

WINTER 2022

WVDANEWS



WEST VIRGINIA
DENTAL
ASSOCIATION

State's Leading Advocate of Oral Health Care



**New ADA President &
WVU-SOD graduate**

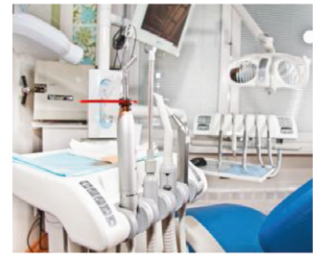
Dr. George Shepley

MID WINTER MEETING DETAILS INSIDE!

Selling Your Practice?

Now or Within 7 Years

LEARN MORE
ABOUT THE PRACTICE SALE PROCESS



Specializing In
General Dentistry
Practice Sales

Step #1: Go To Our Website: www.gdstollingsassoc.com

Step #2 **Test Your Knowledge** **Take Our Quiz**

1. On the front page of our website, at the top, click on "Selling".
2. In the menu that will drop down, click on "Practice Sale Issues Quiz".
3. You'll find 15 questions covering an array of practice sale issues.
4. As you scroll down the page, use your cursor to click on the answers you choose.
5. After the last question, provide your name and email address.
6. Then click "**SUBMIT**" at the bottom of the last page. Your answers will be emailed to Dr. Stollings.
7. Dr. Stollings will grade your Quiz and email your results back to you, to the email address you provided. He will also send you explanations for the correct answers for every question.

IF YOU HAVE ANY PROBLEM WITH THE ONLINE QUIZ — Email Dr. Stollings

george@georgestollings.com

We will email a copy of the Quiz to you.

Step #3 **Learn More** **About The Practice Sale Process** **Read Articles In Our BLOG**

Based on his 25+ years' experience, Dr. Stollings writes the articles in our Blog. Each article addresses an important subject related to dental practice sales.

Return To Our Blog Weekly—New articles will be posted by the second half of every week.

To read the articles, go to our website:

1. If on your computer, click on the small "Blog" icon at the top right of our home page --or-- if on your cell phone, click the triple line menu icon, then click Blog on the menu that drops down.
2. Once in our Blog, scroll down, pick articles you want to read and click on the title of the article to open the full article.

Sample Topics:

- Changes In Dental Practice Values – A 10 Year Study
- Selling To Corporate Dentistry
- Show Buyers Their Income Potential (Not Just Your Tax Returns)

Prefer the articles by email? Email Dr. Stollings. He will email each new article to you as he writes it.

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Phone: (304) 486-5714 Website: www.gdstollingsassoc.com

Practices For Sale - WV

25+ Years' Experience

CURRENT WV SALE LISTINGS:

1. **Clarksburg, WV** Collecting ~\$815,000 / year. 5 operatories. Real estate can be leased or also purchased.
2. **Charleston, WV** Collecting ~\$900,000 / year. Owner will contribute owner financing for a qualified buyer; and, (ii) **SOLD** work free for up to 6-months to assist in transition.
3. **Huntington, WV** Collected ~\$478,000 in 2021. Fee For Service (No Medicaid. No PPO / in-network dental insurance contracts or plans).
4. **Huntington, WV** On pace to collect over \$1 million. Great **SOLD** Very strong hygiene program. Enough operatories allow for future growth.
5. **Bluefield / Princeton Area** – Collecting +/- \$700,000 per year. 5 operatories. Building can be bought or leased.
6. **Madison, WV** Collecting +/- \$460,000 per year. Cone Beam. Live in the area or commute from Charleston. Also suitable as satellite for a Charleston practice.
7. **Charleston Metro** – Collecting +/- \$250,000 per year

FOR MORE DETAILS ON THE ABOVE LISTINGS

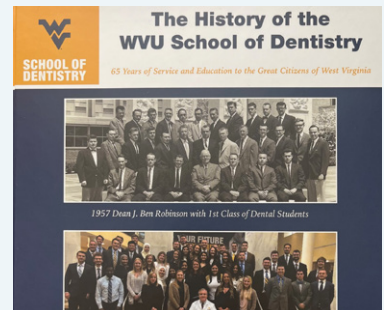
Visit: www.gdstollingsassoc.com -- or contact:

George D. Stollings & Associates, Inc.

Phone: (304) 486-5714

Email: george@georgestollings.com

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**Watch your inbox
for weekly updates
from the WVDA!**

