



AMERICAN ASSOCIATION  
OF DENTAL CONSULTANTS  
**ANNUAL MEETING  
& WORKSHOP**



***Focus*** on  
***the Future***

**May 1-4, 2019**

Talking Stick Resort | Scottsdale, Arizona



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**AADC OFFICE**

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**President's Invitation**



It is with great enthusiasm that I invite everyone to the 2019 American Association of Dental Consultants (AADC) Annual Meeting and Workshop at Talking Stick Resort in Scottsdale, Arizona. The resort has fabulous facilities and amenities and is only a 10-minute drive from downtown Scottsdale and 20 minutes' drive from Phoenix Sky Harbor International Airport.

The AADC Board of Directors and Officers, along with Program Committee led by Chairperson Dr. Randi Tillman, are looking forward to another extremely educational program featuring a vast array of recognized, acclaimed dental experts who will educate and stimulate all intellectual appetites regarding dentistry and the dental benefits industry.

In addition to the learning opportunities available, the Workshop gives old and new friends alike the opportunity to meet and greet and "network" among your colleagues. There is no better opportunity to discuss and debate individual opinions and draw upon the vast "work" experience of fellow attendees.

I am excited and look forward to welcoming you to the 2019 AADC Annual Meeting and Workshop in ubiquitous sunny and warm Scottsdale.

Linda S. Vidone, DMD, CDC  
President, AADC

**Focus on  
the Future**

**Go to [aadc.org](http://aadc.org) to register online!**

**THANK YOU TO OUR SPONSORS!**



Delta Dental of Massachusetts



The Authority on Dental Quality®



# Schedule of Events

## WEDNESDAY, MAY 1

8:00 a.m. - 12:00 p.m.	Dr. Larry Browning Memorial Golf Tournament
1:00 p.m. - 3:00 p.m.	Certified Dental Consultant Examination
2:00 p.m. - 4:00 p.m.	New Member Seminar: Dental Consultant 101 ..... <i>O. Andy Elliott, DMD &amp; Todd Pollack, DMD</i>
4:00 p.m. - 5:30 p.m.	Board of Directors Meeting
5:30 p.m. - 6:30 p.m.	New Member Reception <b>Supported, in part, by P&amp;R Dental Strategies</b> (By Invitation Only)

## THURSDAY, MAY 2

7:00 a.m. - 5:00 p.m.	Exhibits Open
7:00 a.m. - 8:15 a.m.	Breakfast in Exhibits
8:15 a.m. - 8:30 a.m.	Welcome Remarks..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
8:30 a.m. - 9:30 a.m.	<i>Dr. Donald S. Mayes Memorial Keynote Address</i> "Preparing for the Future: Trends in the Dental Industry" ..... <i>Cassie Yarbrough, MPP</i>
9:30 a.m. - 10:30 a.m.	"Beating the Odds: A Story NOT Silenced by Stage IV Oral Cancer" <b>Supported, in part, by Guardian and Prisyra</b> ..... <i>Eva Grayzel</i>
10:30 a.m. - 11:00 a.m.	Break
11:00 a.m. - 12:00 p.m.	"The Digestive Tract on Fire: Inflammation from gums to the guts" ..... <i>Harmony Allison, MD, MPH</i>
12:00 p.m. - 1:00 p.m.	LUNCH
1:00 p.m. - 2:30 p.m.	"Claims Review, Session I" ..... <i>Moderator: Cheryl Lerner, DMD</i>
2:30 p.m. - 2:45 p.m.	Break
2:45 p.m. - 3:45 p.m.	"Value and Oral Health" ..... <i>Sean G. Boynes, DMD</i>
3:45 p.m. - 4:45 p.m.	"Future of Dental Benefits" ..... <i>David J. DePorter, DDS</i>
4:45 p.m. - 5:00 p.m.	Announcements..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
5:30 p.m. - 6:30 p.m.	Welcome Reception - Light Appetizers <b>Supported, in part, by Parcira Pharmaceuticals</b> Dinner on Your Own

## FRIDAY, MAY 3

7:00 a.m. - 5:00 p.m.	Exhibits Open
7:00 a.m. - 8:15 a.m.	Breakfast in Exhibits
8:15 a.m. - 8:30 a.m.	Announcements..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
8:30 a.m. - 9:30 a.m.	"The Future of Dentistry: The Good, Bad and Ugly" ..... <i>David Lustbader, DMD</i>
9:30 a.m. - 10:00 a.m.	Break
10:00 a.m.- 11:45 p.m.	AADC Annual Business Meeting
11:45 p.m. - 12:45 p.m.	LUNCH
12:45 p.m. - 2:15 p.m.	"Claims Review, Session 2" ..... <i>Clayton O. Pesillo, DDS</i>
2:15 p.m. - 2:45 p.m.	Break
2:45 p.m. - 3:45 p.m.	"Trends and Determinants of Dental Care Utilization" ..... <i>Chad D. Meyerhoefer, PHD</i>
3:45 p.m. - 4:45 p.m.	"AI: Implications for the Future of Dental Benefits & Practice" ..... <i>Justin Lahullier, MHA,PMP, CHIE &amp; Kevin Northover, PHD</i>
4:45 p.m. - 5:00 p.m.	Announcements..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
5:30 p.m. - 6:30 p.m.	President's Reception - Light Appetizers <b>Supported, in part, by Delta Dental of Massachusetts</b> Dinner on Your Own

