AAE MEETING EDITION

DENTAL TRIBUNE

The World's Dental Newspaper · U.S. Edition

APRIL 2021 — VOL. 16, NO. 3

www.dental-tribune.com

TIME TO CONSIDER A SILENT PARTNER?

Why an IDSO might just be the right move for you and your practice.

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IMPLANT TRIBUNE

NEW LEGISLATION

AAOMS advocates to provide insurance coverage to those with birth defects.

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ENDO TRIBUNE

LEAVING A LEGACY

After six decades in dentistry, Dr. John J. Stropko retires.

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AAE takes its 2021 annual meeting to a virtual level

After canceling the 2020 meeting because of the COVID-19 pandemic, the annual meeting of the American Association of Endodontists — the AAE21 — is back and will take place April 21 to 24 (Wednesday through Saturday).

The event is being conducted completely online, but organizers promise "an experience that's as close to an authentic live meeting as possible."

The meeting will feature general sessions, live and on-demand educational content, small-group video chats and interaction with exhibitors.

Known as the premier source of continuing education in endodontics, AAE's annual meeting is the largest and most diverse opportunity for learning the latest techniques, exploring new research and exchanging ideas. As the specialty continues to adapt to changing times, the annual meeting remains a fixture in advancing the specialty.

For much more on AAE21, please turn to Page C1 (Endo Tribune).

Image/Provided by the American Association of Endodontists

INDUSTRY A3

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- Four earn prestigious AO Certificate in Implant Dentistry from the Academy of Osseointegration.

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- Foundation for Endodontics and U.S. Endo Partners launch program to support access to care for underserved patients
- Dr. John J. Stropko, inventor of Stropko Irrigator, retires.
- CJM Engineering introduces a rare diamond: The TruGrit Trough Refiner.

HHS launches portal for potential vaccinators

Dentists who are interested in administering COVID-19 vaccines are encouraged to sign up

As vaccine supply continues to increase in the coming weeks and all adults across the United States become eligible for vaccination, the U.S. Department of Health and Human Services has launched an online portal to help dental providers navigate the training and registration they will need to complete in order to become a part of the expanded COVID-19 vaccine workforce.

Health care professionals, retirees and students can now visit the Emergency System for the Advance Registration of Volunteer Health Professionals, at *www.PHE.gov/COVIDvaccinators*, for information on whether they are eligible to administer the COVID-19 vaccine under federal law.

The site also includes links to volunteer management portals for every state, for those professionals and students who wish to volunteer as vaccinators.

HHS is conducting a significant outreach effort to health professional associations, schools of health professions, public health and emergency management stakeholders, and state and local health officers and immunization managers to share vaccinator eligibility information and get the word out about volunteer opportunities.

The Emergency System for the Advance Registration of Volunteer Health Professionals website verifies health professionals' identities, licenses, credentials and accreditations in advance so that state and territorial health agencies can determine the best way to use available COVID-19 vaccinators to help their communities.

"Some vaccinators may not be called to serve, but by registering you are making the commitment to help the people

▸ See VACCINATORS, page A3

Monetize in 2021
or Wait Until 2025
To Get The Same NET Proceeds After Tax

Talk to your CPA to understand the impact of the proposed tax changes for 2022 and beyond.

President Biden promised to eliminate the Long-Term Capital Gains Tax provision, potentially doubling the tax bill on the sale of all or part of your practice. State taxes are going up too.

MONETIZE A PART OF YOUR PRACTICE NOW

Invisible Dental Support Organizations (IDSO) are silently buying 51% to 90% of practices of all specialties across the country for cash today and real wealth later.

Continue to lead your practice under your brand, team and strategy for years or decades. You benefit from the resources of a large, silent partner to grow bigger, faster and more profitably.

With the right partner, your retained ownership could be worth 2X, 3X or 10X+ the value of your entire practice today.

