Fluoride advocates

**DENTISTS, DENTAL STUDENTS PLAY ROLE IN SUPPORTING COMMUNITY WATER FLUORIDATION**

**BY MARY BETH VERSACI**

It’s never too early to get involved in fluoridation advocacy.

Chloe Zana, a first-year student at the Harvard School of Dental Medicine, has used her position as advocacy chair and legislative liaison with the Harvard chapter of the American Student Dental Association to advocate for change and help empower other students to do the same.

“At the beginning of the year, my classmates and I realized that while we, as dental students, are taught that fluoridation is a scientifically proven, safe and effective means of preventing dental decay, there are still many misconceptions about it,” she said. “Unfortunately, many areas do not have appropriately fluoridated water systems.”

The Harvard ASDA Advocacy Committee, whose role is to involve the student body in advocacy events and initiatives and connect with other students and dentists, organized a webinar on community water fluoridation in November 2020. The virtual event was attended not only by dental students at Harvard and other New England schools, but also by more than 100 pre-dental, medical and public health students, as well as government workers. Participants came from four countries.

Continued on Page 4.
New Dentist?
Learn how you can get FREE BISCO products

To learn more about the Thera Family
VISIT THERAFAMILY.COM

We’re THERA for you:
1-800-247-3368 • www.bisco.com

Family matters.
SOUTH FLORIDA DISTRICT DENTAL ASSOCIATION makes new dentists feel at home

BY JENNIFER GARVIN

There’s no magic formula for attracting new dentists to organized dentistry, but if there were, you might say the South Florida District Dental Association has a blueprint for success.

Veteran dentists may cherish the benefits of organized dentistry, but for many new dentists, there may be questions about cost or time commitment. The South Florida District Dental Association knows this and prioritizes making a welcoming atmosphere for all. It’s working. To date, six new dentists, including president and president-elect, sit on the association’s executive board.

Some examples of how they do it:

Need continuing education hours? Before the pandemic, the Coral Gables, Florida–based association held multiple continuing education dinners each month where they invited dental residents, dental students and new graduates. Whenever they could, they made the events free to newcomers. Veteran members often sponsored the events themselves.

“These dinner meetings are where young dentists start to engage and become interested in more than just being members,” said Yolanda Marrero, executive director of the dental association.

Have questions about organized dentistry? The association urges newcomers to engage.

“Our veteran leadership encourages our young dentists to take a seat at the table and voice their opinions and give input,” Ms. Marrero said. “They tell them, this is no longer my ADA; it's yours.”

Just looking for fun? SFDDA prides itself on producing fun social activities, like fun trust exercises and game nights.

“These events and moments have given rise to camaraderie and collaboration between veteran and young dentists as well as the drive we all share to better our profession.”

Mariana Velasquez, D.D.S., South Florida District Dental Association president, agreed.

“When I went to my first affiliate society CE meeting, I was instantly welcomed and encouraged by other young dentists to become a leader,” she said. “I started as treasurer of that affiliate society and have since worked my way up the ladder. Now I am proudly serving as the president, and I really enjoy the camaraderie and collaboration between veteran and young dentists.”

Veteran dentists may cherish the benefits of organized dentistry, but for many new dentists, there may be questions about cost or time commitment. The South Florida District Dental Association knows this and prioritizes making a welcoming atmosphere for all. It’s working. To date, six new dentists, including president and president-elect, sit on the association’s executive board.