## SATURDAY, MAY 4

7:00 a.m. - 12:00 p.m.	Exhibits Open
7:00 a.m. - 8:00 a.m.	Breakfast in Exhibits
8:00 a.m. - 8:15 a.m.	Announcements..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
8:15 a.m. - 9:15 a.m.	"To Pull or Not to Pull" <b>Supported, in part, by Colgate</b> ..... <i>Daniel Pompa, DDS</i>
9:15 a.m. - 10:15 a.m.	"Risk Based Dental Benefits: The Future" ..... <i>Joseph V. Errante, DDS</i>
10:15 a.m. -10:45 a.m.	Break
10:45 a.m. - 11:45 a.m.	"Oral Health in the 21st Century: Implications for Dental and Medical Education, Training and Practice" ..... <i>Bruce Donoff, MD, DMD</i>
11:45 a.m. - Noon	Closing Remarks ..... <i>Linda S. Vidone, DMD &amp; Randi S. Tillman, DMD</i>
Noon	Farewell Lunch

# General Information

## REGISTRATION

To register, complete and return the attached registration form with payment via FAX, mail or register online at [www.aadc.org](http://www.aadc.org). Meeting materials may be picked up at the Workshop registration desk onsite at the Talking Stick Resort.

## DEADLINES

**March 30** – Early registration closes. Late fees apply to all registrations submitted after this date.

**March 30** – Hotel room reservation deadline.

**April 14** – Pre-registration closes. Registrations received after this date will be processed on site.

## LODGING

Talking Stick Resort  
9800 East Talking Stick Way  
Scottsdale, Arizona 85256  
480-270-5551

For Reservations call 866-877-9897

Booking ID for 2019 AADC Spring Workshop is 10881

Booking Website: <https://reservations.travelclick.com/73351?groupID=2436229>

Talking Stick Resort is a luxurious Four-Diamond Scottsdale resort and boast a nearly 300,000 square foot casino, one of the largest in Arizona, as well as Vegas-style entertainment, and a relaxing spa. Talking Stick Golf Club which sits adjacent to the resort and hotel property, is one of the top-rated golf clubs in Scottsdale and all of Arizona.

Take advantage of the special negotiated room rates the American Association of Dental Consultants has secured for Workshop attendees at \$189.00 single/double per night plus tax. There will be a \$25.00 additional per person charge, above double occupancy. Please note that Bellman gratuities of \$10 per room and housekeeping gratuities of \$3.00 per room/per night will automatically be posted to guest's charges. Check-in time is 4:00 pm; check-out 11:00 am. **Hotel reservation deadline is Saturday, March 30, 2019.**

AADC guests receive complimentary self and valet parking as well as complimentary wireless internet access in all guestrooms, meeting space and public areas. Guestrooms include refrigerators with complimentary bottled water and guests have 24-hour access to Talking Stick's fitness center. Also available are numerous restaurants, a showroom offering live, top rate entertainment and concerts, three outdoor pools, a relaxing spa, two golf courses, a casino and cultural center featuring Native American art.

## PRIVACY POLICY

AADC is entitled to disclose guest information to the hotel and to receive information from the hotel as necessary in connection with guests' stay at the hotel.

## TRANSPORTATION

Reservations for transportation to the resort can be made through ExecuCar, [www.execucar.com](http://www.execucar.com) 602.232.4610

Uber and Lyft are available options as well as Discount Cab Company, [www.discountcab.com](http://www.discountcab.com) 602.200.2000

## ON-SITE REGISTRATION

On-Site registration fees will be \$695 for Members, \$995 for Non-members, **plus applicable late fees.**

## Registration Hours:

Wednesday, May 1 ..... 3:00 p.m. - 6:00 p.m.  
*(preregistered Workshop attendees only)*

Thursday, May 2 ..... 7:00 a.m. - 5:00 p.m.

Friday, May 3 ..... 7:00 a.m. - 5:00 p.m.

Saturday, May 4 ..... 7:00 a.m. - 12:00 p.m.

## CANCELLATION / REFUNDS / CHANGES

All refund requests must be in writing. Full refund, less a \$50 per person administrative fee, will be issued for cancellations received on or before Friday, April 19 and a 50% refund, less the administrative fee, if received Saturday, April 20 through Friday, April 26. No refunds will be made for cancellations received thereafter. Refunds are processed within 30 days after the meeting.



## **SPONSORSHIPS & EXHIBITS**

Opportunities for sponsorships and display space are available. Contact the AADC Central Office at 636.893.6800.

## **CONTINUING EDUCATION (CE) UNITS**

CE attendance forms will be in each individual registrant's packet on-site. The 2019 Workshop offers 14 Continuing Education Units. Seminar registrants receive one CE credit for each clock hour attended. It is the responsibility of the attendee to submit continuing education documentation to their respective state for verification. The American Association of Dental Consultants is an American Dental Association (ADA) CERP recognized Provider.



ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual sources or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at [ADA.org/CERP](http://ADA.org/CERP). The American Association of Dental Consultants designates this activity for up to 14 continuing education credits.

## **COURSE DISCLAIMER**

The American Association of Dental Consultants makes every effort to present high caliber clinicians and non-clinical experts. The presentations of the instructors do not imply endorsement of any product, technique or service. All participants are cautioned about the risks of using new techniques especially in courses that have not provided supervised clinical experience.

## **CONFLICT OF INTEREST**

The American Association of Dental Consultants, an ADA CERP recognized provider, is responsible for disclosing to participants any monetary or other special interest our instructors and course planners may have with any corporate organization, commercial entities & faculty and are disclosed following the instructors' biographies in this brochure.

