

# new dentist news



## 10 UNDER 10

**TIPS** // page 3

Have you talked to your patients about substance abuse?

**ADVOCATE** // page 5

Treating patients with special needs is fulfilling

**DATA INSIGHTS** // page 6

Shifting practice configurations

## 10 UNDER 10 AWARDS

# Dentistry's brightest rising stars

BY KIMBER SOLANA

New dentists have their eye on the future of the profession, with many taking on selfless pursuits and new endeavors to make dentistry better.

The 10 under 10 award honors dentistry's rising stars: dentists who are giving their all, sparking change and inspiring others — all less than 10 years after graduating from dental school.

This year's winners, selected by the ADA New Dentist Committee from over 120 nominations, have been responsible for a state's oral health initiatives, conducted life-saving research, testified before lawmakers

and advanced oral health protocols at long-term facilities and end-of-life dental service utilization.

Whittling the number of nominations to only 10 was a difficult process, said Dr. Lindsay Compton, chair of the Subcommittee on New Dentist Engagement, which recommended winners to the New Dentist Committee. "It's overwhelming to see what amazing things new dentists are doing," she said. "By the end we were so appreciative and in awe of our colleagues."

For more information on the winners, visit [ADA.org/10under10](http://ADA.org/10under10). *Continued on Page 4.*

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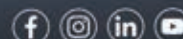
1. BISCO has, on file, the calcium release data for TheraCal LC.
2. Gandolfi MG, Siboni F, Prati C. Chemical-physical properties of TheraCal, a novel light-curable MTA-like material for pulp capping. *International Endodontic Journal*. 2012 Jun;45(6):571-9.
3. BISCO, Inc. data on file.

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# HAVE YOU TALKED TO YOUR PATIENTS about substance abuse?

BY JENNIFER GARVIN

In March 2018, the ADA announced a new policy demonstrating the Association's commitment to fighting opioid abuse while continuing to help patients manage dental pain.

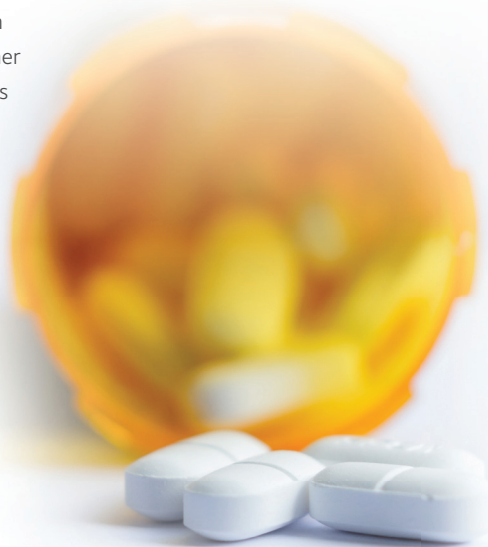
Broaching substance abuse or opioid misuse can be difficult for providers. The National Institute on Drug Abuse created a new webpage, Screening for Substance Use in the Dental Setting, to help dentists and **members of the dental team** recognize the signs of risky substance use and addiction. Visit [Drugabuse.gov](http://Drugabuse.gov) and search "substance abuse screening."

## Tips include:

- Taking a health history of the patient that includes discussing substance abuse.
- Referring patients with untreated addiction to a local behavioral health provider.
- Explaining the research on opioids versus over-the-counter pain medications. The ADA recommends the use of nonopioid medications as a first line of defense.
- Reassuring patients who are in addiction recovery that their dental-related pain will be managed.
- Checking your state's prescription drug monitoring program.
- Staying up to date by familiarizing yourself with the latest guidelines.

As a public service, the ADA Center for Professional Success website offers free access to information on safe prescribing, online continuing education and other tools for managing dental pain, especially for patients who are at risk for drug overdose or addiction. This includes archived recordings of the ADA's opioid prescribing webinar series. The ADA also offers free online continuing education courses on safe and effective analgesic prescribing for dental pain. Visit [Success.ADA.org](http://Success.ADA.org) and search "opioids."

