADA, of which AAPD is a member) had long advocated for this permanent repeal.
- **Full repeal of the “Cadillac tax” on high-cost employer-provided health plans.** Enacted as part of the Affordable Care Act, the Cadillac tax would have imposed a 40 percent excise tax beginning in 2022 on employer-provided health plans that exceed \$11,200 for an individual and \$30,100 for a family.
- **Repeal of the UBIT tax on employee fringe benefits provided by tax-exempt organizations.** Originally enacted under the 2017 tax law, this provision required associations and other tax-exempt organizations to pay a 21 percent unrelated business income tax (UBIT) on employee benefits, such as parking and transportation. Known as the “church parking tax”, there was a two-year advocacy and grassroots campaign by the American Society of Association Executives (ASAE) and the UBIT Coalition, working towards repeal.

HRSA Title VII FY 2020 Post-Doctoral Training Grant NOFO Released; AAPD Provides Technical Assistance to Encourage Applications

In anticipation of a new HRSA grant cycle and in our effort to promote a robust number of pediatric dentistry applications, AAPD prepared a free webinar pediatric dental program directors on grant writing and planning. This was presented live by Academic Trustee at-large Dr. Homa Amini on Oct. 11, 2019, and is available for online viewing/listening at any time for AAPD members.¹⁸

When the HRSA Notice of Funding Opportunity (NOFO) for Postdoctoral Training in General, Pediatric, and Public Dentistry was released on Nov. 13, 2019, the AAPD immediately notified pediatric dentistry program directors of the Feb. 12, 2020, application deadline. According to HRSA:

“The program provides funding to improve access and delivery of oral health care services for all individuals, particularly vulnerable populations and individuals located in rural and/or underserved areas. Eligible applicants include entities that have programs in dental schools, or approved residency or advanced education programs in the practice of general, pediatric or public health dentistry, which may include dental schools, public or private not-for-profit hospitals, or other public or private non-profit entities, including faith-based and community based organizations.”

The AAPD was pleased that the HRSA NOFO adopted many AAPD recommendations that such grants focus on program quality upgrades that improved care for under-served areas and populations, in-stead of merely expansion of positions. AAPD also sent reminders of a HRSA technical assistance webinar on Dec. 13, 2019, and subsequent conference call in January, along with several additional reminders and guidance prior to the grant deadline. HRSA recently announced 27 Title VII FY 2020 grants to enhance postdoctoral dental residency training programs in rural communities. Six awards were directed solely to pediatric dentistry programs, and another ten include pediatric dentistry in collaboration with general dentistry and dental public health. HRSA awarded a total of \$13,004,548, with \$8,092,627 supporting pediatric dentistry.

HRSA Retains Sealant Measure Based on AAPD-ADA Recommendations

On Dec. 13, 2019, the Health Resources and Services Administration (HRSA) announced in the *Federal Register* that based upon public feedback, the agency will retain the dental sealant measure for 2020 UDS reporting (Dental Sealants for Children Between 6-9 Years). HRSA also decided to not add the fluoride varnish measure for 2020 UDS.¹⁹ As reported in the November 2019 *PDT*, on Aug. 27, 2019, the AAPD and ADA wrote HRSA urging them not to replace the measure of Dental Sealants for Children Between 6-9 Years. This measure is utilized in HRSA's oversight of its community health centers program. HRSA had requested public comment on a proposal to replace this measure with one titled Primary Caries Prevention Intervention as Offered by Primary Care Providers (CMS74v9). The letter, signed by then-ADA President Jeffrey M. Cole, ADA Executive Director Kathleen T. O'Loughlin, then-AAPD President Kevin J. Donly, and AAPD Chief Executive Officer John S. Rutkauskas stated: “Research has shown that sealants are effective in preventing occlusal carious lesions in the molars of children when compared with controls without sealants.” The letter referenced the evidence-based clinical practice guideline released in 2016 by the ADA and AAPD that found sealants could minimize the progression of noncavitated occlusal carious lesions and effectively prevent and arrest pit-and-fissure occlusal carious lesions of primary and permanent molars in children and adolescents compared with the nonuse of sealants or use of fluoride varnishes. The letter is available on the AAPD website.²⁰

AAPD, ADA, and AGD Oppose CMS Plan to Rescind Access Monitoring Review Plans by State Medicaid Agencies

On Sept. 13, 2019, the AAPD, ADA and AGD (Academy of General Dentistry) wrote the Centers for Medicare and Medicaid Services (CMS) to comment on their proposed rule CMS-2406-P2, entitled *Medicaid Program; Methods for Assuring Access to Covered Medicaid Services-Rescission*.

The AAPD-ADA-AGD regulatory comment letter noted that Medicaid plays an essential role in our nation's oral health safety net, as over 23 million Medicaid enrollees receive dental services via Fee-for-Service (FFS) and an additional 5.3 million Medicaid enrollees receive them via combined FFS/managed care. These include pregnant women, children, the elderly, the disabled, and patients with a chronic and/or complex health condition. It is critical that these beneficiaries have access to quality services received in a timely manner. While acknowledging CMS efforts to strike a balance between maintaining access to care and providing states with flexibility, the groups opposed CMS' proposal to rescind the November 2015 Medicaid access rule. That rule required states to develop and submit an **access monitoring review plan (AMRP)**. These AMRPs provide a means for CMS to measure access to care and reimbursement rates. Further, using a checklist developed by the ADA,²¹ state dental associations review the AMRPs and ensure that the states have plans in place to ensure access to care for FFS beneficiaries. It is important that state dental associations and other stakeholders – such as state pediatric dentistry chapters with our Public Policy Advocates network – undertake this review.

Therefore, the comment letter urged CMS to develop a template and standardize AMRPs, and also utilize the ADA's checklist as a foundational tool for such standardization for the dental benefit within Medicaid FFS programs. Within the rule, CMS notes that it is developing a methodology for reporting Medicaid access data in lieu of AMRPs. The comment letter recommended that CMS should first issue criteria for improving the AMRPs before loosening the monitoring requirements: "Any methodology used in place of an AMRP must be built on sound data and analyses, must be reported by states to CMS on an annual basis, and must be in place before the AMRP requirement is rescinded." The ADA, AGD, and AAPD also requested the opportunity to participate in the review process. Ultimately, it was recommended that CMS should monitor rate reductions and maintain a process for beneficiaries and providers to provide input on the implications of rate reductions. While there is a lot of variation between states on Medicaid FFS reimbursement rates, the comment letter noted that on average in 2016, Medicaid FFS reimbursement was 49.4 percent of fees charged by dentists for children and 37.2 percent for adults.²² This shortfall in reimbursement threatens access to care.

Organized Dentistry Coalition Supports Repeal of Section 1557 Language Posting Requirements

On Aug. 13, 2019, the Organized Dentistry Coalition (ODC), which includes the AAPD and ADA, submitted a regulatory comment letter to the U.S. Department of Health and Human Services Office for Civil Rights' (OCR) supporting a proposal to amend portions of the Section 1557 Final Rule. This is the provision of the Affordable Care Act that prohibits health care entities that receive federal financial assistance from discriminating on the basis of race, color, national origin, age, disability and sex. Implemented in 2016, the final rule applies to health care providers who receive certain funds through HHS, including Medicaid and the Children's Health Insurance Program. Among other provisions of the OCR's proposal, there would be a **repeal of the Section 1557 requirements for covered dental practices to post taglines in the top 15 non-English languages spoken in the state and notices of nondiscrimination**. The proposal would also expand permissible use of audio-based interpretation services for individuals with limited English proficiency. The ODC letter said each dental coalition member "strongly supports non-discrimination in health care and equal access to care for all patients without regard to race, color, national origin, sex, age, religion or disability," but noted dentists have reported 'great difficulty' complying with this provision of the rule." Further, coalition members "believe that the repeal of these requirements will lead to cost savings and will allow staff to spend time on appropriate patient care and communication instead of time on interpreting and complying with the regulations." The coalition also expressed support for the proposed rule's exemption from the auxiliary aids and services requirements for covered entities with fewer than 15 employees.

The PPA network has proved tremendously effective in conveying important COVID-19 information to chapter members while sharing state-level decisions with the AAPD. They have been closely involved in advocacy with their governor, state legislators, state and local public health officials, and their state Medicaid agency (SMA).

See the full list of AAPD PPAs on page 32.

Dental Letter, State Legislative Hearing, Press Coverage, and New Legislative Bill Put Spotlight on Unreasonable Medicaid Dental Audits in Nebraska

The AAPD, American Dental Association, Nebraska Society of Pediatric Dentistry and Nebraska Dental Association (NDA), troubled by the growing number of Medicaid pediatric dental audits in Nebraska that are harming children's access to oral care, wrote the state's Medicaid agency on November 6, 2019 stating that the audits have led to "unfortunate outcomes detrimental to the program's goal of improving oral health access for children of low-income families." The organizations said they believe that dental auditors were not basing their reviews on AAPD's accepted clinical recommendations and were "second-guessing clinical decision-making by pediatric dentists absent appropriate peer review by a dentist with equivalent educational training." The audits questioned the use of stainless steel crowns in children at high caries risk, many with signs of severe decay on multiple teeth, and requested significant refund of payments for alleged inappropriate treatment. The letter asked the Nebraska Division of Medicaid and Long-Term Care to halt the audits and require all future Medicaid dental auditors to utilize dental profession clinical guidelines, best practices and policies of the appropriate specialty organization, and require contracted auditors to utilize licensed dentists of equivalent education and training as the dentists being audited and to have experience in treating Medicaid patients. There was featured story about the letter in ADA News, including a front page story in the printed version, and AAPD also posted the letter and summary on our website.²³

On Dec. 13, 2019, the Nebraska Legislature's Health and Human Services Committee held a hearing that included testimony on the Medicaid UPIC (Uniform Program Integrity Contractor) dental audits. The dental audit portion lasted for a little under an hour. The witnesses all did an outstanding job; these included pediatric dentists Drs. Marty Killeen (the first pediatric dentist impacted by these audits), Jill Wallen (head of pediatric dentistry at the University of Nebraska dental school), and Jessica Meeske (former AAPD NorthCentral Trustee and member of the AAPD's Committee on Dental Benefit Program and Pediatric Dental Medicaid and CHIP Advisory Committee), along with the mother of a special needs child. In a bit of great timing, coordinated between the Nebraska Society of Pediatric Dentistry and AAPD, there was a front page news story Friday morning of the hearing in the *Omaha World-Herald* and a subsequent editorial supporting the dental community's position.²⁴

A subsequent state legislative hearing was held in February 2020 with many of the same witnesses from the December hearing, along with NDA contact lobbyist Kim Robak. This was followed by the introduction of legislation, LB 1105, that expands the state's existing RAC audit law to require all Medicaid audits to have peer review by same specialists and follow the best practices and guidelines of national organizations. If approved, LB 1105 may turn out to be a model law for other states to consider, and possibly submitted to NCSL and/or NCOIL²⁵ for their endorsement.

Grass Roots Network

The AAPD occasionally issues **Action Alerts** asking that Members of Congress be contacted on important legislative or regulatory priorities for pediatric dentistry. We use a software program that is very simple and easy to use. If you wish to join over 600 of your colleague on our Grass Roots Network and receive all future alerts, you can sign up on the AAPD website.²⁶



The image shows a promotional card for the AAPD Grass Roots Network. At the top left is the AAPD logo with the tagline "AMERICA'S PEDIATRIC DENTISTS THE BIG ADVOCATE for little teeth". The main text reads: "Want to be an even better Advocate for Children? JOIN THE AAPD GRASS ROOTS NETWORK Your Grassroots and Advocacy Network Sign up today on the back of this card!". At the bottom is the AAPD PAC logo with the text "AAPD PAC THE BIG ADVOCATE for little teeth". A footer at the very bottom says "For more information, visit aapd.org/advocacy or email mbjerkie@aapd.org".

State Public Policy Advocates (PPAs)

The AAPD through the Council on Government Affairs (CGA) initiated a state Public Policy Advocate initiative in 2012 to strengthen and coordinate state-level advocacy efforts by our state chapters. A PPA serves as the state pediatric dentistry chapter's advocate for the oral health issues of infants, children, adolescents and patients with special health care and developmental needs. The PPA represents the chapter in promoting children's oral health issues with the state legislature and other elected bodies, state regulatory agencies (including Medicaid and health departments), licensing bureaus, professional health and child welfare organizations, oral health coalitions, foundations, institutions of dental education, publicly-funded safety net programs, and the private sector benefits industry. The PPA closely coordinates their activities with those of the state dental association. PPAs serve as an advocacy liaison between the state pediatric dentistry chapter and the state dental association.

We continue to convene PPA quarterly conference calls to share information and discuss strategy. Annual written reports from PPAs are including the Council on Government Affairs annual report that is available on the AAPD website. **There are PPAs in 47 states plus the District of Columbia.** Note the following new or replacement PPAs as approved by the CGA over the past year:

Kentucky: Kirby Hoetker
South Dakota: Karli Williams

North Carolina: Dylan S. Hamilton

If you want to get more involved with advocacy at the state level and help your state chapter, please contact your PPA. They will be happy for assistance. The current listing is below:

Alabama

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Alaska

Dr. Jessica Blanco
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The AAPD PAC had Another Very Productive Year



AAPD PAC
THE BIG ADVOCATE for little teeth



Pictured l-r: AAPD CEO Dr. John Rutkauskas, Congressman Van Drew, and AAPD President Dr. Kevin Donly.



Pictured l-r: Dr. Jade Miller (Congressional Liaison-designee), Dr. Warren A. Brill (Congressional Liaison-designee), Congresswoman Clarke, Dr. Reneida Reyes (past AAPD PAC Chair and member of PAC Advisory Board), and Dr. Heber Simmons Jr. (Congressional Liaison).



Pictured l-r: Congressman Pocan, Dr. Hartmann

I commend our membership for their strong support of the AAPD PAC. Please refer to the Annual Report from PAC Steering Committee for more details, which you will receive electronically later this summer. A detailed list of our 2019 supporters is printed there, and was also printed in the May 2020 PDT.

