

# *Welcome to the* **Pennsylvania Dental Association**



[WWW.PADENTAL.ORG](http://WWW.PADENTAL.ORG) (800) 223-0016

[Your Member Guide]

# QuickLinks



## **PA STATE BOARD OF DENTISTRY**

[www.dos.state.pa.us/dent](http://www.dos.state.pa.us/dent)

## **ADA GREAT WEST INSURANCE**

[www.insurance.ada.org](http://www.insurance.ada.org)

## **ADA CONTINUING EDUCATION**

[www.adaceonline.org](http://www.adaceonline.org)

## **CLASSIFIED ADS**

[www.padental.org/classifieds](http://www.padental.org/classifieds)

## **CONTINUING EDUCATION**

[www.padental.org/ce](http://www.padental.org/ce)

## **DENTAL CLINIC DIRECTORY**

[www.padental.org/clinicdirectory](http://www.padental.org/clinicdirectory)

## **EVENTS**

[www.padental.org/calendar](http://www.padental.org/calendar)

## **FIND A DENTIST**

[www.padental.org/findadentist](http://www.padental.org/findadentist)

## **KIDS' CORNER**

[www.padental.org/kidscorner](http://www.padental.org/kidscorner)

## **PLACEMENT SERVICE**

[www.padental.org/placementservice](http://www.padental.org/placementservice)

## **PRACTICE MANAGEMENT**

[www.padental.org/practicemanagement](http://www.padental.org/practicemanagement)

## **RADIOLOGY**

[www.padental.org/radiology](http://www.padental.org/radiology)

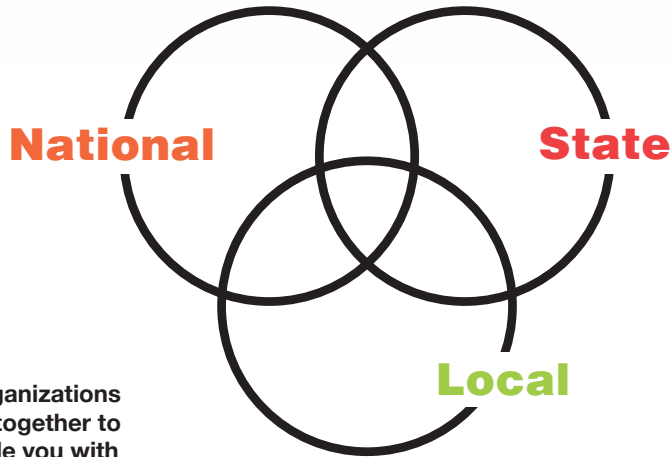
## **SOCIAL NETWORK**

[www.community.padental.org](http://www.community.padental.org)

# ABOUT

## TRIPARTITE MEMBERSHIP

When you joined PDA, you also became a member of district and local societies in your immediate practice area as well as the American Dental Association (ADA). Through this beneficial tripartite arrangement, you'll receive membership benefits and services at the local, district, state and national levels. Tripartite membership provides a united voice in advocacy efforts.



All organizations work together to provide you with the best possible benefits and service.

**ADA** American Dental Association®

America's leading advocate for oral health

211 East Chicago Avenue,  
Chicago, IL 60611  
Phone: (800) 621-8099

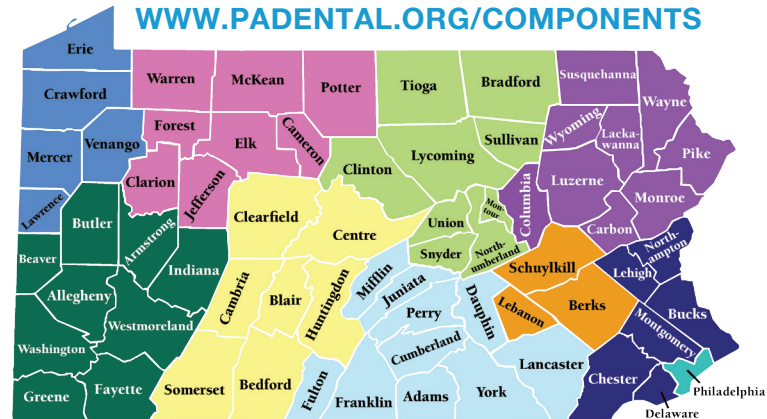
[www.ada.org](http://www.ada.org)

