



TENNESSEE

JANUARY/FEBRUARY 2021 VOLUME 27, ISSUE 1

# DENTAL

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TNDENTALASSOCIATION.COM

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# THE STATE OF THE *Association*



Many years from now, we will look back at 2020 and wonder how we made it through an unusually challenging year. It was a year that created professional and personal obstacles, and a year that challenged us to explore new ideas and perspectives.

My term as TDA President came in the middle of a pandemic, and our priority was continuing the work Dr. Terryl Propper began navigating months prior. These were moments of uncertainty and quick change. We found ourselves working with many state and federal offices during this time to provide guidance on situations we have never faced before. The TDA leadership remained up to date with ADA, CDC, elected officials concerning PPP funding, PPE, back to work procedures and toolkits, and vaccine rollouts.

 **Amid these challenges, TDA received a 5.8% increase in membership and was recognized by the ADA as the second state in the nation for new membership growth in Q3.**

Amid these challenges, TDA received a 5.8% increase in membership and was recognized by the ADA as the second state in the nation for new membership growth in Q3. As we move into 2021, the TDA is continuing to adapt to a shifting landscape. Your component society, the TDA, and the ADA at large has never been more relevant and essential.

Our state and national advocacy has helped our dentists and represented us with a unified voice. During this time, the ADA has been the "go-to" voice for all dentists globally. We are truly fortunate that we have such a strong presence in Washington, DC. Statewide we have worked with agencies to prioritize dentists and staff with receiving the vaccines. The TDA has recently requested government officials to allow dentists to administer the vaccine through an executive order.

In response to the pandemic, the TDA Board of Directors decided to cancel the 2020 Annual Session. During this time, the scientific session and annual session committees merged to form the annual session council.

As we all know, resuming large in-person continuing education events, such as our Annual Session may not be possible due to safety and health precautions, the uncertainty about the widespread availability of a vaccine, as well as travel and budget restrictions. In light of these concerns, the council is exploring a condensed, modified version this year with education courses for dentists only on Saturday. Details on our Annual Session plans will be provided in the coming weeks, but for now, save the date: June 25 and 26 at the Renaissance Hotel in Downtown Nashville.

Some big news for our state association is the appointment of Andrea Hayes as the new executive director. She hit the ground running in November. Many folks are already familiar with Andrea. Before her role at TDA, she served as the executive director for the Nashville Dental Society. She is hard-working, with lots of good experience. I am confident her leadership will only help to push the TDA forward. I also want to thank Dr. DeWayne McCamish for all his hard work as interim ED. He did a fantastic job keeping the TDA on course last year.







The Board of Trustees has been meeting monthly on Zoom calls. I want our members to know and trust that the Board has worked diligently throughout this pandemic. We realize we must adapt to the new climate.

I'd also like to give a special shout-out of appreciation to our staff at the TDA, and all Amy, Lourdes, Brittany, and Lisa have done for our members. They have been on dozens of zoom calls, many of them in the evening. There is lots of research, planning, and administrative work behind the scenes to provide members with quality services, communication, and guidance.

I appreciate this opportunity to serve the dentists of Tennessee. I am proud of our resilience, adaptability, and teamwork during this unpredictable time. Things have changed so fast, and the future is riddled with challenges and uncertainty, but if there is one thing we have learned, it is that we are stronger together. Our actions collectively during this time of crisis will define how the public views dentistry now and in the future. As we go into practice, may we be reminded that while things may change in an instant, our priority continues to be patient care.

Despite the difficulties this past year, I am filled with hope for better days and a better year ahead.

Sincerely,

*Dr. Jeannie Beauchamp*

Dr. Jeannie Beauchamp  
TDA President



# COME BACK TO THE ADA: TRUSTEE'S MESSAGE

Michael D. Medovic, D.D.S.

Many years ago, in 2001, my message as President of the WVDA was to "Come Back to the WVDA", and now almost 20 years later, the message remains the same. We find ourselves and our beloved dental profession in the midst of a global pandemic caused by a novel coronavirus called COVID-19 which has tested us, our staffs, our patients, and our families in totally unforeseen ways. Yes, the challenges we face have intensified and the future of the private practice of dentistry seems to be in jeopardy, but the answer remains the same as in 2001 - remain unified and speak with one voice!