Below is our current PAC Steering Committee. *Note that our Chair for the past two years, Dr. Warren A. Brill, will still be heavily involved in PAC activities with his service as Co-Congressional Liaison.*

Clifford R. Hartmann, Chair (2021)

Lynn K. Fujimoto, Vice Chair (2021)

John S. Rutkauskas, Treasurer

Kerry Dove, Assistant Treasurer (2021)

C. Scott Litch, Secretary

Robert J. Moreau (NE) (2025)

Chad S. Eslinger (SE) (2026)

Colleen Greene (NC) (2025)

Jason A. Zimmerman (SW) (2024)

J. Kyle House (W) (2024)

Angela M. Stout, Board Liaison

YOUR AAPD STAFF CONTACTS FOR GOVERNMENT RELATIONS AND PAC INQUIRIES

Chief Operating Officer and General Counsel C. Scott Litch (and Secretary to the AAPD PAC)
Margaret Bjerklie, Governance and Operations Manager



AAPD® Support for Educational Training Programs

(Residency/Postdoctoral and Predoctoral)

We continue to support our training programs, and during the many challenges of the COVID-19 pandemic we helped facilitate weekly Zoom meetings to share information and advocate for CODA flexibility to assist with on-time graduation of the 2020 pediatric dentistry residency class.

Master Clinician Scholarships for the Institute for Teaching and Learning Course

To address the critical shortage of pediatric dental clinical faculty in residency programs and dental schools, the AAPD established its Master Clinician Scholarship in 2008. For the eleventh consecutive year, the AAPD and the AAPD Foundation will provide scholarships to our members to participate in the AAL Institute for Teaching and Learning (ITL) as well as receive complimentary registration to Comprehensive Review: Advances in Pediatric Dentistry. The ITL is an intense professional development program created for early and mid-career dental faculty and private practice dentists interested in transitioning to an academic career. The overall program goal is to help participants refine teaching skills to enhance the quality of their interactions with students and to develop other skills that facilitate confidence, job satisfaction, and professional growth in the academic environment.

2019-2020 Master Clinician Scholarship recipients were:

Dr. Thomas C. Sorensen

University of Utah School of Dentistry

Dr. Jennifer Logigian

Arizona School of Dentistry and Oral Health

2020 AAPD Graduate Student Research Award (GSRA) Competition

The AAPD Graduate Student Research Award was established in 1989 for current and recent pediatric dentistry students and residents. The AAPD Committee on Scientific Affairs selects eight finalists to present their research during the Annual Session. Since the Annual session had to be canceled this year, the finalists conducted their oral presentations virtually via recorded videos. Finalists receive a cash award and plaque. A matching cash award is given to each finalist's training program. Congratulations to the following winners:

Andres J. Alvarez, D.M.D., M.S.

University of Florida College of Dentistry, Department of Pediatric Dentistry – Early Childhood Caries Recurrence: Who Are the Culprits?

Jonathan M. Ang, D.D.S.

Boston Children's Hospital, Boston, Mass. – The Distinct Microbiota of Pediatric Dental Abscesses and Cellulitides

Megan R. Charowski, D.M.D.

University of Tennessee Health Science Center, Memphis, Tenn. – Effects of Animal Assisted Therapy in Children Undergoing Sealant Placement

Alexis P. Chauhan, D.M.D., M.P.H., M.S.

The University of Toledo Medical Center, Toledo, Ohio – A Comparison of Pediatric Health Histories

Alaa Al Jameel, B.D.S.

University of Texas — San Antonio, San Antonio, Texas – Demineralization Inhibition of Enamel at Restoration Margins: An In Vitro Study

Deepti S. Karhade, D.M.D.

University of North Carolina, Chapel Hill, N.C. – An Automated Machine Learning Classifier for Early Childhood Caries Prediction

Roshan V. Patel, D.M.D.

Cincinnati Children’s Medical Center Hospital, Cincinnati, Ohio – Minimizing Retreatment of Primary Molars under General Anesthesia

Miguel Simancas-Pallares, D.D.S., M.S.

University of North Carolina, Chapel Hill, N.C. – Racial/Ethnic Differences in the Clinical Presentation of Early Childhood Caries

Plus a special congratulations to the Ralph McDonald award (overall GSRA) winner Dr. Deepti S. Karhade!

Pediatric Dentistry Residency Continues to Soar in Popularity

Pediatric dentistry continues to be a popular specialty with graduates as evident by the continued growth in Match results for the 2020–21 academic year. For the 2020–21 academic year, the number of positions offered and residency positions filled surpasses all specialties and advanced education in general dentistry programs participating in the Match.

PROGRAM	APPLICANTS PARTICIPATING IN THE MATCH	POSITIONS OFFERED	MATCHES/ POSITIONS FILLED	UNFILLED POSITIONS
Pediatric Dentistry	685 (+16)	429 (-4)	416 (+1)	13 (-5)
Adv. Education in General Dentistry	559 (+45)	366 (+3)	246 (+27)	120 (-24)
Orthodontics	502 (-34)	318 (-1)	308 (+1)	10 (-2)
Oral and Maxillofacial Surgery	438 (+22)	235 (-1)	230 (+4)	5 (-5)
Periodontics	350 (+38)	152 (-4)	151 (-1)	1 (-3)
Prosthodontics	239 (+16)	123 (-7)	108 (-6)	15 (-1)
Dental Anesthesiology	48 (+4)	28 (+3)	26 (+1)	2 (+2)

The number in parentheses represents the changes (plus or minus positions) as compared to last year.

Complete results of the 2020–21 Match are on the National Matching Service website.²⁷

Annual data on accredited programs and enrollment (Survey of Advanced Dental Education) is gathered and maintained by the Health Policy Institute of the American Dental Association (ADA). Their latest data from the 2019–20 academic year is available. While this data lags behind Match data, it does represent ALL positions and training programs since not all programs participate in the Match. For 2019-20, there 82 pediatric dentistry residency programs accredited by the Commission on Dental Accreditation (CODA), enrolling a total of 973 pediatric dentistry residents. There were 479²⁸ first year enrollees and 460 graduates in 2019-20.²⁹

In terms of practicing dentists in the U.S., pediatric dentistry is currently the second largest dental specialty, following orthodontics³⁰:

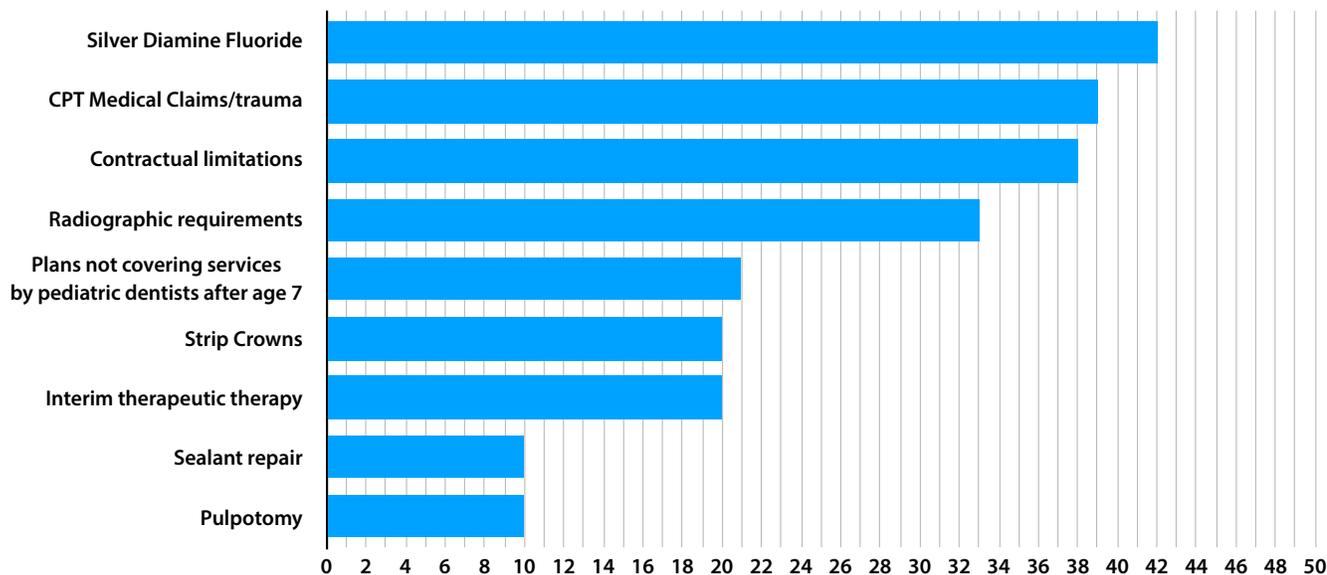
General Practice	157,676	Endodontics	5,704
Orthodontics	10,779	Prosthodontics	3,723
Pediatric Dentistry	8,033	Oral and Maxillofacial Pathology	429
Oral and Maxillofacial Surgery	7,509	Public Health Dentistry	835
Periodontics	5,751	Oral and Maxillofacial Radiology	151

YOUR AAPD STAFF CONTACTS FOR RESIDENCY TRAINING AND PREDOCTORAL EDUCATION ISSUES

Education Development and Academic Support Manager Leola Royston

AAPD® Dental Insurance and Dental Coding Assistance

The AAPD provides members with hands-on assistance related to third-party reimbursement (dental and medical insurance) and coding. Our goal is to answer your questions regarding dental and medical coding, effective utilization of dental benefits and provide technical assistance to help resolve any difficulties that your practice may be having with claims submitted to dental or medical plans. Calls come in regularly from members seeking assistance with appealing denied claims, determining appropriate coding, utilizing general anesthesia legislation requirements, coordination of benefits, conversion of dental to medical and diagnostic codes, the Affordable Care Act as it relates to pediatric oral health benefits, and various other third party reimbursement issues. Below is a summary of the insurance or coding matter and number of member calls received in the period from January 2019 to January 2020. All inquiries have been successfully resolved for AAPD members.



Coding and Insurance Manual

An electronic update of the AAPD Coding and Insurance Manual (2020) was offered to members free of charge due to the generous support from Avesis Dental, Delta Dental of California and MCNA Dental. These corporate partners previously covered all printing and mailing costs for the 2017 Manual. The 2020 update included dental procedure codes, medical procedure codes and diagnostic codes used routinely by pediatric dentists. It also offered recommendations for submitting dental and medical claims, the appeal process for denied dental claims, contacts for all State Insurance Commissioners, carrier-friendly narratives for common procedures and a glossary of pediatric dental terms and other sources of pertinent information useful to the dental team.

Ongoing Coding and Insurance Resources

The dental benefits and coding webpage on AAPD's website continues to be updated with new and pertinent information. Most recent updates include COVID 19 coding and infection control, benefit information on tele-dentistry, frequency limitations on evaluations, prophylaxis and other preventive procedures. In addition, timely insurance and coding information, legislation regarding non-covered services, general anesthesia and the Affordable Care Act is regularly included in AAPD *E-News*.

A Code Workshop was offered in February 2020 to the Maryland Pediatric Dental Society by Mary Essling. She also continues to author Behind the Code articles of interest for *PDT*:

July 2019

Medicaid-Medicare-CHIP Service Dental Association Annual Meeting

September 2019

ADA Credentialing Program—Spend More Time with Patients, Less on Paperwork

November 2019

Coding Advice on Primary Tooth Extractions
Know Where Auditors Look For Fraud on Dental Claim Form

March 2020

The 2019 ADA Claim Form is Now in Effect

Dental Benefits Symposium 2020

With the advent of the COVID pandemic, 2020 Annual Session plans for the Dental Benefits Symposium were cancelled. The speaker panel was to consist of: Dr. Betsy Shapiro addressing language in payor contracts and how that language can impact your patients and the success of your practice; Christine Taxin discuss diagnostic coding for dental plans and claims and its potential future uses; and Teresa Duncan to update recent coding additions, preview what's to come for 2021 and tackle top pediatric coding FAQs. Fortunately, Ms. Taxin was able to present during NashVirtual, and Ms. Duncan participated in an AAPD Pedo Teeth Talk podcast to discuss tele-dentistry.

Interactions with Dental Benefits Industry

Mary Essling and the CDBP continue to interact and attend meetings on a regular basis with the American Association of Dental Consultants (AADC), National Association of Dental Plans (NADP), and America's Health Insurance Plans (AHIP). Some of the scheduled spring 2020 meetings were cancelled due to COVID-19. Meetings under consideration or under commitment for AAPD participation in 2020-21 include the AHIP national conference in Washington DC, the Annual Spring Workshop of the AADC, the NADP Annual Converge Meeting, and the National Conference of Insurance Legislators Annual Meeting.

Mary Essling and CDBP Chair Dr. Jim Nickman were scheduled to meet with the payer community at the April AADC meeting in Florida. Since this meeting was cancelled, the AAPD met with payer groups virtually on April 28, 2020 to discuss member issues. Matters covered included contract provisions, overhead costs for PPE/reimbursement, and frequency leniency for periodicity schedules due to the COVID-19 pandemic.

YOUR AAPD STAFF CONTACT FOR INSURANCE AND CODING INQUIRIES

Dental Benefits Director Mary E. Essling

Code on Dental Procedures and Nomenclature (CDT Code) Update and AAPD Initiatives

The ADA's Code Maintenance Committee (CMC) ensures that all stakeholders have an active role in evaluating and voting on CDT Code changes. The CMC is a 21-member voting body that votes to accept, amend or decline requests.³¹ All requests where the decision is appealed by the submitter are returned to the CMC for further consideration.

Notable **CDT 2021** additions, deletions, and revisions that pertain to pediatric dentists are as follows:

- Editorial revisions to two CDT2020 codes, D1557 and D1558, regarding removal of a fixed bilateral space maintainer to eliminate the descriptor "procedure performed by the dentist or practice that did not originally place the appliance". The descriptor is inconsistent with the other new unilateral space maintainer removal code D1556.
- A new code was created to record use of Silver Nitrate, Silver Diamine Fluoride, or other agents in a preventative fashion.
- The current frenectomy code was deleted and two new codes were created to document labial/buccal frenectomies and lingual frenectomies (allowing more specificity).

Following the scheduled CMC meeting on March 12, 2020, the CMC convened virtually in mid-April to review and discuss new codes for COVID testing for inclusion in CDT 2021. The CMC unanimously voted to approve the following two codes, that will become official upon release in January, 2021:

DOXXX antigen testing for a public health related pathogen including coronavirus

DOXXX antibody testing for a public health related pathogen including coronavirus

The current code until CDT 2021 is implemented is D0999 unspecified diagnostic procedure, by report.



