



AMERICAN ASSOCIATION  
OF DENTAL CONSULTANTS

# AADC TOGETHER AGAIN

**ANNUAL  
MEETING  
& SPRING  
WORKSHOP**

**MAY 4-7, 2022**

Arizona Grand Resort and Spa  
Phoenix, AZ



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#### **AADC OFFICE**

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## **PRESIDENT'S INVITATION**



Welcome to the 2022 American Association of Dental Consultants Spring Workshop and Annual Meeting. On behalf of the Board of Directors and the Program Committee we hope you take the opportunity to enjoy the Arizona Grand Resort and Spa in Phoenix, a Four Diamond AAA all-suite hotel situated on the doorstep of 17,000 acres of South Mountain Preserve, the most visited hiking destination in Arizona. The Hotel has a Travel Channel top ten 7-acre water park and Athletic fitness facility rated in the top 10 on top of fabulous poolside options at six resort pools. Great dining at six venues and a unique links golf course are just a few more possibilities to entice you to come early or stay after the Workshop.

We are so excited to be "AADC: Together Again" and much thought and hard work has gone into giving you a tremendous experience. Cheryl Lerner, program chair, and her committee invite you to improve your clinical education, expand your knowledge base on new trends in the consulting arena, and to network with colleagues and company representatives. Meet together again with old friends and make new contacts. We have three claims review sessions and an updated "Consulting 101", not just for newbies to consulting but for anyone looking to expand their skills.

I am excited to see all of you in Arizona in May and to welcome you back to in-person training with the AADC.

O. Andy Elliott DMD CDC AHFI  
*AADC President 2021-2022*

## **THANK YOU TO OUR SPONSORS!**

**NOVODYNAMICS**



# SCHEDULE OF EVENTS

## WEDNESDAY, MAY 4

|                    |                                                                                                     |
|--------------------|-----------------------------------------------------------------------------------------------------|
| 7:30 am - 12:00 pm | Dr. Larry Browning Memorial Golf Outing                                                             |
| 1:00 pm - 3:00 pm  | Certified Dental Consultant Examination                                                             |
| 2:00pm - 3:00pm    | New Member Seminar: "Dental Consultant 101" ..... <i>Elizabeth Baker, DMD</i>                       |
| 4:00 pm - 5:30 pm  | AADC Board of Directors Meeting (Board Members)                                                     |
| 6:00 pm - 7:00 pm  | New Member Reception (Invitation Only)..... <i>Supported, in part, by P&amp;R Dental Strategies</i> |

## THURSDAY, MAY 5

|                     |                                                                                                                                                                                                                                                 |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7:00 am - 5:00 pm   | Exhibits Open                                                                                                                                                                                                                                   |
| 7:00 am - 8:15 am   | Breakfast                                                                                                                                                                                                                                       |
| 8:15 am - 8:30 am   | Welcome Remarks..... <i>O. Andy Elliott, DMD &amp; Cheryl Lerner DMD</i>                                                                                                                                                                        |
| 8:30 am - 9:30 am   | Dr. Donald S. Mayes Memorial Keynote Address:<br>"Never Waste a Good Crisis – Leveraging a Pandemic<br>for Positive Change"..... <i>Robert Trombly, DDS, Dean of A.T.Still Univ, Arizona</i>                                                    |
| 9:30 am - 10:30 am  | "The Evidence Behind Minimal Intervention in Cariology-The role of SDF and<br>Other Non-restorative Strategies for Caries Management" ..... <i>Margherita Fontana, DDS, PhD</i><br><i>Supported, in part, by Delta Dental Plans Association</i> |
| 10:30 am - 11:00 am | Break                                                                                                                                                                                                                                           |
| 11:00 am - 12:30 pm | "Dental Fraud Waste and Abuse Through the Eyes of a Dental Consultant" ..... <i>Stewart Balikov, DDS</i>                                                                                                                                        |
| 12:30 pm - 1:30 pm  | Lunch                                                                                                                                                                                                                                           |
| 1:30 pm - 3:00 pm   | Claims Review: Session I                                                                                                                                                                                                                        |
| 3:00 pm - 3:30 pm   | Break                                                                                                                                                                                                                                           |
| 3:30 pm - 5:00 pm   | "Behind the Scenes of the Dental Insurance Business Model" ..... <i>Jason Richard</i>                                                                                                                                                           |
| 6:00 pm - 7:00 pm   | President's Welcome Reception ..... <i>Supported, in part, by NovoDynamics</i><br>Dinner on Your Own                                                                                                                                            |

## FRIDAY, MAY 6

|                     |                                                                                                                                              |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| 7:00 am - 5:00 pm   | Exhibits Open                                                                                                                                |
| 7:00 am - 8:15 am   | Breakfast                                                                                                                                    |
| 8:15 am - 8:30 am   | Announcements                                                                                                                                |
| 8:30 am - 10:00 am  | "Dental AI: Science Fact or Science Fiction" ..... <i>Linda Vidone, DMD and Kyle Stanley, DDS</i>                                            |
| 10:00 am - 10:30 am | Break                                                                                                                                        |
| 10:30 am - 12:00 pm | "Wake Up to the Benefits of Treating Obstructive Sleep Apnea in the Dental Practice" .... <i>Tyler Scott, DDS</i><br><i>Supported by AGD</i> |
| 12:00 am - 1:00 pm  | Lunch                                                                                                                                        |
| 1:00 pm - 2:00 pm   | "Bone Regeneration and Ridge Augmentation: A Review" ..... <i>Marie Schweinebraten, DMD</i>                                                  |
| 2:00 pm - 3:00 pm   | AADC Annual Business Meeting / Elections / CDC Ceremony                                                                                      |
| 3:00 pm - 3:30 pm   | Break                                                                                                                                        |
| 3:30 pm - 5:00 pm   | Claims Review Session II<br>Dinner on Your Own                                                                                               |