In January of 2001, I was preparing to assume the reigns of the WVDA as its President, and now in January of 2021, I have assumed the position of ADA 6th District Trustee. I could not have envisioned just 20 years ago that I would be representing WV, KY, TN, and MO on the ADA Board of Trustees. During that interim period, I was fortunate enough to serve on two ADA Councils, the Council on Annual Sessions and the Council on Dental Practice, which helped prepare me to serve you as your Trustee following in the shoes of Dr. Chuck Smith, Dr. Ken Rich, Dr. Mark Zust and Dr. Roy Thompson. I was indeed privileged to serve on these two Councils with dental leaders from all seventeen Trustee Districts, and I have learned from each and every one of these

dedicated leaders, and I am truly grateful to have them as lifelong friends.

More than ever, I believe that it is imperative that our profession remain unified and speak with one clear voice! Today, we tout our Tripartite relationship as "The Power of Three" - national, state, and local as the true strength of our profession. Never before has it been so important for us to work together on all three levels and that collaboration is what enabled us to deal with the pandemic with one, unified message. The ADA's COVID-19 Task Force came out with its scientifically based, evolving document "Guidelines for the Return to Dental Practice" as well as a "Toolkit to Resume Dental Practice" which were made available to all dentists, members, and non-members alike, and free of charge. Legislatively, our Washington Office with the clout of the relationships built with ADPAC over many years, lobbied to have dentists included in PPP and PPE. Now, your ADA House of Delegates passed a Resolution declaring dentistry as an "Essential Health Service" which will go a long way to preventing another shut down of our offices from occurring. Finally, your ADA is working to reach out to and convert these non-members who benefited to full membership due to the value they now see of being unified and included under one banner - the true "Power of Three"!



## JANUARY 2021 VOLUME 27, ISSUE 1

Executive Editor: Andrea Hayes  
Managing Editor: Lourdes Arevalo  
Editor: Amy Williams

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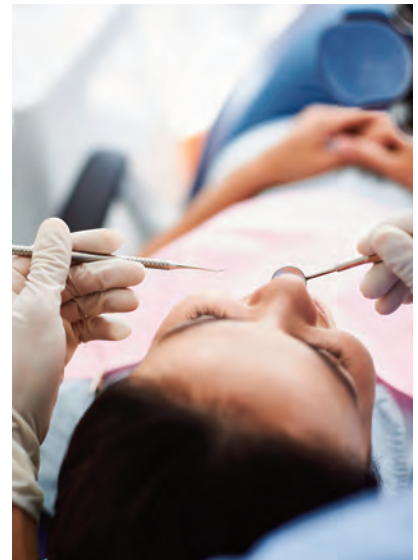
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Twenty years may seem like a long time especially to our young dentists, yet it passed by very quickly. Despite the years, our challenges remain the same: applications to dental schools have declined, student debt is increasing, managed care and government intervention continue to make inroads into our profession, attracting young faculty, especially specialists, remains a challenge, and on, and on. Nevertheless, I still believe that we are on the verge of dentistry's greatest era ushered in by a new generation of materials, incredible imaging technology, CAD - CAM fabricated restorations, splints, and surgical guides, robotic- guided implant placement, and even patient management software and electronic medical records. We are truly in the midst of a renaissance in dentistry never envisioned!

We must remain united and continue to provide the highest level of dental care in the world by practicing in the manner dentistry is best provided, in private - practice, fee-for-service offices. I understand that there are new and different models for practice, and we must strive to include all these dentists as well, but we must always put the profession and our patients first! We must realize that the dental profession is not ours to possess, rather, we are the "Caretakers of the Profession", and we have the awesome responsibility of determining what type of profession we will leave for those who will follow in our footsteps.

Once again, I ask all of you who read my thoughts to pull together and this time to "Come Back to the ADA", with your membership at the least, and preferably with your passionate involvement at any level of the Tripartite. Your taking ownership of our profession can truly enable us to speak with one voice and will ensure that dentistry is dedicated to leaving a better profession for the next generation of dentists to inherit. The challenges we face may seem more serious today, but you see that the solution remains the same as twenty years ago - we are better together. In the words of former Senator Alan Simpson (R-WY), "Take part or be taken apart", and I trust we as dentists will take up this charge - our profession's future depends upon all of us!