## **UNAUTHORIZED USE OF WORKSHOP MATERIALS**

The materials made available at this meeting cannot be used outside of the Workshop without the express written approval of the AADC Board of Directors.

The annual American Association of Dental Consultants Spring Workshop is an educational endeavor to provide attendees with scientific information as well as expert opinion on various issues facing both dentistry and the dental benefits industry. All presentations are in lecture format and unless otherwise noted, represent the opinion of the speakers and not the opinion or position of the AADC, its members, companies represented by its members, Directors, or Executive Director. All presentations are for educational purposes only and are not intended to direct or influence dental benefit claims payments or to be considered legal advice.

## **ONLINE HANDOUTS**

Printed handouts will not be available onsite. Course materials received from the instructor will be available online for downloading prior to the start of the Workshop. Attendees will receive an email when course material is made available. Plan ahead if you wish to print out the handouts before attending the Workshop.

## **REMINDER:**

**CERTIFIED DENTAL CONSULTANTS  
must attend two full days of the Workshop to  
fulfill attendance requirements.**

## Guest Activities

### WEDNESDAY, MAY 1

9:00 a.m. - 1:00 p.m.

#### MUSICAL INSTRUMENT MUSEUM TOUR & LUNCH

Price: \$75.00

This top-rated attraction in Phoenix is the world's only global musical instrument museum. The MIM offers a fun, one-of-a-kind experience to be enjoyed by guests of all ages.

See, hear, and travel the world on a guided tour at the Musical Instrument Museum. You will learn about MIM's Geographic Galleries and the various countries, musical cultures, and fascinating instruments on view. The one-hour tour provides a brief overview after which you will have time to visit the galleries more extensively at your own pace.

Lunch follows at Café Allegro. Price includes transportation, tour and lunch.

### THURSDAY, MAY 2

9:00 a.m. - 12:00 p.m.

#### TALIESIN WEST TOUR

Price: \$54.00

Taliesin West is a National Historic Landmark nestled in the desert foothills of the McDowell Mountains in Scottsdale, AZ. It is also the home of the Frank Lloyd Wright Foundation and the School of Architecture at Taliesin

You'll be drawn closer to Frank Lloyd Wright's world on Taliesin West's signature tour. Visit Wrights' private quarters and living room, the gracious Taliesin West "Garden Room," the drafting studio, the Music Pavilion, the Cabaret, and more.

Price includes transportation and tour.



### FRIDAY, MAY 3

11:30 a.m. - 1:00 p.m.

#### TALKING STICK COOKING DEMONSTRATION AND LUNCH

Price: \$105.00

Get cozy in the kitchen as you learn to prepare a special dinner for 2. We'll cover essential techniques—from making vinaigrettes and reducing pan sauces to searing beef and cooking starches. Then we'll create a quick but elegant clafouti that you'll easily recreate at home with your own personal twist.

What To Expect: Great cooking is about more than recipes—it's about techniques. In our class you'll work with our Chef in a fun informative environment led by Talking Stick Chef De Cuisine Ron Dimas.

Menu: Avocado, carrot and radish salad with Carrot-almond hummus, Roasted beef tenderloin with red wine pan sauce and Artichoke, creamy polenta with braised kale, Wild huckleberry clafouti with Lemon-spruce ice cream.

Use the enclosed form to register for these events. **Registration must be received by March 30th** and a minimum of tickets need to be sold to initiate the tours. If we do not receive enough interest, full refunds for the tour(s) will be made. Guests also have access to Talking Stick's fitness center, three outdoor pools, the golf course, casino and cultural center featuring Native American art.

### Enjoy a spa day during your stay!

The Spa is a luxurious open-air space located on the 14th floor of Talking Stick Resort. Voted one of the 10 best spas in Scottsdale by USA Today, it features private rooms with unparalleled view of the Valley. The Spa is offering a 15% savings on any regular price services to AADC attendees. If you are interested in taking advantage of this offer please contact the Spa at 480.850.4065 and mention you are with AADC and would like to book services. For a list of treatments and pricing go to:

[https://www.talkingstickresort.com/media/3096/spa\\_treatments.pdf](https://www.talkingstickresort.com/media/3096/spa_treatments.pdf) Enjoy and have a relaxing day!



# Schedule Of Events

## WEDNESDAY, MAY 1

8:00 am - 12:00 p.m.

### DR. LARRY BROWNING MEMORIAL GOLF TOURNAMENT\*



With two championship Scottsdale golf courses, both will provide an enjoyable challenge for golfers of all skill levels. Designed by legendary architects, Ben Crenshaw and Bill Coore, Talking Stick Golf Club has received numerous awards and has been the backdrop for many prominent events in Scottsdale, Arizona.

The AADC Golf Tournament will be held Talking Stick Golf Club's O'dham Course (formerly North Course), with its broad, angular holes, rewards thoughtful play through the rise of its many options according to one's level of skill. Its low profile, slightly crowned greens and close-cropped approaches encourage running as well as aerial assaults.

\*Register on the enclosed meeting registration form.

1:00 p.m. - 3:00 p.m.

### CERTIFIED DENTAL CONSULTANT EXAMINATION

*New This Year!*

2:00 p.m. - 4:00 p.m.