## SATURDAY, MAY 7

|                    |                                                                                                    |
|--------------------|----------------------------------------------------------------------------------------------------|
| 7:00 am - 12:00 pm | Exhibits Open                                                                                      |
| 7:00 am - 8:15 am  | Breakfast                                                                                          |
| 8:15 am - 8:30 am  | Announcements                                                                                      |
| 8:30 am - 9:30 am  | "Oral Health: Global to Local! Where Should We Head From Here?" ..... <i>Marsha Pyle, DDS, MEd</i> |
| 9:30 am - 11:00 am | Claims Review Session III<br>Lunch on your own                                                     |

# 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).

### 3 Day Early Registration Fees

AADC Members ..... \$775.00  
Non-Members ..... \$1075.00  
Spouse/Guests (*not in dental industry*) ..... \$100

Member & Non-Member registration fees include daily breakfast, President's Reception, Thurs. & Fri. lunch and access to all CE presentations and exhibitors.

Meeting badges and materials may be picked up at the Workshop registration desk at the Arizona Grand Resort and Spa

## DEADLINES

### Monday, March 28

Early registration closes.

Late fees apply to all registrations submitted after this date.

### Monday, April 11

Hotel room reservation deadline.

### Friday, April 22

Pre-registration closes.

## LODGING INFO

Arizona Grand Resort and Spa

8000 Arizona Grand Pkwy | Phoenix, AZ 85044

Book now to take advantage of the specially negotiated room rate of \$209/night plus taxes. (Resort fee has been waived for AADC guests.)

For Reservations: Call 877-800-4888

**Use Booking ID: AADC Spring Workshop 2022**

[Click here for Booking Website.](#)

Arizona Grand Resort & Spa puts you in the midst of one of Phoenix, Arizona's most naturally beautiful places. The region's only AAA Four-Diamond, all-suite hotel is ideally situated on the doorstep of 17,000 acres of South Mountain Preserve, the largest municipal park in the world and the most visited hiking destination in the state. Arizona Grand Resort & Spa serves up stunning perspectives and unique Southwestern touches that make your visit to Phoenix feel naturally grand.

Conveniently located less than 10 minutes from Sky Harbor International Airport, Arizona Grand is easily accessible via I-10 and US-60, offering quick connections to numerous other major freeways.

## 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.

## ON-SITE REGISTRATION

AADC Members ..... \$875.00  
Non-Members ..... \$1175.00

### Registration Hours:

Wednesday, May 4 ..... 3:00 p.m. - 6:00 p.m.

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

Friday, May 6 ..... 7:00 a.m. - 5:00 p.m.

Saturday, May 7 ..... 7:00 a.m. - 11:00 a.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 15 and a 50% refund, less the administrative fee, if received Saturday, April 16 through Friday, April 22. No refunds will be made for cancellations received thereafter. Refunds are processed within 30 days after the meeting.

## COVID-19 HEALTH & SAFETY INFORMATION

AADC is committed to meeting safely and is closely monitoring current Centers for Disease Control (CDC) guidelines, as well as Federal, State and local government mandates at the time of our event.

Our intention is to hold this event in-person with ONLY fully COVID vaccinated and boosted individuals. Masks might be required in group settings.



# GENERAL INFORMATION

## CONTINUING EDUCATION (CE) UNITS

CE attendance forms will be in each individual registrant's packet on-site. The 2022 Workshop offers up to 15 Continuing Education Units. Workshop 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.

The American Association of Dental Consultants designates this activity for continuing education credits. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at [www.ada.org/cerp](http://www.ada.org/cerp).

## COURSE DISCLAIMER

The American Association of Dental Consultants make every effort to present high-caliber clinicians in their respective areas of expertise. The presentations of the instructors in no way imply endorsement of any product, technique or service presented in the courses. All participants are cautioned about the risks of using new techniques especially in courses that have not provided them with supervised clinical experience.

## CLAIM REVIEWS

The purpose of the Claims Review sessions is to provide an opportunity for members to better understand dental insurance policies and how they might be reasonably interpreted. The cases presented are selected by the panelists and the interpretations are those of the panelist, not AADC's. AADC's goal is to present an objective session that is well balanced.

## 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' bios 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. Presenters do not receive compensation from the AADC nor are their presentations edited for content. 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.

# ACTIVITIES

## RESORT ACTIVITIES

At Arizona Grand Resort and Spa, there is always something to keep you entertained. From golf tee times, to spa specials to family fun at the Oasis water park. Check out what is available for your family and guests. [Click here for Resort Covid Protocols.](#)

### ■ Enjoy a Spa Day During your Stay!

***AADC Attendees receive a 15% savings on any regular priced service***

Choose from a variety of relaxing and revitalizing spa services and pamper yourself. If you are interested in taking advantage of this offer, please contact the Spa at (602) 431-6485 and mention you are with AADC and would like to book services. For a list of treatments and pricing click [SPA](#). Enjoy and have a relaxing day!