***Unfortunately, the only thing that could possibly undermine this positive future scenario, besides a global pandemic, is our failure to work together as a unified body of professionals.***



*Michael D. Medovic, D.D.S.* ADA 6th District Trustee

*Michael D. Medovic, D.D.S., is a general dentist from Wheeling, West Virginia. He was recently appointed as a trustee of the American Dental Association (ADA) at the ADA FDC Virtual Connect Conference 2020. Dr. Medovic serves on the ADA Board of Trustees as the trustee from the Sixth District, which represents Kentucky, Missouri, Tennessee, and West Virginia.*







2020-2021 BOARD OF TRUSTEES



TDA President  
**K. JEAN BEAUCHAMP**  
CLARKSVILLE



President-Elect  
**SUSAN ORWICK BARNES**  
KNOXVILLE



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**ALLEN BURLESON**  
JONESBOROUGH



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**JAY DAVIS**  
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KINGSPORT



Trustee Second District  
**HOPE WATSON**  
MARYVILLE



Trustee Chattanooga  
**MITCH BALDREE**  
CHATTANOOGA



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Trustee Nashville  
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CLARKSVILLE



Trustee Memphis  
**STUART HUDSMITH**  
MEMPHIS



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**WALTER FAIN**  
KNOXVILLE



Vice President of Middle TN  
**DAVID MEISTER**  
BRENTWOOD



Vice President of West TN  
**LARRY HIGGINBOTHAM**  
MEMPHIS



TDA Immediate Past President  
**TERRYL PROPPER**  
NASHVILLE



New Dentist Committee  
**JULIA PRINCE**  
MEMPHIS



Speaker of the House  
**DR. JOHN PETTY**  
TULLAHOMA

## ePrescribe Helps You Check Requirements Off Your List

- ✓ **Contactless Prescriptions**
- ✓ **Meet Your State Mandate**

With ePrescribe from Henry Schein One, you can easily enable contactless prescriptions for your patients while meeting your state mandate on prescribing controlled substances, plus:

- Send prescriptions to major retail pharmacies that require electronic prescription submission
- View patient prescription history through the Prescription Drug Monitoring Program (PDMP)
- Check for adverse drug-to-drug interactions and inappropriate dosing

“



To learn how easy it is to begin prescribing electronically, contact a Henry Schein One specialist **(833) 907-1747** or visit **[HenryScheinOne.com/ePrescribe/TN](https://HenryScheinOne.com/ePrescribe/TN)**

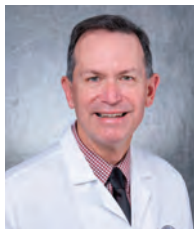


# TDA Members Awarded

Membership in the ACD is by invitation only and approximately 3.5% of dentists are Fellows of the ACD.

## AMERICAN COLLEGE OF DENTISTS FELLOWSHIP

The American College of Dentists celebrated its 100th Anniversary with a virtual meeting and centennial celebration last fall. The annual event also involved the convocation ceremony of newly inducted Fellows. The ACD is the oldest major honorary organization for dentists. Membership in the ACD is by invitation only and approximately 3.5% of dentists are Fellows of the ACD. Fellows are nominated by their peers and selected based on their contribution to organized dentistry, oral healthcare, dental research and education, the profession, and society. Congratulations to our members on their recognition as ACD Fellows!



Nashville Dental Society  
**DR. JAMES E. CADE**  
NASHVILLE, TN



Eighth District Dental Society  
**DR. ANTHONY CARROCCIA**  
CLARKSVILLE, TN



Memphis Dental Society  
**DR. ESTELLA A. IRELAN**  
MEMPHIS, TN



Nashville Dental Society  
**DR. RAJAN D. KSHATRI**  
MADISON, TN



Chattanooga Area  
Dental Society  
**DR. ANDREW B. MCDANIEL**  
CHATTANOOGA, TN



Memphis Dental Society  
**DR. JULIA A. PRINCE**  
MEMPHIS, TN



Chattanooga Area  
Dental Society  
**DR. M. KENNETH RANDALL**  
HIXSON, TN



Memphis Dental Society  
**DR. LARRY K. WELLS**  
MEMPHIS, TN



# TDA Members Inducted

The International College of Dentists is the premier world-wide honorary dental society.

## INTO THE INTERNATIONAL COLLEGE OF DENTISTS

Seven Tennessee Dentists were inducted into Fellowship to the USA Section of the International College of Dentists at the Annual Convocation held virtually in October. The International College of Dentists is the premier world-wide honorary dental society. Fellowship in the College is by invitation only. Fellows are selected according to their contributions to the dental profession, their communities, and humanity. Fellows must exemplify the ICD's core values of Integrity, Leadership, and Service. Congratulations to this year's recipients.