BIGGER IS BETTER

LPS advised larger dentists on more than $500,000,000 in transactions in the last 24 months. Our clients achieved initial values of 2X, 3X and even 4X+ collections. LPS is paid nothing unless you complete a transaction with a partner you love!

DISCOVER THE VALUE OF YOUR PRACTICE AT NO RISK, COST OR OBLIGATION

Call or email us to schedule a call with an LPS principal. Start the process now, and complete a partnership in 2021, to beat the tax increases.

Visit IDSOTransactionAdvisor.com, call 855-533-8747 or email DTrib@LargePracticeSales.com to receive the whitepaper:

New Taxes on Practice Monetization in 2022

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Do you have general comments or criticism you would like to share? Is there a particular topic you would like to see articles about in Dental Tribune? Let us know by sending an email to *k.colker@dental-tribune.com*. We look forward to hearing from you!

Silent partners invest in great dental practices nationwide

Higher taxes in 2022 are accelerating this trend

By Large Practice Sales Staff

Photo/Mokra, *freeimages.com*

The national consolidation of dental practices has accelerated in the COVID era. Larger practices of all specialties are achieving record values by selling a part of their practice to silent partners for cash now and greater wealth later.

Doctors remain as owners and continue to lead their practice for years or decades with their brand, team and strategy. They diversify their personal net worth and benefit from the resources of a larger, silent partner to reduce administrative headaches, gain superior marketing, reduce costs and receive higher reimbursement rates.

Invisible Dental Support Organizations (IDSO) quietly partner with doctors by purchasing 51 percent to 90 percent of a great practice for cash up front with the doctor retaining ownership in the balance. The doctors' retained ownership can be liquidated at a set date in the future resulting in large gains — in some cases exceeding two times, three times and even 10 times the practice's initial value.

Large Practice Sales has completed hundreds of millions of dollars of IDSO transactions in the last 24 months for doctors as young as 34. An IDSO partnership is not a short-term retirement plan but rather a long-term wealth creation strategy for doctors of all ages. Doctors utilize their IDSO partners to expand, add associates, start new offices or acquire additional practices.

Increased taxes in 2022 and beyond

President Biden has repeatedly committed to eliminate the long-term capital gains tax treatment for those earning more than $400,000 per year. A sale of part of your practice in 2022 and beyond could result in the doubling of your federal tax rate from 20 percent to about 40 percent.

This would be in addition to state tax in 43 states. Doctors in New York, California and other states could be facing total taxes in 2022 of more than 50 percent.

The process to understand the value of your practice to an IDSO

Many doctors are surprised to learn that through a confidential and simple process, LPS can discover the value of their practice in an IDSO transaction without cost or obligation.

The LPS valuation is based upon actual transactions with IDSOs across the country, not a costly, theoretical valuation model.

Doctors are urged to start this process by June 1 such that if the decision is to pursue an IDSO partnership, there will be sufficient time to complete a transaction in 2021.

To learn more, call (855) 533-8747 to arrange an introductory phone consultation or visit *IDSOTransactionAdvisor.com* for additional details.

◂ VACCINATORS , page A1

in your community if they need you. You could even administer a dose of vaccine that saves someone's life," wrote HHS on the Emergency System for the Advance Registration of Volunteer Health Professionals website.

The Public Readiness and Emergency Preparedness Act, or PREP Act, allows the HHS secretary to issue a declaration in a public health emergency such as a pandemic. This declaration provides temporary immunity from tort liability claims (except willful misconduct) to individuals or organizations involved in dispensing medical countermeasures such as vaccines.

During COVID-19, a declaration was first issued in January 2020 and was amended on March 11 to designate additional health care professionals, including dentists, as "qualified persons" who are authorized to administer COVID-19 vaccines.

Dental students who have the proper training and professional supervision are also among those providers authorized under the declaration.

For more information or to register, visit *www.PHE.gov/COVIDvaccinators*.