CE credit hours: 2

### NEW MEMBER SEMINAR: "DENTAL CONSULTANT 101"

O. Andy Elliott, DMD & Todd Pollack, DMD

This course is intended for new associate members. We will introduce you to everything you need to know about becoming a consultant

Upon completion, participants will be:

- Familiar with resources to improve your knowledge of dental third-party consulting.
- Introduced to certifications and additional training to improve your resume.
- Exposed to the types of positions consultants fill in the industry.

4:00 p.m. - 5:30 p.m.

### AADC BOARD OF DIRECTORS MEETING

5:30 p.m. - 6:30 p.m.

### NEW MEMBER RECEPTION

*By invitation only*

*Supported, in part, by P&R Dental Strategies*

## THURSDAY, MAY 2

7:00 a.m. - 5:00 p.m. EXHIBITS OPEN

7:00 a.m. - 8:15 a.m. BREAKFAST IN EXHIBITS

8:15a.m. - 8:30 a.m. WELCOME ADDRESS

Linda S. Vidone, DMD, AADC President

Randi S. Tillman, DMD, Program Chairman

8:30 a.m.- 9:30 a.m.

CE credit hours: 1

### DR. DONALD S. MAYES MEMORIAL KEYNOTE ADDRESS

#### "PREPARING FOR THE FUTURE: TRENDS IN THE DENTAL INDUSTRY"

Cassie Yarbrough, MPP

This presentation will break down and provide insight on the latest trends in the U.S. dental care market. It will summarize the latest data on dental care utilization, dental insurance coverage, barriers to dental care, the supply of dentists, practice patterns, dental insurance payment rates, and dentist earnings and busyness. The presentation will also look to the future, highlighting key forces reshaping the dental care market in the coming years.

Upon completion, the participant will be able to:

- Understand the latest data describing the current U.S. dental care market.
- Highlight key forces and opportunities shaping the dental care market in the foreseeable future.
- Describe HPI data and analytic services that are available to dental consultants.



**THURSDAY, MAY 2 *continued...***

**9:30 a.m. - 10:30 a.m.** CE credit hours: 1

***"BEATING THE ODDS: A STORY NOT SILENCED BY STAGE IV ORAL CANCER"***

***Eva Grayzel***

***Supported, in part, by Guardian and Prisyra***

Eva Grayzel transports dental professionals into the oral cancer patient's experience sharing riveting details about her delayed diagnosis and finding the strength to persevere through the devastating effects of radical surgery and radiation motivating new thinking about oral cancer screenings and patient education. Her compelling narrative humanizes oral cancer, inspiring audiences professionally and personally.

Upon completion, participants will be able to:

- Integrate oral cancer screenings with patient education.
- Take responsibility for early detection.
- Understand long-term effects of radiation to the oral cavity.

**10:30 a.m. - 11:00 a.m. BREAK**

**11:00 a.m. - 12:00 p.m.** CE credit hours: 1

***"THE DIGESTIVE TRACT ON FIRE: INFLAMMATION FROM GUMS TO THE GUTS"***

***Harmony Allison, MD, MPH, MS***

The role of inflammation and how it affects the digestive tract, including the oral cavity, is a rapidly advancing field. This lecture will review our current understanding of intestinal inflammation and its relationship to inflammation in the mouth.

Upon completion the participant will be able to:

- Understand the role of genetics, microbiota, and immunity in the pathogenesis of systemic inflammation with focus on Inflammatory Bowel Disease
- Explain the need for appropriate homeostasis of immune tolerance and defense between the intestine and microbiota as necessary to maintain intestinal integrity
- Identify current and future treatments that target down regulation of pro-inflammatory cytokines and anti-inflammatory mediators

**12:00 p.m. - 1:00 p.m. LUNCH**

**1:00 p.m. - 2:30 p.m. CLAIMS REVIEW SESSION 1**

CE credit hours: 1.5

**Panelists:**

***Katie Deffke, DDS; Bo Smith, DMD; Neil Williams, DMD; Cheryl Lerner, DMD, Moderator***

Panelists will review actual claims for the very first time in various disciplines and discuss adjudication policies and other pertinent information. The audience will be invited to participate in discussion of these claims with regard to CDT coding, comparison of treatment submitted to standards of care, quality of diagnostics and share their opinions on proper claim handling.

**2:30 p.m. - 2:45 p.m. BREAK**

**2:45 p.m. - 3:45 p.m.**

CE credit hours: 1

***"VALUE AND ORAL HEALTH"***

***Sean G. Boynes, DMD, MS***

The changing healthcare environment has resulted in new business, operation, and care models. These changes have been driven by consumer habits, technology, and the desire to prevent disease instead of the continuum of disease stabilization. This session will discuss the current oral health landscape and highlight new connections medicine is making into dentistry that is impacting operations and finance. In addition, alternative payment models and their constructs within value-based oral health will be discussed. An introduction to innovative value-based models will also be emphasized.

Upon completion the participant will be able to:

- Discuss the correlations and connections between medical and dental marketplaces.
- Develop an understanding of alternative payment models and the growth of value based care
- Discuss population health and risk stratified measurement currently being employed

3:45 p.m. - 4:45 p.m.

CE credit hours: 1

**“FUTURE OF DENTAL BENEFITS”**

*David J. DePorter, DDS*

Until recently, little has changed in the design of dental benefits plans since the mid-1960s. Like the practice of dentistry, dental benefits plans have been procedure-based and fee-driven. However, as the link between dental health and overall health strengthens the shift to whole-person health care, perhaps it is time to change the current paradigm of dental care and dental benefits toward an approach that focuses on diagnosis, patient outcomes and individualized risk-based dental care and benefits.