### ■ Family Fun at the Oasis Water Park!

***AADC Attendees receive 4 passes to the water park with room reservation***

Arizona Grand Resort & Spa's expansive, wild and fun Oasis has something for kids of all ages, making it perfect for your family getaway. Built across 7 acres, this premium amenity boasts 8-sotry thrill slides, a giant wave pool, a 25 person hot tub, the Valley's only side-by-side active river, and Wild Cat Springs which is perfect for younger children. Click here for Resort Covid Protocols.



### ■ Athletic Club is open with social distancing measures in place

Voted one of the "Top 10 Fitness Facilities in Arizona" the 20,000 foot Arizona Grand Athletic Club offers the latest in strength and cardiovascular training equipment and exercise options.

### ■ Hiking and Running Trail

Arizona Grand Resort & Spa is ideally situated on the doorstep of 17,000 acres of South Mountain Preserve, the largest municipal park in the world and the most visited hiking destination in the state. [Click here for a resort's hiking and running trail map.](#)

## PHOENIX ARIZONA ACTIVITIES

### ■ Music Instrument Museum

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.

### ■ Taliesin West

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.

Discover all the activities available in the [Phoenix area](#) or [Scottsdale area](#).



# SCHEDULE OF EVENTS

## WEDNESDAY, MAY 4

7:30 am - 12:00 pm

**DR. LARRY BROWNING**  
**MEMORIAL GOLF OUTING**



Join your colleagues for a morning of FUN Tee Times!  
You do NOT need to be a Pro to golf with us!  
Cost: \$65/person (lunch on your own)

The Arizona Grand Golf Course creates exceptional experiences for players of all ability levels. Its unique links course features panoramic views of the surrounding desert landscape. Dramatic elevation changes and breathtaking mountain vistas highlight the diverse and challenging par 71 layout.

**Be sure to sign up for the golf outing when you register!**  
Golf clubs are available to rent onsite at \$50/set plus tax.

1:00 pm - 3:00 pm

**CERTIFIED DENTAL  
CONSULTANT EXAMINATION**

2:00 pm - 3:00 pm

CE credit hours: 1

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

**Elizabeth Baker, DMD**

This course is intended for new associate members; however, all are welcome. We will introduce you to everything you need to know about becoming a dental consultant.

Learning Objectives:

- Become familiar with resources to improve your knowledge of dental third party consulting.
- Be introduced to certifications and additional training to improve your resume.
- Learn the types of positions consultants fill in the industry.

4:00 pm - 5:30 pm

**AADC BOARD  
OF DIRECTORS MEETING**  
(Board members only)

6:00 pm - 7:00 pm

**NEW MEMBER RECEPTION**  
By invitation only  
**Supported, in part, by P&R  
Dental Strategies**

## THURSDAY, MAY 5

7:00 am - 5:00 pm

**EXHIBITS OPEN**

7:00 am - 8:15 am

**BREAKFAST**

8:15 am - 8:30 am

**WELCOME ADDRESS**

**O. Andy Elliott, DMD, AADC President**

**Cheryl Lerner, DMD, Program Chair**

8:30 am - 9:30 am

CE credit hours: 1

**DR. DONALD S. MAYES MEMORIAL  
KEYNOTE ADDRESS:**

**"NEVER WASTE A GOOD CRISIS – LEVERAGING A  
PANDEMIC FOR POSITIVE CHANGE"**

**Robert Trombly, DDS, JD**

The COVID pandemic has amplified our awareness of how changes in our external environment can significantly impact our profession. Prior to the pandemic, the oral health care profession was undergoing changes on several fronts including development of alternative patient care delivery and practice models, integration with our primary care system, expanding scope of practice, advances in clinical technology, shifting patient demographics, and shifting reimbursement systems. In the short-term, the COVID pandemic has accelerated many of these shifts in the dental profession. This session will explore this shifting external environment and discuss opportunities for leveraging these changes to improve our profession and the health of our patients and communities.

Learning Objectives:

- Identify ongoing shifts in the dental profession and how the COVID pandemic has impacted the rate of change in dental practice and dental education.
- Discuss strategies for leveraging these changes for improvements in the oral health of our patients, and the overall health of our patients and communities.
- Discuss potential professional growth opportunities for dental consultants in this evolving landscape.

# SCHEDULE OF EVENTS

## THURSDAY, MAY 5 *continued...*

**9:30 am - 10:30 am** CE credit hours: 1

### **“THE EVIDENCE BEHIND MINIMAL INTERVENTION IN CARIOLOGY – THE ROLE OF SDF AND OTHER NON-RESTORATIVE STRATEGIES FOR CARIES MANAGEMENT”**

***Margherita Fontana, DDS, PhD***

The objective of this presentation is to provide an overview of currently accepted, evidence-based and/or expert opinion recommendations for the management of dental caries lesions, with a focus on non-restorative management strategies for caries lesion arrest. Discussions will be centered on the importance of prevention for chronic disease management, and current evidence for preventive and on non-restorative strategies for caries lesion control (e.g., fluorides-including SDF, sealants, infiltration, etc.).

#### Learning Objectives:

- Evidence to support non-restorative caries management in primary teeth.
- Evidence to support non-restorative caries management in permanent teeth (on coronal and root surfaces)
- Evidence for caries preventive strategies.

