



Snohomish County DENTAL SOCIETY

NEXT MEETING:

Wed., October 17th, 2018

PROGRAM— 2 Credits

Risk Management: Current issues in the Dental Practice.

*Qualifies NORDIC policy-holders for a 5% discount.

SPEAKER:

Melissa Moore Sanchez, CIC

PLACE:

Mill Creek Country Club

TIME:

6:00PM — Meet & Greet
Followed by dinner meeting
& program, ending by 8:30PM

RSVP REQUIRED:

Please RSVP by NOON, Friday, Oct. 12th which is when Mill Creek CC needs our meal count. FREE for SCDS members; Guests \$35. Call 360-419-7444 or email sdentists@comcast.net

The entrée is **Roasted Herbed Pork Loin**. Vegetarian option must be ordered in advance when you RSVP.

ABOUT THE PROGRAM:

The course will review Risk Management basics, PLUS new challenges dentists are facing: Opioid issues, sleep apnea, marijuana use in patients, transgender patients, safeguarding personal info, injury to patients due to equipment failure, terminating a patient, negligence claims involving staff, & more!

See details at: sdentists.org

DRESS CODE REMINDER

For Mill Creek Country Club
It's Business Casual Attire —
No hats, T-shirts or scrubs in the meeting room.

President's Letter

By Dr. Peter Pellegrini



Greetings Snohomish County colleagues:

I am composing this letter having just returned from the WSDA House of Delegates meeting in Tacoma, so I will begin with a recap of the more pertinent proceedings. Elections for the various WSDA open positions were held and resolutions were voted upon. Below are some of the more applicable resolutions that were passed, which will lead to the addition of the following items to the legislative agenda:

- HD-11-2018: Enabling providers to choose the method of reimbursement by insurers, which would *not* allow insurance companies to require electronic payments/virtual credit cards
- HD-12-2018: Ensuring dental benefits (preventing denial of claims that have been pre-authorized)
- HD-13-2018: Creating a task force to look into the possibility of WSDA-endorsed professional liability options.
- HD-14-2018: Improving dental insurance efficiencies, including direct reimbursement to in- and out-of-network providers, as well as elimination of non-duplication clauses.

Again, these will be part of the agenda, but that is the initial step towards positive change.

We discussed the status of WDS/Delta Dental activities. Since I am often asked about the progress on this front, I will review, much as we did at the HOD. Let's recap the last year's activities:

- September, 2017: Almost a year ago, a special meeting took place during which over 91% of members voted for bylaws amendments.
- October, 2017: WDS vetoed a lot of the bylaws amendment, also citing a 2013 "reorganization."
- October, 2017: WDS canceled the annual meeting
- March, 2018: WDS CEO Dwyer departure was announced / WSDA issued a "no confidence" vote of Dwyer,
- June, 2018-present:
 - WSDA contacted OIC (Office of the Insurance Commissioner) with regard to investigation into illegal practices and to illegal monopsonistic activity
 - WDS cancellation of annual second meeting (Delta's refusal to hold an annual meeting for a second year in a row denies member dentists participation rights)

That leads to the next step: Please be aware that a WDS special meeting will likely take place in October to mid-November, and once again, your **attendance is critical**. If attendance is not possible, please **assign proxy to an attending member**. Your presence is most important so that delta member dentists can have the opportunity to present and adopt new round of bylaws amendments.

I am a lover of words—a logophile—and one word that doesn't get tossed around too much in daily conversation is "monopsony." We all know the concept of a monopoly, and many of us like the board game of the same name. What is a monopsony? It is when a market structure (buyer) controls the market (controls a large proportion of the market) and drives prices down. Think of it as a "buyer's monopoly." And this is one of the (cont. on pg. 2)

President's letter (cont. from page 1)

complaints that the WSDA has with WDS. The WSDA has asked the WA Attorney General's Office to investigate whether WDS (Delta) has engaged in illegal monopsonistic practices in our state. For more updates, please go to the WSDA website at www.wsd.org. Know that your society and your state association are working incessantly to allow its member dentists to best deliver dental care in our state.

Speaking of changes, please be reminded that the Opioid Prescription rules are scheduled to take effect on Jan 1, 2019. This involves CE completion and guidelines and documentation that we will need implement. I will provide an update in my next newsletter, so stay tuned for more.

Are you having a difficult time finding qualified hygienists and assistants? Did you fill out the DOH Survey regarding the health professional shortage? We also discussed this workforce shortage issue and the feedback from the survey recently issued. Know that we are looking into solutions to the workforce shortage and the association is exploring legislative avenues to help with the shortage.