**News, events, alerts,
and updates affecting
West Virginia dentists.**

**Please update your email
address with us if you do
not receive weekly E-News.**

2023 DENTAL MEETINGS

January 20-21, 2023
WVDA Semi-Annual Meeting
Stonewall Resort, WV

February 23-25, 2023
Chicago Dental Society Midwinter
Chicago, IL

March 5-7, 2023
ADA Lobby Day, Marriott Marquis
Washington, DC

March 16-18, 2023
Hinman Dental Meeting
Atlanta, GA

July 20-22, 2023
WVDA 117th Annual Session

October 5-8, 2023
SMILECON ADA Meeting
Orlando, FL

October 8-10, 2023
ADA House of Delegates
Orlando, FL

2024 DENTAL MEETINGS AND BEYOND

2024: New Orleans, LA
Ernest N. Morial Convention Center

- SmileCon: Oct. 17–19, 2024
- HOD: Oct. 19–22, 2024

2025: Washington, DC
Walter E. Washington
Convention Center

- SmileCon: Oct. 23–25, 2025
- HOD: Oct. 25–28, 2025

2026: Indianapolis, IN
Indiana Convention Center

- SmileCon: Oct. 8–10, 2026
- HOD: Oct. 10–13, 2026



**WEST VIRGINIA
DENTAL
ASSOCIATION**

2022 WVDA Executive Council

2016 1/2 Kanawha Blvd., East
Charleston, WV 25311

(304) 344-5246 | wvdental.org

OFFICERS

Dan Carrier, President, Morgantown
Travis M. Wills, President Elect, Shady Spring
Hillary J. Homburg, Vice President, Charleston
Lance M. Pittman, Secretary, Martinsburg
Mitri A. Ghareeb, Treasurer, Charleston
Eleisha J. Nickoles, Immediate Past President, Wheeling
Douglas N. Robertson, Past President, Wheeling

ADA DELEGATES

Michael L. Richardson, Chair, Charleston
Kerri Thomas Simpson, Morgantown
Michael D. Medovic, 6th District Trustee, Wheeling

DENTAL SOCIETY DELEGATES

Michael R. Wilson, Blennerhassett
Jay S. Boyd, Eastern Panhandle
Katie L. Kilcollin, Greenbrier Valley
Nika A. Hettlinger, Huntington
Amanda Boustany, Kanawha Valley
Matthew O'Dell, Kanawha Valley
Ronnie J. Sparks, Kanawha Valley
Lorena M. Surber, Kanawha Valley
Anissa M. Anderson, MWT
Bryan D. Dye, Monongahela Valley
Lora D. Graves, Monongahela Valley
Adam J. Myers, Monongahela Valley
Valerie Perrine, Monongahela Valley
Kevin Heath Bailey, New River
David A. Najar, New River
James W. Courier, Potomac Valley
Kelli E. Brooks, Wheeling District
Hamed Motlagh, Wheeling District

Hallie Mason

Executive Director
hallie@wvdental.org

Susan Jones

Administrative Assistant
susan@wvdental.org

PRESIDENT'S MESSAGE

Happy Holidays WVDA !

I hope this message finds you and your families well. It's been a busy year as President, and it is hard to believe it is coming to an end.

Everyone had a FUN time at the Greenbrier in July. Gordon Christiansen is the closest thing we have to Michael Jordan in Dentistry, and he crushed it on Friday. Then we had a #ToothParty on Friday evening. Our group of dentists, exhibitors, friends, and family filled the ballroom with lots of energy, laughter, and camaraderie for over 2 hours. If you weren't there, you missed a good time and you should come next year!



Please register for the WVDA Winter Meeting at Stonewall on January 20-21, 2023. We have a great weekend of CE and fellowship planned and will be installing our new officers. I am so thrilled to see my colleague and friend, Dr. Travis Wills be installed as WVDA President. I hope to see you there!

At the January 2022 Executive Council meeting, the council voted to approve funding towards rebranding of the WVDA. As you can see from our new logo and new look of the WVDA News, that initiative is moving forward. Hallie Mason is the driving force in this effort and she's not done yet! Thank you, Hallie!

I want to end by thanking all our component society Presidents for their leadership. We recognized them at the Greenbrier meeting and look forward to continuing that tradition. The component society leadership is a vital part of the WVDA and integral to our efforts to MOVE FORWARD TOGETHER. Please see page 16, for information on upcoming component society events.



Dan

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**Lowest
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“Honest”

“Ethical”

“Experienced”

**“Knows the
Market”**

“Personable”

**“Easy to Work
With”**

**“Extremely
Responsive”**



READ THE GOOGLE REVIEWS!

Dr. Tom Bonsack, Founder

Tom@MidAtlanticDentalTransitions.com

Curt Cooney, Vice President

Curt@MidAtlanticDentalTransitions.com

**Contact Tom 410.218.4061 and Curt 443.326.4907
info@MidAtlanticDentalTransitions.com**

Input Needed for WVDA Bylaws

The WVDA Executive Council took action in July to update the West Virginia Dental Association's bylaws and placed them in resolution form for member comment. Please take time to review the bylaws resolution, which appears on the WVDA website. Share your comments and additional proposed amendments with hallie@wvdental.org prior to January 20, 2023.

Nominate a New Dentist Today

The ADA's 10 Under 10 Award recognizes 10 amazing dentists who graduated from dental school less than 10 years ago — showcasing dentists who demonstrate excellence and inspire others in science, education and research, practice excellence, philanthropy, leadership and advocacy.



Dental societies, leaders and individuals may nominate eligible new dentists for this award at [ADA.org/10under10](https://www.ada.org/10under10) through December 31, 2022. Winners will receive a \$1,000 cash prize and be recognized at next year's **SmileCon** and in various ADA publications and channels. Nominees must be members of the American Dental Association and graduated from dental school between the years of 2013 and 2022. Current members of the ADA New Dentist Committee are not eligible to receive the award (state and local New Dentist Committee members are eligible, however). Self-nominations are not permitted.

Dental societies are encouraged to promote the award and share the 2022 winner stories as posted on **New Dentist News**. Show the world what new dentists can achieve!

Have you Visited the ADA New Dentist Blog?

The ADA New Dentist New Blog has a new look! Brought to you by the ADA New Dentist Committee, New Dentist Now features resources for new dentists and dental students, as well as news and insight on the dental profession.