**10:30 am - 11:00 am** **BREAK**

**11:00am - 12:30 pm** CE credit hours: 1.5

### **“DENTAL FRAUD WASTE AND ABUSE THROUGH THE EYES OF A DENTAL CONSULTANT”**

***Stewart Balikov, DDS***

The Dental Consultant is in a unique position to help identify Dental Fraud Waste and Abuse (FWA) at the claim submission level as well providing clinical expertise to support data analytics. This presentation will identify what is and what is not fraud, common areas of fraudulent or suspect activity and how suspect activities or schemes of FWA within Dental are identified and investigated from a Dental Consultant's perspective.

#### Learning Objectives:

- Understand what is Dental Fraud Waste and Abuse (FWA) and how it impacts our profession, patients and the health care system.
- Recognize the more common FWA schemes, and how those schemes may appear to the Dental Consultant.
- Understand the value the Dental Consultant's experience and expertise brings to the investigative process.

**12:30 pm - 1:30 pm** **LUNCH**

**1:30 pm - 3:00 pm**

CE credit hours: 1.5

### **CLAIMS REVIEW: SESSION I**

This presentation will present claims from various therapeutic disciplines. Adjudication policies, documentation requirements, scientific developments and standards of care will be discussed. Audience is encouraged to participate.

#### Learning Objectives:

- For attendees to share comments on more controversial claims.
- Understand dental insurance policies and how they might be reasonable interpreted.

**3:00 pm - 3:30 pm** **BREAK**

**3:30 pm - 5:00 pm** CE credit hours: 1.5

### **“BEHIND THE SCENES OF THE DENTAL INSURANCE BUSINESS MODEL”**

***Jason Richard***

Dental consultants are most often focused on the review and adjudication of dental claims. But what else is going on in the dental benefits industry. How come some members have a \$1,000 annual max, when others have a \$2,000 annual max. Why aren't they all the same? Why can some crowns be replaced every 5 years, every 7 years, and some only every 10 years? Who makes these decisions; and do they even know anything about clinical practice?

This lecture will tell you about what goes on “behind the scenes.” We will look at how dental insurance is sold, and how customers decide which benefit plan is right for them. And then, where does the pricing come from; and all the variable benefits, limitations and exclusions. Why do some plans cover adult ortho and some do not? And what about dental consultants; do they really bring value, or are they just an added cost? Will AI replace the dental consultants job?

This presentation will take you “behind the scenes” and give you a more thorough understanding of the inner workings of a dental benefits company. You will learn to think like an insurance executive.

#### Learning Objectives:

- Understand how Group Dental Insurance is sold in the marketplace.
- Understand the nuances of Dental Plan design; and its impact on price.
- Appreciate the critically important business value of dental claims review.

**6:00 pm - 7:00 pm**

### **PRESIDENT'S WELCOME RECEPTION**

### **DINNER ON YOUR OWN**

# SCHEDULE OF EVENTS

## FRIDAY, MAY 6

**7:00 am - 5:00 pm**      **EXHIBITS OPEN**

**7:00 am - 8:15 am**      **BREAKFAST**

**8:15 am - 8:30 am**      **ANNOUNCEMENTS**

**8:30 am - 10:00 am**      CE credit hours: 1.5

### **“DENTAL AI: SCIENCE FACT OR SCIENCE FICTION”**

*Linda Vidone, DMD and Kyle Stanley, DDS*

In this course the instructors will cover the fundamentals of AI and how it's being utilized in medicine and dentistry, how it works, and what the key benefits are. Specifically, the instructors will hone in on how AI can be utilized within the third-party payer community to make their systems more efficient. The course will close with a panel of dental directors who have implemented AI in their organization.

#### Learning Objectives:

- Understand what AI is and how it works.
- Explain how AI is used in medicine and dentistry.
- Identify how AI can improve diagnostics, treatment planning, and the patient.
- Determine the impact AI can have on third party benefits
- Discuss how AI can improve the payor-provider relationship

**10:00 am - 10:30 am**      **BREAK**

**10:30 am - 12:00 pm**      CE credit hours: 1.5

### **“WAKE UP TO THE BENEFITS OF TREATING OBSTRUCTIVE SLEEP APNEA IN THE DENTAL PRACTICE”**

*Tyler Scott, DDS*

*Supported by AGD*

The 2022 CDT includes three new diagnostic codes relating to sleep apnea: fabricating and placing custom sleep apnea appliances; adjusting custom sleep apnea appliances; and repairing custom sleep apnea appliances. Dentists who are qualified to provide Obstructive Sleep Apnea (OSA) therapy have the opportunity to deliver potentially life-changing care to patients. Frequently, patients may not even know they suffer from this condition which can severely impact overall health and possibly cause many chronic diseases. In addition to a review the 2022 CDT new Sleep Apnea Diagnostic Codes, session attendees will be given a general overview of dental sleep medicine, a guideline on how dentists screen and treat patients with obstructive sleep apnea (OSA), and tips on coding management, including coordinating claims submissions through the patient's medical and dental benefit plans.