Urge patients to visit [MouthHealthy.org/rxabuse](http://MouthHealthy.org/rxabuse) to learn more about keeping prescription drugs from becoming a source of harm. ■



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## ABOUT ADA New Dentist News

### WELCOME

The *ADA New Dentist News* is a quarterly supplement to the *ADA News*.

### RESOURCES

- [ADA.org/newdentist](http://ADA.org/newdentist)
- 1-800-621-8099
- [newdentist@ada.org](mailto:newdentist@ada.org)
- [NewDentistBlog.ADA.org](http://NewDentistBlog.ADA.org)

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## 10 UNDER 10 AWARDS

# Dentistry's brightest rising stars

(continued from cover)



### Dr. Courtney Burrill

Eagle River, Alaska

A U.S. Air Force veteran, Dr. Burrill serves in the Alaska Air National Guard, initiated the University of Alaska pre-dental program and graduated from the ADA Institute of Diversity in Leadership in 2018. "I will continue to strive to do my very best to help others," Dr. Burrill said. "I hope that through my actions I can inspire others in our profession to do the same."



### Dr. Onika Patel

Scottsdale, Arizona

Dr. Patel testified before the Arizona state legislature on new dentists' perspectives on dental therapy. In addition to advocacy, Dr. Patel serves on the ADA Council on Ethics, Bylaws and Judicial Affairs and as an ADA alternate delegate. "I hope that my enthusiasm for and dedication to organized dentistry can encourage and inspire other young leaders," Dr. Patel said.



### Dr. Antonina Capurro

Las Vegas

Dr. Capurro is a leader in dental education and advocacy in Nevada, serving as Nevada State Dental Health officer, leading the Medical Miles for Rural Smiles initiative and helping design the D.M.D.-Masters in Public Health Fast Track program. "[The honor] encourages me to continue to improve the health outcomes for the underserved and vulnerable in Nevada," she said.



### Dr. Kadambari Rawal

Boston

Dr. Rawal has been involved in research including standardizing oral health care protocols at long-term care facilities, end-of-life dental service utilization and geriatric dentistry. In addition, she provides free dental care to women, children and the elderly and teaches geriatric dentistry in her home country of India.



### Dr. Amanda Fitzpatrick

La Plata, Missouri

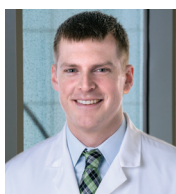
Dr. Fitzpatrick serves as co-chair for a local Mission of Mercy and teamed with the county health department to conduct annual school screenings and fluoride treatments for children in eight area schools.



### Dr. Danielle Riordan

St. Peters, Missouri

Dr. Riordan is a constant presence in Give Kids A Smile, Donated Dental Services and Mission of Mercy programs. She serves on the ADA Council on Membership, as the 2019 first vice president of the Greater St. Louis Dental Society and as chair of the Missouri Dental Association Foundation Board.



### Dr. Dan Hammer

Fort Worth, Texas, Navy

Dr. Hammer is a diplomate for the American Board of Oral and Maxillofacial Surgery, a Maxillofacial Oncology and Reconstructive Surgery fellow and a Navy officer. In addition, he is a grant-funded researcher who is evaluating a nonoperative treatment of medication-related osteonecrosis of the jaw.



### Dr. Jason Tanguay

Bozeman, Montana

One year out of dental school, Dr. Tanguay was elected to the Montana Dental Association board of directors. In 2018, he served as vice president of the MDA, making him the most junior officer in the society's history. He led the MDA Medicaid Symposium and successfully lobbied on McCarren-Ferguson legislation in his state.



### Dr. Brian Hathcoat

Moraga, California

Dr. Hathcoat volunteered at the Berkeley Free Clinic for six years before taking over as dental director. Most recently, he co-founded Oakland, California-based Just Health 510, a program that helps provide complete oral health care regardless of a person's ability to pay. "It is with the support of my family and friends that I have the opportunity to serve my community with dedication," he said.