You can find it at:

<https://newdentistblog.ada.org>

Blog contributors are all new dentists, too – from associates, to general owners, specialists, and those working in public health and the military. Content includes managing student debt, navigating employment contracts, acquiring a practice, avoiding burnout, seeking licensure mobility, choosing a career path, and more.



Wellness Resources Available to You

ADA Resources

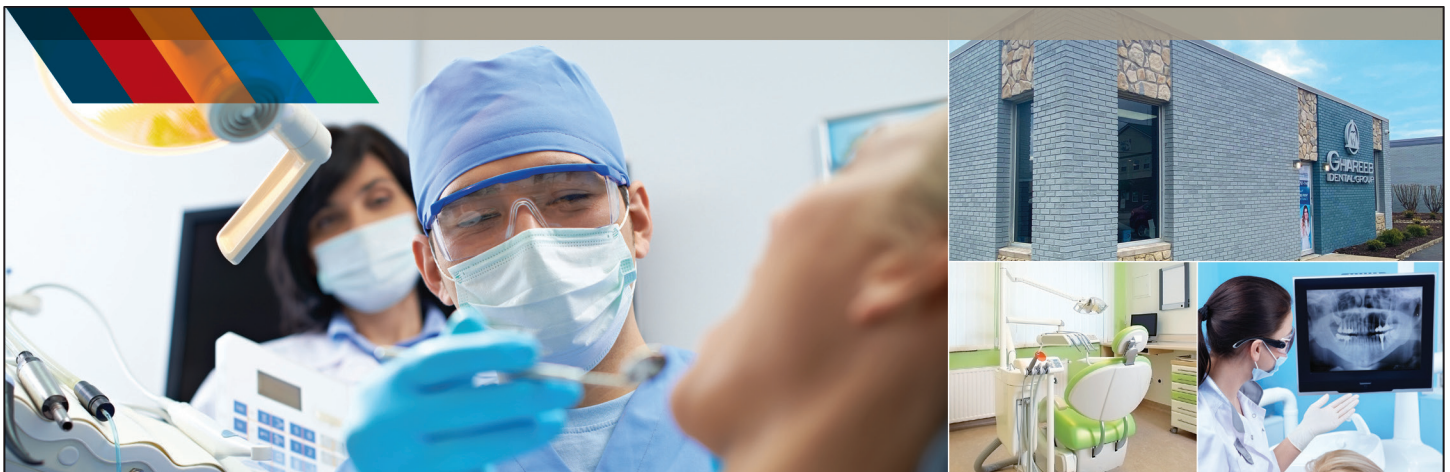
ADA.org includes an entire section dedicated to health and wellness resources for you and your staff. Visit www.ADA.org/resources/practice/health-and-wellness to read articles, watch videos and listen to podcasts about mental wellness, avoiding burnout, coping with and reducing stress, ergonomics and more.

WV Dental Recovery Network (WVDRN)

The WV Board of Dentistry established an alternative-to-discipline program in 2014 for its licensees. These programs allow licensees a resource to contact, other than the professional board, if there is a concern about impairment due to substance use. Contacting the WVDRN is completely confidential with self-reports receiving the highest degree of confidentiality. If you or a colleague need assistance, there are referral forms at www.WVDRN.com or feel free to call the WVDRN Director Mike Brown at (304) 533-6844 or email at mbrown@wvprn.com.

Help4WV

Help4WV offers a 24/7 call, chat, and text line that provides immediate help for any West Virginian struggling with an addiction or mental health issue. There are many types of assistance available, as Help4WV has access to over 1,000 resources. You can use their searchable database to find resources at www.help4wv.com/resources. You can also talk to one of the helpline agents who can guide you to the right place. Call or text 1-844-HELP4WV or you can chat on-line.



Dental loans available for eligible borrowers

Our available loans include facility construction/renovations, equipment and technology purchases, business acquisition/buy-ins and other capital improvements.
(Attractive Rates - Flexible Terms & Conditions)



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A PROGRAM OF



Two Books, One Labor of Love



In 2022, Dr. Robert Wanker published two books that should be included on the bookshelves of every West Virginia dentist.

The History of the WVU School of Dentistry was published as a tribute to 65 years of service and education by WVU-School of Dentistry to the great citizens of West Virginia.

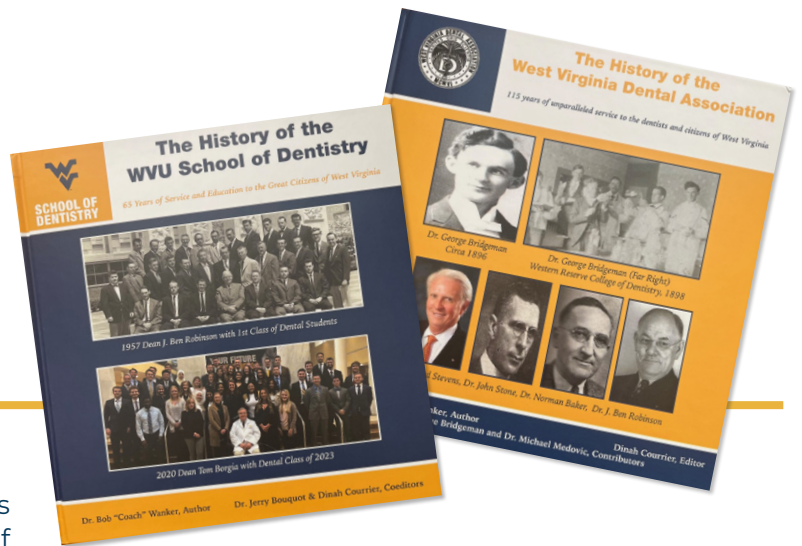
"One of my hopes in writing this book is to make everyone proud of the great tradition of this school and University, and also to work together to improve our profession."