AAPD® Education On Demand

A course or a podcast. We have it for you!

The AAPD continues to provide relevant continuing education courses designed to meet your needs. The CE course calendar for 2019-20 was a full and successful one based on the attendance figures and favorable participant evaluations. We thank the CE Course Faculty for the time they take to create meaningful handouts and presentations, plus the time away from their professional and personal lives. Their dedication to providing high-quality continuing education is the driving factor behind the success of the AAPD CE courses.

Education Passport

The Education Passport is AAPD's online learning portal! A new website was launched in March 2020 for the Education Passport.³² Listen to recordings and earn CE for AAPD's past courses including: AAPD 2019, NashVirtual, Safe & Effective Sedation, Comprehensive Review, Safety Symposium, Qualifying Exam Prep Course, and more! Visit educationpassport.aapd.org to log in and start earning digital CE today!



Final Attendance for Fall 2019 and Spring 2020 CE Courses

Oral Clinical Examination Review

Aug. 22, 2019: Montreal, Canada
Final attendance was 114; the budgeted attendance was 200.

Comprehensive Review of Pediatric Dentistry

Aug. 23-25, 2019: Montreal, Canada
Final attendance was 183; the budgeted attendance was 220.

Safe and Effective Sedation of the Pediatric Dental Patient

Oct. 11-13, 2019: Atlanta, Ga.
Final attendance was 214; the budgeted attendance was 270.
The Assistant's Course final attendance was 52; it was budgeted at 90.

Safety Symposium: Hidden Threats and Safe Practices, Steps to Creating a Safe Dental Home

Nov. 8-9, 2019: Chicago, Ill.
Final attendance was 181; the budgeted attendance was 250.

Qualifying Examination Prep Course

Feb. 7-9, 2020: Orlando, Fla.
Final attendance was 279. The budgeted attendance was 200.

Safe and Effective Sedation of the Pediatric Dental Patient

March 26-28, 2020: Tampa, Fla.
Canceled due to COVID 19. The budgeted attendance number was 130.

Management of Pediatric Sedation Emergencies: A Simulation Course

March 29, 2020: Tampa, Fla.
USF Health CAMLS Simulation Center
Canceled due to COVID 19. The budgeted attendance number was 30.

Pedo Teeth Talk Podcasts

AAPD's podcast, Pedo Teeth Talk, remains popular! Check out the app nearest you to subscribe and listen to the Pedo Teeth Talk presented by AAPD with our host, Dr. Joel Berg. New episodes are released the second Tuesday of each month, and new this year was a special mini-series with episodes discussing how the COVID-19 pandemic is effecting pediatric dentists. Pedo Teeth Talk is sponsored by Hu-Friedy. Below is a list of Podcasts over the past year; they available on iTunes, Spotify, Google Podcasts, Stitcher, and aapd.org, and to date all our podcasts have 92,656 total downloads!



PODCAST TITLE	GUEST	RELEASE DATE	ALL TIME LISTENS
The 5 Habits Fear Uses to Keep you Crazy Busy	Judi Holler	June 11, 2019	2,410
Autism and How it Relates to Pediatric Dentistry	Purnima Hernandez	July 9, 2019	2,815
Zirconia Crowns: Do You Use Them? Here's When and How!	Bill Waggoner	Aug. 13, 2019	2,498
Leadership Institute: Lessons I Learned & How I Apply Them	Oshmi Dutta	Sept. 10, 2019	2,299
Tongue Tie, Frenectomy, Babies, Breastfeeding—Get the Facts and Learn How to Talk with Parents	Ray Tseng	Oct. 8, 2019	2,850
How to Make Sure that the Pediatricians with Whom You Work With are Saying the Right Thing	Charlie Czerepak	Nov. 12, 2019	2,220
Do We Need More Pediatric Dentists in the U.S., or Just in Some Places?	Paul Cassamassimo	Dec. 10, 2019	2,177
Dental Anesthesiology is Now Recognized Specialty of Dentistry: What this Means for You	Jeff Brownstein	Jan. 7, 2020	2,106
Ask the Mediatrix: Get Practical Advice for Media Use by Children	Michael Rich	Feb. 11, 2020	1,849
Everything You Need to Know About Infection Control (In 25 Minutes)	John Molinari	March 10, 2020	1,860
AAPD Chief Policy Officer Discusses the COVID-19 Crisis and What it Means for Pediatric Dentistry	Paul Casamassimo	March 20, 2020	1,496
What the CARES Act Means to Me and My Practice	Mike Graham	April 1, 2020	1,226
Leadership, Ethics, and Managing Through a Crisis that We Never Imagined Would Happen	Tim Feddersen	April 2, 2020	1,198
One Pediatric Dentist's Observations & Actions to Date in Early Response to COVID-19	Ron Hsu	April 3, 2020	1,449
I Hear About Teledentistry but What Does That Mean? How Do I Use It?	Teresa Duncan	April 7, 2020	1,208
Things to Do Right Now While Your Practice is In Hiatus: Listen to a Management Expert	Lilly Cortes Pona	April 9, 2020	1,293
The Age One Dental Visit: As Important As Ever	Kevin Donly	April 14, 2020	1,495
Let's Get Social! Unleashing the Power of Social Media to Take Your Dental Practice to the Next Level	Rachel Micay	May 12, 2020	814

YOUR AAPD STAFF CONTACTS FOR CE AND MEETINGS

Senior Meetings and Continuing Education Director Kristi Casale
Meetings, Exhibits, and Sponsorship Manager Colleen Bingle
Meeting Services Manager Caroline Oliva
Meeting Services Associate Kelly Stancato

American Board of Pediatric Dentistry

The AAPD maintains an excellent workshop relationship on both the volunteer and staff level with our specialty's certifying board, the American Board of Pediatric Dentistry. Since 1964, the AAPD has sponsored the American Board of Pediatric Dentistry (ABPD), fulfilling a requirement that to be recognized as a specialty an organization must demonstrate the ability to establish a certifying board (CDEL/ADA 2001). As the credentialing and certifying arm of the specialty, ABPD has a vision that we support:



To achieve excellence in pediatric dentistry through certification of all pediatric dentists.

As of this writing, 6,240 pediatric dentists are board certified, which represents more than 86 percent of eligible AAPD members. There are another 889 active candidates and 675 active applications in the certification process. This is a tremendous achievement for the ABPD and for the profession of pediatric dentistry!

The AAPD leadership and my office continues to support ABPD's efforts to encourage all Academy members to be certified and to enroll in the renewal of certification process.

In Memoriam

Dr. Laura Aeschlimann	Souix Falls, S.D.
Dr. Harold W. Bonus	Glen Ellyn, Ill.
Dr. William E. Brown, Jr.	Ann Arbor, Mich.
Dr. Eugene S. Eggers	De Pere, Wis.
Dr. Clemens A. Full	Iowa City, Iowa
Dr. Lia Nilda Furtado	Fortaleza, Mexico
Dr. James B. Hall, III	Macon, Ga.
Dr. David K. Hennon	Indianapolis, Ind.
Dr. Ronnie J. Holland	Buffalo, N.Y.
Dr. Milton I. Houpt	Englewood, N.J.
Dr. Richard S. McConville	Los Gatos, Calif.
Dr. Jerome B. Miller	Guthrie, Okla.
Dr. Stephen R. Nelson	Lakeville, Minn.
Dr. Deborah A. Redford-Badwal	West Hartford, Conn.
Dr. Chris H. Sarlas	Palos Heights, Ill.
Dr. Yoshiyuki Sato	Fort Defiance, Ariz.
Dr. John P. Thomas	Portland, Ore.
Dr. Andrew Soderstrom	Modesto, Calif.
Dr. Stephen H. Wei	Hong Kong, China
Dr. Stephen T. White	Austin, Texas
Dr. Gerald Z. Wright	London, ON Canada

What's New with the AAPD's Headquarters Office Staff?

Achievements

We congratulate Governance and Operations Manager Margaret Bjerklie on achieving CAP (Certified Administrative Professional) status.

COO and General Counsel C. Scott Litch was one of four Honorary Fellows inducted into the American College of Dentists (ACD) at their ceremony on Sept. 5, 2019. The ACD Honorary Fellowship is bestowed on individuals who do not hold a dental degree but have significantly advanced the profession of dentistry or oral health care and have shown exceptional leadership. Scott was nominated for this honor by Drs. Joel H. Berg, Warren A. Brill, Steven D. Chan, John S. Rutkauskas, Jade Miller, Jerome B. Miller and Heber Simmons Jr.

We congratulate Senior Membership and Chapter Relations Director Suzanne Wester on obtaining her CAE certification (Certified Association Executive). She was recognized along with other new CAEs at the Annual Meeting of the American Society of Association Executives in Columbus, Ohio, in August 2019.

Promotions

- Tom Jurczak – Senior Business Services Director
- Leola Royston – Education Development and Academic Support Manager
- Lily Snyder – Web and Social Media Manager
- Suzanne Wester – Senior Membership and Chapter Relations Director.

New Staff

We welcomed Clare Conte as Project Coordinator for the Research and Policy Center.

Interns

We acknowledge fine the work of our 2019 Summer Interns: Government Affairs Intern Hannah Fogel (2020 graduate of Loyola University Chicago), Communications Intern Zoey De-gen (2020 graduate of the University of Missouri), and Government Affairs Intern Atif Osmani (2020 graduate of the University of Chicago. Unfortunately the COVID-19 financial impact on AAPD's budget forced cancellation of summer 2020 internships in Public Policy and Public Relations.

Hiring Freeze and Departures

Due to significant COVID-19 financial impact on the AAPD budget in causing the cancellation of the 2020 Annual Session in Nashville, I made the difficult decision to institute a hiring freeze and lay off several staff in the Foundation, Communications/Publications department and Public Relations department.

1. <https://www.aapd.org/about/about-aapd/news-room/COVID-19-Resources/>
2. https://www.aapd.org/education/pedo-teeth-talk/aapd_podcasts/
3. <https://www.aapd.org/about/about-aapd/member-benefits/>
4. <https://www.aapd.org/resources/member/fellow/>
5. <https://www.aapd.org/about/about-aapd/news-room/latest-news/>
6. To access the article online, go to [https://jada.ada.org/article/S0002-8177\(19\)30141-2/fulltext](https://jada.ada.org/article/S0002-8177(19)30141-2/fulltext)
7. <https://www.aapd.org/research/policy-center/dental-workforce/>. To access the article, go to [https://jada.ada.org/article/S0002-8177\(19\)30141-2/fulltext](https://jada.ada.org/article/S0002-8177(19)30141-2/fulltext).
8. The full publication is posted at: <https://www.aapd.org/globalassets/media/policy-center/year1visit.pdf>.
9. <http://www.nnoha.org/events/presentation-archives/2019-nnoha-annual-conference/>.
10. These guidelines are available on the AAPD website at: https://www.aapd.org/globalassets/media/policies_guidelines/e_healthybev.pdf
11. <https://ebusiness.ada.org/education/viewcourse.aspx?id=369>.
12. Titled "Big News for Little Teeth," the slide set is available at: <https://www.aapd.org/resources/member/big-news-for-little-teeth>
13. <https://www.aapd.org/resources/member/highlight-item/new-resource/safety-toolkit/>
14. <https://www.aapd.org/globalassets/media/advocacy/2020-legislative-priorities-for-website.pdf>
15. Mr. Cuellar won the Democratic primary by a 52-48 percent margin.
16. <https://www.aapd.org/globalassets/media/advocacy/fy2021-pediatric-dentistry-appropriations-dear-colleague-letter-with-signers.pdf>
17. <https://www.congress.gov/116/crpt/hrpt62/CRPT-116hrpt62.pdf>
18. http://eventcenter.commpartners.com/se/Meetings/Playback_new.aspx?meeting.id=740212
19. <https://www.govinfo.gov/content/pkg/FR-2019-12-13/pdf/2019-26876.pdf>.
20. <https://www.aapd.org/advocacy/legislative-and-regulatory-issues/latest-advocacy-news/aapd-and-ada-oppose-replacement-of-federal-sealant-measure-by-hrsa/>
21. See American Dental Association Medicaid Toolkit, "Medicaid Fee-for-Service: Access Monitoring Plans Review Checklist," <https://www.ada.org/~/media/ADA/Member%20Center/Files/Medicaid-Fee-for-Service.pdf?la=en>.
22. See: Niodita Gupta, Cassandra Yarbrough, Marko Vujicic, Andrew Blatz, Brittany Harrison, American Dental Association Health Policy Institute Research Brief, "Medicaid Fee-for-Service Reimbursement Rates for Child and Adult Care Services for All States, 2016," https://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief_0417_1.pdf?la=en. <https://www.ada.org/en/publications/ada-news/2019-archive/november/dental-groups-urge-nebraska-medicaid-office-to-halt-pediatric-dental-audits>
23. <https://www.aapd.org/advocacy/legislative-and-regulatory-issues/latest-advocacy-news/dental-organizations-urge-nebraska-medicaid-office-to-halt-overhaul-pediatric-dental-audits/> https://www.omaha.com/livewellnebraska/health/dentists-warn-that-medicaid-audits-could-harm-children-s-dental/article_8fe6f8e0-82a5-5dc0-aff6-4a32806d4b31.html
24. https://www.omaha.com/opinion/editorial-auditing-of-nebraska-s-medicaid-funded-pediatric-dentists-needs/article_8928fe18-8ab1-5f93-ac8f-a8cd6ecb2dd4.html
25. <http://ncoil.org/>
26. <https://app.muster.com/426/supporter-registration/>
27. <https://natmatch.com/dentres/stats/statistics-summary.html>
28. This is slight increase from 471 first year positions the prior year (2018-19).
29. For the latest annual reports on accredited predoctoral, advanced and allied dental education program in the U.S., see: <https://www.ada.org/en/science-research/health-policy-institute/data-center/dental-education>.
30. Source: American Dental Association, Health Policy Institute analysis of ADA Masterfile, 2019.
31. CMC membership consists of: five representatives from the American Dental Association, one of whom will serve as chair; one representative from each of the nine recognized dental specialty organizations (the AAPD's representative is Dr. James D. Nickman); one representative from the Academy of General Dentistry; one representative from each of the following third-party payer organizations (America's Health Insurance Plans, Blue Cross and Blue Shield Association, Centers for Medicare and Medicaid Services, Delta Dental Plans Association, National Association of Dental Plans); and one representative from the American Dental Education Association (ADEA).
32. <https://educationpassport.aapd.org/>



AMERICA'S PEDIATRIC DENTISTS
THE BIG AUTHORITY on little teeth®

Welcome New Members

The AAPD would like to welcome new members. We look forward to supporting your professional needs. For further information on membership benefits please contact Membership Department at (312) 337-2169 or membership@aapd.org.