**PDA**  
Pennsylvania Dental Association

3501 N. Front Street  
Harrisburg, PA 17110  
Phone: (717) 234-5941  
Fax: (717) 234-4301

[www.padental.org](http://www.padental.org)

[WWW.PADENTAL.ORG/COMPONENTS](http://WWW.PADENTAL.ORG/COMPONENTS)



- District 1
- District 2
- District 3
- District 4
- District 5
- District 6
- District 7
- District 8
- District 9
- District 10

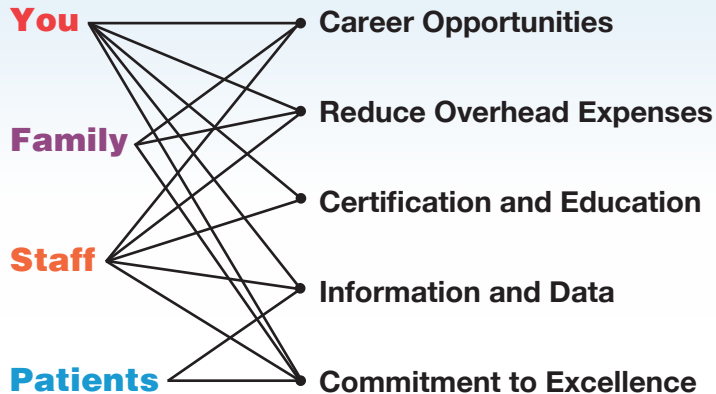
# MEMBERSHIP

## WHY ORGANIZED DENTISTRY?

- Advances the dental profession through research, education and legislative and regulatory influence.
- One unified voice: working together yields greater results.
- Offers valuable benefits, services, resources and programs.
- Promotes the art and science of dentistry to the public.
- Provides trustworthy, reliable information.

### Who benefits from your membership?

More than just you. Your family, staff and patients all benefit from your membership. Here's how:



### Did You Know?

You can pay your dues  
in four easy ways

1 check

2 credit card

3 online  
[www.padental.org/dues](http://www.padental.org/dues)

4 eDues  
[www.padental.org/edues](http://www.padental.org/edues)

By using just a few key benefits,  
membership can save you  
on average **\$6,000 a year!**

>>CONTINUE READING TO SEE HOW.

[membership@padental.org](mailto:membership@padental.org)  
(800) 223-0016

# BENEFITS

## MEMBERS ONLY

These valuable benefits are available **only** to members, like you!

### Online Radiology CE Course



Pennsylvania regulation requires dentists and any dental staff member involved with taking X-rays to maintain continuing education in radiation safety. It can be costly to find an in-person course that meets the requirements set forth by the Department of Environmental Protection (DEP). As a result, PDA developed a FREE online Radiology PowerPoint and supplemental exam with certificate issued upon completion for all member dentists and their non-dentist staff, good for up to four years.

[www.padental.org/radiology](http://www.padental.org/radiology)

**\$ Savings = \$365**

### Continuing Education Opportunities

[www.padental.org/ce](http://www.padental.org/ce)

ADA/PDA Sponsored Continuing Education Courses	Without Membership	With Membership
In-Person	✓	✓
Online	✓	✓
Free		✓
Reduced Cost		✓

### Social Events

[www.padental.org/calendar](http://www.padental.org/calendar)



### PDA Social Network

Use the members-only Social Network to connect with your colleagues across the state. Discuss patient cases to determine the best treatment plan, share personal opinion on favorite restaurants or vacation spots or get a conversation started about hot topics in dentistry. PDA's Social Network provides it all; specific groups for those with like-minded interests, general topic forums, resource libraries and more!  
[www.community.padental.org](http://www.community.padental.org)

### Insurance Expertise

Members can access helpful online resources or talk directly with PDA's in-house insurance industry expert. Let us solve your problems and answer your questions about the issues facing dentists today. [www.padental.org/insurance](http://www.padental.org/insurance)

Think of PDA staff as your very own problem solvers who are available to assist you in any way possible.

[www.padental.org/staff](http://www.padental.org/staff)

**\$ Savings = \$100/hr**

**Telephone assistance with third-party pay and regulation compliance**

# LEGISLATIVE

## VICTORIES

### General Anesthesia Coverage for At-Risk Patients

Pennsylvania, along with 31 other states, now requires medical insurers to cover costs associated with administering general anesthesia to children seven years of age and younger and patients with developmental disabilities.

Your voice does matter and does make a difference!

