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UPCOMING EVENT



Star of the North Meeting
April 28–30
RiverCentre, St. Paul
star.mndental.org

STAY CONNECTED



MDA FILES THIRD-PARTY PAYER LEGISLATION

The MDA has introduced legislation that will create transparency and fairness to dental plan contracting. House File 2673 addresses three critical aspects of the dentist and dental plan relationship.

First and foremost, House File 2673 amends existing Minnesota statutes related to the disclosure of fees by a health plan to a provider. Currently, health plans must provide a full fee schedule in addition to other contract provisions BEFORE requiring a provider to sign a contract. However, dental plans are noticeably exempt from such a disclosure. This presents an interesting dynamic in that dental providers today are asked to enter into contracts with little or no information on expected reimbursement for services to be rendered under such a contract. No other business transaction would be conceived without the full disclosure of terms, conditions, and fees associated with such a transaction. House File 2673 eliminates this exemption and applies the current contract disclosure statute equally to health plans, inclusive of dental plans.

A second important provision within the legislation addresses reimbursement methods, such as virtual credit cards, that often impose fees in order to collect payment for the service the dentist has provided the patient. Fees associated with these cards range from 2% to 5% and essentially require a provider to pay in order to get paid for a service. Several dentists have reported that some payers afford no other method of receiving reimbursement. Although this practice is not yet widespread in Minnesota, national

colleagues are reporting an increase in this very practice.

The provision does not prohibit the use of virtual credit cards or any specific means of reimbursement. It merely provides for full transparency in payment method and, more importantly, affords the provider an option of reimbursement which does not incur fees. It ensures that at least one method be provided that doesn't require a fee for the dentist to access reimbursement.

The third important provision in House File 2673 addresses Network Leasing, a practice where a dental plan leases its provider network to another entity, which is often an unrelated dental plan. This frequently occurs without any notice to the contracted dentist. This practice results in confusion for both patients and dentists. For the dentist, they may unknowingly be required to deal with unknown dental plans across the country. Patients may be confronted with a dental practice that has no knowledge of what may be covered by the patient's plan which leads to unnecessary and potentially disruptive delivery of care.

The bill's language simply ensures the disclosure of a provider network lease arrangement to contracting dentists, including any variations in the contract obligation and fees. It further, and most importantly, provides the dentist or dental practice an opportunity to opt-out of such a leasing arrangement without penalty.

On February 8, MDA President Dr. Amber Cziok testified before the House Commerce Committee. The bill was voted favorably out of committee. ■

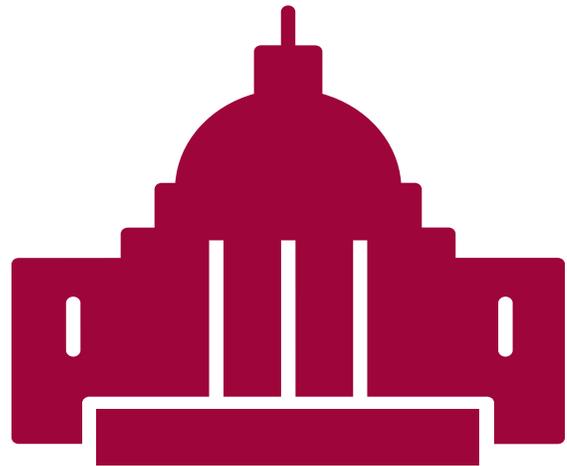
MDA FILES LEGISLATION SEEKING TO RESTORE COMPREHENSIVE ADULT DENTAL BENEFIT IN MEDICAID

House File 3147 seeks the Restoration of an extensive set of adult dental benefits in our Medicaid program – benefits which were significantly limited in 2009. Minnesota offers an extensive benefit for children and pregnant women, yet once that child reaches the age of 18 or once that infant is delivered, benefits are severely reduced.

The 2009 cuts occurred during a time of fiscal necessity. And while we appreciate the need for fiscal prudence, we also appreciate that an investment in oral health is an investment in overall health.

Studies have reported that spending can be significantly reduced throughout the Medicaid program when a holistic approach to care is embraced, inclusive of comprehensive oral health. Not to mention that access to proper oral health can reduce costly emergency room visits. These facts alone are evidence enough to see that the restoration of an extensive and comprehensive dental benefit is a wise investment in our Medicaid program.