#### Learning Objectives:

- Describe the claim documentation required for OSA treatment using the new 2022 CDT appliance codes
- Explain how to maximize patient insurance benefits by proper coordination between medical and dental plans
- Discuss how Medicare/Medicare Advantage plans impact the framework for OSA patient care provision

**12:00 pm - 1:00 pm**      **LUNCH**

**1:00 pm - 2:00 pm**      CE credit hours: 1

### **“BONE REGENERATION AND RIDGE AUGMENTATION: A REVIEW”**

*Marie Schweinebraten, DMD*

An overview of bone regeneration will focus on grafts involving implant placement, extractions sites, and ridge augmentation. Technique will be reviewed as well as emphasis on appropriate treatment planning and the use of barrier membranes. Claims review related to regeneration will be included.

#### Learning Objectives:

- Understand when bone grafting is appropriate.
- Review materials and techniques used for bone grafting edentulous areas.
- Provide examples of claims for augmentation.

**2:00 pm - 3:00 pm**      **AADC ANNUAL BUSINESS MEETING / ELECTIONS / CDC CEREMONY**

**3:00 pm - 3:30 pm**      **BREAK**

**3:30 pm - 5:00 pm**      CE credit hours: 1.5

### **CLAIMS REVIEW SESSION II — GOVERNMENT PROGRAM CLAIMS**

This presentation will present claims and radiographs from a Government sponsored dental program as administered in Arkansas with emphasis on encouraging discussion related to Government sponsored dental programs. Government programs vary according to each State regulations with Federal oversight from Centers for Medicare and Medicaid Services. Claim adjudication policies and standards of care will be discussed and audience is encouraged to participate.

#### Learning Objectives:

- For attendees to share comments on adjudication of Government sponsored dental programs.
- For attendees to have an opportunity for calibration for their Government sponsored dental program based on information and guidelines included with claim examples.

**DINNER ON YOUR OWN**

# SCHEDULE OF EVENTS

## SATURDAY, MAY 7

7:00 am - 12:00 pm

**EXHIBITS OPEN**

7:00 am - 8:15 am

**BREAKFAST**

8:15 am - 8:30 am

**ANNOUNCEMENTS**

8:30 am - 9:30 am

CE credit hours: 1

### **“ORAL HEALTH: GLOBAL TO LOCAL! WHERE SHOULD WE HEAD FROM HERE?”**

***Marsha Pyle, DDS, MEd***

Many of oral health's most challenging issues have been intensified since the advent of the COVID-19 pandemic. Now more than ever, efforts to advance oral health need action and change to improve access to affordable oral health care, both here and across the world. Economical solutions embracing the integration of oral health and general health could promote shifts in systems to chart progress. Understanding the impact of improving social determinants of health, removing barriers to inequitable processes and modifying existing large systems of operation can add value but will require innovation and creative thinking. This session will explore how we can help remove barriers while contributing to progress.

#### Learning Objectives:

- Appreciate the complex nature of advancing oral health system change
- Explore systems of research, policy, advocacy, reimbursement and value that could pivot
- Discuss ways to elevate ideas for potential solutions applying what we learned through recent change efforts.
- As administrative dentists, develop essential strategies that can create new avenues of innovation and opportunity to improve oral health.

9:30 am - 11:00 am

CE credit hours: 1.5

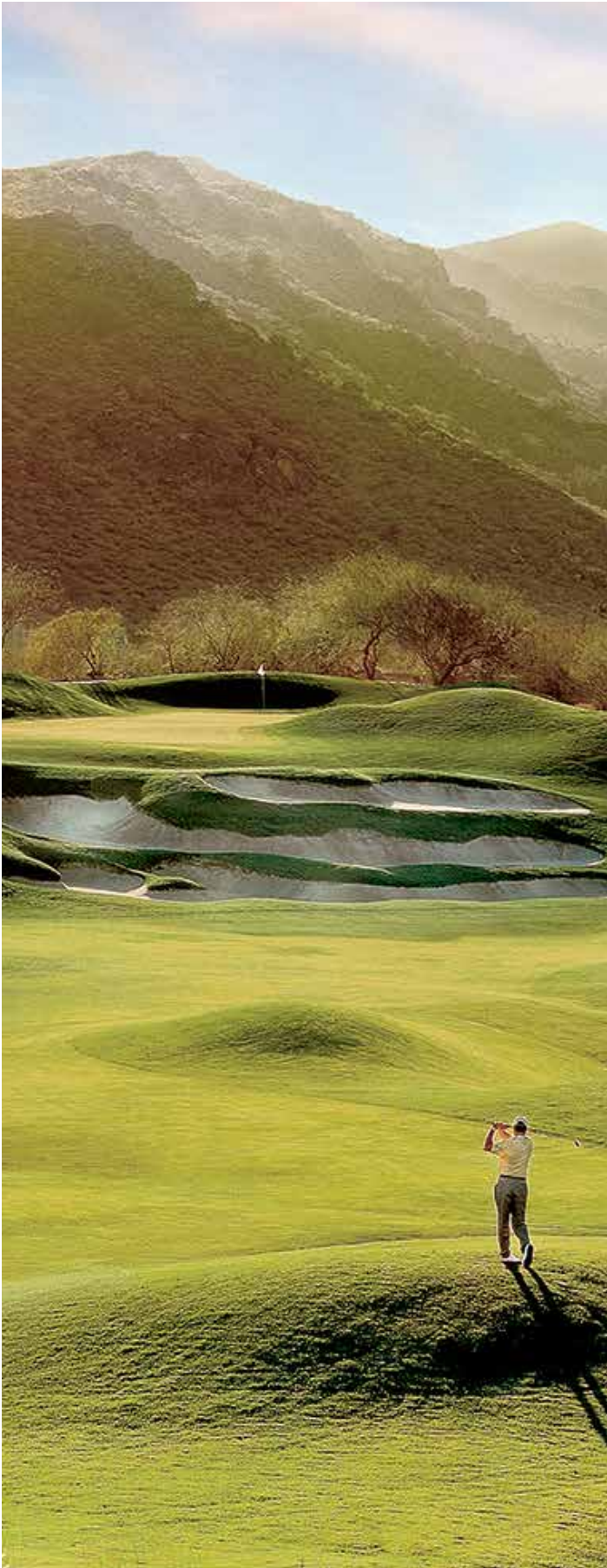
### **CLAIMS REVIEW SESSION III — STUMP THE REVIEWER**