The book begins with stories about people and organizations that affected the dental profession prior to the founding of the WVU School of Dentistry. It takes readers through West Virginia dentistry in the decades since the 1950's up through current day. If you received your dental diploma as a Mountaineer, you will find your name in this publication!

The History of the West Virginia Dental Association documents 115 years of unparalleled service to the dentists and citizens of West Virginia.

The forward was authored by Dr. David Bridgeman who noted, "Dr. Wanker has done considerable excavating and so too has he devoted untold hours in his effort to make the **History of the WV Dental Association** available to our profession and other interested parties." David also asks, "Why should you read this book...to know from whence your profession came!"

Dr. Wanker began writing the book around 2015. He outlines early dental organizations and the founding of the American Dental Association, then



follows the history of the organization by decade through current day.

Dr. Jerry Bouquot and Dian Courier served as the co-editors. Drs. Dave Bridgeman and Michael Medovic served as contributors to the second book.

Dr. Wanker has brought the books to the WVDA semi-annual and annual meetings to lovingly share with West Virginia dentists. To get your copy, please reach out to Dr. Wanker when you are in Morgantown or look for it at a WVDA meeting.

Dr. Robert "Coach" Wanker was born and raised in Whitestone, New York. His early education was at Forham University where he graduated with a B.S. in biology in 1967. He entered the West Virginia University School of Dentistry in 1967 and graduated with his D.D.S. in 1971.

Dr. Wanker has practiced in Brooklyn, New York, Clarksburg, West Virginia, and served for seven years in the Naval Reserve. He began teaching part-time in the Department of Periodontics in 1972 and continued in that role as part time instructor until 2000 when he accepted a full-time position.

He has served in multiple roles at WVU-SOD and has actively held leadership positions in organized dentistry as the President of the WV Academy of General Dentistry, 110th President of the WV Dental Association, is a Fellow I the American College of Dentists, International College of Dentists and Pierre-Fauchard Academy, among others.

Thank you, Dr. Wanker, for your labor of love to document our history and keep it alive into the future!



ADA 6th District Trustee's Report

Dr. Mike Medovic

I am truly honored to bring you greetings from 211 East Chicago Avenue, home of what has truly become your “New American Dental Association”! Thanks to the hard work of the Strategic Forecasting Committee Chaired by Dr. Ron Lemmo, the vision of Executive Director Dr. Raymond Cohlma, the environment to welcome change created by your leadership Drs. Cesar Sabates and George Shepley, and the wisdom of the 2022 ADA House of Delegates, the “New Day” we have all been hoping for at the ADA is now a reality. However, while we celebrate what we have accomplished together to put into place the systems necessary to carry our Association into the future, it is now time to do the hard work to address the challenges facing us using the tools that have been placed into our hands.

Dr. Sabates established the welcoming atmosphere that permitted these changes to occur, and now Dr. George Shepley, who was installed as our new ADA President, and Dr. Linda Edgar, who was elected as our new President-Elect, will work to build upon our faith in Strategic Forecasting and Agile Governance to steer our course into a bright future. Their leadership will work to insure that we not only remain relevant as the leading voice for the oral health of all our patients, but will lead us back to a place of prominence so that all dentists want to belong because they understand that we are stronger together.

So much has changed at your ADA including the significant investment in our future to replace Aptify with new operating systems, the debut of the new ADA Member App, the ongoing transition from our established budgetary process to Strategic Forecasting with the existing Strategic Forecasting Committee remaining in place for 1 year to allow us time to make appropriate appointments going forward, to naming Robert Quashie as COO to run the ADA on a day to day basis which will allow ED Dr. Ray Cohlma to be “on the road” meeting with dental school Deans and Constituent/Component ED's, and on and on. It truly is a “New Day” at the ADA, and this is only the beginning my friends. While membership remains our number one priority going forward and we now have the tools and systems in place to address this major challenge, we must now work to make sure that all of our products and services are best in class so that every practicing dentist cannot possibly continue treating their patients without being a part of our Association.

We must all work together to make our ADA a place where all ethical dentists are warmly welcomed into our family regardless of their gender, racial background, religious beliefs, practice location or model of practice, and where our values allow all voices to be heard and respected. We cannot allow the political climate that now grips our Nation, where our political “elites” spread division, to ever enter the dental profession, and as Benjamin Franklin once said before placing his signature on our Declaration of Independence: “We must all hang together or most assuredly, we will hang separately”. Remember that we are not Republicans or Democrats, we are not Conservatives or Liberals - we are the “Tooth Party!” ADPAC is the one place where we must put personal political beliefs aside and come together to support those representatives in government who support our patients and protect the all important doctor – patient relationship.