Andrew Soderstom Obituary



Andrew Soderstrom, D.D.S., C.D.A., past president and a co-founder of CDA Cares, the CDA Foundation's volunteer dental clinic, died Wednesday, April 29, following complications after a fall at his home in Modesto, Calif. He was 65.

Dr. Soderstrom held dozens of leadership positions in dentistry including executive director of the California Society of Pediatric Dentistry and several teaching positions over his 37-year career, including as assistant clinical professor of pediatric dentistry at the University of California, San Francisco School of Dentistry from 1986-1993.

At the time of his death, he owned and operated a private pediatric dental practice in Modesto and was in his eighth year as a provider at La Clinica Dental Clinic at Children's Hospital in Oakland.

He additionally served on many ADA and CDA councils and committees concerned with access to care, including as chair of ADA's Council on Advocacy for Access and Prevention in 2017 and chair of the CDA Cares Management Committee from 2013-16.

He continued to support CDA Cares and served on the board of America's Dentists Care Foundation, which provides dental chairs and equipment for the two-day clinics.

Dr. Soderstrom is survived by his wife, Donna, his children, Jill and Matt, his mother, Elizabeth, his grandchildren, Reagan and Blake, sister, Susan, and brothers, Steve and Peter.

Contributions can be made in Dr. Andrew Soderstrom's name to the Arthur A. Dugoni School of Dentistry Soderstrom Family Endowment. Funds raised by the endowment help to support the pediatric clinic at the school.

2021 Membership Directory Reminder

Your *Membership Directory* address is printed on your membership dues invoice that was recently mailed to you. Any changes or updates to your *Membership Directory* information are due to the headquarters office by **Sept. 15, 2020**. You can verify your address on your annual dues invoice or visit the *Members' Only* section of the AAPD Website (www.aapd.org) to update your profile. Please take a few moments to verify your address information to assure that AAPD has it correctly.

You may opt out of receiving a printed membership directory on your AAPD Membership Profile under "Preferences" or contact us at membership@aapd.org.

Dues Renewal

While you revive, regenerate and rebuild in this new normal, your AAPD membership is more important than ever. Since the start of the pandemic, AAPD has been working tirelessly on advocacy and compiling resources for you. Including the Re-Emergence Pediatric Dentistry Practice Checklist and pivoting the annual session online to the successful NashVirtual and most recently the PPE assistance to all Active, Life and Affiliate members from the AAPD, the AAPD Foundation and Henry Schein. July is the start our fiscal year and is traditionally the time we invoice for dues. This year we are delaying the invoicing until August and have extended the deadline to pay from Oct. 1, to Nov. 1. We will also offer members the ability to pay in quarterly installments upon request. For any questions regarding your membership, please contact membership@aapd.org. We are here for you!

AAPD Membership Renewal Information

Dues period is July 1, 2020– June 30, 2021

Membership Category	Annual Dues	Outside U.S.*
Active	\$690	\$690
Life	\$345	\$345
Affiliate	\$345	\$385
Associate	\$345	\$386
International	N/A	\$386
Active 2nd year	\$345	\$345
Active 3rd year	\$345	\$345
Friends of AAPD	\$345	\$345
Allied	\$172	\$172
Retired	\$0	\$0
Post Doctoral Student	\$0	N/A
Pre Doctoral Students	\$32	N/A
International Student	N/A	\$30

*Associate and Affiliate members residing outside the United States pay a \$35 annual postage assessment.

Dues are payable by check, Visa, MasterCard and American Express must be received by Nov 1, 2020. Otherwise membership privileges will be suspended until full payment of dues is received and your listing will be omitted from the 2021 Membership Directory.

In keeping with the IRS, non-profit organizations are required to notify members that a portion of their dues payment is applicable to lobbying expenses and therefore not deductible as a business expense. (This is printed on the dues invoice.) The AAPD has determined that the following amounts are not deductible as a business expense for 2020– 21:

Active	\$11
Associate, Affiliate, Life, Friends	\$6
All other membership categories	\$0

If you have any questions, please contact Membership and Marketing Coordinator Lee Gonzalez at (312) 337-2169 ext. 43 or membership@aapd.org.

Attention: Class of 2020

The AAPD congratulates all June postdoctoral graduates on their commencement into the profession. We would also like to remind you about the many reasons why membership in the AAPD is so important, especially at this point in your career.

- *Free* transition from student to active membership. This applies only if you complete an active membership application and return it to the AAPD headquarters office prior to Dec. 31, 2020.
- To be listed as an Active Member in the printed 2021 Membership Directory applications must be received by **Sept. 1, 2020**. Membership applications are available at www.aapd.org.
- Recent graduate are afforded one year dues-waived and two years of reduced membership dues at 50 percent off the full active membership dues rate if they have maintained continuous membership. The dues reduction rate would translate to:

2020 Graduate	Convert before Dec. 31, 2020	Convert after Dec. 31, 2020
First year out – 2020 - 21	\$0	Prorated dues if application not receive by 12/ 31/20
Second year out – 2021 - 22	\$345	Active Dues
Third year out – 2022 - 23	\$345	Active Dues

Transition from student membership to active membership is not automatic. **Student members must submit application and a copy of their pediatric dentistry certificate to the AAPD office.**

Program director may send a list of graduating residents to verify the completion their program to our office to membership@aapd.org and AAPD will automatically update their membership status to Active other wise the student must send in an application with certificate. For questions regarding student to active membership, please contact AAPD Membership department (312) 337-2169.

Teledentistry in the Time of COVID-19

Jessica Baron, D.M.D., and Sarah Khan, D.D.S., M.P.H.

With the onset of COVID-19, the dental community was plunged into an uncharted territory overnight: we were faced with mandatory closure of our offices to prevent the spread of the highly contagious virus. Practitioners had to provide care for only “true” emergencies, keeping in mind the ever changing infection control and social distancing guidelines. This was especially important in the beginning of the pandemic since many offices were ill-equipped with PPE (this has drastically improved) and there were many unknowns about the transmission of the virus. Luckily, the existing telehealth infrastructure paved the road for teledentistry, which allowed providers in this unique time to care for patients remotely and triage emergencies.

According to the American Dental Association's Policy on Teledentistry, telehealth is not a “specific service, but a collection of means to enhance care and education delivery.” This delivery can include live video, store-and-forward (sending secure information), remote patient monitoring and mobile health. In terms of coverage, the policy states that both public and private dental benefit plans and other third-party payers should provide the same coverage for teledentistry. In 2018, the ADA established two codes to use for teledentistry: D9995 (synchronous, real-time encounter) and D9996 (asynchronous, information stored and transmitted). These codes are important for the dentist to include while billing the proper CPT code for the rendered services.

Isabel Driggers, D.M.D., is a pediatric dentist practicing in Charleston, SC. She is the founder of a multi-office pediatric dental practice called Coastal Kids Dental and Braces. When the outbreak of the pandemic occurred, Dr. Driggers, along with several other dentists, advocated to the state board the importance of allowing teledentistry to treat and triage patients. At that time, the state did not permit teledentistry. Luckily, the state eventually allowed teledentistry and state Medicaid began to reimburse for services. This is important for two main reasons: 1) the dental community realized the importance and place of teledentistry in their diagnostic armamentarium, and 2) the powerful impact of advocacy.

Dr. Driggers quickly established a protocol within her multi-location offices. The scheduler typically took the call and gathered “details, including a photo of the area of concern if possible, and then a dentist (in the practice) would call the patient/parent back.” If more information was needed, the dentist would FaceTime the patient/parent. In rare cases, if a diagnosis was unable to be obtained, the patient was scheduled to be “seen at the office during the emergency care hours.” According to the ADA, the federal government will waive penalties for HIPAA violations allowing providers to utilize everyday applications like Zoom, FaceTime or Skype for teledentistry visits.

Erinne Kennedy, D.M.D., M.P.H., is a board certified dental public health specialist who practices clinical dentistry at the Alliance Dental Center LLC in Quincy, MA; her office implemented teledentistry within the second week that dental offices were closed for elective care. Beyond the pandemic, Dr. Kennedy believes that teledentistry will have a lasting public health impact by “help(ing) to reach patients who have a physical barrier that limits their ability to receive care at a dental office. This barrier could be lack of transportation, physical challenges, lack of childcare, or inability to get off work.” In addition to removing these access barriers to care, teledentistry increases the efficiency of triaging emergencies and allows for patient follow up and disease management/education during the pandemic. Similar to any new technology or workflow in health care, Dr. Kennedy feels that “the major barrier that prevents more dentists from using teledentistry is to develop the (appropriate) systems to develop teledentistry well.”

Dentistry, especially pediatric dentistry, is increasingly becoming a prevention centered approach to disease management. As dental offices throughout the country begin to open for routine dental care, teledentistry is here to stay. We hope that as pediatric dentists we can continue to innovate and find unique ways to champion the oral health and wellness of children, as well as addressing access to care.

Jessica M. Baron, D.M.D., is a second-year pediatric dental resident at Montefiore Medical Center in the Bronx, N.Y. She is from Charleston, S.C., and attended dental school at the Medical University of South Carolina.

Sarah Khan D.D.S. M.P.H., is a second-year chief pediatric dental resident at Maimonides Medical Center in Brooklyn, N.Y. She is from Long Island, N.Y., and attended dental school at Stony Brook School of Dental Medicine.

Predoctoral Chapter Spotlight

ZOOM IN to Pediatric Dentistry with the University of Michigan Student Chapter

Throughout the 2019-2020 academic year, members of the Student Chapter of AAPD at the University of Michigan enjoyed lunch and learns, volunteering events, and social gatherings. However, the wake of COVID-19 in the spring affected our annual Give Kids a Smile Day, student chapter activities, and daily lives as dental students. Many of us traveled back to our homes and began a virtual version of school, away from our peers and faculty. Our AAPD chapter soon realized we could not wait until things turned back to normal to continue chapter activities. Thus, "ZOOM IN to Pediatric Dentistry"; a live online seminar series, was born.

As we saw Zoom adapted for gatherings, from lectures to online yoga, we sparked the idea to use it as a way in which the chapter could meet virtually and continue to explore pediatric dentistry. The platform allowed us to host sessions similar to our previous "lunch and learn" format. In addition, we used the Zoom events to recruit for the 2020-2021 academic year by extending the invitation to potential new members from the incoming D1 class. Throughout the process of inviting speakers, we used the situation to our advantage by exercising the ability to bring in speakers from across the country who might not have otherwise been able to speak at the school. Current student chapter president, Carly Fox, explains, "We decided to use the current circumstances as an opportunity to reach a bigger community by engaging speakers and potential members who would otherwise not be able to participate in our in-person events."

We started by reaching out to alumni of our student chapter who had gone on to pediatric dental residencies across the country. The first installment of our "zoom and learn" series was a success, with 25 members tuned in for the evening session. Dr. Philip Yoong, first year resident at University of Southern California and graduate from University of Michigan Class of 2019, presented to us about the application process and his experiences in his first year of residency. He gave excellent examples of what members, from D1 to D4 year, can be doing to better prepare themselves for any dental residency. Our second event hosted Dr. Richard Klarck, first year pediatric dental resident at the University of Michigan. His presentation focused on the residency program at University of Michigan and OR pediatric dentistry. He described the work-up and steps involved with a typical OR case. Dr. Richard, having experience from both predoctoral and postdoctoral programs at Michigan, offered his advice to the D3s and D2s on how to get the most out of their upcoming predoctoral pediatric dentistry rotations.

What made these sessions so valuable were the interactions between the speakers, our members, and guests. The sessions have been a safe space to ask questions, whether it be about clinical scenarios, life as a resident, or residency applications and interviews. Both speakers were encouraging to all members and offered their contact information for follow up. After learning about the first hand experience from our alumni, our members are looking forward to their



future pediatric rotations and the chance to explore the specialty further. From the quality of conversations and stories shared during the session, the format continues to show promise to carry out the mission of the group and grow the chapter.

We plan to continue ZOOM IN to Pediatric Dentistry sessions throughout the summer. Our upcoming session will feature Pediatric Dentistry Jeopardy, developed and moderated by University of Michigan clinical professor, Dr. Majewski, and myself. Another session will include a pediatric dentist in the Chicagoland area talking about her experience with business, marketing, and creating a space for yourself in the dental community. We look forward to creatively using the tools available to fulfil the mission of the student chapter. COVID-19 will impact the ways in which we are able to convene as a chapter physically in the near future. What remains the same is the importance of continuing to explore pediatric dentistry and build fellowship as a predoctoral student chapter.

MaryClaire Kiernan, University of Michigan Class of 2021
mckiern@umich.edu

Dr. Richard Klarck outlines the University of Michigan Pediatric Dental Residency program



LCP Dental Team Coaching (the new name for Julie Weir & Associates) is recognized as the premier consulting firm specializing in pediatric dentistry since 1996.

Five Things Effective Leaders Do Differently in a Crisis

Dental practices look much different than they did before COVID-19 devastated the world and the economy. Lost revenue, employee turnover, and slow schedules contribute to stress for dentists all over the country. Doctors are grasping at straws trying to return to normalcy. While it may be tempting to thrust back into a full schedule to alleviate financial hardship, lack of preparation can derail even the most successful office. As practices reopen and experience this new normal, teams must refocus on connecting with others and maintaining a positive, encouraging mindset. This will foster patient, parent, and team member reassurance and indelibly ensure practice success.

1. Focus on Others

- **Genuine connections are the foundations to the doctor/patient relationship.**
- **Make the patients' needs a priority** by seeing the practice through their eyes. Is this a place you feel safe and want to return?
- **View patients as relationships, not as production.** Ensure you visit with them long enough to build and maintain a connection.
- **Ask patients how their visit went** and if necessary, listen to and resolve any concerns.
- **Encourage patients to write reviews** on Facebook and Google so potential patients can hear about their experiences. If a negative review comes up, do not ignore it. Share with the team and take action, as necessary, to resolve any concerns.
- **Follow up with patients** who have had a challenging visit. Care calls should be made by the doctor.
- **Meet individually with team members** each week to ask about their families, how they are feeling, and ask if there is anything you can do for them.