Chattanooga Area  
Dental Society  
**DR. HEATH T. BLOCKLEY**  
CHATTANOOGA, TN



Eighth District Dental Society  
**DR. TIMOTHY C. CARTER**  
CLARKSVILLE, TN.



Memphis Dental Society  
**DR. ESTELLA A. IRELAN**  
MEMPHIS, TN.



Eighth District Dental Society  
**DR. SHAWN  
LEHMAN-GRIMES**  
SPRINGFIELD, TN.



Second District Dental Society  
**DR. TIMOTHY PATRICK  
MCCONNELL**  
MARYVILLE, TN



Second District Dental Society  
**DR. WILLIAM F.  
PROFFITT JR.**  
MARYVILLE, TN



Nashville Dental Society  
**DR. MICHAEL D. VAUGHAN**  
NASHVILLE, TN.

# welcome

## MEMBERS!

THE TENNESSEE DENTAL ASSOCIATION  
WELCOMES THE FOLLOWING DENTISTS  
AS OUR NEW AND REINSTATED MEMBERS.

We are excited that you have chosen to make the ADA, the TDA and your local components part of your journey. By being part of the ADA community, you've made the choice to power the dental profession to achieve optimal health for all.

We're working to bring you useful resources that can help you balance your patients, your practice and your life. From the latest clinical guidelines to financial management tools like insurance and retirement plans, you'll find what you need to keep your work and life on track for the future you've envisioned.

Your membership allows us to continue providing value for our members and advocating for the profession to achieve optimal oral health for all.

If there is anything we can do to enhance your membership experience, call us at 615.628.0208 or email [tda@tndentalassociation.org](mailto:tda@tndentalassociation.org).

#### **First District Dental Society**

Dr. Chaz Ainsworth  
Dr. Tatum Kinder  
Dr. Jenni Sherban  
Dr. Andy Burton

#### **Second District Dental Society**

Dr. Heidi Daniel  
Dr. Ryan Pryor

#### **Chattanooga Area Dental Society**

Dr. Andrea Marable  
Dr. Jesse Pollom  
Dr. Michael DuVall

#### **Nashville Dental Society**

Dr. Jordan Pierre  
Dr. Raven Jackson  
Dr. James McGee  
Dr. Robyn Hofelich  
Dr. Lidia Lilly

#### **Eighth District Dental Society**

Dr. Thomas Garitty

#### **Memphis Dental Society**

Dr. Joseph Adkins  
Dr. Marquinet Hence  
Dr. Jeff Kalmowicz  
Dr. Brandon Scott

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## TDA ELECTED POSITIONS

The TDA House of Delegates will elect officers for the 2021-2022 year. If you are interested in being nominated for one of the following positions, please contact your district's TDA Trustee.



- **President-elect (CADS)**
- **Speaker of the TDA House of Delegates**
- **Secretary**
- **Treasurer**
- **East Tennessee Vice President (First District)**



# WE ARE HERE TO HELP.



**WORKING IN THE DENTAL PROFESSION CAN BE EMOTIONAL, STRESSFUL, PHYSICALLY DEMANDING, AND MENTALLY EXHAUSTING.**

As dental professionals, we are only human, but many times feel the pressure to perform with superhuman perfection and at an unrealistic pace. Recognizing this potential

problem, the Tennessee Dental Association (TDA) established the Wellness Committee in 1981. Since that time, it has discreetly assisted hundreds of dental professionals (dentists, dental hygienists, and dental assistants) when they might succumb to difficulties that are capable of impacting their performance.

In 2019, the TDA's Wellness Committee was dissolved and its responsibilities were transferred to the Tennessee Dental Wellness Foundation (TDWF). The TDWF is a nonprofit, 501c3, that works with dental professionals just like the Wellness Committee did in the past. It is supported and promoted by the TDA, but operates independently of the TDA. If you need assistance, know someone that does, or just have questions about what we do, feel free to visit our website, email us, or simply call **615.628.3200**.

*The Tennessee Board of Dentistry has adopted the ADA's code of ethics concerning impairment of dental professionals as a Board rule. This states in part, "It is unethical for a dentist to practice while abusing controlled substances, alcohol or other chemical agents which impair the ability to practice. All dentists have an ethical obligation to urge chemically impaired colleagues to seek treatment. Dentists with first-hand knowledge that a colleague is practicing dentistry when so impaired have an ethical responsibility to report such evidence to the professional assistance committee of a dental society."*

## 2020 TENN-D-PAC CAPITAL CLUB CONTRIBUTIONS

In 2020, Tenn-D-Pac was supported by 132 individuals who joined the Capital Club.