Our members are never more proud to be part of the ADA family than when we are going to bat for them against government and insurance entities who seek to tell them how to provide the best care for their patients. As one of my mentors once told me **“We are the only people who can put their fingers in the spit and do the work, yet we allow everyone else to tell us how to do it.”** Well, my friends, that will never again be the case. We must do everything we can together to preserve this trusted bond between doctor and patient, and that is the exact reason your ADA BOT decided to financially support the Massachusetts ballot initiative Question 2 to the tune of \$5.5 million. This initiative, passed by the Massachusetts voters in November 2022, requires dental insurance carriers to pay back 83% of premium dollars to patients for their care. The seed money contributed by the ADA was supported by contributions from at least 43 State Societies, Components and countless individuals. We are optimistic that this will pass and will set a precedent that will sweep across our Nation. This action by your ADA is just a reflection of the new attitude from your ADA leadership, and hopefully an enticement for all dentists to belong to our “New” ADA !!!

On another note, our reinvented Annual Meeting now called SmileCon, continues to develop to be a positive touchpoint with all dentists and dental team members. SmileCon Houston drew over 10,000 attendees and now in its second year, it is starting to realize its potential as an experience where we come together to Meet-Play-Learn. I was privileged to serve as Vice-Chair for Houston and will be the Chair of the Committee on Annual Meetings for SmileCon Orlando 2023 scheduled for October 5-7 with the ADA HOD to follow, so please plan on coming and bringing your staff and your family. Following Orlando, SmileCon will go to New Orleans in 2024, Washington, D.C. in 2025 and Indianapolis in 2026.

Indeed the direction of our beloved Association has changed dramatically over the past year, but make sure that you buckle your seat belts and fasten your chin straps because more is to come in the very near future. As Dr. Cohlmlia likes to say “We must become the disruptors not the disrupted,” and that attitude is contagious my friends. Dentists desperately want to belong to a group that is battling and fighting for them to be allowed to treat their patients as they have been trained using their best clinical judgement without interference, and your ADA is striving everyday to become that fighting force, and your voice has been heard loud and clear. This is no longer your father’s or grandfather’s ADA, and we know that what got us here will not get us where we need to go, so more change is coming for you and for future generations of dentists. It’s going to be a great ride, so we need you to bring all of your non-member colleagues along because we are truly better together.

Thank you so much for your support and for the honor of being your ADA Trustee, your servant on the BOT. I could not do this job without the faith and trust you’ve placed in me. I truly believe that leadership is not a rank or position to be attained, but rather leadership is a service to be given. I never envisioned years ago when I first became involved that I would ever be your Trustee, and I promise to work every day to serve all of you to the best of my ability. Please reach out to me at any time if I can help to support all that you are doing in the trenches to make the dental profession the best it can be.

Michael D. Medovic, DDS

ADA 6th District Trustee

CELL: (304) 281-5572

E-MAIL: medovicm@ada.org

2022 GENERAL ELECTION IN REVIEW

WV Legislature Turns More “Red”



The 2022 General Election proved to be a strong night for Republican state legislative candidates across West Virginia. Come January, both the House and Senate chambers will be 88% Republican dominated. Specifically, the Senate added 7 republican seats and the House added 10 republican seats. Since the election, the Senate picked up another republican member, as Kanawha/ Putnam County Senator Glen Jeffries switch party registration from D to R.

#ToothParty candidate and WVDA Endorsed physician/State Senator **Ron Stollings** lost his race. Ron has been the premier legislative champion for oral health issues for many years. Your WVDA will work with local components to educate new oral health champions for the future. For those of you who track statistics, **89% of the WVDA Endorsed Candidates won their elections.**

Thank you to those who contributed extra funds to support our legislative friends. Remember, the WVDA #ToothParty supports legislators who support dentistry. We don't leave our oral health advocates behind when they have tough races.

On another note, West Virginia's registered "independent" voters play a significant role in determining the result of our state elections. Of the State's 1.15 million registered voters, 33% are democratic, 39% are republican, and 23% are independent. EVERY VOTE COUNTS – especially on the State level.

2024 Election.... ALREADY?

These days, you can only escape politics by turning off all sources of news. To no one's surprise, politicians have been announcing their candidacy plans for 2024 ALREADY!

The only official to officially announce for the Office of President of the United State is Donald J. Trump (R). Others will certainly follow.

WV Congressman Alex X. Mooney (R) has announced a run for the US Senate seat currently held by Joe Manchin (D). Many speculate current WV Attorney General Patrick Morrisey will also announce for the seat; however, he has stated he will wait until 2023 to make any official announcements.

Following in the footsteps of his famous grandfather and aunt, Current WV State Treasurer Riley Moore (R) announced his candidacy for West Virginia's 2nd Congressional District seat being vacated by Alex Mooney. His grandfather, the late Gov. Arch A. Moore Jr., served 12 years in Congress as a Republican representing counties in the Northern Panhandle. His aunt, US Senator Shelley Moore Capito (R) represented the 2nd Congressional District from 2001 to 2015. "This district is really a dream district for me," Moore said. "The Eastern Panhandle is where I live, Morgantown was where I was born, and the Northern Panhandle is where my family has been for generations and generations. This would be an honor of a lifetime to be able to represent the 2nd Congressional District."

According to the WV Secretary of State's website, there are now six individuals who have filed to run for Governor in 2024. The most recent is current Kanawha County Delegate Moore Capito. Moore is the son of US Senator Shelley Moore Capito and the grandson of former WV Governor Arch Moore. "I'm a West Virginia conservative," Moore Capito said. "I think a West Virginia conservative is a very unique breed, and we're proud of that."