Upon completion, participants will be able to:

- Understand why dental insurance has been so slow to evolve from its original model.
- Understand the magnitude of health care cost savings attributed to proper dental care for people with chronic medical illnesses.
- Understand the necessary steps to create a paradigm shift in the delivery and financing dental of dental care.

4:45 p.m.

**ANNOUNCEMENTS**

*Linda S. Vidone, DMD & Randi S. Tillman, DMD*

5:30 p.m. - 6:30 p.m. **WELCOME RECEPTION**

*Supported, in part, by Parcira Pharmaceuticals*

Join fellow AADC members and other Workshop attendees for the Thursday evening Welcome Reception and network with leaders from the dental benefits industry while enjoying light hors d'oeuvres and beverages.

**DINNER ON YOUR OWN**



**FRIDAY, MAY 3**

7:00 a.m. - 5:00 p.m. **EXHIBITS OPEN**

7:00 a.m. - 8:15 a.m. **BREAKFAST IN EXHIBITS**

8:15 a.m. - 8:30 a.m. **ANNOUNCEMENTS**

*Linda S. Vidone, DMD & Randi S. Tillman, DMD*

8:30 a.m. - 9:30 a.m.

CE credit hours: 1

**“THE FUTURE OF DENTISTRY:  
THE GOOD, BAD AND THE UGLY”**

*David P. Lustbader, DMD*

This presentation will focus on the future of insurance reform, including the Affordable Care Act and the possibility of a Medicare Dental Benefit. It will also cover the impact of lower cost providers (mid-levels), the effect of DSO's on private practice, and rising student debt as critical factors facing the profession.

Upon completion, the participant will be able to:

- Be able to understand the effects of the ACA on dentistry
- Be able to understand the impact of a medicare dental benefit option on dental practice
- Be able to understand the effect of a mid-level provider on fee structures and dental practice

9:30 a.m. - 9:45 a.m. **BREAK**

9:45 a.m. - 11:45 a.m.

**ANNUAL BUSINESS MEETING / ELECTIONS /  
CDC CEREMONY**

The American Association of Dental Consultants Annual Business Meeting will include award presentations, election of officers, and consideration of Bylaw changes. Make your voice be heard by participating in the governance of your Association.

11:45 p.m. - 12:45 p.m. **LUNCH**

12:45 p.m. - 2:15 p.m.

CE credit hours: 1.5

**CLAIMS REVIEW SESSION 2**

*Clayton O. Pesillo, DDS*

Claims from various therapeutic disciplines will be reviewed. Adjudication policies, documentation requirements, scientific developments and standards of care will be discussed. The audience is encouraged to participate.

2:15 p.m. - 2:45 p.m. **BREAK**

## FRIDAY, MAY 3 *continued...*

2:45 p.m. - 3:45 p.m.

CE credit hours: 1

### **“TRENDS AND DETERMINANTS OF DENTAL CARE UTILIZATION”**

*Chad D. Meyerhoefer, PHD*

Despite widespread efforts by dental professionals, policy makers, and payers to inform consumers about the benefits of regular dental care, less than half of the population uses dental services annually. This lecture will cover several factors that affect the demand for dental care, including insurance benefit design, public policies instituted under the Affordable Care Act, and state laws that limit the scope of practice of dental hygienists. Empirical evidence will be presented to show how changes in these factors are expected to impact the demand for dental care now and in the future.

Upon completion, the participant will be able to:

- Understand basic determinants of the demand for dental care
- Understand how the Affordable Care Act and state scope of practice laws affect dental care use and costs
- Understand tradeoffs in dental insurance benefit design between increasing consumer welfare and limiting unnecessary care

3:45 p.m. - 4:45 p.m.

CE credit hours: 1

### **“AI: IMPLICATIONS FOR THE FUTURE OF DENTAL BENEFITS & PRACTICE”**

*Justin Lahullier, MS and Kevin Northover, PHD*

Justin and Kevin will describe their deployments and experiments applying AI methods to several areas of operations. For clinicians they analyze dental imagery to detect disease and validate procedures. For customer service they are using natural language processing to characterize call center conversations and have both improved the caller experience and obtained significant cost savings.

Upon completion, the participant will be able to:

- What AI approaches are suited for and how we choose projects and techniques
- Where AI adds value for providers, patients, and payers
- Using “cloud computing” for rapid deployment and scalability

4:45 p.m.

### **ANNOUNCEMENTS**

*Linda S. Vidone, DMD & Randi S. Tillman, DMD*

5:30 p.m. - 6:30 p.m. **PRESIDENT’S RECEPTION**

*Supported, in part, by Delta Dental of Massachusetts*

**DINNER ON YOUR OWN**

## SATURDAY, MAY 4

7:00 a.m. - 12:00 p.m. **EXHIBITS OPEN**

7:00 a.m. - 8:00 a.m. **BREAKFAST IN EXHIBITS**

8:00 a.m. - 8:15 a.m. **ANNOUNCEMENTS**

*Linda S. Vidone, DMD & Randi S. Tillman, DMD*

8:15 a.m. - 9:15 a.m.

CE credit hours: 1

### **“TO PULL OR NOT TO PULL”**

*Daniel Pompa, DDS*

*Supported, in part, by Colgate*

Advancements in delivering periapical surgery have resulted in success rates that can be equivalent to implant replacement when certain guidelines are adhered to. Periapical surgery as an adjunct to endodontic treatment is a proven approach. With the introduction of new surgical techniques and a systematic method to the diagnosis and treatment of compromised teeth, the clinician should be able to more accurately determine the long term prognosis for these treatment options.