2020–2021 ADA NEW DENTIST COMMITTEE

District 1 • CT, MA, ME, NH, RI, VT
James E. Lee, D.M.D.
LeeJamesDMDD@gmail.com

District 2 • NY
Lauren E. Vitkus, D.D.S.
laren.vitkus@gmail.com

District 3 • PA
Seth Walbridge, D.M.D. (VICE-CHAIR)
seth.walbridge@gmail.com

District 4 • DE, DC, FDS, MD, NJ, PR, VI
Steven G. Feldman, D.D.S.
drsgdfd@gmail.com

District 5 • AL, GA, MS
Alena R. Lotz, D.M.D.
alenareich@gmail.com

District 6 • KY, MO, TN, WV
Sean Aiken, D.M.D.
seanaikenOMD@gmail.com

District 7 • IN, OH
Alex T. Mellon, D.M.D.
dralex@mellononthero.com

District 8 • IL
Benjamin C. Youel, D.D.S.
bcychouel@gmail.com

District 9 • MI, WI
Gabriel B. Holdwick, D.D.S.
gabeholdwick@hotmail.com

District 10 • IA, MN, NE, ND, SD
Jarod W. Johnson, D.D.S.
jarod.w.johnson@gmail.com

District 11 • AK, ID, MT, OR, WA
Brooke Fukuoka, D.M.D.
bfukuoka@hfisd.org

District 12 • AR, KS, LA, OK
Daryn Lu, D.D.S.
daryn@dental32okc.com

District 13 • CA
Kevin Kai, D.D.S.
kevin.kai@ucsf.edu

District 14 • AZ, CO, HI, NV, NM, UT, WY
Lindsay M. Compton, D.D.S.
lindsay.compton.dds@gmail.com

District 15 • TX
Jonathan Vogel, D.D.S.
johnvodeldds@gmail.com

District 16 • NC, SC, VA
Daniel W. Hall, D.M.D. (CHAIR)
halldw2015@gmail.com

District 17 • FL
Arlene Wright, D.M.D.
arlenewrightnrd@gmail.com

ABOUT ADA New Dentist News

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

RESOURCES
- ADA.org/newdentistnews
- 1-800-621-8099
- newdentistnews@ada.org
- NewDentistBlog.ADA.org

SPONSORED BY

DISCLAIMER
The publication of the American Dental Association is offered as information only and does not constitute practice, financial, accounting, legal or other professional advice. Persons need to consult with their own professional advisers for any such advice. Reference herein to any products and/or services of non-ADA resources is not to be construed as an endorsement or approval by the American Dental Association or any of its subsidiaries, councils, commissions or bureaus, or of any state or local New Dentist Committee, of that product or service. Non-ADA resource manufacturers and service providers are solely responsible for the products and/or services they provide. ADA is not responsible in any way for any representation or warranty—guarantee or any claims which may arise from the products or services. The ADA specifically disclaims any and all liability for damages arising out of the use of the services or products, including special and consequential damages, expenses, or other claims or costs.
“The talk was a success and prompted me to get more people involved in spreading the message about one of the greatest public health achievements of the century,” Ms. Zana said.

“Through social media, I can reach thousands of students and professionals daily. I firmly believe that one doesn’t need to be elected to Congress to influence public policies and that starting conversations with pre-dental and dental students can go a long way.”

Since the inception of water fluoridation, the American Dental Association has monitored scientific research regarding its safety and efficacy. Seventy-five years of research have consistently shown an optimal level of fluoride in community water is safe and effective, and it prevents tooth decay by at least 25% in both children and adults.

The ADA has continually reaffirmed water fluoridation as the most effective public health measure for the prevention of dental caries and strongly urges that its benefits be extended to those served by communal water systems. The Centers for Disease Control and Prevention also included community water fluoridation in its list of 10 great public health achievements during the 20th century, and former chief dental officers of the U.S. Public Health Service released a statement in July 2020 in support of community water fluoridation to commemorate its 75th anniversary.

The ADA works closely with state and local dental societies to promote the fluoridation of municipal water supplies at recommended levels and supports capacity-building grants to help communities establish, upgrade and maintain an effective public water fluoridation infrastructure. It also encourages individual dentists to get involved in fluoridation efforts.

At a local level, Nathan Suter, D.D.S., owner of Green Leaf Dental Care in House Springs, Missouri, was part of a 2019-20 effort with other fluoridation advocates to stop an area water authority from discontinuing community water fluoridation.