On February 16, MDA President Dr. Amber Cziok testified before the House Health Finance and Policy Committee. ■



Thinking of owning your own practice? Or maybe you are up and running but just need some advice?

Dental Entrepreneurial Program

SATURDAY, MAY 7, 2022 | 8 A.M. – 5 P.M.

REGISTRATION INCLUDES: Breakfast, lunch, CE, and a resource binder of information to get you started on what you need to know about owning and running your own business.

This course is intended to be a practical look at dental practice ownership and what you need to know.

- General Business Operations
- Financials
- Regulatory Compliance
- Practice Management

LOCATION: Best Western Plus
1000 Gramsie Road
Shoreview, MN 55126

Limited to 100 attendees | 3.5 hours of CE

SAVE THE DATE!

MORE INFORMATION & REGISTRATION COMING IN MARCH!



MINNESOTA DENTAL ASSOCIATION COLLABORATES ON DEMENTIA FRIENDLY DENTAL PRACTICES

Almost 100,000 Minnesotans age 65+ are living with Alzheimer's, and the annual number of Alzheimer's cases and other dementias is projected to triple by 2050, according to the Alzheimer's Association. These numbers will touch us all because they represent family members, friends, neighbors, co-workers, colleagues, patients, and their care partners.



The Minnesota Dental Association, in collaboration with ACT on Alzheimer's, a program of Trellis (formerly Metropolitan Area Agency on Aging), the University of Minnesota's NorthStar Geriatrics Workforce Enhancement Program and School of Dentistry, and with funding by Delta Dental of

Minnesota Foundation, came together to provide "Dementia Friendly at Work for Healthcare" training, tailored specifically for dental practices. The goal of the initiative is for dental practices to increase their ability to care for adults living with dementia, providing these patients with the best care and

service. The interactive training will help staff serve patients with dementia more effectively and confidently, while creating an environment that is safe, respectful, and welcoming for people living with dementia.

The training, via virtual or in-person format, is available in 60- or 90-minute sessions (1 or 1.5 CEU) and is presented by volunteers who are trained by ACT on Alzheimer's. Sessions are designed for the entire dental team (clinical and non-clinical staff members). Topics include dementia and the warning signs of Alzheimer's disease, effective strategies for communicating and interacting with patients with dementia, creating a dementia friendly environment, and community resources and support.

Dental practices are encouraged to visit **ACT on Alzheimer's Dementia Friendly Dental Practices** for more information and to schedule for training.

Please note the Star of the North Meeting is holding a 60-minute educational **session**, "Dementia Friendly at Work for Healthcare," on Friday, April 29. ■

REGISTER FOR THE NEXT "MDA NOW": A TOWN HALL-STYLE MEMBER ENGAGEMENT SERIES

SPECIAL GUESTS: Dr. Raymond Cohlma, Executive Director, American Dental Association, and Dr. Scott Morrison, 10th District Trustee, American Dental Association

All members are invited to the next "MDA Now" live webinar on Wednesday, March 23, from 6:30 to 7:30 p.m.

Join MDA President Dr. Amber Cziok and Executive Director Carmelo Cinqueonce as they welcome Dr. Raymond Cohlma, the newly appointed Executive Director of the American Dental Association. Joining Dr. Cohlma will be Dr. Scott Morrison, 10th District Trustee to the ADA.

Dr. Cohlma is excited to share his vision of the ADA while sharing projects and initiatives on the horizon.

Please register in advance. After registering, you will receive a confirmation email containing information about joining the webinar. ■

REGISTER HERE

STAR OF THE NORTH MEETING REGISTRATION IS OPEN



The 2022 Star of the North Meeting will be here before we know it. Registration is open, so log on and select your courses and special events today!

Take advantage of one of the best benefits of your MDA membership – FREE attendance at the meeting! Remember to pay your 2022 dues before you register and select your classes. Registration gives you access to the exhibit hall, table clinics, CE Spot, the keynote session, and social events, plus three elective credits. As a registered attendee, you can choose from 90 affordable continuing education programs presented by some of the best clinicians in the dental industry – all located conveniently close to home!

We are back to a full schedule of activities. The Preliminary Program book was mailed in December, so be sure to check out all the plans we have for 2022.

We have a full program of speakers and topics for the entire dental team, including 15 hands-on workshops for one-on-one

learning experiences. Staggered start times and varied course lengths allow you to make the most of your meeting experience. Don't forget to stop by the CE Spot and table clinics to grab a few extra CE credits.