For a Tenn-D-Pac contribution of \$150 or more per year, you can add your name to the list of dentists who want to make a greater difference regarding legislative and regulatory issues in Tennessee. Help make this list grow in 2021. Following are 2020 Capital Club members as of November 30, 2020, along with the number of years that person has been a Capital Club Member.

### PLATINUM (\$550+)

Janet A Black - 4  
Jason Botts - 9  
Jeannie Beauchamp - 21  
Anthony Carroccia - 14  
Chip Clayton - 11  
Burton Coleman - 4  
Ernest DeWald - 21  
Walter Fain - 15  
L R Fuqua - 1  
Mitchel Godat - 13  
Michael Patterson - 1  
Rhett Raum - 6  
Justin Robbins - 3  
Robert Shearer - 5  
Leon Stanislav - 24  
Warren Kent Stinson - 8  
John Stritkus - 11  
Roy Thompson - 25

### GOLD (\$300 - \$549)

Ruth Bailey - 8  
J Newsom Baker - 19  
Mitch Baldree - 2  
L Dale Blevins - 25  
J Allen Burleson - 8  
Jason Cunningham - 2  
James Curtiss - 15  
Jay Davis - 4  
Amy Duncan - 2  
Charles Felts - 20  
Philip Fontenot - 22  
Tom Gardenhire - 14  
Paul Gilliam - 10  
Cynthia Green - 6  
Fred Heros - 23  
Jeffery T Higgs - 7  
Lee Ann Hovious - 14  
Chad Johnson - 2  
Michael King - 16

Bennett Kizer - 7  
Mary Cay Koen - 8  
Rajan Kshatri - 5  
K Michael Lamb - 13  
Muriel Law - 1  
Stephen Malone - 2  
John Martin - 2  
Charles McBrayer - 19  
Timothy Messer - 1  
Wallin H Myers - 7  
Garrett Orr - 8  
Tommy Page - 17  
Arvind Patel - 6  
William Priestler III - 6  
Beth Randall - 3  
Benjamin Scott - 10  
John K Shea - 1  
Phillip Shipp - 6  
Tony Vaughn - 20  
Scott Werner - 17  
John Werther - 12



**SILVER (\$150 - \$299)**

Cheryl Aldridge - 1  
William Armstrong - 13  
Damon Barbieri - 2  
Ted Beazley - 9  
Bartley Benson - 11  
Richard Bowles - 24  
John Bradshaw - 18  
Jonathan Bradshaw - 2  
James Bragg - 19  
Brooks C Edward - 1  
Kevin Bryant - 1  
Mirna Caldwell - 2  
Zachary Carden - 25  
Philip Carson - 24  
Ellen P Carter - 6  
Mark Cathey - 1  
Walter Chitwood - 6  
Laura Clark - 1  
Tara Clements - 5  
Alan Crisman - 15  
John Crockett - 14  
Brianna Crumpton - 2  
Reid Crumpton - 1  
Richard Dycus - 17

Samuel Eddy - 14  
Joseph Elkins, Sr - 19  
Thomas Faerber - 20  
Robert Fields - 11  
Jeffrey Fletcher - 4  
Joseph Gaither - 6  
Joel Gluck - 2  
Jack Gotcher, Jr - 25  
Garry Grimes - 20  
William Harrison - 17  
Daniel Hipps - 1  
Jeff Hunter - 4  
Bradley Johnson - 6  
Kevin Kennedy - 4  
David Kizer - 4  
James Kotsianas - 9  
Tammy Kussman - 2  
J Michael Law - 23  
Shawn Lehman-Grimes - 12  
William Ludden - 1  
David Magee - 12  
Jon Mather - 15  
James McCallen III - 2  
DeWayne McCamish - 21  
J Peter McLemore III - 16  
David McNeely - 22

Timothy McNutt - 5  
David Meister - 1  
R Chris Moore - 19  
David Otis - 7  
Walter Pattison - 6  
Aaron Payne - 18  
John Petty - 21  
Jessica Phillips - 1  
Adam Pitts - 1  
William D Powell - 25  
  
L G Puckett - 8  
Craig Rockett - 15  
Ruth Ross Edmonds - 2  
John Alan Smith - 4  
David Stanley - 3  
Randall Staples - 3  
Robert Trim - 2  
John Tucker - 17  
Jim Vaden - 11  
Debbie Wallace - 6  
Chip Webb - 8  
Dennis Wells - 1  
David Wickness - 3  
John Williams - 19  
Artmas Worthy - 7

