



Dentistry IN SOUTH DAKOTA

Allied Staff News

2021 Annual Session Keynote Speaker

Alton Carter is the Director of Youth Ministries at First United Methodist Church in Stillwater, Oklahoma. He is the author of The Boy Who Carried Bricks and Aging Out, which are books about his life journey from foster care through adulthood. Alton received his Bachelor's Degree at Oklahoma State University and is using his story to inspire youth and adults to do all they can to "make the world a better place." He makes his home in Stillwater with his wife Kristin and their five children.



"Reaching Beyond the Practice"

Whoever thought a dental chair would be a place someone could find HOPE. For many, going to the dentist causes extreme anxiety, and can often be traumatic. This presentation will equip practitioners with the tools to not only reduce the amount of trauma patients experience, but also help them realize they are capable of giving patients an encounter that could very well change their life.

SDDA Serves Members During COVID-19 Pandemic

The COVID-19 pandemic has affected almost every aspect of our professional and personal lives. We've replaced "decision making" with "pivoting". Every day seems to bring a new issue, a new question, a new decision and another pivot. Throughout the pandemic, the SDDA and the ADA have served as a significant source of information for members and dental office staff. During the onset of the pandemic the SDDA sent daily emails to members, along with updates on the SDDA website and posts to social media. During the initial two months of COVID's arrival in South Dakota the SDDA responded to hundreds of member phone calls, emails and texts. It was obvious that dentists looked to their professional association for guidance and direction during a time when the profession was facing unprecedented uncertainty and a shortage of reliable information. The annual meeting had to be cancelled and in its place the SDDA offered 12 on-line opportunities for a total of 25 hours of continuing education. Several courses were specific to safety protocols during COVID. The most well attended session had more than 300 participants. In the days after COVID initially arrived and during the week the offices began to "re-open" the SDDA web site had more than 1,000 views each week as members used the site to download information to help them safely care for their patients. As South Dakota moves into fall the state may face a resurgence of COVID-19. Members can continue to rely on the SDDA and the ADA for timely, accurate and reliable information as we all continue to wade through the pandemic.

Looking Forward to the 2021 Annual Session!

We are keeping our fingers crossed that the 2021 Annual Session will be able to be held in Sioux Falls May 13-15. We are planning accordingly, and if nothing else, will plan for the continuing education sessions to be both in-person and virtually for those who don't feel comfortable gathering at the convention center. Stay tuned!



Sioux Empire Smiles

Sioux Empire Smiles will not be canceled due to COVID-19. The traditional one-day event will not be held, but in its place will be a virtual event. This year, rather than volunteering to see patients on the first Saturday of October, Southeastern District Dental Society members can provide charitable care in their own clinics. Dentists can volunteer to accept one, two, three or more children to receive free dental care. The dental office can work the patients into the clinic's regular schedule or set aside a special time to see the charity cases. The children needing the care will be identified through their school or 211 and will be referred to dental offices through Jean Gross with the Sioux Empire Smiles project. Southeastern District Dental Society members should contact Jean Gross at jean.gross@deltadentalsd.com to volunteer.



Credit Card Processing

The SDDA recently endorsed the credit card processing provider Best Card. Credit card processing is one of those services whose fees increase so gradually over time that most practices don't notice an increase at all. That is, until they run a price comparison. Best Card's effective rate is 2.18%. On average, offices switching to Best Card save \$3,256 annually. SDDA leaders who have switched to Best Card in recent weeks have reduced their credit card processing costs by 12%. Customer service is also a hallmark of Best Card's business model. With 95% of their clients being dental offices, they understand what dentists need. Members can send Best Card a recent statement for a complimentary cost analysis. You will receive a detailed breakdown of your estimated savings. Email a recent statement to CompareRates@BestCardTeam.com or fax it to 866-717-7247.