“We made quite the in-roads with the local authorities, had tours of the facility and helped them delay their decision until funding could be found to help offset the costs of a new system,” said Dr. Suter, a past ADA 10 Under 10 Award winner who graduated from the University of Missouri–Kansas City School of Dentistry in 2013.

During the COVID-19 pandemic, as patients perhaps delayed their dental appointments, community water fluoridation may have played an important role in guarding their oral health.

“Fluoridation is a passive, time-proven preventive measure that can benefit an entire community,” he said. “People have been stuck at home, and without dental visits, patients’ personal hygiene, diet and community water fluoridation are the only ways many have maintained their oral health.”

Dr. Suter said dentists should consider being part of fluoridation efforts in their communities to help ensure the most knowledgeable voices are heard.

“It is important to get involved as a member of the community and an expert who sees the consequences of dental decay,” he said. “If you don’t show up to the table, it is easier for the loudest people who do show up to win out.”

There is a place for dental students at that table as well, Ms. Zana said.

“Fluoride builds up tooth structure and is a safe, effective way to prevent dental decay, but fluoridated water only reaches two-thirds of the U.S. population,” she said. “Education and community involvement are key. The science around fluoridation already exists, but education is lacking. Therefore, our impact will depend on how many communities we can reach and educate, in order to promote local implementation of fluoridated water systems for all Americans.”

For more information on community water fluoridation and ADA advocacy, visit ADA.org/fluoride.
STUDENT LOAN REFINANCING

You could save thousands on your student loans\(^1\)

Using the link below you can get a:

- **0.25% rate discount**\(^2\) to ADA members.
- **Special pricing** for dentists—receive a reduction off our already competitive rates\(^3\)
- Check your preliminary rate in as little as **5 minutes**.
- **Low APRs**—no prepayment penalties, no application or origination fees

Check your rate today [LaurelRoad.com/ADA](https://www.laurelroad.com/ADA).

At Laurel Road, we recognize the dedication it takes to be a dentist. That’s why we’ve created an easy online experience with low rates, personalized service, and technology that makes refinancing student debt easier—so you can focus on the future, not your past.

---

1. Savings vary based on rate and term of your existing and refinanced loan(s). Refinancing to a longer term may lower your monthly payments, but may also increase the total interest paid over the life of the loan. Refinancing to a shorter term may increase your monthly payments, but may lower the total interest paid over the life of the loan. Review your loan documentation for total cost of your refinanced loan.
2. The 0.25% ADA member interest rate discount is offered on new student loan refinance applications from active ADA members. The ADA discount is applied to your monthly payment and will be reflected in your billing statement. The discount will end if the ADA notifies Laurel Road that the borrower is no longer a member. This offer cannot be combined with other member or employee discounts.
3. The specialized rates are offered to applicants who are dentists with the following degrees: Doctor of Medicine in Dentistry or Doctor of Dental Medicine (DMD), Doctor of Dental Surgery (DDS). Not available to residents, fellows, or students. Not available to residents, fellows, or students.
Ask the Expert: HOW DO I CAPITALIZE ON MY BANKING RELATIONSHIP?

BY CHRISTINE OLMSTEAD LOPEZ, CERTIFIED HEALTHCARE FINANCIAL PROFESSIONAL, BMO HARRIS BANK

Dear Christine: As a new practice owner, I am reviewing vendors at my practice and making sure the practice is getting value from each relationship. Ideally, I want to work with suppliers who are both dependable and who advocate for my practice. I have never really considered what my current bank brings to the table. How do I evaluate my banker?

— Seeking Vendors with Benefits

Dear Seeking: Practice success can certainly be dependent upon establishing a network of trusted suppliers. It makes good business sense to regularly re-evaluate vendor relationships, including advisory relationships like your banker.