(Source: U.S. Department of Health and Human Services and the American Dental Association)

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AAOMS advocates for legislation to provide insurance coverage for congenital craniofacial anomalies

By AAOMS Staff

All private group and individual health insurance plans would be required to cover medically necessary services resulting from birth defects under bipartisan federal legislation introduced in March in both the House and Senate.

The Ensuring Lasting Smiles Act — championed by the American Association of Oral and Maxillofacial Surgeons (AAOMS) — was re-introduced March 16 by U.S. Sens. Tammy Baldwin (D-Wis.) and Joni Ernst (R-Iowa) along with U.S. Reps. Anna Eshoo (D-Calif.) and Drew Ferguson (R-Ga.), who also is a dentist.

The legislation (S 754/HR 1916) would address delays and denials in coverage (including plans regulated by the Employee Retirement Income Security Act of 1974) to ensure patients suffering from birth defects, also known as congenital anomalies, receive the treatment they need in a timely manner.

These treatments could include adjunctive dental, orthodontic or prosthodontic support. The bill excludes coverage for cosmetic surgery to reshape normal structures of the body to improve appearance or self-esteem.

Photo/Juan Pablo Oitana, *freeimages.com*

While many private health insurance companies cover preliminary procedures for congenital anomalies, they routinely deny or delay follow-up or corrective procedures — notably, dental-related procedures involving orthodontia and dental implants — deeming them cosmetic or covered by dental plans.

Severe dental anomalies are a common symptom of many craniofacial anomaly conditions, but coverage limits in dental plans are not nearly as robust as that of health plans. As a result, patients are often forced to incur significant out-of-pocket costs on medically necessary reconstructive dental care related to their disorder during their lifetime.

"AAOMS is passionate about advocating for health coverage on behalf of our patients with craniofacial anomalies," said AAOMS President B.D. Tiner, DDS, MD, FACS. "We were disappointed that — despite more than 300 bipartisan House cosponsors and 50 bipartisan Senate cosponsors — the 116th Congress did not pass the bill. We look forward to working with the bill sponsors and other patient and provider organizations to get this bill over the finish line this Congress."

The Centers for Disease Control and Prevention classifies birth defects as "common, costly and critical" and reports that one in 33 U.S. newborns suffers from a congenital anomaly. Craniofacial anomalies — deformities in the growth of the bones in the head and face — can restrict a patient's ability to breathe, eat and speak. Early intervention by a team of specialists is regarded as necessary to assess and oversee the patient's treatment and development, often over the course of many years.

Four earn prestigious AO Certificate in Implant Dentistry

By AO Staff

Four members of the Academy of Osseointegration (AO) have been recognized for earning the AO Certificate in Implant Dentistry.

The academy launched its certificate to provide members the opportunity to demonstrate their comprehensive education and clinical experience and expand their core knowledge in the field of implant dentistry.

Because of the COVID-19 pandemic having forced the academy to cancel its 2020 annual meeting, members who have qualified for this certificate for the past two years were recognized for having achieved the certificate during the AO's virtual meeting, held in March. They are:

- *Yuen Lok Loretta Ching, BDS, MSD,* assistant clinical professor, Department of General Dentistry, School of Dentistry, Loma Linda University. "Achieving the AO Certificate in Implant Dentistry is a great honor to me. It is an important recognition and continuous reminder that I must strive to keep up my work and aim at becoming a better implantologist."
- *Jorge Mauricio Hervas, DDS, MS,* who graduated from The Ohio State University College of Dentistry. A member of the academy for the past 16 years, he remains active in his private practice and the various faculty positions he holds at Nova Southern University.
- *Robert H. Sattler, DMD,* a general practitioner in a family private practice in Southampton, Pa. He graduated from Temple University School of Dentistry and is also in private practice. Sattler has been a member of the academy for more than 20 years and remains very active in his community.
- *Amerian D. Sones, DMD, MS,* prosthodontist and AO board of directors vice president. She is director of the Department of Continuing Education at the University of Texas A&M and graduated from UCLA School of Dentistry.