Evaluate treatment options with an evidence-based approach when a tooth is ailing or failing. This course will describe the indications and contraindications for performing or referring a patient for apical surgery. With a specific 7 step workup, including a correct history, radiographic and clinical evaluation, the decision to perform an apicoectomy will be weighed against further evaluation, a retreatment option, or extraction and replacement with an implant (immediate or delayed). As a result, a decision is more accurately made as to whether an implant or a fixed bridge (fixed partial prosthesis), a removable prosthesis (fixed or transitional temporary prosthesis), or other options would be the final treatment plan discussed with the patient.

Upon completion, participants will be able to:

- Learn the radiographic technique to use when evaluating a tooth for a fracture.
- List the 7 step work-up, consisting of procedures and tests that should be used when performing or referring a patient for an apicoectomy.
- Understand the principles of guided tissue regeneration, and know the indications and contraindications for its use.
- Recognize how the location of a sinus tract can be a key critical diagnostic indicator for the final prognosis.
- Identify the signs to differentiate between an Endo/Perio vs. Perio/Endo lesions and understand the difference as it relates to the final prognosis.

**SATURDAY, MAY 4 *continued...***

**9:15 a.m. - 10:15 a.m.**

CE credit hours: 1

***“RISK BASED DENTAL BENEFITS:  
THE FUTURE”***

***Joseph V. Errante, DDS***

This presentation intends to expand insurance company executives' thoughts about innovation in dental benefit design. The presenter and attendees will explore the relative value of the standard 100/80/50 “One Size Fits All” dental benefit plans vs. new types of plan designs intended to be personalized for individual members. The presentation intends to answer the questions regarding what will be required of dental benefit designs as healthcare enters an era of accountability for the resources used.

Upon completion, participants will be able to:

- Participants will learn about and understand the difference between Risk, Severity and Diagnosis of diseases.
- Participants will learn about some of the current examples for risk stratified dental benefits currently in the US and International Markets.
- Participants will learn about how to incorporate risk stratification into innovative value propositions for employer clients, including reporting out outcomes.

**10:15 a.m. - 10:45 a.m. BREAK**

**10:45 a.m. - 11:45 a.m.**

CE credit hours: 1

***“ORAL HEALTH IN THE 21ST CENTURY: IMPLICATIONS  
FOR DENTAL AND MEDICAL EDUCATION, TRAINING  
AND PRACTICE”***

***R. Bruce Donoff, MD, DMD***

The delivery of oral health care is confronted with several factors promoting change. Improved science is leading to medical treatment of surgical disease include dental decay and periodontal disease. Our population is aging so older patients with more chronic diseases visit the dentist. A better understanding of the whole patient is needed. Lastly, we need to confront the issue of access to oral health care for all.

Upon completion, participants will be able to understand:

- Why are medicine and dentistry siloed?
- Can a solution improve the primary care practice of medicine and oral health access?
- How realistic is the status quo for the dental profession?

**11:45 a.m. - Noon**

**CLOSING REMARKS**

***Linda S. Vidone, DMD & Randi S. Tillman, DMD***

**Noon**

**FAREWELL LUNCH**



## Speaker Biographies



**HARMONY ALLISON, MD, MPH, MS** is Director of Outpatient Gastroenterology Clinics at Tufts Medical Center in Boston, Massachusetts. She is an Assistant Professor of Medicine at Tufts University School of Medicine and the Quality Officer for the Gastroenterology Department. Her areas of expertise are motility disorders and inflammatory bowel disease. Motility disorders encompasses altered motility in the esophagus, stomach, biliary tract and colon as well as Irritable Bowel Syndrome. In her spare time, Dr. Allison enjoys reading, hiking, biking, history and traveling.



**SEAN G. BOYNES, DMD, MS** is a Dentist Anesthesiologist who serves as Executive Director of Person Centered Care at the DentaQuest Partnership overseeing national programs and initiatives focused on the integration and coordination of care in a person-centered environment. A prolific author and speaker, he has been recognized by many organizations for his work in health policy and clinical care, that include: the National Health Service Corps featured him as one of the 40 top clinicians for their 40th Anniversary Celebration, the National Children's Oral Health Foundation lists him as a Dentist of Distinction, and he was given the President's Award from the National Network for Oral Health Access.



**DAVID J. DEPORTER, DDS** is Pacific Resources' consulting dental director and dental benefits expert. He has over 25 years of experience in the dental benefits industry. David's recent experiences include building and directing advanced education in general dentistry residency programs at the Florida Institute for Advanced Dental Education and Mattia College focused on the latest knowledge and industry best practices in dental care.

David is a graduate of the University of Illinois College of Dentistry and earned a masters degree in health professions education from the University of Illinois at Chicago and a masters degree in public health with a major in health services administration from the University of California at Los Angeles. In addition, he was a Robert Wood Johnson Dental Services Research Scholar at UCLA, a member of the Woods Hole Group (a Kellogg Foundation-sponsored think tank that studied and made recommendations concerning the future of dentistry) and a past board member on the National Association of Dental Plans Foundation.