Both State Auditor JB McCuskey WV Secretary of State Mac Warner have indicated a strong interest in running as well. Other republican candidate registered to run for Governor: Terry D. Bradshaw, Alexander David Gaaserud, Chris Miller (son of WV Congresswoman Carol Miller), Marshall S. Wilson, and Rashinda Yost.

All those interested in running will file pre-candidacy papers and must file for the election ballot by the late-January 2024.

Massachusetts Dental Insurance Consumers Fight Back – and WIN!

When MA voters discovered less than 50% of their dental insurance premiums were going for patient care, they overwhelmingly approved a November 2022 ballot initiative to get more benefit for what they pay.

This was a major victory for dental patients and their families in Massachusetts, as it passed overwhelmingly with 70% of the vote. It will ensure the patient premiums ultimately go to the actual care they received, rather than to insurers' bottom line. If dental insurance companies spend less than 83% of patient premiums on real dental care, they must refund the difference to covered individuals and groups.

The West Virginia Dental Association joined with Massachusetts dentists and their patients, as well as providers across the country to support this effort. But as you know, the problem is not limited to their state. For decades, the lack of adequate consumer protections for dental patients has allowed dental insurers to put their own profits ahead of serving consumers and supporting the oral health of patients.

West Virginia patients deserve visibility into how much of their dental insurance premiums are paying for their oral healthcare.

Dental insurers, who are exempt from certain federal regulations, ought to be held to higher standards. Regulations like this are not exactly unprecedented: The Affordable Care Act did the same for medical insurers. And given how much more coverage people get from their medical insurance than they do from dental insurance, it's clear that setting some baseline for how premium dollars are spent ultimately benefits consumers.

Administrative costs, profits, and executive compensation should not outweigh the priority of providing residents of our State with accessible, affordable dental health care. As the mouth-body connection between dental health and overall physical health has become better understood, it is clear that healthy mouths are essential to healthy bodies!

Ask your legislator to support providing dental patients the same consumer protections as medical patients!

Government does not solve problems;
it subsidizes them. – President Ronald Reagan



THE WV BOD REGULATES. THE WVDA ADVOCATES.

We are NOT the WV Board of Dentistry. What is the difference?

According to WV State law, the purpose of the Board of Dentistry is to protect the public through its licensing process, and to be the regulatory and disciplinary body for licensed professional dentists and dental hygienists throughout the state.

The WV Dental Association is a membership association. We are not a creation of the State, nor do we regulate dentists.

SmileCon 2022



*by Dr. Michael
Richardson
WVDA's ADA
Delegate Chairman*

If you have not been to the ADA annual meeting in a few years, you might not recognize it.

Now termed "SmileCon", it has been completely revamped. It is more vibrant, energetic, and engaging. The exhibit floor showcases new technology as well as old favorites. CE courses, hands-on workshops, as well as lunch-and-learns with exhibitors happen right in the exhibit hall alongside manufacturer and distribution representatives.

SmileCon is evolving into what any dentist of any age group or demographic would want to be a part of! To say that there is something for everyone is an understatement. For example, this year, "street fest" was exciting, fun, and entertaining. As we mingled in the crowd, I met several dentists and team members. It occurred to me that many older dentists were interacting with younger dentists and team members - each one telling a story about their life, work, and journey, and all were incredibly interesting. Next year's meeting in Orlando, with our own Dr. Medovic as the ADA's Chair of Annual Meetings, will surely be even better.

I encourage each of you to take the time and see firsthand what your Association has to offer. This is not the ADA of past and it is continually evolving. . . just as we are.

After the closing session of SmileCon, your American Dental Association House of Delegates convened for what many thought would be a very contentious meeting with much debate (me included.) However, after many late night and early morning meetings consisting of compromise and re-writing resolutions, the HOD made some landmark decisions that will allow your Association to adapt more rapidly if needed. The HOD, by way of changes to the bylaws, established the Strategic Forecasting Committee, which will still take direction from the HOD, but will have the ability to change, add or delete programs and services to keep in line with the overall mission of the ADA. In the past, these changes could only be accomplished once per year at the HOD meeting. It is our hope if a membership need arises, it can be acted upon immediately for the benefit of members. This is an example that shows the ADA is evolving and is more attentive to the needs of all its members and not just the "good ole boys club."

A few of the resolutions the House passed of importance include the following:

- Creating an online reputation defense toolkit which may help a member correct a wrongful online review. Once developed, it will be available to all members.



• Providing an avenue for back payment of dues for members who have not kept up with their dues payments for up to 3 years. Upon payment of back dues, a member will retain membership and will retain continuity toward life member status.

• Another deals with provider ratings and ‘score cards’ by third party payers. If you are unaware, many third-party payers rate dentist and make this information public. These rating systems are inherently flawed and do not disclose their methodology for the assigned “grades.” Your ADA will inform third-party payers of our opposition to this rating system and will prioritize legislative efforts to prevent the use of this information in its current form.

These are a small sample of some of the issues that came before the HOD. This was my fourth meeting representing West Virginia as a delegate, and while much more time consuming than in past years, I enjoyed every minute being your voice. Thank You for your trust and confidence.

One other item heavily discussed that was not a part of the House of Delegates, was the ballot initiative on dental insurance in Massachusetts. This initiative passed overwhelmingly. It will require dental insurance companies to spend at least 83% of premiums collected on direct patient care. This means, if an insurance company does not hit the 83% threshold, they must refund part of the premiums back to the insured or increase benefits. Either way it is big step in the right direction for patients to achieve and maintain optimum oral health. I am confident this policy will soon become a national trend.