In addition to also serving as the Global University Task Force Lead, Sones has been the main driver of the certificate program since its inception at the academy's 2016 annual meeting.

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AAE21 MEETING

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Coming to you live and on-demand: AAE21

By Fred Michmershuizen, Endo Tribune Managing Editor

AAE21, the annual meeting of the American Association of Endodontists, will take place April 21 to 24 (Wednesday through Saturday). The event is being conducted completely online, using a virtual platform that will allow attendees to view general sessions, enjoy live and on-demand educational content, participate in small-group video chats and interact with exhibitors.

Known as the premier source of continuing education in endodontics, AAE's annual meeting is the largest and most diverse opportunity for learning the latest endodontic techniques, exploring new research and exchanging ideas. As the specialty continues to adapt to these changing times, the annual meeting remains a fixture in advancing the specialty.

"We have spent the past several months reimagining the annual meeting you know and love into a virtual format, and we pledge to bring you an experience that's as close to an authentic live meeting as possible — all from the safety of home," meeting organizers said in an online announcement.

To access the meeting and to register, visit *www.aae.org/AAE21*. All session recordings will be available through the AAE21 website until May 31, 2021. Virtual attendees may log in and watch sessions as many times as desired.

Meeting attendees will have access to the AAE's virtual exhibit hall, featuring giveaways, resources and special offers. The exhibit hall will include a listing of companies, a showcase of products, show specials and opportunities for industry education.

The virtual exhibit hall will be open Wednesday from 10 a.m. to 4:30 p.m. (CDT), Thursday from 10 a.m. to 6 p.m., Friday from 10 a.m. to 4:30 p.m. and Saturday from 10 a.m. to 4:30 p.m.

▸ See AAE21, page C2

Image/Provided by the American Association of Endodontists

Foundation for Endodontics and U.S. Endo Partners launch program to support access to care for underserved patients

A new program will aid endodontists in providing free access to care to underserved patients. Photo/Provided by *Dreamstime.com*

By AAE Staff

The Foundation for Endodontics, the philanthropic arm of the American Association of Endodontists, and U.S. Endo Partners are launching the Foundation for Endodontics' & U.S. Endo Partners' Domestic Access to Care Program. The new program will aid endodontic specialists in providing free access to important endodontic care to underserved patients within the United States.

In addition to providing a high level of care to communities that otherwise might never have the option, the foundation believes this program's work will ignite the spirit of philanthropy among endodontists across the nation while increasing public awareness of endodontics.

Access to care was added to the Foundation for Endodontics' mission in 2016 to support its work to save natural teeth through the efforts of endodontic specialists. Three full years after establishing an international program, the foundation is pleased to announce an opportunity for endodontists to positively impact their communities domestically. The foundation believes every endodontist has the capacity to make a difference and is proud to empower endodontic specialists to serve patients and spread goodwill.

The new funding opportunity's application will become available this month. AAE members who are endodontists are eligible to apply for funding to be used to support access to free endodontic care. Applicants who submit a proposal detailing a well-designed project plan inclusive of how and where it will serve the community will be reviewed for funding.

The foundation is delighted to have the

▸ See UNDERSERVED, page C2

Dr. John J. Stropko, inventor of Stropko Irrigator, retires

After six decades in dentistry, John J. Stropko, DDS, a microendodontist and inventor, has retired. He has handed the manufacturing and sale of the Stropko Irrigator to Vista Apex.

Dr. Stropko had an extensive career. After receiving his DDS from Indiana University in 1964, he served as a captain in the Air Force Dental Corp until 1966. For the next 24 years, he had a private practice limited to adult restorative dentistry. In 1987, he was accepted into the postgraduate endodontic program to study under Dr. Herbert Schilder at Boston University and received his Endodontic Specialty Certificate in 1989.