**R. BRUCE DONOFF, MD, DMD** received his DMD from the Harvard School of Dental Medicine (HSDM) in 1967 and his MD from the Harvard Medical School in 1973. Dr. Donoff's professional career has centered on Harvard's Faculty of Medicine and the Massachusetts General Hospital's Department of Oral and Maxillofacial Surgery. Dr. Donoff is the Dean of the Harvard School of Dental Medicine. He has made major contributions in research with interests in wound healing, bone graft survival, sensory nerve repair and oral cancer. He is an acclaimed author and lecturer and helped launch the Harvard Initiative - Integrating Oral Health and Medicine.

Dr. Donoff served twelve years on the Board of the Oral and Maxillofacial Surgery Foundation and is former President of the Friends of the National Institute of Dental and Craniofacial Research. He is the editor of the *MGH Manual of Oral and Maxillofacial Surgery* and a member of the Editorial Board of the *Journal of Oral and Maxillofacial Surgery* and the *Massachusetts Dental Society Journal*. He currently is a member of the Council on Dental Education and serves on the Licensure Committee and chairs the Dental Admission Test Committee.



**JOSEPH V. ERRANTE, DDS** is a nationally recognized healthcare executive with a concentration in the Dental industry. His career has been focused in the dental benefits, dental practice management, and multi-specialty medical practice management industries.

His professional career has included being the Founder and CEO of a vertically integrated oral health delivery system, a senior executive at a publicly traded practice management company, an executive leader of a multi-state dental insurance business, a CEO of a private-equity owned multi-specialty healthcare company, the Sr. Associate Dean for Clinical Affairs at a College of Dental Medicine and his current position as the CEO of PreViser Corporation.

Errante graduated from the University of Arizona and from the University of the Pacific, Arthur A. Dugoni School of Dentistry. He has served on several Foundation Boards involved in Access to Healthcare and Dental Education, as well as National Advisory Boards and Industry Task Forces.

*Financial Relationship: CEO of PreViser Corp.*



**EVA GRAYZEL**, Speaker, Storyteller, Author, told her story at the 2003 National ADA conference on the main stage. Since then, she has become the voice of oral cancer speaking internationally at dental and medical conferences on the patient perspective. She performed her story as a one-woman show Off-Broadway. Eva founded Six-Step Screening, an oral cancer awareness campaign, for the success of, she was given honorary membership to the American Academy of Oral Medicine.



**JUSTIN LAHULLIER, MS** is the Chief Information Officer and Vice President of Information Services for Delta Dental of New Jersey. He has held several key positions in areas including Compliance, Product Development, Strategic Planning, and Informatics.

Justin's current focus is on driving value from all areas of IT to the business and external partners with a focus on optimizing IT delivery and support. Justin also has launched the company's first IT focused 18-month professional development program dubbed "CIO University." The mission of Delta Dental of NJ/CT's IT department is to deliver value by providing innovative, cost-effective technology, security and analytic services that are strategically aligned with business goals and objectives, while delivering excellence in customer service.

Lahullier holds a master's in Health Care Administration from Monmouth University and a Post Graduate Certificate from Drexel University in Epidemiology and Biostatistics.



**DAVID LUSTBADER, DMD** joined South Shore Oral Surgery Associates in 1990, immediately after completing his residency in Oral and Maxillofacial Surgery at Long Island Jewish Medical Center. Concurrent with his entry into private practice he returned to his Alma-Mater Boston University (BA Magna Cum Laude and DMD) where he has been a clinical instructor since 1990, and for the past several years has served as Chairman of the Dean's Advisory Board of BU's School of Dental Medicine. Dr. Lustbader has been continuously involved and held offices in numerous local, regional, and national societies. Dentistry has joined other medical sciences using robotics to improve patient care and surgical outcome and Dr. Lustbader is the first oral surgeon in the northeast to place dental implants using robotic assistance. The robotics system provides software to preoperatively plan dental implantation procedures and navigational guidance of surgical instruments. Dr. Lustbader has placed over 20,000 implants in his career.

## Speaker Biographies



**CHAD D. MEYERHOEFER, PHD** holds the Arthur F. Searing Professorship in the Department of Economics at Lehigh University and is a Research Associate at the National Bureau of Economic Research. Professor Meyerhoefer's research focuses on the economics of health and nutrition, and the use of microeconomic methods to evaluate and inform public policy. His research on dental care involves estimating the demand for preventive and restorative dental services, forecasting rates of dental care use, and determining the impact of changes to scope of practice laws on access to dental services. He has published widely in outlets such as the *Journal of Health Economics*, *Health Affairs*, *Information and Management*, *Oxford Handbook of Economics and Human Biology*, *Pediatrics*, and *PharmacoEconomics*. Prior to joining the faculty at Lehigh, Professor Meyerhoefer served as a research economist at The CNA Corporation and the U.S. Agency for Healthcare Research and Quality.



**KEVIN NORTHOVER, PHD**, Lead Data Scientist, directs the development of new applications and solutions using machine and deep learning for Delta Dental of New Jersey. He has developed algorithms and solutions for a variety of industries and applications including: healthcare, financial services, law enforcement and entertainment. He has led the implementation of trading and risk management applications for equity, debt and derivatives businesses for major brokerage firms. He has also implemented customer onboarding, operations workflow, and document management solutions.



**DANIEL POMPA, DDS** is an Oral and Maxillofacial Surgeon. He is a Fellow in both the American Association of Oral and Maxillofacial Surgeons and the International Congress of Oral Implantologists.