2. Awareness of Self

- **Self-aware leaders take an honest and accurate assessment of their skills** and use that knowledge to positively impact the practice.

- **Be mindful** of the messages, verbal and nonverbal, you send to your patients, parents and team members. Most experts agree that 70-93 percent of all communication is nonverbal. Each morning and periodically through the day, check your tone, body language, facial expressions, and posture. If you stood in front of the mirror, how would it make you feel?
- **Review values and keep a journal.** Journaling helps you to think out situations, reflect on the day and plan for the future. It also helps you achieve a deeper understanding of obstacles, challenges and responses to them. Keeping notes on your values and why your work is important to you helps to align your vision and your behavior. While it is easy to get off track, having a constant reminder can help you make decisions that are more reflective of who you want to be.
- **Ask team members about your performance** and how you can improve. This helps you gain insight into things in which you may be unaware. Consider creating an anonymous survey your team can complete to give you feedback on your leadership performance. Self-awareness helps manage stress, leads to better decisions, and ultimately, guides others to do the same.

3. Positive Mindset

- **Create a life that satisfies you through developing your self-confidence.** Be aware that self-confidence (the way you treat yourself) serves as an instruction to others on how to treat you.

- **Begin each day with a thorough morning meeting.** Share a positive thought or quote, appreciation for your team, and communicate about any new changes as things progress.
- **Keep smiling.** Patients and team members look to their doctors and leaders for reassurance. A positive, encouraging leader helps a patient feel hopeful and safe.

4. Grateful Heartset

- **Share appreciation for your patients, parents and team members.** We are all in this together and by patients and your team showing up, you can safely provide necessary dental care to communities that need it.
- **Write down five things you are grateful for each morning.** Lead with those five things in the forefront of your mind and eventually, leading with a grateful heart will become automatic.
- **Celebrate all wins, big and small.** If you see one of your team members doing something awesome, celebrate and share it. Consider highlighting a team member each week on social media as a “Rockstar” and post some things that make them so special.
- **Control your emotions, don’t allow them to control you.** So many things are out of your control; however, you have complete control over how you respond and show up to every interaction.

5. Careful Communication

- Make sure office policy/agreement changes are in writing and that parents sign all updated forms.
 - Check with your malpractice insurance carrier for a COVID-19 Pandemic Dental Treatment Consent Form.
 - Financial Policy changes. We recommend changing the policies to Agreements. People don’t like policies and they prefer agreements.
- **Prepare for patient questions.** Now, more than ever, teams need coaching on careful communication. Patients and parents seek safety and reassurance, so each team member must feel comfortable and confident with these challenging conversations. Prepare team members, both clinical and front office, for questions they are going to get from parents. It can be easy to get caught up in using scripted conversation when handling difficult situations; however, patients and parents need to feel protected and cared for. When team members respond to tough questions, it should be natural and conversational, as opposed to heavily informative.
- **Be aware of others’ situations.** Avoid assumptions about patients and what they have experienced during COVID-19. While everyone has been affected in one way or another, it is important to realize people are affected on different levels. When someone shares a challenge they are facing, connect with them on a genuine level and show support

during this tough time. On the other hand, do not assume patients have been as heavily affected. Maintain a positive, encouraging tone and share a smile.

- **Communicate with parents the modified schedule and why it is important.** “We understand an afternoon works better for your schedule. However, in order to maintain safe social distancing and proper infection control to keep everyone safe, we have modified our schedule to make this as efficient as possible. We could see Johnny at 9 a.m., or 10 a.m. Which would work better for you?”
 - When confirming, remind parents of any changes in protocols for patient arrival and check-in.
 - Email any consent forms and treatment plans in advance and have the parent sign and return by email prior to arrival. Let parents know that this new system is in place to ensure their safety and to limit personal contact.
- **Embrace technology. Share with parents the modified patient check-in procedures.** It is more important than ever to get away from manual and paper processes.
 - **Parent or guardian should call or text the office from their car** once they have arrived. Consider having older children come into the building while their parent waits outside. Allow only one guardian in with the patient to minimize the number of people inside the building.
 - **Require online new patient registration and health history updates.** Avoid using paper forms and pens in order to minimize contact. Reach out to your website or patient communication software to get online forms implemented right away.
 - **Screen patients and parents according to ADA and CDC recommendations** as they arrive.
 - **Consider storing Credit Cards on file.** Seventy-five percent of patients would be willing to leave their credit card number on file and authorize it to charge up to \$200 after insurance pays their portion.
 - **Begin using contactless payment options such as Apple Pay, Samsung Pay or Google Pay** so physical credit cards do not need to exchange hands.
 - **Create an online Patient Portal** to increase communication with parents and provide them the ability to pay their bills. Pre-COVID, 50 percent of account balances were paid online. This percentage is on the rise. Check with your PCS which may provide a link that can be texted to parents to pay for the visit.
- **Communicate the advantages of teledentistry.** If parents are not coming into the office or back with their child, communicate with the parent through an iPad and talk about changes in treatment, recommendations, and future appointments that are needed. Consider scheduling a Zoom Video Conference with parents to discuss treatment recommendations instead of in-office conferences.



The COVID-19 pandemic has changed the world as we know it. While it is impossible to predict what the future holds or what the long-term effects are, leaders should take action now to bring genuine connections and relationships back into the practice. John Maxwell, author and speaker, says, “people may hear your words, but they feel your attitude.” In a time where people need reassurance and safety more than ever, building relationships and maintaining a positive mindset and heartset should be top priority. Flexibility, trust, and honest and open communication will help ease the transition as everyone gets used to this “new normal” in dentistry.

“If you want to win over another person, first win his heart, and the rest of him is likely to follow.”

John C. Maxwell

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Graduating in a Pandemic (or Know Someone Who is)?

Here are Some Tips on How to Navigate the Situation

By Shawn Johnson, ChFC, CLU, CLTC
Vice President, Business Development
Treloar & Heisel, Inc.
www.treloaronline.com

We've been getting a lot of questions from residents and established professionals about insurance and insurability, so we thought we'd put together a brief article to help you navigate these unusual times. Across the country, clinics, dental schools and residency programs are in various phases of returning to work. Graduation looks a little different this year and start dates for future employment may be somewhat uncertain.

Typically, this time of year residents and students don't have a moment to spare. They're trying to take care of last-minute requirements. They're looking at licensing in the states they want to work. They're thinking about moving across the country and getting their insurance plans in place.

But for right now, time is on your side...

Many students and residents are preparing to move forward in their career but have more free time available than normal as they anticipate the nation's return to work. I think an appropriate thing to do right now is take advantage of that time. We are seeing a lot of people are reaching out to schedule virtual meetings to review their disability insurance, malpractice insurance, and possibly life insurance options so they can make decisions (or changes) and get a strategy in place. They may not be ready to move forward on applications now, but when they are ready, they'll have those plans in place to move forward once the time is right.

Lock in your disability income insurance as soon as possible.

Disability income insurance insures one of your most valuable assets, your ability to earn money. Most practitioners will apply while still in school. This makes a lot of sense. One of the keys to obtaining disability income insurance is that you have to go through medical underwriting or share your health history to get a policy. Health changes could affect your ability to become insured. The younger you are, chances are the more healthy you will be, which in turn will allow you to lock into the price at the age at which you purchase the policy.

In addition, frequently there are discounts available if you're still classified as a dental student, AEGD student, GPR resident, or a dental specialty resident. Review with your licensed insurance agent about applying for coverage as soon as you can. Generally, you want to secure disability income insurance as early as you can and purchase as much as you can afford.

Is it true you need to submit an application prior to receiving an indication of coverage or an illustration for that coverage?

An illustration is basically a cost proposal for the coverage for which you are applying. I think it can be a very useful tool because it lists the features of the policy you are considering and gives the prices for each feature. Often, people have been given the impression that they cannot get an illustration until they actually apply for the policy and get an approval. Remember, an illustration is just that, a projected cost. Your health history may affect the actual outcome, and the final policy may be different than what is illustrated. An illustration is simply a good starting point to evaluate your options.

Also... how does the application process actually work for insurance and disability insurance?

First, you decide on the insurance company that you want to purchase the coverage through, the amounts of coverage, and the features. Once that is decided upon, you sit down with a licensed agent and complete the application. The application asks questions about your occupation, your avocations and health history.

Once you and the licensed agent complete the application, you sign forms saying that you told the truth and that you're permitting the insurance company to look at your application to see if they want to insure you. Simply submitting an application does not bind coverage. It does not obligate you to buy the coverage. It just permits the insurance company to evaluate if they want to insure you.

After your information is submitted to the insurance company, they can obtain medical records to review your health history and in some cases, they might send out a nurse practitioner, or what's called a paramedical service, to do a lab test. Once the insurance company has completed their review, they may come back with an offer for coverage.

Once the offer for coverage is available, forms are sent for your signature to place the policy in force. The final steps are completed when you sign forms accepting the policy and you make payment.

I think it is important to note that during the underwriting process, you have the ability to change the features you're applying for, and if you determine you want to move in a different direction than initially discussed, that can be changed on the application prior to the actual policy being issued.

Has the pandemic affected the underwriting process in any way?

What's really interesting is that due to the pandemic many lab services have not been able to visit applicants and insurance companies are waiving lab tests up to pretty high limits of coverage. I've seen examples with some companies that if you're under age 45, for instance, you can get up to \$10,000 a month of disability insurance without needing to do a lab exam and up to \$3 million of life insurance. That's a significant change.

What about your graduation trip – all these years you said you'd reward yourself with a bit of an international trip after you're done. Could those future travel plans outside of the US impact your ability to get approved for disability insurance?

I know a lot of travel plans are being canceled or postponed right now. If you have recently traveled outside of the US or have definite travel plans this could impact your ability to get an approval, and a postponement may be needed for your application.

What if you have the virus, how could that impact your application?

What we're seeing is that if you have an application currently in process, and then you're diagnosed with Covid-19, that the application would likely be postponed until you are back to work for a period of time.

How could any of these delays (being sick, wanting to travel, etc.) affect my eligibility for a student discount on my disability income application?

That's a great question. Student or resident discounts are only available within a certain window of time. You will most likely want to apply as soon as possible. If you apply for a policy during the time period that you're eligible for a student or resident discount, and you need to have a postponement for some reason, it's likely that when the application is reopened the original discount may be able to be applied to the future policy.

Conversely, if you're not in the application process and you need to delay your application due to the issues above (or any number of reasons) you may not be able to submit the application within the time period for which the discounts are available. If this were to occur there would be little that could be done to get a policy with the student or resident discount.

And what about malpractice... at what point should you submit an application for professional liability insurance?

Whether you are working at one location, or several locations, once you have identified at least one place of employment, you can submit an application. The applications for professional liability insurance are in some cases good for up to six months. During the time that you're waiting to start work, if you have a change in future employment plans, you can update the application prior to when the actual policy goes in force.

Meet with an experienced advisor.

I would suggest you meet with a licensed insurance advisor, discuss coverage options, determine the features that are important to you, and start the application process as soon as possible. A lot of people are taking advantage of this time to apply for coverage now so that it's ready to go when they start working. But for those that aren't ready to apply, I think it is smart to sit down virtually with an insurance advisor, discuss your options and make some decisions on the coverage you want to secure when the time is right. I think it's far better to have a game plan in queue than to wait until the last minute and have to make the decision when you will be the busiest. As we return to work, we're all going to be playing a lot of catch up.

I hope this was beneficial to you and provided you some information and clarity, but if you have any other questions, please go to treloaronline.com and link up with an advisor in your area who can specifically address any questions that you might have about your situation.

Stay safe and healthy during this time!

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who is outgoing and compassionate, works well with children (including those with special needs), has a great chair-side manner, great communication skills, and excellent clinical skills. Our applicant should be clinically proficient in all pediatric dental procedures including composite restorations, stainless steel crowns, pulpotomies, pulpectomies, extractions, RPE's and space maintainer appliances. Our doctors see only private-pay and PPO-insured patients in six beautiful private treatment rooms and for checkups we have an eight chair open bay area. Associate doctors also have their own private office where they can relax between patients. Our doctors also enjoy competitive compensation and group benefits including group health, dental, vision, and a 401(k) savings plan. There is a daily base salary + production bonus potential. Please do NOT call the office to reply to this opportunity. Interested candidates can send their resumes to the email address below and we will contact you as soon as possible, usually within a day or so. If we are considering a candidate, we will set up an initial interview and take things from there. Thank you for your interest and we look forward to meeting with you. JobOpportunities@YoungSmilesCA.com - Current California dental license - D.D.S./D.M.D. from an accredited university - Pediatric dental certificate/specialty certificate from an accredited pediatric dental residency program - Oral conscious sedation permit for minors (Preferred, but not required) - DEA certificate.

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+ Medical. The position is for immediate hire. All experience levels considered. Special preference will be given to Florida Board Certified Pediatric Dentists or those who have passed the ADEX. Benefits: Guaranteed salary for the first year, health care benefits. Clinic hours: Monday - Friday, 8 am to 5 pm (if you want 4 days we can work that out) 401K, CE contribution, Malpractice, Partnership offered (after 2 years). Interested parties please email your resume to Jeffs@drverwest.com, Jeffrey Shafer, VP of Operations & Marketing. Requirements: DDS or D.M.D. degree, licensed in the state of Florida. Background experience in conscious sedation and hospital dentistry. Commitment to quality patient care and patient education of dental health.

MARYLAND—BEL AIR. Pediatric Dental Practice in Bel Air, Maryland, proudly looking for an associate. Well established private pediatric dental practice with three location continues to grow and we wish to add a doctor to our team. Our office is state of the art and designed for child and parent acceptance. Sedation and OR at 2 nearby hospitals. Consider this prime opportunity and contact us! marc@growingsmiles.com or 410-569-6700 www.growingsmiles.com.