This presentation will present challenging claims from complicated cases within various therapeutic disciplines. Adjudication policies, documentation requirements, scientific developments and standards of care will be discussed. Audience is encouraged to participate.

#### Learning Objectives:

- Understand the purpose of professional claim review.
- How to review claims, not in the light of how you might treat a patient, but in the light of what is and what is not covered under a specific contract.
- Gain insight into how other claim reviewers and plans adjudicate claims.

**LUNCH ON YOUR OWN**



# LUNCH & LEARNS

Join a round table discussion at lunch and learn about exciting new dental industry trends! (Limited Seating Available) Be sure to sign up when you register. Don't miss this opportunity to learn from some of our sponsors!

## THURSDAY LUNCH & LEARN:

### "APPLYING AI TO UTILIZATION REVIEW"

Credit Hours: 1 CE

*Sponsored, in part, by Overjet*

Artificial Intelligence (AI) is going to transform all major verticals of the dental industry (payers, providers, manufacturers, labs and distributors) with a focus on the impact of AI on payer market for utilization review. Using AI, clinical reviewers will be able to extract objective, standardized measurements that will enable medical necessity decisions to provide best health outcomes. AI will drive data driven decisions to enable efficiency and quality of review.

**Shaju Puthussery** holds a master's degree in theoretical physics from Boston College. With over two decades of experience in technology, business, and health care, Shaju has held several senior level leadership positions as Chief Information Officer at P&R Dental Strategies, Chief Analytics Officer at DentaQuest and CTO & co-founder of his own technology firm at P&R Technologies.

Shaju currently serves as Chief Operating Officer at Overjet, an AI driven enterprise applying artificial intelligence and machine learning to dentistry. He is a frequent speaker at data analytics and health care work groups.

## THURSDAY LUNCH & LEARN:

### ROUND TABLE DISCUSSION "MANAGING OPIOID USE"

(CE not available)

*Sponsored, in part, by Pacira*

Join us for a value driven conversational discussion on managing opioid use with extended release anesthetics. An open dialogue regarding EXPAREL® (bupivacaine liposome injectable suspension) will be introduced.

**Max Osburn** has over 25+ years' experience specializing in Market Access, with Medical Device, Pharmaceuticals, Durable Medical Equipment (DME/HME). He has worked across most payer types, including Commercial Health, Medicare / Medicaid, Workers' Compensation, Dental, Employer Groups, & the VA/Dept of Defense with both contracting and health care policy. Currently Max is responsible for a team of Directors across the Nation who work with Payers, Employers, Government entities and ASC's to ensure access for patients who receive our products.

## FRIDAY LUNCH & LEARN:

### "INCREASE THE ACCURACY AND SPEED OF CLAIM REVIEW, WHILE REDUCING COSTS WITH OVERJET AI"

(CE not available)

*Sponsored by Overjet*

Claim reviews for most insurers today is highly manual, costly, slow, and only looks at a small sample size of incoming claims. But what if it didn't have to be this way? What if you could leverage technology powered by artificial intelligence to review every claim and make more accurate and consistent decisions? Come learn how Overjet is making this a reality with 16 major insurance partners to significantly reduce clinical reviews, administrative reviews and fraud while simultaneously improving review consistency and speed.

## SPEAKER BIOGRAPHIES



**Stewart R Balikov, DDS** is a 1983 graduate from the University of Southern California, School of Dentistry. He joined Anthem in 2017 and is currently serving as the Chief Clinical Officer and Director of Dental Special Investigations having previously held the position of National Dental Director, Utilization Management for Aetna.

Dr. Balikov is a Certified Dental Consultant and past president of AADC, an Accredited HealthCare Fraud Investigator through the National Health Care Anti-Fraud Association and a Certified Quality Assurance Consultant through the California Association of Dental Plans.