Dr. Pompa practiced for over 30 years in New York before becoming a guest speaker and author. He has published in journals such as: *The Journal of the American Dental Association*, *Dentistry Today* and the *New York State Journal of the Academy of General Dentistry* and been featured as a Seminar Series Speaker/Consultant for the American Dental Association. Dr. Pompa is now a Colgate Speaker. In the December 2017 issue of *Dentistry Today*, Dr. Pompa was cited as a "Leader in Continuing Education for 2018". He has presented over 500 lectures both Nationally and Internationally.

Dr. Pompa is also an inventor, having been issued a U.S. Patent for his contribution in developing a protocol for CT Guided Surgery in Dental Implantology and is cited today by over 250 patents.  
*Financial Relationship: Colgate Speaker; Consultant*



**CASSIE YARBROUGH, MPP** is the Lead Public Policy Analyst for the American Dental Association Health Policy Institute (HPI). Her research focuses on government-funded or sponsored programs including Medicaid, Medicare and the federal and state health insurance exchanges. Cassie leads HPI's analysis of dental benefits coverage and utilization among children and adults enrolled in state Medicaid programs, and represents HPI with several outside agencies including the Centers for Medicare & Medicaid Services, Healthy People 2020, federal and state policymakers, academic researchers, and dental professionals. Her research has been published in *Pediatrics*, *Medical Care* and *BMC Oral Health* and she has contributed to several multi-stakeholder publications including the MACPAC chapter on Medicaid Coverage of Dental Benefits for Adults, the Oral Health America sponsored white paper *An Oral Health Benefit in Medicare Part B: It's Time to Include Oral Health in Health Care*, and the forthcoming *Rubric for Assessing Extensiveness of Medicaid Adult Dental Benefits*. Cassie obtained her Master of Public Policy from the University of Chicago and a Bachelor's degree in Sociology from the University of Illinois at Urbana-Champaign.

# 2019 AADC Spring Workshop

May 1-4 • Talking Stick Resort • Scottsdale, Arizona

**Please Print**

Registrant Name: \_\_\_\_\_  
 Email: \_\_\_\_\_ Guest Name: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Office Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

**Mail form with payment to:**

American Association of Dental Consultants  
 1971 Chesterfield Ridge Cir  
 Chesterfield, MO 63017

Fax with credit card payment to 636-591-0616

Questions? 636-893-6800

Please provide specifics by April 19 if you, or anyone attending with you, have special needs.

Check here if this is your first Workshop!

**Discounted Group Registrations:**

Companies/Dental Plans registering **4 or more** representatives can take advantage of special savings.

- One (or more) AADC Member must be included in each registering group.
- Each representative must submit a separate registration form.
- The "3 Day Registration Fee" for each registrant will be reduced by \$50.
- All registrations from one plan/company **must be submitted together with ONE form of payment. No Exceptions.**

**Please indicate your planned attendance at each function listed below.**

"3 Day Registration Fee" includes 2 receptions, all CE courses, exhibits, breakfast and lunch Thursday - Saturday.

"Single Day Registration Fee" includes the CE courses, breakfast, exhibits, breaks and lunch.

**Please circle (will attend?) below for all the events you plan to attend.**

	3 DAY FEE	Wed	Thurs	Thurs	Thurs	Fri	Fri	Fri	Sat	Sat	Late Fees		Sub Totals
	Thru March 30	Golf	single day fee	Lunch	Welcome Reception	single day fee	Lunch	President Reception	single day fee	Lunch	March 31- Apr. 13	After Apr. 13	
<b>Sample</b>	<b>\$695</b>	<b>\$95</b>	<b>\$325</b>	Will attend?	Will attend?	<b>\$325</b>	Will attend?	Will attend?	<b>\$200</b>	Will attend?	<b>\$50</b>	<b>\$100</b>	<b>\$840</b>
AADC Member	\$695	\$95	\$325	Will attend?	Will attend?	\$325	Will attend?	Will attend?	\$200	Will attend?	\$50	\$100	
Guest/Spouse	\$100	\$95		Will attend?	Will attend?		Will attend?	Will attend?		Will attend?	\$50	\$100	
Non-Member	\$995	\$95	\$450	Will attend?	Will attend?	\$450	Will attend?	Will attend?	\$300	Will attend?	\$50	\$100	
New Member Seminar		Will attend?											
Music Museum Tour and lunch		\$75										# tickets	
Talisman West Tour			\$54									# tickets	
Cooking Demo and lunch						\$105						# tickets	

Golf Handicap: \_\_\_\_\_ Renting Clubs? Y N Right Left

Sub Total \$ \_\_\_\_\_

**Payment Information:**

I have enclosed check # \_\_\_\_\_

Group discount, if applicable - \$50 per person

Please charge my VISA MASTERCARD DISCOVER AMEX

Card # \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Security Code: \_\_\_\_\_ Signature: \_\_\_\_\_

**TOTAL \$ \_\_\_\_\_**

**Certified Dental Consultants must attend two full days of workshop to fulfill attendance requirements**

**DO NOT mail or fax this form after April 19. Please bring the completed form to the meeting and register onsite.**

**Cancellation Policy:** All refund requests must be in writing. Full refund, less a \$50 per person administrative fee, will be issued for cancellations received on or before April 19 and a 50% refund, less the administrative fee, if received April 20 through April 27. No refunds will be issued for cancellations received thereafter. Refunds will be processed within 30 days after the meeting.



AMERICAN ASSOCIATION  
OF DENTAL CONSULTANTS  
1971 Chesterfield Ridge Circle  
Chesterfield, MO 63017

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