To aid in your decision, I suggest interviewing multiple bankers and asking these three questions:

1. What type of lending do you specialize in?

Some banks, like BMO Harris, have a focus on the dental industry, which means they know the ins and outs of practice management and know that dentists will generally meet the bank’s loan eligibility requirements.

2. How have you helped practices like mine?

Good bankers are advocates for their clients and should be able to provide examples of such. They can proactively help solve challenges and even prevent future problems by providing advice based on what they’ve seen with other clients.

3. Do you offer any business counseling?

This question gets to the heart of the added value that a good banker can provide. Some bankers can provide technical assistance in preparing applications, as well as offer educational assistance on financial management, practice management, business plans, marketing and more. Most importantly, they can leverage their own network to generate referrals.

A good banker will always be willing to answer these questions — and frankly, will be impressed that you asked. A commercial banker since 2006, Ms. Olmstead Lopez advises mid- to large-size practices, leveraging her background in commercial credit underwriting and structuring, and providing industry-specific expertise and local market insight.

Editor’s note: This article is provided by BMO Harris Bank, the ADA Member Advantage-endorsed provider for practice financing. Call 1-833-276-6017 or visit bmoharris.com/dentists for more information.

A commercial banker since 2006, Ms. Olmstead Lopez advises mid- to large-size practices, leveraging her background in commercial credit underwriting and structuring, and providing industry-specific expertise and local market insight.

Editor’s note: This article is provided by BMO Harris Bank, the ADA Member Advantage-endorsed provider for practice financing. Call 1-833-276-6017 or visit bmoharris.com/dentists for more information.
Don’t just join any practice. Join the right practice with ADA Practice Transitions.

From gaining the respect of a new team to learning the ins-and-outs of a practice, establishing yourself in a new setting isn’t always easy.

Whether you’re looking to buy a practice or find a new job, ADA Practice Transitions™ matches you with practice owners who share your approach to dentistry, enabling you to confidently take the next step of your career in a setting that’s right for you.

ADAPracticeTransitions.com/NDN
New dentists talk about
WHAT THEY MOST LOOK FORWARD TO POST-PANDEMIC

New Dentist News asked dentists from around the country about what they hope the summer and beyond will bring them as vaccination efforts continue to ramp up and restrictions begin to lift. Here are a few of their responses:

I am most looking forward to spending time outdoors at the lake with my family, the hot summer sun and not having COVID-19 be the talking point of interactions with patients.

— BRITTON M. MARSH, D.D.S., WYOMING

My team and I look forward to taking our portable clinic back into long-term care facilities for in-person care. While guided oral hygiene—utilizing teledentistry and remote-monitored silver diamine fluoride application have been great tools during the pandemic, we miss our patients.

— BROOKE FUKUOKA, D.M.D., IDAHO

I am looking forward to a very productive and enjoyable 2021. I will be excited to visit family and friends again. With the easing of restrictions, I hope to get the chance to show my wife my hometown of Oakville, Ontario, Canada.

— AMIR KAZIM, D.D.S., CALIFORNIA

As the summer months approach, I’m hoping to return to “normal” carne asada season with my friends and family. It’s a huge part of my Mexican heritage to get together over a nice piece of meat, with homemade guacamole and salsa.

— EDDIE RAMIREZ, D.M.D., OREGON

I am most excited to attend national and local events, both dental-related and not. Hopefully, the vaccine will be ubiquitous come summer, and everyone will be able to resume a normal social life. I hope to see colleagues, both familiar and not, at SmileCon.

— KEVIN KAI, D.D.S., CALIFORNIA

Need more information on how and where to start?
Contact Tera Lavick, ADA New Dentist Committee director, at 1-800-621-8099, ext. 2386, or newdentist@ada.org.
Transform your practice and smiles with Invisalign® treatment.