### Dr. Tim Treat

Indianapolis

Dr. Treat is a clinical faculty member at Indiana University School of Dentistry and serves as a comprehensive care clinic director, which allows him to work with faculty, staff and administrators to develop new pedagogical models that inspire students in clinical and didactic settings. "Investing in new leaders is critical to the long-term success of the profession," Dr. Treat said. "And I'm proud to be part of an organization that has chosen to amplify the potential impact of individual members early in their careers." ■

# 5 MAKE SURE YOUR BUSINESS PLAN INCLUDES THESE financial elements

BY KIRK DEWART, BMO HARRIS BANK

Whether you're acquiring an existing practice, expanding a current practice or starting one from scratch, a business plan adds the necessary muscle to the skeleton of your idea. It allows prospective lenders and investors to evaluate your request for funds, which is why detailed financial information is perhaps the most critical element of any business plan. ■

*BMO Harris Bank is the ADA Member Advantage endorsed provider for practice financing. Call 1-833-276-6017 or visit [bmoharris.com/dentists](http://bmoharris.com/dentists) for more information. Visit [NewDentistBlog.ADA.org](http://NewDentistBlog.ADA.org) for the full article by Kirk Dewart, BMO Harris Bank, director of U.S. Healthcare Programs.*



## 1. STABILITY

### Demonstration of financial stability.

When you seek practice financing, including a business plan with your request for funds demonstrates that you have a strategic focus on running the practice.



## 2. BUDGET

**Startup and operating budgets.** Until it's earning enough to cover an operating budget, your practice will likely rely on other funds (like a line of credit or your personal savings) to pay the operating expenses.



## 3. BALANCE

**Balance sheet.** This is a graphical representation of your practice's assets, liabilities and equity at a given point in time.



## 4. ANALYSIS

**Break-even analysis.** This examines various combinations of sales and fixed costs necessary for your practice to begin earning a profit.



## 5. FORECAST

**Forecasted income.** An income statement measures patient collections (sales), expenses and profit or loss over the reporting period. The most common length used for a full reporting period is 12 months.

## TREATING PATIENTS with special needs is fulfilling

BY DAVID BURGER

New York — Dr. Chelsea Fosse knew she wanted to work with patients with special needs even before she enrolled in dental school.

After she graduated from The University of Texas at Austin, the Michigan-raised dentist worked at the American Academy of Pediatrics, where she gained exposure to the health care hurdles often faced by those with intellectual and developmental disabilities.

In part because of that experience, Dr. Fosse decided she wanted to become a dentist and enrolled at Rutgers School of Dental Medicine, a school that is especially equipped for and trains students to treat patients with special needs. "It can be nerve-racking when you first start working with this population, even in a controlled environment like dental school," she said. "But it is so fulfilling to be able to provide care to someone who is truly in need of our services and skills."

For patients with disabilities, access to dental care can be scant or nonexistent, and the experience of visiting a dentist can be filled with panic and confusion,

Dr. Fosse said. After her dental school graduation in 2017, she completed a general practice residency at Helen Hayes Hospital in West Haverstraw, New York, which offers comprehensive care to adults with intellectual, neurological and psychiatric disabilities.

Now, as a master's student at the Mailman School of Public Health at Columbia University — due to graduate this year — Dr. Fosse continues to advocate for patients with special needs as a primary care dentistry fellow in the university's College of Dental Medicine. ■



Dr. Chelsea Fosse points to a medal her friend Anna won at a Special Olympics event with which Dr. Fosse volunteered.