Dr. Balikov is a member of the American Association of Dental Consultants, the National Health Care Anti-Fraud Association, American Dental Association, California Dental Association, San Fernando Valley Dental Society, and Alpha Omega Dental Society. He maintains a limited practice in the Los Angeles, CA area. Dr. Balikov currently holds licenses in California, Colorado and Arizona



**Margherita Fontana, DDS, PhD**, is the Clifford Nelson Endowed Professor of Dentistry in the Department of Cariology, Restorative Sciences and Endodontics at University of Michigan School of Dentistry (U-M). She is currently co-director of Cariology courses, and cariology discipline co-coordinator at U-M. As a principal investigator, she has received research grants from the National Institutes of Health, the American Association of Pediatric Dentistry, the Delta Dental Fund, DentaQuest, and private industry amongst others. She has over 155 papers published in peer reviewed journals, such as Journal of Dental Research, Caries Research, Journal of Dental Education, Pediatric Dentistry, Advances in Dental Research, Journal of Public Health Dentistry, Journal of the American Dental Association, British Dental Journal, etc. She was the 2007- 2008 President of the Cariology Group of the International Association for Dental Research (IADR), the 2010-2011 Chair of the Cariology Section of ADEA, and is the 2021-2022 Vice-President of the European Organization for Caries Research (ORCA). In 2012 she received the USA Presidential Early Career Award for Scientists and Engineers (PECASE) for her work on caries risk assessment in children. She was the 2009 winner of the IADR Cariology Research Group's Basil G. Bibby Award in Cariology, the 2016 winner of the IADR Burrows Memorial Award. And in 2021 the winner of the American Dental Association Evidence-Based Award for Accomplished Faculty. *Financial Relationship: Does research in cariology, so investigates many products and strategies*



**Marsha A. Pyle, DDS, MEd** is a general dentist and graduate of Case School of Dental Medicine whose post-doctoral training and clinical practice focused on Geriatric Dentistry and adult learning. After serving as dean of the University of Missouri Kansas City School of Dentistry for eleven years, she joined the American Dental Education Association as Senior Scholar in Residence and President of the ADEA/Gies Foundation continuing her national work with dental school deans in the US and Canada and advancing women's leadership.



**Jason Richard** has led Group Benefits Risk & Service Analytics for The Guardian Life Insurance Company since September of 2019. In his current role, he focuses on analytical solutions to help drive claim management, operational, and financial improvements within the Group Benefits business segment. In this capacity, Jason has worked closely with the Dental Clinical and Dental Operations teams; in addition to his work with Disability management. Prior to his current role Jason spent 15 years with MetLife where he held leadership roles in Claim Operations, Finance, and Data Analytics & Reporting. Jason is a 1996 graduate of Brockport State University majoring in mathematics. In his spare time, Jason enjoys coaching high school track and field and enjoys outdoor activities on his farm in upstate NY.



**Dr. Tyler Scott, FAGD, D.ABDSM** has been in practice in Loudonville, Ohio, for 12 years. He practices general dentistry with an interest in implant dentistry, IV sedation, and sleep apnea. Dr. Scott is a qualified dentist to treat sleep apnea with the American Academy of Dental Sleep Medicine and holds an IV sedation permit from the Ohio State Dental Board. He is an active member of the Academy of General Dentistry (AGD), the American Dental Association and the American Academy of Dental Sleep Medicine. Dr. Scott is currently a member of AGD's Dental Practice Council and the president of the Ohio Academy of General Dentistry. He enjoys teaching dentistry and has presented courses at various dental meetings. Outside of the practice, Dr. Scott enjoys spending time with his wife and twin daughters and son, golfing, and officiating high school wrestling in Central Ohio.

## SPEAKER BIOGRAPHIES



**Kyle Stanley, DDS** named as “The Next Generation of Cosmetic Dentistry” by the AACD in 2015 and “Top 10 Young Educators in Dentistry” by the Seattle Study Club, graduated Magna Cum Laude from the Herman Ostrow School of Dentistry of USC and then completed a dental implant residency along with a dental implant specialty in Brazil. While at USC, Dr. Stanley completed an Esthetic mini-residency with a world leader, Dr. Pascal Magne, and was honored with the Charles L. Pincus Award for outstanding achievements in esthetic dentistry by the American Academy of Esthetic Dentistry. He is also a dedicated researcher who has published in some of the top international dental journals about topics relating to esthetics, dental implants, and smile design. Dr. Stanley is a KOL for many well-respected companies and has presented on five continents as a highly in-demand speaker. With his company Pearl, he is changing the way patients are treated through artificial intelligence and is a leader in this field. Dr. Stanley maintains an exclusive private practice in Beverly Hills, CA. *Financial Relationship: Pearl*

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**Marie C. Schweinebraten, DMD**, a graduate of the University of Pittsburgh School of Dental Medicine, practices periodontics in Duluth, Georgia. She completed her residency in periodontics at Emory University after serving four years in the US Army Dental Corps. She has served in multiple facets of organized dentistry, including President of the Georgia Dental Association, a member of the ADA House of Delegates, and ADA Trustee from the Fifth District. Her dental benefit experience includes serving on the ADA Council on Dental Benefit Programs, and the Subcommittee on the Code. She presently is the Insurance Consultant for the American Academy of Periodontology, as well as serving on the Dental Quality Alliance, where she is a past-chair and member of the DQA Education Committee, the Code Maintenance Committee, SNODENT Maintenance Committee, and the Standards Committee on Dental Informatics.

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**Robert Trombly, DDS, JD**, is professor and dean at A.T. Still University Arizona School of Dentistry & Oral Health (ATSU-ASDOH), an innovative mission-driven dental school committed to improving access to oral care for vulnerable communities. He earned his DDS from the University of Michigan School of Dentistry and his JD from the University of Denver School of Law. Initially combining his private general dental practice with a part-time faculty position at the University of Colorado School of Dentistry, he shifted his focus to a career in dental education over the last 35 years.