Hesy-Re – a marketplace for dental professionals

The pace of employment changes within dental offices has increased dramatically due to COVID-19. Dental offices and dental employees can find each other quickly thanks to Hesy-Re, a job board endorsed by the SDDA.

Dental offices can easily post job opportunities and view job seeker profiles that match specific criteria. Add your listing to our job board and take advantage of all the features Hesy-Re.com has to offer! Promote your post, search using expanded filtering options, and set up digest emails based on the criteria YOU are looking for in potential candidates. Job seekers have the option to reply directly back to you – right from your listing!

Seeking employment? You can post your profile (anonymously!) and let dental offices find you! Hesy-Re.com offers detailed filtering options, expanded features for posting ads, and the ability to create your own digest email, which you can choose to receive daily or weekly based on your personalized search criteria.

Visit Hesy-Re.com today!

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Whether you're a dental professional looking for a job, or a retiring dentist looking to sell your practice, the matching algorithm on **Hesy-Re.com** helps you find the perfect fit.

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HIRE



BUY PRACTICE



SELL PRACTICE



USED EQUIPMENT

St. Francis Mission Dental Clinic Update

Marty Jones, RDH, St. Francis Mission Dental Clinic Program Director



A new season is upon us but unfortunately our clinic is still closed. Fortunately, though, we received a grant from the Rosebud Sioux Tribe so that we can move forward with the necessary changes that will allow us to reopen this Fall. Some of the changes are as follows:

Adjacent to the dental clinic we will be adding a modular office for “screening.” All patients and staff will be required to check in at this office before entering the clinic. This new building will also include a staff/volunteer locker room as well as areas for laundry and storage.

In the clinic we will create a new clean storage area for all products and instruments, separating them completely from our contaminated sterilization processing room. We are in need of some instrument cassettes. If there is any office that has instrument cassettes they are not using and would like to donate, we would greatly appreciate the donation!

We are purchasing two new NOMADs[®] to reduce the flow of patients and staff within the clinic. We will also have walkie-talkies to allow retrieval of products and instruments by the providers without them or their assistants having to leave the patient treatment rooms.

We have purchased additional HEPA/UV air sanitizers and external aerosol evacuation units for each treatment room.

Fortunately, the St. Francis Mission Dental Clinic received a second grant. It's for two years and it allows us to hire a billing clerk/receptionist. We are very excited about this additional position!

We are also currently in the process of going completely paperless by the time of our relaunch.

We plan on reopening by November 2020 but that will depend on the delivery of the mobile office and the purchase of additional equipment. We want to make sure that all our patients and providers are safe!

How does purpose-driven dental supply shopping benefit association members?



The Dentists Supply Company is growing and now offers unparalleled savings to members of organized dentistry across the United States. From the launch of TDSC.com in 2017 to today, shopper savings compared to MSRP for the same supplies have added up to more than \$10 million dollars.* While this free benefit is helping association members see a big difference in their overhead expenses, there are five big reasons they're choosing TDSC.com.

1. **Empowerment.** Founded by dentists for dentists, TDSC answered association members' calls for more support to be competitive and efficient in a dynamic dental marketplace. With the collective strength of state dental associations' large memberships, practices of every size now benefit from high levels of savings that provide more freedom to practice the way they choose.
2. **Savings.** Many shoppers have already saved more on supplies than they pay in annual tripartite dues. The site has been delivering average savings in excess of 20% compared to MSRP.* With supplies trending at 6.5 to 7% of collections, the difference often adds up to thousands of dollars a year. That's money dentists can choose to invest in part-time staff or new technology, offset the hardship of low reimbursement rates, or inform decisions about loan repayments, working hours and retirement goals.
3. **Convenience.** Access to TDSC.com allows 24/7 online shopping from anywhere, but it also streamlines the purchasing process. A side-by-side product comparison tool makes it fast to find the best prices and features. Saved shopping lists allow practice staff to reorder in minutes while reducing gaps and duplications in central supply.
4. **Service.** A responsive team supports the easy-to-shop site. TDSC's experts provide exceptional service by phone and email, and they are focused on identifying and sourcing supplies dentists love from brands they trust.
5. **Transparency.** Through price comparisons, shoppers are seeing the difference between what they've paid other suppliers and their TDSC.com savings potential. They rely on TDSC.com for clear and consistent pricing, quality products only from authorized sources and discounts negotiated on their behalf through the collective strength of association membership.