Stropko had many achievements in his career. In 1995, as an adjunct assistant professor, he was responsible for starting the micro-endodontic program at Boston University. He contributed to textbooks and published an extensive clinical morphology study in the Journal of Endodontics in June 1998. He is also a well-known lecturer with numerous presentations and live micro-surgical demonstrations given worldwide.

John J. Stropko, DDS

Stropko is currently the program administrator for the Horizon Dental Institute in Scottsdale, Ariz. He and his wife, Barbara, reside in Prescott, Ariz.

"Dr. Stropko has made enormous strides in the advancement of microendodontics. His knowledge, commitment and engagement made a profound difference that will have a lasting impact. We're honored to have the opportunity to carry on his legacy," said Scott Lamerand, CEO of Vista Apex. "The Stropko Irrigator is in capable hands at Vista Apex. Vista Apex manufactures and distributes many products designed to provide safe, efficient delivery of solutions. Stropko Irrigator helps us further that passion."

Lamerand added: "Dr. John Stropko exudes passion for dentistry. His career is evidence of that. I think that I can speak for most that we are thankful for Dr. Stropko's contributions to the dental industry and wish him and his family the very best following his retirement. That said, I expect to speak with him regularly to be sure we continue doing things the right way."

(Source: Vista Apex)

◂ AAE21 , page C1

The Opening General Session, taking place Wednesday from 4:30 to 6 p.m. (CDT), will feature singer-songwriter John Ondrasik as keynote speaker. Ondrasik has spent the past decade writing deeply personal songs that include social messages, invoke the human spirit and make an emotional connection. With the past six albums by Five For Fighting, the hockey moniker stage name under which he performs, Ondrasik has seen multitudes of successes.

Among the many educational highlights of AAE21, Dr. Yoshi Terauchi will present his session, "Do You Know Instrument Retrieval Is Much Easier and More Predictable Than You Think It Is?" on Wednesday at 2:30 p.m. (CDT). Terauchi will offer his expertise to help participants discover the best techniques for instrument retrieval.

Opening welcome remarks will be offered on Wednesday from 9:50 to 10 a.m. (CDT). The General Assembly will take place Friday from 10 to 11:30 a.m. The Edgar D. Coolidge Awards will be presented Saturday from 4:30 to 6 p.m.

"You can always count on the AAE to provide unparalleled endodontic education, and the lineup for AAE21 is no different," meeting organizers said. "With a combination of live presentations and session recordings on demand, AAE21 will keep you busy with flexible opportunities to earn up to 56 C.E. credits."

(Source: American Association of Endodontists)

◂ UNDERSERVED , page C1

support of U.S. Endo Partners, a management services group that partners with top-tier endodontists throughout the United States to collaborate and grow their practices. U.S. Endo Partners is supporting the new Domestic Access to Care Program in full with a monetary commitment from 2021 to 2025.

"Since day one of starting our company, elevating patient care and the specialty of endodontics have been our top priorities. Giving our support to this initiative was a very easy choice to make. By partnering with the Foundation for Endodontics, we are providing everyone in our country, particularly the underserved, the opportunity to save their teeth and experience just how life-changing that can be. Everyone wins: Our specialty, endodontists, but most importantly, our patients," said Dr. Kirk A. Coury, founding partner, U.S. Endo Partners and past treasurer or the Foundation for Endodontics.

"The new AAE program will be a game changer," said Dr. Juheon Seung, chair of the foundation's Special Committee on Outreach.

"With this funding, we will be able to bring the highest level of specialist care to underserved communities, which wouldn't have happened otherwise. There are a lot of great socially conscious endodontists who want to help with our specialized skills but who haven't had the resources to make a difference on a scale that will have significant impact."

Visit *aae.org/foundation/AccessUSA* to learn more or to apply.