I hope this gives a little insight as to what your West Virginia Dental Association and American Dental Association are doing on our behalf as well as for our patients. Much of this work is not easy and it does take time away from family and office. But, to ensure that we operate in the best environment and at the highest level for our patients, it is well worth it. I urge every member who wants to keep our organizations effective and functioning at their greatest potential, to get involved, as questions, offer to help, and encourage others to become and stay members. We are strong and have accomplished many great things. Just imagine what we could accomplish if every dentist was a member...

DENTISTRY IS SMALL BUSINESSES

- Small businesses account for nearly 99 percent of businesses in West Virginia
- Dental practices are located statewide, from rural areas to cities
- West Virginia dentists are employers, taxpayers, and actively support their communities as civic sponsors and volunteers.

“West Virginia recognizes that small businesses are the backbone of our economy and the glue that holds communities together.”

*– Governor Jim Justice
(#SBDCCDay)*

***Dentally-underserved,
uninsured, and underinsured
are supported in WV by our
member dentists with free
care through:***



**REMEMBER TO RENEW
YOUR MEMBERSHIP!**

Save Postage

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LOG IN
by providing your
USER ID #
(ADA Number) and Your
PASSWORD

Having Trouble?

Call Susan Jones
304.344.5246
Or Email Her At:
susan@wvdental.org

LOCAL DENTAL SOCIETY NEWS

Blennerhasset:

Parkersburg Country Club
Contact Amy Smith for more information

December 17, 2022 Christmas Party
January 25, 2023 Meeting

Kanawha Valley:

Meetings are held at Edgewood Country Club
with cocktails at 5:30pm and dinner/CE at 6:30pm.

January 10, 2023 (2nd Tuesday due to holiday)
Digital Lab Tech

February 7, 2023
Speaker Dr. Chad Boustany, DDS, MS



Wheeling District Society

The Wheeling District Society invited local legislators to dinner following their meeting at the Wheeling Country Club after the November General Election. Senator Ryan Weld, Senator-Elect Laura Wakim Chapman, Delegate-Elect Jimmy Willis, and Delegates Erikka Storch and Shaun Fluharty visited with area dentists and learned of their concerns related to Medicaid and dental insurance reform.

WEST VIRGINIA SCHOOL OF DENTISTRY

Dental school graduates from rural areas are 3 times more likely to end up settling in a rural area compared with dental school graduates who are from urban areas.

(September 2016 study by the Health Policy Institute, American Dental Association)



Class of 2026 Demographic Profile

Total Applicants 946	Class Size 48	44% 21 Female Students	56% 27 Male Students
Home counties of our 1st year dental students 1 Brooke 3 Greenbrier 1 Hancock 5 Harrison 3 Jackson 6 Kanawha 1 Mineral 3 Monongalia 2 Nicholas 1 Ohio 1 Putnam 3 Raleigh 1 Wood		3.75 Average Incoming Total GPA	3.67 Average Incoming Science GPA
		19 DAT Average Total Science	19 DAT Average Academic Average
		31 In - State	17 Out-of-State
Stephen Pachuta DDS, MS, MABe Dean West Virginia University School of Dentistry		WVU-SOD Fast Facts Began educating dental health care professionals in 1957 96% first-time pass rate on clinical board exams 100% job placement rate Supports 20+ outreach programs DDS and DH students complete rural rotations in 90+ offices statewide	