Join in the savings for your own practice while helping to change the business of dental supplies for the better at [TDSC.com](https://www.tdsc.com).

* Price comparisons are made to the manufacturer's list price. Actual savings on TDSC.com will vary on a product-by-product basis

Dentistry in South Dakota
804 N Euclid; Ste 103
Pierre SD 57501

PRSR STD
U.S. Postage
PAID
Permit # 7
Pierre, SD 57501

CONTINUING EDUCATION CALENDAR

The listing of these programs is provided as a service to SDDA Newsletter subscribers, and does not mean that these programs have been endorsed or approved by the SD Dental Association or the SD State Board of Dentistry. All members are cautioned to evaluate the programs on their own merit.

SDDA ANNUAL SESSION

Contact: Brenda Goeden 605-224-9133
www.sddental.org
May 13-15, 2021 Sioux Falls, SD

WESTERN DAKOTA TECHNICAL INSTITUTE

Contact: 605-718-2410

Dental Radiology 2-Day Course

November 7-8, 2020; Rapid City
December 5-6, 2020; Rapid City

Third Friday of the Month, mornings

➤ American Heart Association CPR Class for Healthcare Professionals

Third Friday of the Month, afternoons

➤ American Heart Association Healthcare Provider CPR Recertification

UNMC CONTINUING DENTAL EDUCATION ONLINE LECTURES

Contact: Abbey Beardsley, 402-472-2611;
codce@unmc.edu
These courses are for dentists, hygienists and dental assistants

➤ **October 9, 2020, 1:00-4:15 PM:**

"Prescription Drug Monitoring Program & Contemporary Pain Management in the Dental Practice". Presented by Drs. Kevin Borchert and Bruce Bavitz. 3 CE hours

➤ **October 16, 2020, 1:00-4:15 PM:** *"Things to Know Before Printing Your Own Surgical Guide"*. Presented by Drs. Sung Kim and Gregory Bennett. 3 CE hours.

➤ **November 6, 2020, 1:00-4:15 PM:**

"Potpourri of Oral Lesions With Special Emphasis on MUST ORAL LESIONS". Presented by Dr. Nagamani Narayana. 3 CE hours

LAKE AREA TECHNICAL INSTITUTE

Contact: Nicole Pahl, 605-882-5284, ext. 362
Nicole.pahl@lakeareatech.edu
<https://www.lakeareatech.edu/corporate-education/corporate-education-registration/>

Home Study Radiology Courses available:

- Radiology Safety
- Radiography Production

UNIVERSITY OF SOUTH DAKOTA

Contact: Dept. of Dental Hygiene
605-677-5379

Nitrous Oxide/Oxygen Sedation Course

Offered two to three times per year

Home Study Radiology Courses available:

- Digital Radiography, Advantages & Disadvantages
- Exposure Errors of Periapicals & Bitewings
- Processing Errors
- Occlusal Exposures for Children
- Oral Effects of Head & Neck Radiation Therapy
- Panoramic Radiography
- Radiation Safety
- Vertical Bitewings
- Fluoride Varnish, Indication & Application

Dentistry in South Dakota

Editor: Paul Knecht, Executive Director
Contributors this issue:
Marty Jones, St. Francis Mission Dental

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South Dakota Dental Association
804 N Euclid, Ste. 103
PO Box 1194
Pierre SD 57501

Telephone: 605-224-9133
Fax: 605-224-9168
E-Mail: paul.knecht@sddental.org
Website: www.sddental.org

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