About the Foundation for Endodontics

Founded in 1966 as the philanthropic arm of the American Association of Endodontists, the Foundation for Endodontics (a 501(c)3 charity) encourages and raises capital investment necessary to sustain and further develop the specialty. Over the years, both its mission and activities have evolved into four areas: research, education, outreach and development. By focusing on these four concentrations, the foundation assists members of AAE in the pursuit of excellence in their field and furthers the vision to support endodontists in their efforts to save natural teeth whenever possible.

Throughout its fundraising activities, initiatives and strategic planning, the foundation upholds core values of integrity, accountability, responsiveness, innovation, collaboration and impact. The foundation supports every accredited endodontic program in the United States and Canada. For more information, visit *foundation.aae.org*.

About U.S. Endo Partners

U.S. Endo Partners is a specialty services partnership for endodontists — a collaboration of endodontic specialists and business experts working together to pursue excellence and growth in patient care and business. U.S. Endo Partners provides comprehensive operational support services, peer-to peer leadership and mentoring; applies best practices and innovative new technologies; and reinvests resources to improve clinical and financial performance. For more information, visit *usendopartners.com*.

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CJM Engineering introduces a rare diamond

By CJM Engineering Staff

In keeping with its tradition of listening to clinicians, CJM Engineering introduces the TruGrit Trough Refiner, a rare diamond, as slow-speed latch-type diamonds are uncommon and, until now, non-existent with these distinct features.

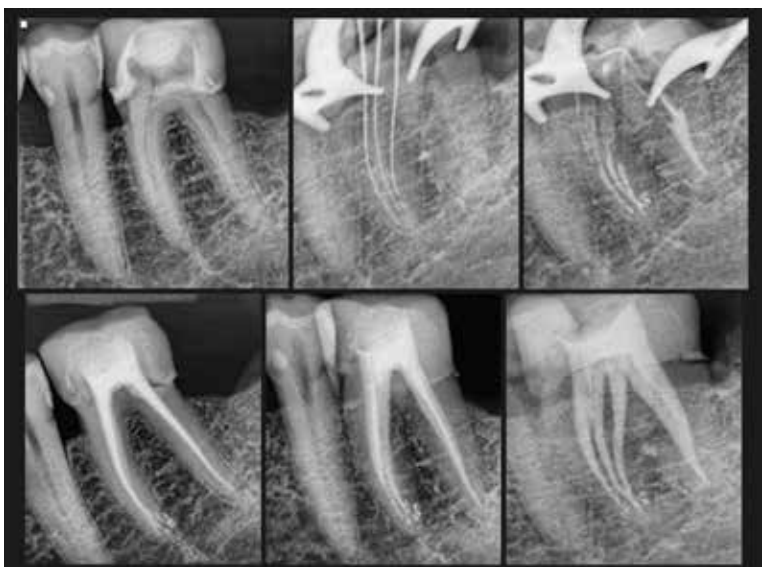
Designed by an endodontist for endodontists and endo-savvy dentists, this unique 30 mm-long bur has a narrow shaft with geometric features that maintain the view corridor to the target area and reduce shaft impingement while providing the stiffness required for troughing-type procedures.

The perfect companion to the fluted carbide Munce Discovery Burs, the 4 mm-long diamond portion that tapers down to 0.4 mm at the very tip refines the trough already discovered and explored without creating heat or the pesky dust of ultrasonic tips — and relative to ultrasonic tips, these burs are cost-effective, especially considering they don't break.

With its slow rotation, the TruGrit Trough Refiner offers increased operational control for refining the isthmus between the canals of molars, the complex isthmus systems of bicuspids and for dissecting the cement-line around posts.

Also now available is a new bur block designed to hold the full complement of Munce Discovery Burs, including the TruGrit Trough Refiner.

The TruGritTroughRefiner.
Photos/Provided by CJM Engineering



Above, using the TruGritTroughRefiner. Below, the new bur block.

At AAE21

To learn more about the TruGrit Trough Refiner, call CJM Engineering Inc. at (888)256-0999, visit *www.cjmengineering.com* or stop by the virtual booth at the AAE21.

AD

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HOT TOPICS:

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