Prior to joining ATSU-ASDOH, Dr. Trombly served in several faculty and administrative roles at dental schools including associate dean for academic administration at the University of Detroit Mercy, executive associate dean at Western University of Health Sciences, associate dean for clinic administration, and associate dean for community affairs and curriculum, both at the University of Colorado. Dr. Trombly's background as both a dentist and attorney provide him a unique perspective on the dental profession, dental education, and our health care system.

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**Linda Vidone, DMD** is Chief Clinical Officer, Vice President of Clinical Management at Delta Dental of Massachusetts and has 20 years of dental experience that includes clinical private practice, dental school faculty as well as the dental benefits industry. She is on the leadership team of the Dental AI Council.

As a board-certified dental consultant, Dr. Vidone is a hands-on leader in the dental insurance industry setting clinical policies and performing routine claim review, while staying abreast of innovations in oral health care. She shares her unique knowledge of being on both sides of the claim form while lecturing nationwide on all aspects of dental benefits, dental coding and claim accuracy. She considered an expert in Dental Coding and is the author of the Implant Chapter in the ADAs CDT Coding companion manual.

Beyond her work with Delta Dental, Dr. Vidone has served as President of AADC and currently serves on the board and is Chair of the Certification Committee. She holds membership with the American Dental Association and American Academy of Periodontology, National Healthcare Fraud Association, and New England Dental Society, and lectures on Dental Insurance and Dental Coding most recently at the American Academy of Periodontology.

A graduate of Boston University School of Dental Medicine, holding a DMD and CAGS in Prosthodontics and Periodontology. She also maintains a private practice in periodontology in Brookline, Massachusetts.

# 2022 AADC Spring Workshop

May 5 — May 7 • Arizona Grand Resort and Spa • Phoenix, Arizona

## Please Print

Registrant Name: \_\_\_\_\_

Degree Designation (DMD, DDS, RDH, etc) \_\_\_\_\_

Email: \_\_\_\_\_ Guest Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Title: \_\_\_\_\_ Cell: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

## 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 20 if you, or anyone attending with you, have dietary or 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 all CE courses, exhibits, reception, breakfast & lunch Thursday - Friday and breakfast Saturday.

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

|                                          | <b>3 DAY FEE</b><br>Thru March 27 | Wed<br>Golf  | Thurs<br>single day fee | Thurs<br>Lunch | Thurs<br>President's Welcome Reception | Fri<br>single day fee | Fri<br>Lunch | Sat<br>single day fee | Sat<br>Breakfast | <b>Late Fees</b> |               | <b>Sub Totals</b> |
|------------------------------------------|-----------------------------------|--------------|-------------------------|----------------|----------------------------------------|-----------------------|--------------|-----------------------|------------------|------------------|---------------|-------------------|
|                                          |                                   |              |                         |                |                                        |                       |              |                       |                  | March 28-Apr. 22 | After Apr. 22 |                   |
| <b>Sample</b>                            | <b>\$775</b>                      | <b>\$65</b>  | <b>\$365</b>            | Will attend?   | Will attend?                           | <b>\$365</b>          | Will attend? | <b>\$225</b>          | Will attend?     | <b>+\$50</b>     | <b>+\$100</b> | <b>\$840</b>      |
| AADC Member                              | <b>\$775</b>                      | <b>\$65</b>  | <b>\$365</b>            | Will attend?   | Will attend?                           | <b>\$365</b>          | Will attend? | <b>\$225</b>          | Will attend?     | <b>+\$50</b>     | <b>+\$100</b> |                   |
| Guest/Spouse<br>Not in Dental Field      | <b>\$100</b>                      | <b>\$65</b>  | <b>\$100</b>            | Will attend?   | Will attend?                           | <b>\$100</b>          | Will attend? | <b>\$50</b>           | Will attend?     | <b>+\$50</b>     | <b>+\$100</b> |                   |
| Non-Member                               | <b>\$1075</b>                     | <b>\$65</b>  | <b>\$490</b>            | Will attend?   | Will attend?                           | <b>\$490</b>          | Will attend? | <b>\$325</b>          | Will attend?     | <b>+\$50</b>     | <b>+\$100</b> |                   |
| Dental Consultant 101                    |                                   | Will attend? |                         |                |                                        |                       |              |                       |                  |                  |               | No Charge         |
| Overjet Lunch & Learn<br>Limited Seating |                                   |              |                         | Will attend?   |                                        |                       | Will attend? |                       |                  |                  |               | No Charge         |
| Pacira Lunch & Learn<br>Limited Seating  |                                   |              |                         | Will attend?   |                                        |                       |              |                       |                  |                  |               | No Charge         |

Golf Handicap: \_\_\_\_\_ ☐ Renting Clubs (\$50+tax) Right Left

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

If playing w someone, list name(s): \_\_\_\_\_

\*\*Group discount, if applicable

## Payment

☐ I have enclosed check # \_\_\_\_\_ as payment.

☐ Please charge my VISA MASTERCARD DISCOVER AMEX

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

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

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

**Full COVID vaccination plus booster is required of ALL attendees. Please include a copy of your vaccination card.**

**DO NOT mail or fax this form after April 20. 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 15 and a 50% refund, less the administrative fee, if received April 16 through April 22. No refunds will be issued for cancellations received thereafter. Refunds will be processed within 30 days after the meeting.