### Dentists Required to Carry Malpractice Insurance

Insurance policy coverage requires a minimum of \$1 million per occurrence or claim and \$3 million per annual aggregate. We successfully lobbied to amend the legislation to include the following exemptions:

- Dentists maintaining an active license but not practicing clinically.
- Volunteer dentists in community-based settings.
- Dentists whose employer provides coverage.

Without PDA's influence, these groups would be unnecessarily required to carry malpractice insurance coverage.



[www.padental.org/advocacy](http://www.padental.org/advocacy)

### Non-Covered Services

We are working hard to ensure legislation is enacted which prohibits insurance companies from capping fees on services they choose not to cover in their dental plans. Several key advances were made in 2012 toward finalizing this legislation and receiving the Governor's signature. By doing so, Pennsylvania will become the 27<sup>th</sup> state to prohibit caps on non-covered dental services.

### Day on the Hill

Only members, their staff, spouses and guests are invited to participate in PDA's annual Day on the Hill. Visit historic Harrisburg as you meet with legislators to discuss issues affecting you, your practice and the profession.

[www.padental.org/dayonthehill](http://www.padental.org/dayonthehill)



### Pennsylvania Dental Association Political Action Committee (PADPAC)



Successful lobbying efforts are a direct relation to PADPAC's strength and support. Visit [www.padental.org/padpac](http://www.padental.org/padpac) to learn about the PAC's influence on legislation.

# COMMUNICATION

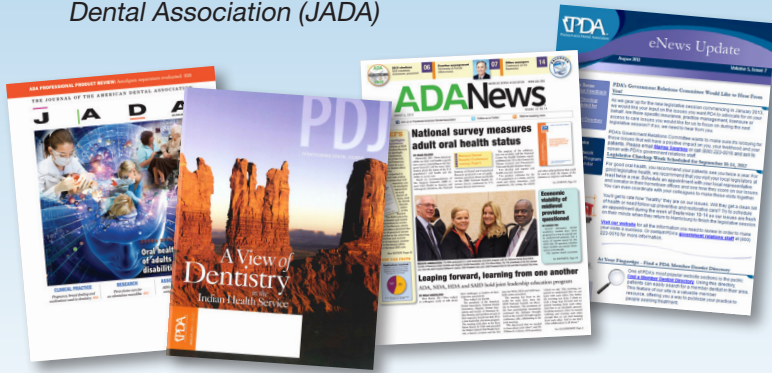
## PUBLICATIONS & MORE

### Bimonthly

- *Pennsylvania Dental Journal*
- *Journal of the American Dental Association (JADA)*

### Monthly

- *eNews Update*
- *ADA News*



[www.padental.org/publications](http://www.padental.org/publications)

### News releases

Whenever dentistry receives press coverage, good or bad, ADA and PDA are on the forefront to support member dentists and uphold the prestigious dental profession by setting the record straight, providing guidelines and having properly trained spokespersons available for factual, scientific commentary.

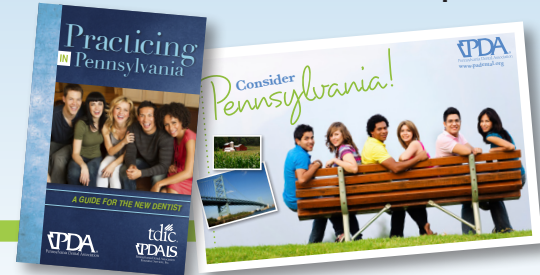


### At Your Leisure

- Facebook  
[facebook.com/padentalassn](https://facebook.com/padentalassn)
- Twitter  
[twitter.com/padentalassn](https://twitter.com/padentalassn)
- LinkedIn  
[linkedin.com/in/padental](https://linkedin.com/in/padental)



- *Practicing in Pennsylvania: A Guide for the New Dentist*  
[www.padental.org/practicepa](http://www.padental.org/practicepa)
- *Consider Pennsylvania!*  
[www.padental.org/considerpa](http://www.padental.org/considerpa)



## We need your email

to better communicate with you!

You won't be bombarded with email and your email address will NEVER be sold to an outside entity.

[www.padental.org/email](http://www.padental.org/email)



# BUSINESS SOLUTIONS

## MEMBERSHIP PUTS MONEY IN YOUR POCKET

### Contract Analysis

Members can utilize ADA's in-house team of legal advisors for contract analysis. More than 4,000 insurance contracts have been analyzed and reviewed, providing valuable legal advice on the contractual terms that are to your advantage and those worth renegotiating.