# TENNESSEE DENTAL ASSOCIATION ENDORSES BENTO

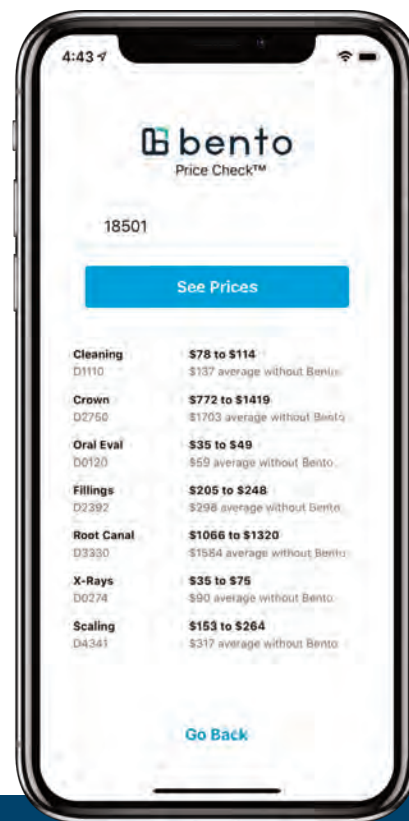
In December, the TDA endorsed Bento, a modern alternative to traditional dental insurance. The company's unique business model and HIPAA-compliant platform provides access to affordable oral care for employers, groups, individuals, and families.

"We are excited to partner with Bento to give members across the state the flexibility to offer individual and group in-office dental plans," said TDA President Dr. Jeannie Beauchamp. "Bento's platform not only enables practices to become more efficient by reducing administrative costs, but also makes care accessible to uninsured individuals and families. We see it as a win-win for dentists and patients."

**"WORKING ON A LOCAL LEVEL WITH A STRONG DENTAL COMMUNITY LIKE TENNESSEE IS HOW WE CONTINUE TO BRING MEANINGFUL CHANGE TO THIS INDUSTRY,"**

Dental practices that build subscription-based membership plans with Bento have even more opportunities to attract new patients and retain existing patients who may have lost benefits throughout the COVID-19 crisis. The patient experience is further enhanced with the award-winning Bento Dental app enabling patients to purchase membership plans, pay for services, receive real-time estimates, and access their dental history.

"Working on a local level with a strong dental community like Tennessee is how we continue to bring meaningful change to this industry," said Ram Sudireddy, Founder and CEO of Bento. "Dentists continue to look for ways to be less dependent on traditional insurance but can't afford the hassle and time to take their practice in that direction. Our technology will take them one step closer to offering the care their patients are looking for without having to reinvent the process."



## : ABOUT BENTO

*Bento is on a mission to provide access to affordable oral care for all Americans. Bento has been endorsed by the American Dental Association and multiple state dental associations across the US. Employers, groups, associations, dental practices, and individuals can now provide and receive access to premium, affordable oral care in a national network with Bento. Learn more at [bento.net](http://bento.net).*





# NATIONAL CHILDREN'S DENTAL HEALTH MONTH

February is National Children's Dental Health Month and is dedicated to emphasizing the value of establishing good oral health habits in children at an early age. The TDA has a limited number of DVDs available for loan to TDA member dentists and staff at no charge:

- Brushing Magic
- Dudley's Classroom Adventure
- Dudley Goes to Camp Brush & Floss
- Dudley Visits the Dentist
- Dudley's Grade School Musical

Please contact Ms. Lisa Rife at 615-628-0208 to reserve, at no charge, one of the above DVDs for National Children's Dental Health Month or any other time during the year. A full mouth model with a large toothbrush can also be reserved to help with your presentation.

For more information on National Children's Dental Health Month and good oral health habits for kids, please visit [ada.org/GKAS](http://ada.org/GKAS) for a wealth of information and free downloads, i.e., NCDHM Presentation Resources, posters, activity sheets, crossword puzzles, and more.



# PRESERVE AND PROTECT YOUR PROFESSIONAL INTERESTS:

## SERVE AS A LEGISLATIVE CONTACT DENTIST

Join a statewide network of colleagues who work at the state level to strengthen dentistry in Tennessee's political process. As a legislative contact dentist you will protect your profession and patients by educating state legislators about dental issues.

Why? Your Legislators needs you. They depend on their constituents to educate them about issues. Without local constituents, legislators may not know legislative priorities regarding dental matters.