MARYLAND—PRINCESS ANNE. Pediatric Dentistry: Chesapeake Health Care (CHC) Department of Dentistry - Advanced Education in Pediatric Dentistry invites applications for a full-time board certified pediatric dentist. CHC is a multi-disciplinary, multi-site health care practice. Candidates must be qualified to obtain a full Maryland Dental License and Class I sedation permit is preferred. CHC's mission statement is to provide affordable, culturally competent, patient and family centered health care leading to individual and community wellness to residents of the three lower counties of Eastern Shore of Maryland. CHC is a Federally Qualified Health Center that offers an Income-Based Sliding Scale discount to patients with the goal of reducing barriers to quality care. The CHC Dental Department has expanded to two sites, one site with 24 chairs, and another site with 6 chairs. Our primary office is located in Princess Anne, MD, which is approximately 2 hours from the Baltimore-DC metro area, 20 minutes from the Chesapeake Bay, and 40 minutes from the Atlantic Ocean coastal towns like Ocean City, MD. The secondary clinical site is located in Salisbury, MD. CHC is affiliated with NYU Langone Dental Medicine Advanced Education in Pediatric Dentistry (AEPD). CHC is a host to a 24 month, full-time, hospital and health center based, ADA and CODA accredited training program. Primary responsibilities include a combination of direct patient care and direct clinical supervision of residents in our onsite NYU Langone Advanced Education in Pediatric Dentistry (AEPD) residency program. Applicant must be willing to work at any of CHC's affiliated clinical sites, including surgery center and emergency room. Direct patient care responsibilities include diagnosis and treatment of children and young adults. Supervision of AEPD residents would include direct oversight on clinical floors, in the ER, and in the OR. Applicant must be willing to serve as a clinical and professional mentor to residents during the two year program. Applicant must

have mentorship skills along with a desire to treat an under-served population in a team-oriented environment. Additional experience in the areas of interceptive orthodontics, special patient care, speech/language pathology, ethics, and/or advocacy is preferred, but not required. CHC offers an excellent benefit package which includes: PTO, 8 Paid Holidays, CEU Reimbursement, 401K with match, reimbursement for licenses, and medical insurance, dental insurance, vision insurance. You are also eligible to apply for National Health Service Corp's loan repayment program. For a commitment of two years you can receive up to \$50,000 in loan repayment. To apply or ask questions please email Kristi Carmean, HR Manager a cover letter and C.V. to kcarmean@chesapeakehc.org. Visit <http://www.chesapeakehc.org> for more information on our company.

MASSACHUSETTS—WORCESTER. Dr. Seuss says, "Fun is Good"! We enjoy practicing pediatric dentistry every day. Our practice continues to grow rapidly. Our three pediatric dentists and orthodontist need a happy, light-hearted professional to help us see patients and occasionally get into some shenanigans with us. We love to meet people that want to have fun working alongside their colleagues, a willingness to continue to improve as clinicians and to become established in the greater Worcester area. Worcester is a great city located 45 mins west of Boston undergoing a renaissance with a great restaurant and entertainment scene and lots of investment in revitalization including a new stadium for the Red Sox minor league team, The Woo Sox. Minimum of three days per week needed. Start date is negotiable. We offer a competitive compensation and benefits package. Please see our website at www.fightingdecay.com and our Facebook page by searching Lahair and Gallagher Pediatric Dentistry and Orthodontics, LLC. We're looking to interview nice people! Please send your resume and a note about yourself to Drs. Matt Lahair and Patrick McGary, 102 Shore Drive, Suite 302, Worcester, MA 01605 or you can email to drmcgary@fightingdecay.com.

MICHIGAN—OKEMOS. We are looking for an awesome pediatric dentist with excellent communication and clinical skills for a full-time position (4-5 days/ week) at our growing pediatric dental practice. The ideal candidate will join a work culture based on building relationships among co-workers, patients, parents, while balancing life and work. We believe in continuous professional and personal growth with core values of positive attitude, strong work ethic, integrity, empathy, open to change, and being a team player in a fun environment. Who are we? This is the practice of a Board Certified Pediatric Dentist, with tremendous growth potential and excellent reputation that has created a strong referral base from the area general dentists, pediatricians and local community. We have the state-of-the-art practice with paperless charts, integrated virtual digital dashboard for operational excellence, digital radio-graphs and Lasers. The growth of this practice is based on sound business principles and a core team. We provide comprehensive pediatric dental services, pediatric airway screening and management, aesthetic dentistry, special needs dentistry including conscious sedation and treatment under General Anesthesia in a hospital setting. We have a large patient base all private pay that could support additional two pediatric dentists. We are looking for a candidate who aligns with our

vision and principles, enthusiastic of personal and professional growth. What benefits will you get as an associate? Our bar is set high for professional and operational excellence from all members of our team. Mentorship in clinical and business aspect of dentistry to achieve professional excellence in a nurturing, supportive environment with a well trained team. Collegial atmosphere to balance work, and life. Minimum base salary or 35% percent of collections, \$1500 CE stipend, paid malpractice, stipend towards medical insurance, 401K, and performance based bonus. Where are we? Our practice is located in Okemos/East Lansing area within minutes from the Michigan State University with its renowned Engineering, Agricultural and Business schools; and the government offices of the State of Michigan, Sparrow Edward J Hospital and McLaren Regional hospital. It is located in a vibrant community with stable economy that offers the best in cultural diversity, food, music, and social life. Okemos school district is also one of the top ten in Michigan and has been rated as one of the few cities with low-cost of living in the U.S. Mid-Michigan offers a variety of outdoor activities within a 5 mile ride to the nearest inland lake or trails to run, hike, bike or ski during winter. We are located midway, about an hour drive (60 miles) to Grand Rapids, Ann Arbor and the Lake Michigan Shores at exit 110 on I-96. If you are interested in this position, we would love to hear from you. Graduation from a U.S. accredited Pediatric Dentistry program; Michigan Specialty License for Pediatric Dentistry (or successfully passed the AAPD written boards). If the candidate has other U.S. state Dental License they must be Board Certified or Board Eligible.

MISSISSIPPI—GULFPORT/OCEAN SPRINGS. Our practice, which is non-corporate and owned by two board-certified pediatric dentists, is seeking a full-time pediatric dental associate leading to partnership for the right person on the beautiful Mississippi Gulf Coast. Our two fully digital offices are located within a fifteen mile radius in Ocean Springs and Gulfport. We have a diverse patient based including a healthy mix of fee for service, insurance and Medicaid. This is a great opportunity for a pediatric dentist who has a passion for treating children and loves what he/she does to become part of our successful and well-respected practice, which has been providing dental care to the children of South Mississippi for over 32 years. Our practice is characterized by quality dental care in well designed offices, including sedation and hospital dentistry with a well-trained staff, low overhead and an outstanding reputation within the community. Please send C.V. to admindrbroom@cablone.net.

MISSOURI—KANSAS CITY. Exciting practice opportunity for a full-time pediatric dental specialist to join our growing multi-specialty dental group. Practices are doctor-owned and managed, with a team of pediatric dentists, orthodontists, and general dentists working together to form this well-established and successful group. Great service and existing marketing strategies; averaging over 150 new patients per month. Offering 32-35% of collections, with a starting base salary of \$12k+ per month. Average pediatric dentist works 4 days/week-2 in newly remodeled, state of the art multi-specialty office and 2 in OR for general anesthesia cases. Earning \$420k/year, not including ownership profit distributions from all other practice profits, including orthodontics. Incredible growth potential, with room for expansion to additional locations, including Texas & Colorado.

Investment and ownership opportunities available for the entrepreneurial-minded individual. *Ask about our sign-on bonus!* <https://www.compassdentalservices.com/careers> to apply online or for more information. Call 913-601-4413 or email sbahr@thesmiles.com for more details about this exciting opportunity. D.D.S./D.M.D. with Pediatric Specialty Program Completion.

NEBRASKA—SCOTTSBLUFF. We are Pediatric Dentistry of Nebraska and are looking for a great clinician and easy going personality to join our team. We are flexible on schedule, you manage your own treatment, and you will work with some really down to earth people. We enjoy the drama-free lifestyle of practicing our profession! We have a brand new facility we built and need another pediatric dentist to help us out. We have 6 ops and 8 bays that two dentists will work in. Scottsbluff is a beautiful, family-oriented town. One short flight to Denver! Everything is negotiable for the right person. Give us a call and let's see what we can do! www.pediatricdentistryofwy.com.

NEW YORK—BROOKLYN. Associate pediatric dentist. Come help us create tomorrow's smiles. Bitesize is a Brooklyn based Pediatric Dental office, dedicated to the success of our patients. Our unique practices are patient and family centered, offering our communities high quality dental care. The real magic behind helping to create healthy smiles is making the experience easy on patients and parents and that's what we're all about. We are looking for a pediatric dental whiz, to lead their clinical team. An individual who is committed, energetic and adventurous. As a pediatric dentist at Bitesize, you will provide care focusing on prevention and community involvement. Help implement growth strategies for our expanding practices. Work collaboratively with supervisors and clinicians from varying backgrounds. Treat everyone like family. Requirements: You'll bring these skills and strengths to the role: Comfortable in a fluid environment, able to adapt to evolving clinical circumstances as needed. Detail orientation. Communication skills. Relationship building skills. Flexibility and adaptability. Mission alignment: You demonstrate an authentic commitment to and belief in Bitesize's mission, vision and values. We'd be even more excited. You are flexible and adaptable. You have demonstrated achievement in a demanding work environment. You are enthusiastic about working on weekends. You have graduate level pediatric training and bring at least 3 years of relevant experience. You have a spark and present with charisma, gravitas, humility, and kindness. Does this sound like you? Please submit your cover letter, resume and two references to employment@wearebitesize.com. Check out us out at: <http://www.wearebitesize.com>. <https://www.dentaltown.com/magazine/article/7511/office-visit-bitesize-pediatric-dentistry>.

NEW YORK—CAPITAL REGION. Our growing pediatric dental practice is looking for our next future partner. Our group currently consists of 5 partners who are board certified pediatric dentists. Our office, Where Smiles Grow, has been the leading pediatric dental group in the area for more than 30 years. We have established strong professional relationships with the pediatricians, hospitals, and dentists in our area. Our respected position in the local medical and dental community has provided us with continuous referrals that keep our practice growing and thriving. Our offices provide state-of-the-art care for children

and patients with special health care needs in a safe, nurturing environment. We utilize sedation dentistry and hospital dentistry, in addition to the routine care we provide in our offices. We also offer laser dentistry. We continuously strive to offer the most comfortable and positive experience for our patients and their families through dental education, a variety of treatment options and excellence in clinical expertise. From the second the patients walk in the door, through until they complete their visit at check out, our group of caring, long-term team members ensures a pleasant visit. Our team practices in beautiful upstate New York, in the capital region surrounding Albany. The location is ideal for all that it can offer being that it is situated within a three-hour drive to Boston, New York City and Montreal in the immediate area, Saratoga Springs, Lake George, and the Adirondack Mountain region offer an endless number of outdoor activities, horse racing, art and culture. We offer a path to partnership for the right person and a very competitive salary and benefits package, including health care, CE, 401K, malpractice insurance, and more. We would love to meet qualified candidates who are interested in joining our group. Come visit us for a day and see our practice. To chat or learn more about us, please call Dr. Jennifer Charlesworth at (518) 785-3911. Certificate in pediatric dentistry.

NEW YORK—CLIFTON PARK. Wanted: Superhero Pediatric Dentist. "There is a superhero in ALL of us, we just need the COURAGE to put on the CAPE." –Superman. The Smile Lodge is looking to grow its team of dental marvels. Offering six weeks of vacation and a starting salary of \$400k...this job not only offers very competitive benefits, but also exponential growth for the right leader. Avenging dental disease and serving the underserved is what we do. Working as a high-functioning, passionate team is how we do it. One can only appreciate our HOWS and WHATS once they have experienced our passion for our WHY, because every child deserves to smile. We invite you to visit The Smile Lodge at your convenience! For More Information: Contact The Smile Lodge new dentist outreach team at HR@smilelodge.com. Benefits Highlights: \$400K Yearly Salary, 4 days/week; Ownership Potential; 6 Weeks of Vacation; Licenses, Dues, MLMIC, and CE Reimbursement; Healthcare Insurance Stipend; 401K; Long-term Disability Insurance. For more information please contact Careers@smilelodge.com.

NEW YORK—NEW YORK. Post Covid-19 Updated Positions. Patients are waiting! Positions available for both new grads and experienced providers. If you are experienced and already licensed and credentialed with the majority of plans both PPO and MCO we have immediate openings now! If you are a new grad we can help you through the process, get credentialed, etc. Relocations we can help. Student loans we can help. We are a busy multi-site pediatric dentistry group (owned and operated by a pediatric dentist) seeks full time and part-time providers for our 18-site, 40-provider practice. We seek hard-working, ethical, compassionate pediatric dentists who are willing to work 2-3 late shifts a week (12-7:30) and one weekend shift a week (either Sat or Sun). We offer a full benefits package, malpractice, paid vacation and CE credits. OR time available in the hospital and/or surgicenter. Flexible employment situations available. For some locations, we cover transportation and housing stipend. WE SPONSOR VISAS for right individuals who meet all U.S.

immigration requirements and State Licensure Requirements. D.D.S./D.M.D., DEA #, Pediatric Dentistry Certificate, NYS Dental License, or NJ Dental License or VT Dental License. For more information please contact PedoSolutionsLLC@gmail.com.

NEW YORK—SUFFOLK COUNTY. Looking for a pediatric dental associate to positively impact our patients live's forever with amazing mental/dental dentistry. We understand that COVID has affected many job offers, and we are here to provide an amazing opportunity in this hard to find market. Our office culture is fun, energetic, nurturing, and positive In office sedation, nitrous oxide, digital X-rays as well as other advanced technologies. Suffolk County, N.Y. Must have NYS Dental License and graduated from a Pediatric Dental Residency. For more information please contact ampdjobs@gmail.com.

NEW YORK—VESTAL. Are you interested in making a difference in the life of a community and its children? Enjoy practicing the skill and art of pediatric dentistry in a newly-built themed office. You can accomplish your professional and personal goals in the Southern Tier of New York. Go on a wine-tasting tour in the scenic Finger Lakes Region; hike along the waterfalls and gorges of Ithaca; ski the Catskills and Endless Mountains in the winter; take a short drive for a weekend getaway to New York City or Philadelphia. Established, vigorous practice with 40-year roots in the community seeks talented and dedicated associate. Part-time and full-time positions considered. Your senior partners welcome your involvement in all aspects of pediatric dentistry, including hospital privileges and more. Benefit from working with well-trained, dedicated staff members who truly love the challenge of working with children and their parents. If you are the kind of person who enjoys the challenge of a lucrative, fast-paced practice and has the desire to be a direct and positive influence within the local medical community, then Valley Dental Pediatrics is waiting for you. Please send C.V. to Dr. Michelle Tunison: drtunison@valleydentalpediatrics.com or Dr. Jessica Campbell jcampbelldds@gmail.com, certificate in pediatric dentistry, New York State Dental license.

