

Welcome to the **Pennsylvania Dental Association**



WWW.PADENTAL.ORG (800) 223-0016

[Your Member Guide]

QuickLinks



PA STATE BOARD OF DENTISTRY

www.dos.state.pa.us/dent

ADA GREAT WEST INSURANCE

www.insurance.ada.org

ADA CONTINUING EDUCATION

www.adaceonline.org

CLASSIFIED ADS

www.padental.org/classifieds

CONTINUING EDUCATION

www.padental.org/ce

DENTAL CLINIC DIRECTORY

www.padental.org/clinicdirectory

EVENTS

www.padental.org/calendar

FIND A DENTIST

www.padental.org/findadentist

KIDS' CORNER

www.padental.org/kidscorner

PLACEMENT SERVICE

www.padental.org/placementservice

PRACTICE MANAGEMENT

www.padental.org/practicemanagement

RADIOLOGY

www.padental.org/radiology

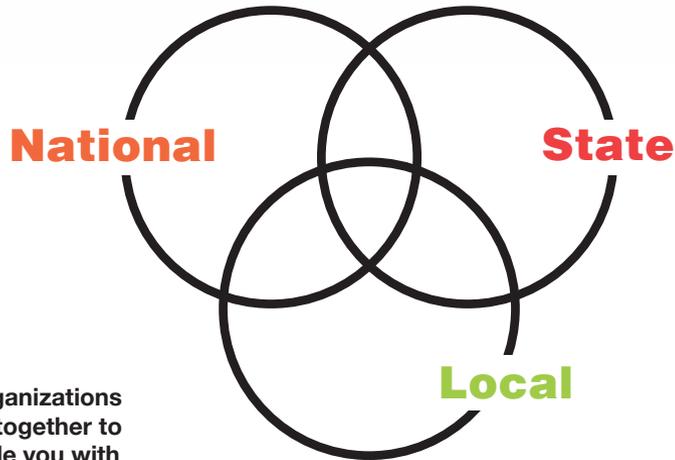
SOCIAL NETWORK

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

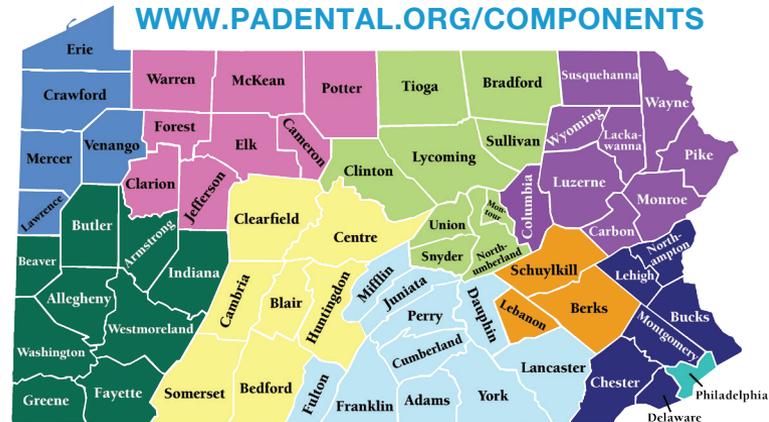
www.ada.org

PDA
Pennsylvania Dental Association

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

www.padental.org

WWW.PADENTAL.ORG/COMPONENTS



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

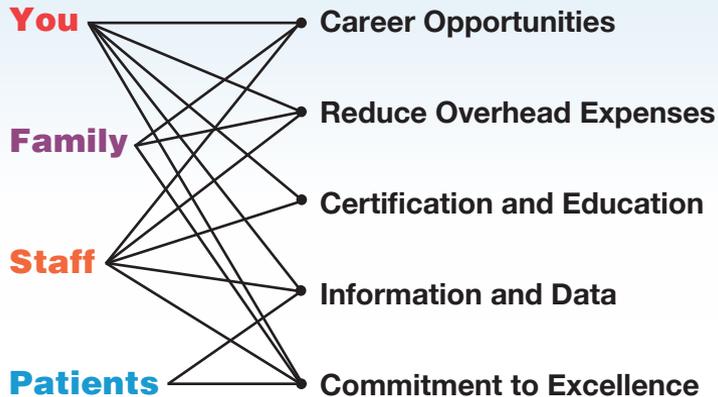
MEMBERSHIP

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
- 4 eDues
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
(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

\$ Savings = \$365

Continuing Education Opportunities

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



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

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

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

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

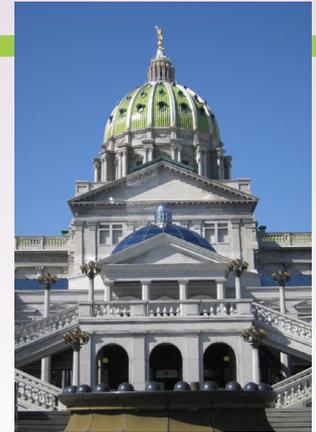
Non-Covered Services

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 27th 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



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 to learn about the PAC's influence on legislation.

COMMUNICATION

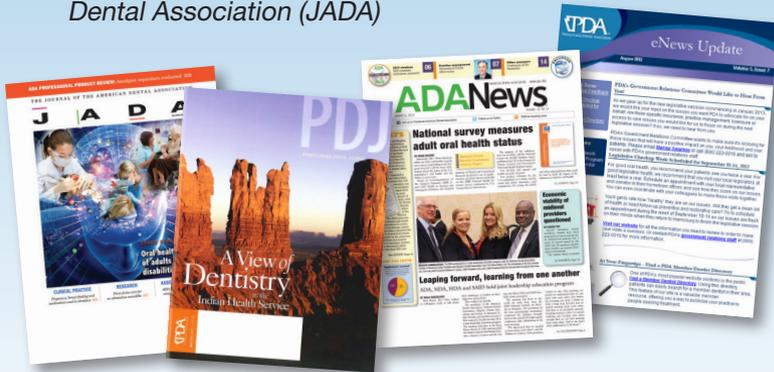
PUBLICATIONS & MORE

Bimonthly

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

Monthly

- *eNews Update*
- *ADA News*



www.padental.org/publications

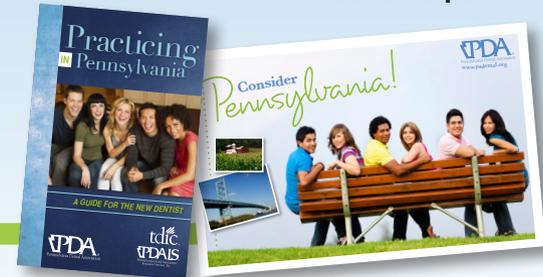
News releases

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
- Twitter
twitter.com/padentalassn
- LinkedIn
linkedin.com/in/padental
- *Practicing in Pennsylvania: A Guide for the New Dentist*
www.padental.org/practicepa
- *Consider Pennsylvania!*
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



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



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

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
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

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

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



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



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 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

CareCreditSM

(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



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
- Discounted or free CE offered by PDA
www.padental.org/ce
- Discounted or free CE offered by your district or local dental society
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 30
total credits of CE online.



Pennsylvania State Board of Dentistry
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
- Dental Clinic Directory
www.padental.org/clinicdirectory
- Virtual Dental Van
www.padental.org/van
- Kids' Corner
www.padental.org/kidscorner
- Teachers' Corner
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



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

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



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

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.

Your **Advocate**

Your **Resource**

Your **Profession**

Your **Future**