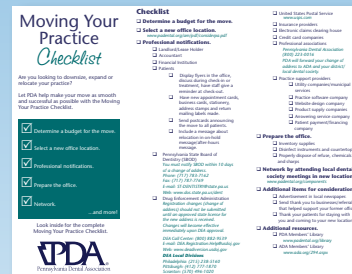
Savings = \$300 per contract

Headhunters can cost thousands of dollars.

Let PDA help you buy or sell your practice, become a partner or gain experience as an associate.



[www.padental.org/placementservice](http://www.padental.org/placementservice)



### Moving Your Practice Checklist

Whether you're relocating personally or professionally, this handy resource will help make sure you've covered all your bases.

[www.padental.org/checklist](http://www.padental.org/checklist)

### Looking to increase your patient base?

Let ADA and PDA help you advertise your services through the respective Find a Dentist Directories, accessible to the public to find a dentist based on location, payment type, insurance acceptance, specialty and more.

Savings = up to \$900/yr

[www.padental.org/findadentist](http://www.padental.org/findadentist)

[www.mouthhealthy.org/find-a-dentist.aspx](http://www.mouthhealthy.org/find-a-dentist.aspx)

### Logo usage

When you display your ADA or PDA membership logo, you are distinguishing yourself as one of the many member dentists who belong to organized dentistry to advance the profession and promote public oral health.

[www.padental.org/logo](http://www.padental.org/logo)

MORE THAN

85%

of consumers reported they were aware of the ADA's position of being focused on improving oral health, according to a recent Public Opinion Survey.



# INSURANCE COVERAGE

## PDAIS

Enjoy the convenience of one-stop-shopping and the peace of mind that comes from having a single source for all your insurance needs. PDAIS, a wholly-owned subsidiary of PDA, provides a variety of business and personal insurance products to PDA member-dentists, their families and staff.

PDAIS offers you and your staff an average of 15 percent savings on quality products from highly-rated companies. All carriers, programs and products have been thoroughly reviewed by PDAIS and approved by PDA.

**15% savings**  
on quality products  
from highly-rated  
companies



**PDAIS**  
Pennsylvania Dental Association  
Insurance Services, Inc.

Phone: (877) 732-4748  
[www.pdaais.com](http://www.pdaais.com)

**Andrew J. Mramor,  
DDS, Philadelphia**

*When my homeowner's policy more than doubled in one year's time, I contacted PDAIS for a quote. I was able to purchase a new policy for even less than what I was originally paying and wasn't oversold on excessive coverage.*

## ADA Great West

Since 1934, the ADA and Great-West Life have worked together to offer life and disability insurance products exclusively to ADA members and their families that grow as you do to help protect you, your family and your practice. [www.insurance.ada.org](http://www.insurance.ada.org)



## TDIC

Created by dentists for dentists, TDIC offers valuable products at reduced premiums, including:

- Professional and business liability
- Employment practices liability
- Building and business personal property

[www.thedentists.com](http://www.thedentists.com)



## Act 65 Requires Dentists to Carry Malpractice Insurance

Dentists are required to carry malpractice insurance at minimum of \$1 million per occurrence or claim and \$3 million per annual aggregate.

**PDA successfully lobbied to amend the legislation to include the following exemptions:**

- Dentists maintaining an active license but not practicing clinically.
- Volunteer dentists in community-based settings.
- Dentists whose employer provides coverage.

# ENDORSED VENDORS

Visit [www.pdais.com/vendors](http://www.pdais.com/vendors) for more information on these products.

## Accounts Receivable Management & Collection

### TekCollect

(866) 652-6500  
Free analysis

TekCollect provides full-service, strategic cash flow management solutions to dental practices nationwide.

## Automated Marketing & Communications

### Demandforce

Growth. On Demand.

(800) 210-0355  
PDA members receive special pricing.

Demandforce helps you better communicate with your existing patients and build your online reputation to attract new patients.

## Credit Card

### Bank of America

Earn the rewards you want — travel, merchandise, gift cards and more.



## Credit Card Processing

### Elavon

(717) 880-9945  
Choose the right payment terminal.

Take advantage of the special discounted rates available to you as a PDA member.

## Energy Supplier

### ENERGY PLUS

(877) 770-3323  
Mention offer code PDA-5028

PDA members can earn cash back on their home and office electricity usage through Energy Plus®.