Now – more than ever – your patients are looking for technology-forward solutions for their healthcare. Give your patients the smile they want in the digital way they expect from the dentist they already know and trust when you become an Invisalign provider.

Representation of diverse groups INCREASES ACROSS ALL LEVELS OF THE ADA LEADERSHIP

Given the changing demographics of the profession and the ADA’s commitment to diversity and inclusion, it's more critical than ever that the ADA evolve on its diversity and inclusion journey. To make progress, the ADA must embrace strategies to advance inclusion, while growing membership diversity, including diversifying representation in leadership. New dentists make up 29% of ADA membership, and while diversity is improving, new dentist representation in ADA councils and committees continues to lag behind. Fostering the leadership pipeline will grow the ADA as well as impact the profession and the patients we serve. For more information, visit ADA.org/diversityandinclusion.

In case you missed it

Women dentists can do everything

In celebrating Women’s History Month in March, three new dentists shared which women in their lives have inspired them and what advice they would give other women in the profession. Visit ADA.org/WHM to read the article.

ADA Success provides eye-opening view of life after dental school

From finding a job to managing debt, life after dental school can be full of uncertainties. Enter the ADA success program, which provides guidance and support for dental students on various topics relevant to them while in school and after graduation. By turning to a virtual format since the pandemic, it has only expanded its reach. Visit ADA.org/afterdentschool to read the article.

10 Under 10 Awards: Recognize the future of the dental profession

The ADA announced the recipients of its annual 10 Under 10 Awards, which recognize 10 new dentists who demonstrate excellence early in their careers. The winners were chosen for making a difference in science, research and education; practice excellence; philanthropy; leadership; and advocacy. Visit ADA.org/2021awards to read the article.
NEW DENTIST EMERGING INTO PRIVATE PRACTICE?
TUNE IN.

CHECK OUT THE LATEST EPISODES:
- The Great Equity Heist: Private Practices Under Attack
- The 5 Most Important Things You Need to Know About DSOs
- 3 Ways to Grow Your Business

New Episodes Released to Subscribers Monthly

If you want to keep your independence and gain control of your future, subscribe to Jay Geier’s Podcast at www.PodcastForDoctors.com/NewDentist
Save thousands on your practice purchase or remodel.¹

Our 0.5% rate discount for ADA members could save you nearly $12,000 on a $400,000 10-year fixed-rate loan, depending on your interest rate and loan term.²³ Our bankers make it easy to secure financing to:

- Purchase a practice or commercial real estate.
- Add operatories, update equipment and renovate your office.
- Reduce your overall interest expense by consolidating and refinancing existing loans.

For practice financing tips, articles and loan calculators, visit bmoharris.com/dentists.

Let’s connect
Speak directly with a dental financing specialist today.
833-276-6017
Monday–Friday, 8 a.m.–5 p.m. CT

Set up an appointment that works with your schedule.
practice.health@bmo.com

BMO Harris Bank
We’re here to help.

¹ The amount of any potential savings will depend on interest rate offered to you, the term of the loan, and how quickly you pay off your loan. Variable rate loans are subject to rate fluctuations over the term of the loan.
² 0.5% rate reduction applies to aggregate loans and guarantees up to $1,000,000; relationships over $1,000,000 receive custom pricing. Contact a BMO Harris Banker for details.
³ This example is for illustrative purposes only and is based on a hypothetical fixed interest rate of 4.25% discounted to 3.75% applying the 0.5% ADA member discount fully amortized over a 10-year period which would result in a total savings of $11,383.60. This example assumes payments are made as scheduled for the term of the loan and interest is computed on a 365/360 basis. The interest rate we offer to you may vary from the example rate used here based on your credit qualifications, loan characteristics, market conditions, and other criteria at the time of the offer. Example rate shown is as of January 5, 2021, and rates are subject to change without notice. Contact a BMO Harris Banker for current rates and more details.
Banking products are subject to approval. BMO Harris Bank N.A. Member FDIC.