Since great, qualified employees are hard to find, a wonderful way to say thanks to those that are part of own offices is to celebrate them at the Annual Staff Appreciation Dinner. The SCDS Gala will be on Thursday, November 15th with Jet City Improv providing the entertainment. This should be a great night out and a great way to treat your team. I look forward to seeing you at our next meeting. Warm Regards, Pete Pellegrini, DDS, MS

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YOUR New SCDS OFFICERS

- President Dr. Peter Pellegrini
- Pres-Elect Dr. Alexis Apatoff
- Secretary Dr. B. Ardi Pribadi
- Treasurer Dr. Shahin Etemadi
- Past-President: Dr. Jae Hong

Executive Committee:

- Dr. Dan Brady
- Dr. Jennifer Heming
- Dr. Clio Samia-Lindenauer
- Dr. Jennifer Meader
- Dr. Andrew Sholudko

Executive Director

Judy Bangs

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FAX #: (800)365-8858

E-mail:

scdentists@comcast.net

Website:

www.scdentists.org

REMINDER:
As you consider year-end charitable donations, please keep our Society's dental Foundation in mind. See enclosed form for details. Thank you!

REGISTRATION CHECKLIST — Are YOU registered?

- Wednesday, Oct. 17th** — SCDS General Membership Meeting (2 Credits). REGISTER NOW !
- Friday, Oct. 26th** — CPR Pro & First Aid Courses, in Everett. REGISTER NOW !
CPR Pro: 8:30AM–11:30AM (3 credits) First Aid: Noon–3PM (3 credits).
- Thursday, Nov. 15th**— Annual Gala & Staff Appreciation Night. REGISTER NOW !
- Friday, March 1st, 2019** —Annual SCDS Seminar at the Lynnwood Convention Center. 7 Credits.
Speaker: Karen Baker, BS, MS. Topic: Homecare, Herbals & Opioid Crisis. *Early Bird rates end Oct. 31st, 2018. Take advantage of high quality CE close to home!*

For more info or to print a registration form, visit www.scdentists.org or contact the SCDS office.

CLASSIFIEDS

■**LOOKING FOR A DENTIST**— 2 yrs+ experience for long term position in a fun and fast paced established practice. Experience with Cerec a plus. Please reply to: contacttamilee@gmail.com

■**SHIKOSHA DENTAL LAB** is a certified, full-service dental laboratory serving the greater Seattle and Portland areas. Visit us at www.shikosha.com for information about our products and services. 1-800-547-8539.

■**Retiring dentist selling** a 1000 sq. ft. fully equipped 3 operatory practice in Lynnwood, WA. Very experienced manager - assistant to remain with new buyer if desired. Ideal for new dentist starting a practice with a minimal cost and the ability to build this practice by working more hours. Please contact dirk1@msn.com for details.

■**NO NEED TO MAIL OR WAIT FOR HANDPIECE REPAIR** — We come to you! We're MOBILE — Best Service and Prices, serving Snohomish County and surrounding areas. Campbell's Handpiece Rescue, Call (425)303-9822.

■**Need help with your high fear patients?** I have treated

over 4000 patients with IV Sedation. I am local, flexible and can accommodate your schedule. You can also refer your patient if you choose not to treat them. Aubrey Carter Jr., DDS (425)501-9555.

■**DENTAL PRACTICE SALES** — Buyers Representative C. Dirk Peterson, DDS, Dental Consultant. Will work with both buyers and sellers in practice transitions in North King, Snohomish, Island, Skagit and Whatcom counties. Contact: Dirk1@msn.com

■**Dentist available for Temp work:** Dr. David Cheng is available for a temporary position on Thursdays. For details contact chengd1@gmail.com

■ **IDEAL practice start-up with minimal cost**— 2 of 3 operatories FULLY-equipped, 1000 SF, professional and medical center near Swedish Hospital-Edmonds. Dentist is transitioning. Contact: onondaga67@hotmail.com

■**To advertise in the classifieds** contact the SCDS office. The rate for up to 30 words is only \$10 for SCDS Members, and \$15 for others. In 2018 the same classified ad will be included on our website at no additional charge.

All SCDS General Membership meetings are held at the Mill Creek Country Club starting at 6PM with a Meet & Greet, followed by dinner meeting and CE program, ending at 8:30PM. The dinner & programs are always complimentary for SCDS member dentists, and \$35 for guests.