## Office & Equipment Financing

### Bank of America Practice Solutions

(800) 497-6076  
Mention code INA0107A

Purchase your own practice and new equipment with financing up to \$5,000,000.

## Patient Financing

### CareCredit

(800) 300-3046, ext. 4519  
New enrollments

When your practice accepts CareCredit's health care credit card as a payment option, patients can select from a variety of convenient financing options, making it easier for them to accept your complete treatment recommendations.

## Precious Scrap Metal Recovery

### D-MMEX

REFINING EXCELLENCE

(800) 741-3174  
PDA members earn a five percent premium.

Maximize the return on refining your practice's precious scrap metal and receive fast payment settlement in about 10 business days.

## Waste Management

### Conservative Environmental Services, Inc.

(717) 554-6343  
mahces@comcast.net  
Free cost comparison

PDA members receive exclusive pricing for cost effective, efficient and reliable disposal/recycling for all of your office's infectious and hazardous wastes. It is not unusual for customers to save 50 percent or more over higher-priced national competitors.

## Website Design & Internet Marketing

### PROSITES

Website Design and Internet Marketing

(888) 496-9493  
PDA members receive 25 percent off setup fees for a new website.

Gain maximum online exposure and attract new patients with a professional ProSites website.

[www.pdais.com/vendors](http://www.pdais.com/vendors)



# EDUCATION

Dentists in Pennsylvania are required to maintain 30 continuing education (CE) hours per every licensure renewal cycle. Licensure renewal is due March 31 of every odd-numbered year. These requirements are set forth by the Pennsylvania State Board of Dentistry.

## CE Resources

- FREE online CE offered by ADA  
[www.adaceonline.org](http://www.adaceonline.org)
- Discounted or free CE offered by PDA  
[www.padental.org/ce](http://www.padental.org/ce)
- Discounted or free CE offered by your district or local dental society  
[www.padental.org/components](http://www.padental.org/components)
- Free CE tracking folder to keep your credits and certificates organized and in one place.

### Did You Know?

You can earn up to  
**15 of your 30**  
total credits of CE online.



Pennsylvania State Board of Dentistry  
[www.dos.state.pa.us/dent](http://www.dos.state.pa.us/dent)  
(717) 783-7162

# COMMUNITY

PDA provides several resources to patients and the public to ensure Pennsylvanians are informed consumers and have access to quality dental care.

## Outreach

- Pennsylvania Dental Foundation  
[www.padental.org/foundation](http://www.padental.org/foundation)
- Dental Clinic Directory  
[www.padental.org/clinicdirectory](http://www.padental.org/clinicdirectory)
- Virtual Dental Van  
[www.padental.org/van](http://www.padental.org/van)
- Kids' Corner  
[www.padental.org/kidscorner](http://www.padental.org/kidscorner)
- Teachers' Corner  
[www.padental.org/teacherscorner](http://www.padental.org/teacherscorner)



## NCDHM

Every February, ADA sponsors National Children's Dental Health Month (NCDHM), to increase adolescent awareness of oral health importance. PDA supplements this initiative by sponsoring an oral health poster contest for all third-graders in the commonwealth.  
[www.padental.org/ncdhm](http://www.padental.org/ncdhm)



# PERKS

## Pennsylvania State Employees Credit Union

PSECU is a not-for-profit credit union providing a full array of convenient, electronically delivered services at no or low cost. PDA members and their dental office staff are eligible to join.

[www.psecu.com](http://www.psecu.com)

## Get a Member Get \$100

Sponsor a new member and contribute to your professional association.

You could find yourself \$100 richer!

[www.padental.org/100](http://www.padental.org/100)



## Survey & Economic Research

ADA's Health Policy Resources Center (HPRC) collects data and other information on a wide range of dental-related issues. Many of these surveys are complimentary for members. [www.ada.org/1440.aspx](http://www.ada.org/1440.aspx)

### Topics include:

- Dental Issues
- Dental Practice
- Workforce Issues
- Educational Programs
- Consumer Issues and Public Opinion
- Economics & Dentistry: Dental Health Analysis Series

## Members Making a Difference

Many PDA members selflessly volunteer their time and talents to promote good oral health to the public. Read about their acts of kindness at [www.padental.org/makingadifference](http://www.padental.org/makingadifference).

*Your* **Advocate**

*Your* **Resource**

*Your* **Profession**

*Your* **Future**