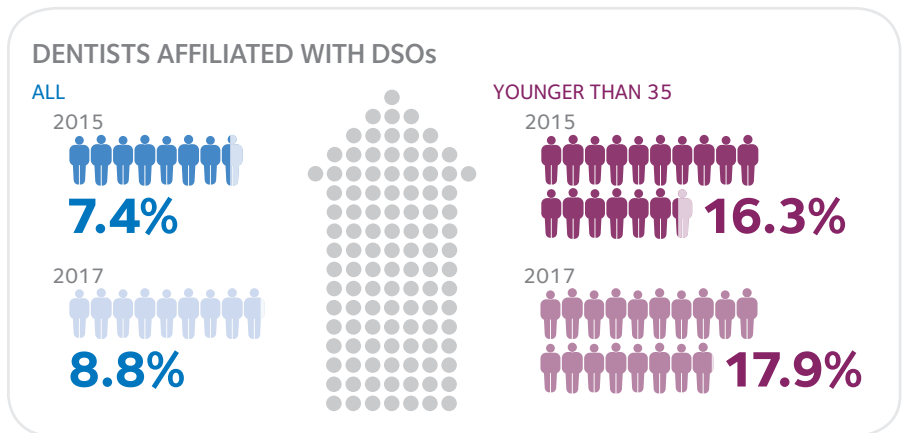
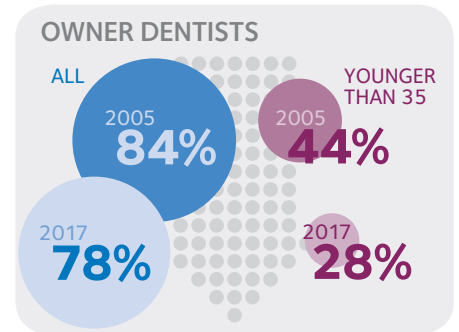
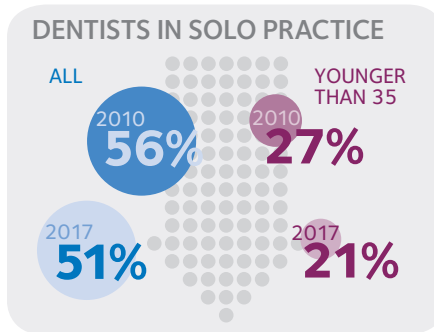
# SHIFTING PRACTICE configurations

**Traditional solo practices are becoming less common as dentists gravitate toward group practices, a trend that is likely to continue.** Fewer dentists were in solo practices in 2017 (51%) than in 2010 (56%), a trend even more evident among dentists ages 35 to 44, from 49% in 2010 to 40% in 2017, and dentists younger than 35, from 27% in 2010 to 21% in 2017.

Practice ownership has also declined, with 78% of dentists owning their practice in 2017 compared to 84% of dentists in 2005, with a sharper decrease among dentists under 35, from 44% in 2005 to 28% in 2017.

In contrast, group practice affiliation has risen. In 2017, 8.8% of U.S. dentists were affiliated with a dental service organization (DSO). Among dentists younger than 35, that share was 17.9%.

Learn more at [ADA.org/HPI](http://ADA.org/HPI). ■



Dr. Janine Musheno and her fiancé, Justin, pose for their engagement photos.

## GETTING TO KNOW YOU Dr. Janine Musheno

### Why dentistry?

I knew that I wanted to work in health care or do something with art, whether it be interior design or architecture. I have the best of both worlds with dentistry, combining my love of art and science.

while treating patients. My patients can also connect with medical and social services. Over time, I am able to see many of them transform as they get housing, medical services and relief from dental pain. I love sharing in their joy and being able to see them smile again.

### Why are you an ADA member?

The ADA offers numerous resources for me as a dentist, including keeping me up to date on the latest news in dentistry and advocating for our profession.

### When I'm not practicing, I'm:

spending time with my fiancé, Justin, and puppy, Kylo, and working on assignments for my master's in public health with dental emphasis through A.T. Still University.

### What kind of dentistry/specialty do you practice?

I work at a federally qualified health center as a dental director in Philadelphia. Most of my time is spent in the clinic treating patients, and part of my time is spent on administrative work.

### What has been the best time of your career so far?

I recently opened our satellite clinic to treat those experiencing homelessness. It is a unique experience to walk under the subway to get to work and hear the subway running overhead

### One fun fact about me:

I studied abroad for a semester in college in New Zealand where I climbed a glacier, bungee jumped and went skydiving. I didn't tell my parents until my adventures were safely over! ■



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