NORTH CAROLINA—GREENSBORO. Opportunity for a pediatric dentist in Greensboro, North Carolina. Who We Are – A group of committed professionals who create a fun environment so that kids love to come to the dentist. Our warm, supportive, energetic, hard-working and highly trained team, working in a combined orthodontic pediatric dental practice, delivers high quality patient care and exceptional customer service. Our rapidly growing practice has earned over 800 5-star Google reviews and has been named one of the "Best Places to Work in the Triad" twice by the Triad Business Journal. Our dentists have been named "Best in the Triad" six times by Triad Mom's on Main. Who We Are Seeking – An ethical, honest and personable pediatric dentist with sound clinical skills who interacts well with parents, patients and team members. What We Offer – Full or part-time employment with potential for ownership, a healthy work/life balance, mentoring, and a very competitive compensation package that includes guaranteed daily minimum salary, medical, dental, vision and life insurance, 401K retirement plan, professional liability insurance and a continuing education allowance. Greensboro, the third largest city in North Carolina, is convenient to the

coast and mountains and offers an exceptional quality of life, low cost of living, mild climate, five colleges and universities, a vibrant arts scene, and excellent public and private schools. Please submit a letter of interest, curriculum vitae, and three references to: Dr. Michael A. Ignelzi, Jr. at ignelzi@SmileGreensboro.com. Applicant will have completed pediatric dentistry specialty training, hold a North Carolina dental license and able to obtain a North Carolina Moderate Pediatric Conscious Sedation permit.

NORTH CAROLINA—HUNTERSVILLE. Dentistry for Kids is a well established practice in the Charlotte metropolitan area, specializing in pediatric dentistry and orthodontics. We are seeking a pediatric dentist to join our growing multi-specialty practice. We are offering 3 days per week, as well as competitive compensation and benefits package. If you are kind, compassionate, energetic, patient, and have a strong work ethic we would love to hear from you! We require completion of a post-graduate program in pediatric dentistry. For more information please contact manager@dentistryforkidsnc.com.

OHIO—BOWLING GREEN. Join our team at Bowling Green Pediatric Dental Group in Bowling Green, Ohio! Our group philosophy is simple. Our want to pioneer a new culture in dentistry starts with bringing good people into our group. It is not enough to simply put our like-minds in the same room. We are committed to providing the ultimate freedom, individuality, to those who want to do the right thing for the patient, and for each other. We provide a strong group of individuals for focus and support. We use proven methods in administration that we have learned over a decade's time, paired with growth initiatives that will guide us to where we are going, to pioneer a future in dentistry that we all want to be a part of. Let's put the patient first together. We want to put the patient first, together, with you. We realize that this cannot happen unless a doctor and their clinical team is first taken care of. NADG offers to take care of all the essential business administration tasks, and even offers clear paths to a healthier financial outcome for our doctors. Choose to practice group dentistry, not corporate dentistry. Earn a competitive salary, retain true clinical autonomy, ownership opportunities with equity, full benefits for full-time work, CE & Mastery programs, malpractice insurance. How We Support You: marketing, finance, insurance, billing, information technology, patient service center, human resources, a path to partnership for associate dentists. NADG is offering the Path to Partnership for high-performance associate doctors. We leverage our financial expertise to help you reach a sustainable and profitable career. The path begins when you start a career with us, and ends when you are given ownership in our group as a partner. Responsibilities: educate patients regarding their comprehensive treatment options, maintain an environment where patients are comfortable and understand their health is our top priority, support the growth and development of our teams and practices, provide exceptional dental care. Qualifications: D.D.S. or D.M.D. from an accredited school, successful completion of a Pediatric Residency, dedication to integrity and achieving the highest standards of ethical patient care. To learn more about this opportunity, contact Rupesh Parikhatparikhr@nadentalgroup.com or (614) 657-1171.

OHIO—OREGON. Part or Full-Time. If you're looking to make your professional mark on a community, this is your chance. Build valuable relationships with patients and get involved with the greater community of Oregon, Ohio, while providing top-notch dental care. Well established practice, long-term team members, great location! Our talented and dedicated support team will work alongside you to help ensure your success. Mentorship is available working along side an experience pediatric dentist. Office is a very stable and busy practice with long term employees. Option to add EFDA to team if wanted. As an associate pediatric dentist you'll enjoy the following: base salary with performance incentives to earn more, sign-on bonus of \$20,000, relocation package, Student Loan Repayment Assistance Program, full-time benefits include yearly CE allowance, paid professional liability, 401K with company match and group health/wellness plans. Practice 2-5 days per week with family friendly days/hours. Job Link: <http://puredentalbrands.com/careers>. Equal Opportunity Employer/Drug Free Workplace. www.puredentalbrands.com. Candidates must be licensed to practice in the State of Ohio with no board reprimands or issues. New residency grads welcome to apply!

OREGON—HOOD RIVER. Pediatric dentist: immediate opening with signing bonus. Have a passion for helping others have a wider and brighter smile. Join our team at A Kidz Dental Zone. Where patient interaction is focused on Happy Kidz, Healthy Smiles, for a Lifetime! At A Kidz Dental Zone, our main focus in providing an inviting environment for all our patients and their families through a caring staff and exceptional dental and orthodontic care. A Kidz Dental Zone

has an immediate opening for an experienced, compassionate and motivated pediatric dentist interested in opportunities to provide care focusing on prevention and community involvement. About A Kidz Dental Zone: we have been in practice since 1999 in the heart on Hood River and opened our doors to The Dalles community in 2013. We are surrounded by Mountains, rivers, streams, biking & hiking trail and all of the outdoor adventures the Gorge brings. At A Kidz Dental Zone we believe that every child deserves quality dental care. We work hard to ensure that all the children in the communities that we serve have access to specialized dental care and strive to become an integral part of the community that we serve. Why Should You Apply: competitive compensation, signing bonus, production bonus potential. Top benefits including: health insurance, 401K retirement plans, profit sharing, and health savings account, paid professional liability insurance, paid vacations, continuing education reimbursement, opportunity for future partnership, team that focuses on family and individuals. A Kidz Dental Zone of Hood River is committed to maintaining a drug-free and safe workplace. A post-offer drug test to detect the use of illegal drugs is a part of our hiring process. A Kidz Dental Zone of Hood River does not discriminate on the basis of race, color, national origin, sex, age, or disability in its health programs and activities. Fore more information please contact sue@akidzentalzone.com.

OREGON—SALEM. "Be the change you want to see in the world"- Mahatma Ghandi. My name is Dr. Tim. I started Acorn Dentistry for Kids in 2017 with the vision to fill a significant void in our area of Oregon and change the way pediatric dentistry is done. With personal investment, a lot of sweat

equity, and more great doctors coming on board, we are growing to 5 clinics and 8 doctors within 3 years. We are a group of entrepreneurial-minded doctors that don't believe the current corporate takeover trend is good for us or our patients. We are looking for more pediatric dentists to be a force for good in the Pacific Northwest. If that's you, keep reading. Acorn Dentistry for Kids is leading the way in creating the ultimate patient and family experience for ALL families in the community. Most dentists around here - including pediatric dentists - got into school claiming they want to help the underserved, yet close their doors to those most in need of their help and compassion once they get into practice. We choose to take care of every child in our community regardless of which insurance they have (or lack thereof). We also do not segregate private and Medicaid insured kids on our schedule. We stand for equal access and quality treatment for all kids. We also have zero tolerance for poor treatment of employees that help us serve our community. We pay them well, provide benefits and do not see them as "disposable"; like many offices do. We spend a lot of time and resources on developing our team, starting with a full two weeks of culture and communication training upon hire. Together we have developed our core values that provide the framework for the Acorn Culture: 1. We Are One; 2. Lead With Compassion; 3. Be Emotionally Proactive; 4. Be Yourself and Let Your Passion Shine; 5. Seek Personal Connection with Patients and Each Other; 6. Be a Little Acorny; 7. Be a Lifetime Learner; 8. Innovate and Embrace Change; 9. Be Humble; 10. Be Grateful. We train as a team each month on these values, and performance reviews use our values as the framework for our discussions and decision making. These are led by the doctor, NOT an office manager. We also have



How Would You Like To Have The Best, The Happiest, And The Most Competent Pediatric Dental Assistants *Who Actually Make You Money?*

The Pediatric Dental Assistants Association is proud to accept memberships from qualifying pediatric dental offices. Take a look at everything that is included in your exclusive membership:

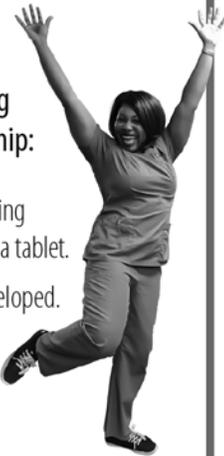
- The Annual PDAA Conference* - an excellent place to keep your PDAs connected and excited to be part of bigger community of high-performing PDAs.
- Pediatric dental assistant video training modules in key practice areas with optional Q&A assessments.
- Email support from Dr. Haugseth personally.
- 24/7 access to videos and training modules to allow learning during downtime at the office, at the house, or even from a tablet.
- Opportunity to request new training modules to be developed.
- A bi-monthly newsletter filled with fun, helpful news and information.

...and so much more!

As a PDAA member, your practice receives terrific benefits. Your dental assistants gain valuable knowledge and training. Their increased abilities help grow and develop your practice. And overall communication and patient care are greatly improved. Learning new skills and sharpening the skills of your existing assistants is the key to keeping your practice happy, productive, and profitable.

Maximize your PDA's value to your practice!
Call (770) 823-3534 or visit www.thepdaa.org to join today!

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*additional fee

no lead dental assistants and no office managers. Instead, we have created a leadership structure where anyone who chooses to put in the work and qualify for it gets to be in the leadership group, creating accountability for each individual as well as the team. No one wakes up in the morning and says, "I can't wait to be managed today." But we do wake up and say, "I want a good leader" and "I can't wait to be a leader." That is the environment we are creating. IF YOU SEEK TO BE A LEADER FOR GOOD IN EVERY ASPECT OF YOUR LIFE, this is the opportunity you have been looking for. Come join an incredible group of doctors and team members that love and support each other and our patients each and every day, as we continue to grow and serve. Mentorship by more experienced doctors is built-in, but is also great for an experienced provider to jump right in and add to the momentum we now have. We all help each other be the best doctors and leaders we can be. We offer equal equity ownership after only one year. Guaranteed \$250,000+ during first year associateship (all associates currently earning more than that), plus all professional fees and CE covered, with medical/dental/vision plan in place. Oh, and by the way, you also get to live in the pristine Pacific Northwest where all sorts of outdoor adventures await. The Pacific Ocean, snow sports, water sports, hiking, biking, farm tours, city life and quaint small towns are all at your fingertips. The foodie culture's not too bad either. Come discover why Oregon is such a desirable place to live. Please respond to this ad to find out more about this incredible opportunity. We look forward to sharing it with you. Must be entrepreneurial minded and want to be a team leader. For more information please contact timrichardsondds@gmail.com.

PENNSYLVANIA—PITTSBURGH. Looking for a motivated, energetic individual to join our well-established private practice in a fast-growing suburb of Pittsburgh. We've recently moved into our new practice-owned building, and offer a competitive salary and benefits package. Buy-in potential, practice growth, and the ability to share ideas with other board-certified pediatric dentists. Make this a wonderful opportunity. Come join us! Send resume to twjjrdmd@aol.com.

SOUTH CAROLINA—CONWAY. Excellent opportunity for a pediatric dentist to join a well established pediatric dental office in the Myrtle Beach/ Conway, S.C., area. This pediatric dental office has all the latest technology. This is not a corporation so there will not be anybody looking over your shoulder. There is very little competition in the area so this is an excellent opportunity for a prosperous future. Full time position (4-5 days a week). Guaranteed annual salary plus a percentage of collections. Health insurance. Retirement. Malpractice. 2 weeks paid vacation. CE Stipend. Executive benefits. Plus more. The Myrtle Beach/ Conway location is a growing area that has great weather that allows for outdoor activities year round. It is located near the Waccamaw River. It is a very welcoming community that has a low cost of living, affordable housing and great schools and colleges nearby. There is so much to do for the entire family in Myrtle Beach and the Grand Strand Pediatric Dentist. For more information please contact ellis3dmd@gmail.com.

SOUTH DAKOTA—RAPID CITY. Pediatric dentist: are you looking for a career opportunity with a pediatric dentist owned, state-of-the-art facility? Black Hills Pediatric Dentistry was established over 34 years ago and is located in Rapid City,

South Dakota. Our campus includes a pediatric clinic, an adolescent clinic, and a surgical center dedicated to providing comprehensive dental treatment under general anesthesia. Enjoy the dental career you love, coupled with the endless outdoor attractions of the Black Hills. We offer an excellent work-life balance with a 4-day work week, summer hours, and an optional ownership path for the right candidate. Loan reimbursement, sign-on bonus, and starting salary of 250K or 35% adjusted production, whichever is greater. Current associates make between 275K-450K. For more information, please send your C.V. to pamm@bhpdssd.com or call (605) 341-3068.

TEXAS—AUSTIN. We are a pediatric dental practice, located in and around the Austin area with multiple locations to fit the needs of our diverse population. Our commitment is to provide the highest quality comprehensive dental and orthodontic care to the children and teens of the Austin community in a compassionate and caring environment. We truly believe that each patient is unique. We take the time to develop the perfect treatment plan for each child that sits in our chair, treating everyone on a case-by-case basis. Austin is consistently rated one of the best cities to live in and for good reason. It is a hub for live music, the food is amazing, and there are more outdoor activities than you could ever get to. One of the keys to long term happiness and success is the ability to work and live in a city you love. We know you will love your time in Austin! We offer a comprehensive compensation package: - Full Medical Benefits - Company Paid Life Insurance - Company Paid Long Term Disability Insurance - 401K with up to 3.5% company matching. New grads welcome to apply TX License. For more information please contact Joinourpractice2010@gmail.com.