As a legislative contact dentist, you can provide information on your legislators' positions on pending bills to the TDA's Governmental Affairs Committee. This information and feedback is vital to the success of dentistry's lobbying efforts.

### HOW DO I BECOME A LEGISLATIVE CONTACT DENTIST?

Notify the TDA via phone at 615-628-0208 or email [tda@tndentalassociation.org](mailto:tda@tndentalassociation.org) with your office and cell phone number, fax number and email address as well as the name of the state senator and/or state representative who is your friend, patient or someone you support.

### WHO IS MY STATE SENATOR AND/OR REPRESENTATIVE?

State Senator and/or State Representative information can be obtained by visiting [www.capitol.tn.gov/legislators](http://www.capitol.tn.gov/legislators). Enter your street address and city, and a photo of each legislator along with their email address will appear. More detailed information is available by either clicking on "Senate Member" or "House Member" to the right.

## WHAT'S YOUR DENTISTRY STORY?

LET US KNOW WHY YOU CHOSE DENTISTRY, WHO INSPIRED YOU, AND WHAT YOU LOVE MOST ABOUT THE PROFESSION. YOUR SUBMISSION MAY BE FEATURED IN AN UPCOMING NEWSLETTER.

Email your story to [tda@tndentalassociation.org](mailto:tda@tndentalassociation.org) with the subject line: "my dentistry story"





# DUES *Early Bird* INCENTIVE

**PAY BY  
JAN. 31**



**YOU HAVE A CHANCE TO WIN ONE OF TEN  
TDA PRIZE INCENTIVES FOR 2021 DUES!**

The TDA is giving away three THERAGUN Minis (\$200 value) and seven \$100 VISA gift cards to members who pay their dues by **January 31**.

**Winners will be drawn randomly from all those who qualify and announced after the drawing takes place.**

## Numbers *to know*

American Dental Association  
**(800) 621-8099 or (312) 440-2500**

Tennessee Board of Dentistry  
**(615) 532-5073**

Tennessee Department of Health  
**(615) 741-301**

Tennessee Dental Association  
**(615) 628-0208 | Fax: (615) 628-0214**  
[tda@tndentalassociation.org](mailto:tda@tndentalassociation.org)

### >Staffed Component Societies

First District Dental Society  
**Executive Secretary: Brooke Bailey**  
**(423) 552-0222**  
[firstdistrictdental@gmail.com](mailto:firstdistrictdental@gmail.com)

Second District Dental Society  
**Executive Director: Diane Landers**  
**(865) 919-6464**  
[2nddistrictdental@bellsouth.net](mailto:2nddistrictdental@bellsouth.net)

Chattanooga Area Dental Society  
**Executive Director: Rhonda Jones**  
**(423) 886-9191**  
[CADS@peacecom.net](mailto:CADS@peacecom.net)

Nashville Dental Society  
**Executive Director: Kristen Stewart**  
**(615) 628-3300**  
[director@nashvilledental.org](mailto:director@nashvilledental.org)

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**Executive Secretary: Ruby Batson**  
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[ruby@clarksvillepediatricdentistry.com](mailto:ruby@clarksvillepediatricdentistry.com)

Memphis Dental Society  
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## Are You Receiving emails from the TDA?

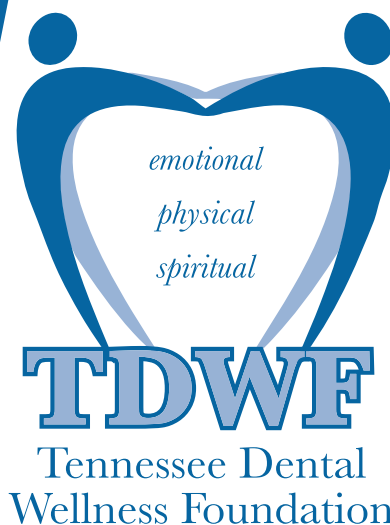
### Member Email Address Update

If you have unsubscribed to TDA emails in the past you may be missing important information from the TDA and the ADA. Each week, the TDA issues sends a news bulletin with numerous alerts to keep members informed of the latest updates at the local, state, and national level.