Hope you can join us

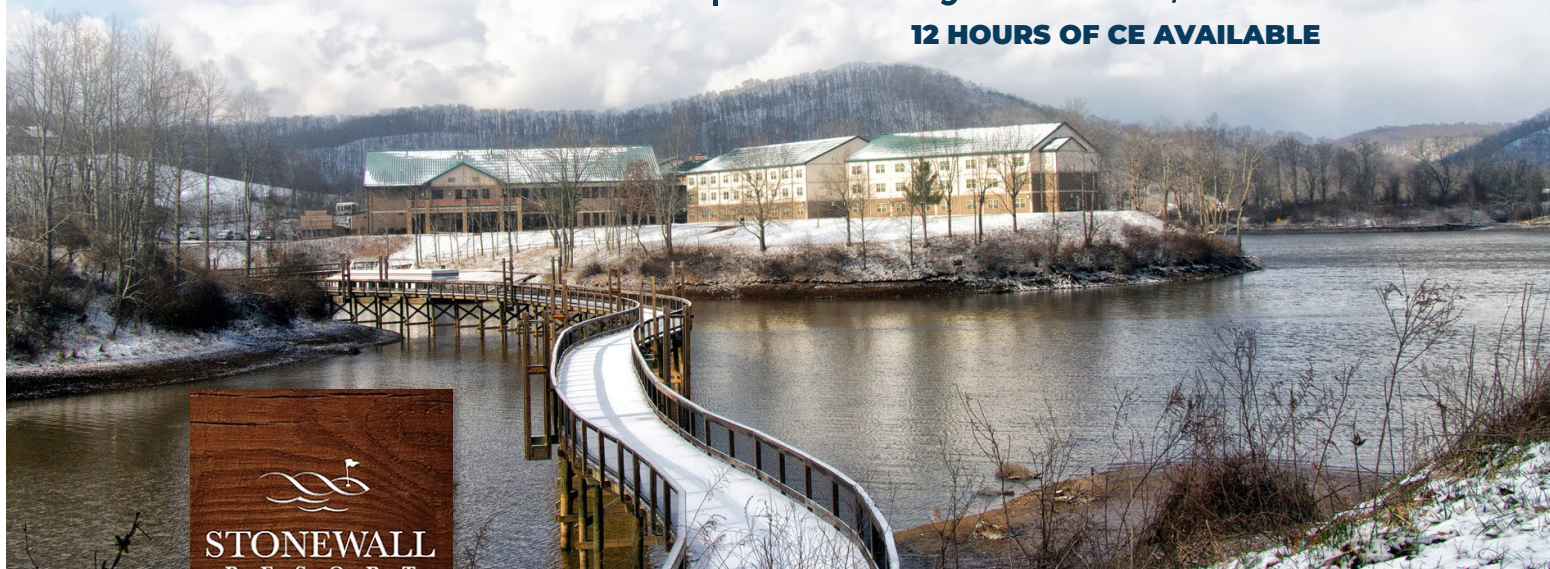


WEST VIRGINIA
**DENTAL
ASSOCIATION**

MID WINTER MEETING

Stonewall Resort | January 20 & 21, 2023

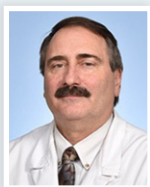
12 HOURS OF CE AVAILABLE



FRIDAY | JAN. 20

MORNING SESSIONS

9:00 AM DRUG DIVERSION



Brian Weaver, DDS, MD - Chair, Oral and Maxillofacial Surgery; Director, Oral and Maxillofacial Surgery Residency Program

OR

10:00 AM ORAL EFFECTS OF TOBACCO USE



M. Suann Gaydos, MSDH, NCTTP, Director Certified Tobacco Treatment Program

Courses satisfy WV Board of Dentistry requirement for 3 hours in Drug Diversion or 2 hours in Oral Effects of Tobacco Use

Noon - 1:00 pm

BUFFET LUNCH

STILLWATERS RESTAURANT

1:00 pm - 4:30 pm

AFTERNOON SESSION

PRACTICAL TIPS & TRICKS FOR COMMON DENTAL PROCEDURES



Mario F. Romero is the Director of Romero Dental Seminars. He received his DDS degree from the University of Guayaquil (Ecuador) School of Dentistry in 1995. He then completed a two year Advanced Education in General Dentistry Program at the University of Rochester, Eastman Institute for Oral Health where he was granted the **Handleman Award for Excellence**.

In 2001 he was named one of the **"Most Prominent Dentist"** by the Ecuadorian Dental Federation. In 2016 he received the American College of Dentist **Outstanding Faculty Award**. In 2019 he received the **Excellence in Dental Education Award** from Pierre Fauchard Academy.

PRESENTATION OBJECTIVES:

1. Learn how to use a simplified shade selection technique for anterior composite restorations
2. Understand how Harmonize from Kerr behaves in regards to opacity and translucency
3. Learn how to reproduce incisal edge halo effect using color intensifiers
4. Develop a good finishing and polishing sequence to obtain natural texture and "glaze" type of shine on all anterior composites
5. Understand the simplified composite systems available and how they should be incorporated into your practice
6. Learn how to use composite resin to increase vertical dimension and treatment plan more complex implant restorative cases

5:00 pm - 6:30 pm



COCKTAIL HOUR

#TOOTHPARTY | BALLROOM FOYER

SATURDAY | JAN. 21

9:00 am - Noon

MORNING SESSION

PRACTICAL TIPS & TRICKS FOR COMMON DENTAL PROCEDURES CONTINUES

Mario F. Romero, DDS

Noon - 1:30 pm

LUNCH

INSTALLATION OF OFFICERS

1:00 pm - 4:30 pm

PHOTOBIOMODULATION



Praveen R. Arany, BDS, MDS, MMSc, PhD, Interim Executive Director, Shepherd University Center for Excellence in Photobiomodulation

Jerry Bouquout, DDS, MDS, Director of Research Maxillofacial Center for Education & Research, Morgantown, WV



Donald Patthoff, DDS

Register for
the meeting



Reserve your rooms
at Stonewall Resort



Christmas at the Greenbrier is now streaming on Fox Nation!

During the WVDA's 2022 Annual Meeting in July, attendees were "on-set" for the filming of Fox Nation's Christmas at The Greenbrier.

Think of it as a Hallmark-type of movie situated entirely at the resort. The movie, starring Emmy-nominated actress Alicia Leigh Willis and actor Josh Murray, required the hotel to be decorated for Christmas in the heat of the West Virginia summer!

The stars and movie crew were on-location at The Greenbrier Resort for three weeks. Meeting attendees were treated live filming during their wanderings through the hotel and had to be cautious not to walk through public areas while the cameras were rolling.

"The Greenbrier is the real star of the movie – that place is magical, amazing!" said leading actress Alicia Leigh Willis of the iconic resort during an interview on the morning news-show Fox and Friends. "The movie is all about family and second chances at love, and everything you want in a Christmas movie."

This movie is Fox Nation's second original film after "The Shell Collector" hit FOX News Media's direct to consumer streaming service on Sept. 1. Fox Nation launched a special holiday promotion of 50% off all one-year and two-year subscriptions with the code "HOLIDAY" beginning on Nov. 29.

The Greenbrier Resort held an invitation-only premier event at the Greenbrier in early November when the stars returned for a special red-carpet walk and viewing of the film.