TEXAS—BELTON. We are a clinician owned group that consists of board certified pediatric dentists, orthodontists and oral surgeons with an associate pediatric dentist opportunity available in the https://en.wikipedia.org/wiki/Killeen-Temple-Fort_Hood_Metropolitan_Statistical_Area Killeen-Temple-Fort Hood Metropolitan area. This is a growing community with opportunities to settle down outside of the fast paced urban lifestyle while still being only an hour away from all that the Austin area offers. Copperas Cove is known as the "Five Hills"; area due to its beautiful creeks and valleys and the Belton area has a wonderful school district that received the Texas Education Agency's highest accountability rating (met standard) based on student performance on the State of Texas Assessment of Academic Readiness. Please email your C.V. to joinourpractice2010@gmail.com for more information TX License.

TEXAS—HOUSTON. Looking for a motivated pediatric dentist to join our ever-growing team. We are an established brand in Houston, Texas. We are a pediatric based practice with an established name that has been in Houston for 9 plus years. We do very high volume so if you are motivated you can produce very high numbers. Multi-specialty office that offers all phases of pediatric dentistry including general anesthesia, oral sedation, endo, and oral surgery. We have fully trained staff and processes in place to ensure your success. Modern and up-to-date equipment and offices. We offer daily minimums and pay off of production giving bonuses once a month We also offer full benefits and flexible schedules for all our doctors. Qualifications: D.D.S. or D.M.D.

from an accredited dental school and current TX license in good standing. Professional clinical experience preferred. Traveling flexibility is a must Pediatric License Oral Sedation certified Job Type: Full-time or Part-time. Job Location: Texas (Harris County) Required license or certification: D.D.S. or D.M.D. Required language: English, Spanish is a bonus. *Please contact us at spigerdmd@gmail.com** Our Doctors are expected to: provide high quality pediatric dental care to all patients, ability to perform routine recall exams, prophylaxis and fluoride treatments, simple extractions, restorative procedures, space maintainers, prosthetic services. Endo and advanced oral surgery is a plus along with any oral sedation experience. Heal, educate and inspire young patients to embrace lifelong healthy oral habits by being compassionate, dependable, and build a foundation of trust between you, the patient, and the parents. Educate patients and parents on their pediatric treatment including preoperative and postoperative care. Partner with other team members to provide the best dental care possible.

TEXAS—MIDLOTHIAN. Part-time position immediately available in a pediatric private practice situated in a thriving community in the suburbs of Dallas/Fort Worth that has experienced tremendous growth. We are a fun, private practice looking for the right associate. We are looking for someone who has a positive attitude, a strong work ethic, and a passion for serving our patients and local community. Our office is well established (20+ years) with a family centered, caring approach. We focus on building relationships with our patients and connecting with our growing community. * Busy practice with huge financial opportunity. * Pay based upon percentage of production. * Wonderful, experienced staff. * Schedule will be filled for you starting on day one. * Positive, energetic environment. New graduates or experienced pediatric dentist. For more information please contact shellykayclark@gmail.com.

TEXAS—ROCKWALL. Amazing pediatric dental associate opportunity. Are you hardworking, honest and eager to grow personally and professionally? Are you giving, kind, and caring? Are you a team player and wish to contribute to a thriving team? Then, we want you! We have the best opportunity at the premier pediatric dental practice in beautiful Rockwall County, Texas. We are seeking a top notch professional who possesses high personal standards, strong work ethic and morals, excellent technical and communication skill. Our current group is highly skilled, kind, and have a great name in our community. Needing part-time help on Monday, Wednesdays and Fridays if possible. Preferably has at least 1 year experience. If you are ready to take the next step in your career, please email your C.V. to Chouatwork@yahoo.com. At least 1 year experience working as a pediatric dentist, graduated from an American dental school and pediatric dental program. Excellent communication skills and chairside manner. Certified for oral conscious sedation in the state of Texas Ethical and does what is best for the patient.

WASHINGTON—MARYSVILLE. Full time position (or two part time positions) available in February. Limited part timework available immediately if needed. Practice in a modern office. Practice as conservatively as possible to help the community. Experience welcome, mentorship available! Moving from out of state, will reimburse packing/moving fees. Enjoy the beautiful Pacific Northwest,

full of tech, and close to the outdoors. Gain mentorship in SMART technique as a tool to help avoid sedations. Pediatric Dentistry Certificate. For more information please contact drlucas@kidsdentist.com.

WASHINGTON—RENTON. Are you a pediatric dentist who would like more? Are you ready for practice ownership? We can help you transition from your residency program, your associate position, or from your current situation, to our newly constructed pediatric office in Renton, Washington. Washington is a beautiful state to live as an individual or family: hiking, biking, beautiful parks, coastline activities, water sports, shopping, dining, concerts, professional sports, anything you can imagine—the quality of life here is amazing! Your new state-of-the-art pediatric facility is ideally situated for traffic visibility and is demographically advantageous. We are confident you will find our partnership buy-in to be reasonably priced. You will be supported with our practice management systems, marketing, and fellowship support from the other partners. Our group currently has a network of ten general practices and two orthodontic practices in the Tacoma-Seattle area, with more growth in the future and the possibility of passive income. As a group, we feel it is time to have a pediatric dentist we can refer to within our own organization. Call or email to explore this unique opportunity! Travis Probsttprobsts@dentalonline.bizmobile; (719) 352-5773.

WASHINGTON—SNOHOMISH COUNTY. To the graduating Class of 2020, WELCOME to the “new normal.” Yes, you get to experience a global pandemic in all its glory while starting a career in pediatric dentistry. Hand sanitizer is the new perfume and dry chapped hands from constant hand washing while home is the “fashion forward”; look for this fall. Finding a job is not easy in this market. A global lock-down induced recession, owners unemployed for three months, companies restructuring, brings the most challenging employment market in decades. Yet, there is hope. Puget Sound Pediatric Dentistry is hiring. We have experienced difficult times in our 14 years and always came out on top. Why? Because we are the BEST as shown by BEST PLACES TO WORK award in 2019 by Puget Sound Business Journal. We have four extremely busy offices, three associates, and three experienced partners leading the teams. To quote TLC, “we don’t want no scrubs!” We want exceptional, personality driven individuals. We have ownership track, 401K, and countless other benefits which include working with only other pediatric dentists. What do you need to do to be considered by our office? Simple, apply. Will consider part-time and full-time positions. We look forward to meeting you! For more information please contact Tracy@PugetSoundPD.com.

WASHINGTON—WALLA WALLA. Have a passion for helping children have a wider and brighter smile? Join our team at Craik Pediatric Dentistry. Where patient interaction is focused on Happy Kidz, Healthy Smiles, for a Lifetime! At Craik Pediatric Dentistry our main focus is providing an inviting environment for all our patients and their families through a caring staff and exceptional dental care. Pediatric Dentist: Immediate Opening with Signing Bonus. Craik Pediatric Dentistry has an immediate opening for an experienced, compassionate and motivated pediatric dentist interested in opportunities to provide care focusing on prevention and community involvement. About Craik Pediatric Dentistry: at Craik Pediatric Dentistry we believe that every child deserves quality dental care. We work hard to ensure that all the children in the communities that we serve have access to specialized dental care and strive to become an integral part of the community that we serve. Our office is located at the foot of the Blue Mountains in Walla Walla, Wash., where wineries are beginning to rival the sweet-tasting Walla Walla onion as the hallmark of this lovely town. In fact, the combination of excellent wineries and appealing scenery has put Walla Walla on the map as one of the country’s hottest new wine touring regions. The town’s rich history, starting with the Indian tribes who first settled here followed by the early pioneers, the establishment and subsequent tragic demise of a famous mission and then a gold rush, is also a tourist draw. Fascinating museums and historic attractions bring this past to life. Music and the arts are a vital part of this culturally conscious college town, which boasts one of the oldest symphony orchestras west of the Mississippi, frequent summertime blues and jazz concerts, arts festivals and at least 15 art galleries. A revitalized downtown features restored 19th-century buildings, restaurants, galleries and wine-tasting rooms. If you’re itching for outdoor fun, head east for hiking, mountain biking and fishing in the Blue Mountains or take the relatively easy Stateline Loop bike trail to Oregon and back. Our clinic has 6 OPs outfitted with ability to go to 8 in center of Walla Walla. We operate 4 full day schedules and use state of the art technology such as the Solea Laser and operate in office GA with our pediatric anesthesiologists. Why Should You Apply: competitive salary, signing bonus, quarterly bonus potential, top benefits including: health insurance, 401K retirement plans, and health savings, Account Paid Professional Liability Insurance, paid vacations, continuing education reimbursement, team that focuses on family and individuals, great work week hours that allow you to enjoy all that Walla Walla has to offer! Craik Pediatric Dentistry is committed to maintaining a drug-free and safe workplace. A post-offer drug test to detect the use of illegal drugs is a part of our hiring process. Craik Pediatric Dentistry does not discriminate on the basis of race, color, national origin, sex, age, or disability in its health programs and activities. For more information please contact sue@akidzentalzone.com.

WISCONSIN—GREEN BAY. Looking for an associate dentist to join our thriving practice in the Green Bay/De Pere, Wis., area; option for buy-in available. Guaranteed salary, plus bonus, sign on bonus, 401k, profit sharing, medical benefits, multi doctor support system. We offer state-of-the-art office equipped with latest in technology. A focus on quality, patient-driven care is a must. Kids Dental Expert’s is committed to providing high quality dental care with an emphasis on superior service to our patients and parents. If you love working with children and looking for a satisfying career; we are seeking a self-motivated dentist to provide high quality patient care in a fast-paced, well-established and respected practice. The right individual must be proficient in treating children at a high level of compassion and quality and have aspirations to commit to our practice and the community. We offer full service dentistry for children including orthodontics/invisalign, 3D scanning for impression free treatment, in office oral sedation, in office general anesthesia, and general anesthesia at local hospitals. At Kids Dental Expert’s you can expect to see a steady flow of new patients and at the end of the day you will find a truly rewarding career. We currently have a full schedule of patients waiting for you. Kids Dental Expert’s elite dental team provides you the tools and resources so that you can focus your entire day on providing quality patient care. Our highly skilled and trained team allow continued support throughout the day. Our multiple locations are a great place to raise a family with excellent school systems, great neighborhoods, restaurants and entertainment. Convenient access to boating, fishing, hunting, walking/running/biking trails, multiple golf courses, major sports teams, paddle boarding, kayaking, and cross country ski trails. Enjoy an area that offers the beauty and excitement of all four seasons. Graduating residents encouraged to apply. Interested candidates should email C.V. to julieanderson@kidsdentalexperts.com.

WISCONSIN—MARSHFIELD. Excellent opportunity for a pediatric dentist to join our well established multi-specialty group practice in central Wisconsin. We are looking for a pediatric dentist to assume a very active patient load. We offer a new associate an outstanding wage and benefit package with the potential of ownership. This is an excellent opportunity to step into an active practice and become an equal partner in a large group practice. If you are interested, please send C.V. to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI 54449, Attn: Mr. Neil Armitage or call (715) 387-1702 or email neil.armitage@dentalclinicofmarshfield.com for additional information.



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ASK YOUR DENTIST ABOUT
SEALANTS

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What are sealants?
 Sealants protect the grooved and pitted surfaces of the teeth, especially the chewing surfaces of back teeth where most cavities in children are found. Made of clear or colored plastic, sealants are applied to the teeth to help keep them cavity-free.

What is the treatment like?
 The application of a sealant is quick and painless. It takes only one visit. The teeth to be treated are first cleaned and dried. The sealant is then brushed over the prepared teeth and allowed to be hardened by a special light. Your child will be able to eat right after the appointment.

How do sealants work?
 Some of your child's teeth and their surfaces, especially the chewing surfaces, are naturally grooved and pitted. These grooves and pits are the perfect hiding place for bacteria and acids. Sealants fill up these crevices, making them flat and smooth. Sealants "seal out" food and plaque, thus reducing the risk of decay.

How long do sealants last?
 Research shows that sealants can last for many years if properly cared for. However, your child will be provided the highest dental care possible. If your child has good oral hygiene and avoids biting hard objects, sealants will last longer. Your pediatric dentist will check the sealants during regular dental visits and recommend an application or repair when necessary.

Which teeth should be sealed?
 The second line of teeth usually keep the most bacteria and acids from reaching the chewing surfaces and fissures. As the wear and tear of life goes on, the enamel and protective sealant. Sealants have the strongest protection and greatest durability. They will, however, only protect the chewing surfaces. Regular brushing of all teeth is an important part of your child's dental hygiene.

If my child has sealants, are brushing and flossing still important?
 Yes! Sealants can only act as a barrier. Brushing, flossing, balanced nutrition, limited snacking, and regular dental visits are still essential to a healthy, healthy smile.

The American Academy of Pediatric Dentistry (AAPD)
 The American Academy of Pediatric Dentistry (AAPD) is the national authority on children's oral health. As advocates for children and family, the AAPD promotes evidence-based practice and clinical guidelines, education and infection prevention, practice and guidelines, and other health care professionals who have research and provide excellent pediatric dental care for the pediatric dentist and general dentist who care for children. Founded in 1939, the AAPD is a non-profit professional membership organization representing the specialty of pediatric dentistry. Its highly qualified pediatric dentists and comprehensive dental specialty treatment for children, children, adolescents and adults with special health care needs. For further information, please visit the AAPD website at <http://www.aapd.org>.

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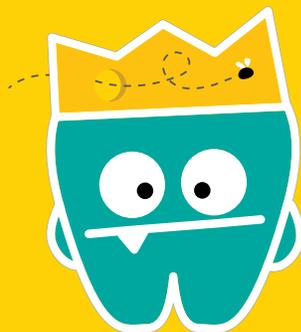
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Both styles present a professional image, and ensure that you are prepared for safe and secure knee-to-knee exams. Visit our website to place an order, or call our toll-free number for assistance.

Stay N Place® Lap Board



Stay N Place® Lap Cushion



Scan here to link to **cleaning instructions** for all Specialized Care Company products, or visit the Cleaning Instructions page found on the main navigation bar on our website under “Cleaning”.