Join us for Buyer's Happy Hour on Thursday from 4 to 6 p.m. Browse the exhibit hall while enjoying a complimentary glass of beer or wine, plus scan your name badge for a chance to win great prizes! Test your skills in our Mobile Escape Room – do you have what it takes to solve the clues?

Be sure to join us for the Keynote Session on Friday with Mike Veeck – entrepreneur, philanthropist, and owner of the Saint Paul Saints. Stick around on Friday night for The BIG Party featuring an epic concert with fan favorite ... Hairball! The first 500 people to walk through the doors wearing a classic rock concert t-shirt will receive a FREE drink ticket.

Visit star.mndental.org for more information.

U OF MN LAUNCHES PROGRAM NECESSARY FOR LIMITED RADIOLOGY REGISTRATION

New 2022 Minnesota administrative rules allow unlicensed dental assistants to perform radiology services under a **limited radiology registration**. The 80-hour training program will provide the skills needed to produce high-quality diagnostic intraoral, panoramic, and CBCT images. It is designed to meet the new rule requirements. In addition to completion of the course, individuals will need to pass a nationally recognized radiation exam and the Board's jurisprudence exam.

The MDA has inquired with the Department of Labor and Industry on whether the training program is eligible for grant funding through the state's Dual-Training Pipeline program. The MDA was recently informed that the Office of Higher Education has determined that the program will be eligible for grants.

Dual-Training Grants are part of the Minnesota Dual-Training Pipeline, an innovative approach to address current and future workforce needs. It exists to support employers in creating or enhancing a competency-based dual-training approach where workers receive a combination of related instruction strategically paired with on-the-job training. The Pipeline program provides education grants to employers seeking to help dental assistants and dental hygienists complete academic training programs. Grants of up to \$6,000 per employee per year are available. The application opens on Tuesday, March 8, and is open until Tuesday, April 12, 2022. Find out more and apply **online**. ■

MISSION OF MERCY SEEKS AMALGAM DONATIONS

The next Minnesota Mission of Mercy will be held in St. Cloud July 28–30. The MnMOM committee is seeking donations for non-expired amalgam: Disperalloy, Tytin, or contour amalgam, any spill level (1, 2, or 3), and any container size as long as they are not expired. Brands that work with the amalgam mixers are Dentsply, Sirona, Dispersalloy, and Kerr. (Some of the generic Patterson and Henry Schein capsules are too small for the mixers.)

If you are able to make a donation, please drop supplies off at the MDA office. ■



ACCELERATE YOUR CAREER ON YOUR TIME!

ADA Accelerator Series is your hub for financial, leadership, and work/life balance tools to accelerate your life, your way. Have you missed one of the recent ADA Accelerator Series webinars? Catch up with on-demand recordings. Learn about top performer mindset shifts for your career with career coach Ashley Stahl, explore how supportive leadership can improve mental health in the dental office with NAMI Chicago, and more. **Start watching now!**

Find more resources and upcoming events at [ADA.org/accelerator](https://ada.org/accelerator). ■

RENEW YOUR 2022 ADA/MDA/DISTRICT DENTAL SOCIETY MEMBERSHIP TODAY!

Thank you to all who have renewed your tripartite membership. Your commitment provides the support needed for us to continue addressing the challenging issues facing the dental profession. Membership renewal packets have been mailed and will continue to be mailed weekly. The packet includes your 2022 ADA membership decal. You can download your 2022 ADA membership card by logging into [ADA.org/myADA](https://ada.org/myADA), where you'll have the option to print your card or save it to your smartphone's virtual wallet.

If you have not yet renewed, dues can be paid quickly and efficiently online. Click **here** and you will be prompted to log in. A summary of your 2022 dues will display. You will see

a recap of your total dues amount. Enter your credit card information, which is securely processed, and click "finish." You will receive an email confirmation of your payment. Members have different options to pay dues. For your convenience, the MDA is again offering an auto-renewal payment plan and auto-renewal installment plan. Both plans are being offered with no additional fees or charges. You have the option of paying your full dues amount at once or spreading it out between three, six, or nine months.

Please note: If you plan on attending the Star of the North annual meeting, our premier conference and trade show, 2022 dues must be paid to avoid the non-member registration fee of \$845. ■



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EXECUTIVE DIRECTOR: Carmelo Cinqueonce | EDITOR: Stephanie Leclair | LAYOUT/DESIGN: Neuger