If you have not been receiving emails from the TDA, please make sure to check your spam or junk mail folder and mark **[tda@tndentalassociation.org](mailto:tda@tndentalassociation.org)** as a safe sender. To be included in the mailing list or to update your email address please email us at **[tda@tndentalassociation.org](mailto:tda@tndentalassociation.org)**

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# *In Memoriam*

The TDA honors the memory and passing of the following members:

## ***Dr. John E. Sullivan Jr.***

**1952 – 2020**

Dr. Sullivan was a member of the American Dental Association, the Tennessee Dental Association, and the Second District Dental Society. His many professional accomplishments included Fellowship in the International College of Dentists in 2000 and being selected as a member of the prestigious L.D. Pankey Institute. Dr. Sullivan practiced in Knoxville for nearly twenty years and retired in March 2020.

## ***Dr. William W. Manning***

**1932 – 2020**

Dr. Manning was a member of the American Dental Association, past president of the Tennessee Dental Association in 1983, and the Nashville Dental Society president in 1971-72. In 1975, he was presented with the TDA Fellowship Award - the TDA's highest annual honor. The Fellowship Award recognizes outstanding Tennessee dentists who make noteworthy contributions of their time and talent toward professional progress and the public they serve. Dr. Manning retired from dental practice in 1984 and served as the president and CEO of Delta Dental of Tennessee until his retirement in 1997. He was a fellow in the Academy of General Dentistry and a fellow in the International College of Dentists.

## ***Dr. Thomas D. Pryse***

**1923 – 2020**

Dr. Pryse was a member of the American Dental Association, past president of the Tennessee Dental Association in 1973, and the Second District Dental Society president in 1963. Working into his late 70s, Dr. Tom Pryse was a pillar in the orthodontic community. He began practicing in Knoxville with Dr. Bowyer in 1953, after serving in the Air Force as Chief of Orthodontics on his base. He later brought his nephew Dr. John C. Pryse, Jr into the practice, and they worked together for 40 years. He is a fellow of the International College of Dentists and the American College of Dentists.

## ***Dr. Steven W. Mays***

**1957 – 2020**

Dr. Mays was a member of the American Dental Association, the Tennessee Dental Association, and the Nashville Dental Society. He graduated cum laude at University of Tennessee Martin and with high honors at University of Tennessee Dental

School. He completed his dental residency, while he served in the United States Air Force. In 1986, the Mays moved to middle Tennessee, where Dr. Mays joined the dental practice of Dr. James Patterson. The two had great comradery and respect for each other. When Dr. Patterson retired, the practice became Mays Dentistry. Dr. Mays leaves behind a devoted staff, many of whom have worked with him for more than 30 years.

## ***Dr. John T. McSpadden III***

**1940 – 2020**

Dr. McSpadden was a member of the American Dental Association, the Tennessee Dental Association, and the Chattanooga Area Dental Society. Dr. McSpadden was an unparalleled innovator in his field; he revolutionized endodontic dentistry and was internationally acclaimed. He was also a renowned author whose book, *Mastering Endodontic Instrumentation*, was called "the most comprehensive and definitive evidence-based rotary instrumentation text available" by the Dental Tribune. Dr. McSpadden received numerous international awards and accolades including the President's Award and the International Louis I. Grossman Award from the American Association of Endodontists and recognition as an Honorary Member of The French Endodontic Society as well as the Spanish Endodontic Society. .

## ***Dr. Nathan Dale Willis***

**1961-2020**

Dr. Willis was a member of the American Dental Association, the Tennessee Dental Association, and the First District Dental Society. He was well-known for service and philanthropy. He was a charter member of Discovery Church in Bristol where he served as Chairman of Elders. He was a Fellow in the American College of Dentistry; a Fellow in the International College of Dentists; and a Fellow in the Academy of General Dentistry. Dale served on the Board of Directors for the Christian Medical and Dental Association; as President of the Board at the Bristol YMCA; and as a Cub Scout Pack Leader. He was a member of Kiwanis Club and volunteered at Healing Hands Health Center. In 2015, Dale won the Dr. Sig Gruenwald Humanitarian Service Award from the Tennessee Academy of General Dentistry. He has completed numerous medical mission trips to serve others, and he has been recognized for service by countless organizations.



# THE FUTURE OF DENTAL PLANS

## HOW IN-OFFICE PLANS ARE CHANGING THE GAME

By Landon Lemoine, VP of Growth at Bento (TDA Endorsed Service)



Whether you're just starting a practice or have been established for years, providing in-office plans can help solve some of the biggest challenges your practice will face financially today. In-office plans are a relatively new subscription-based membership model that can generate additional revenue, create life-long patients, and provide better financial and care solutions for your uninsured patients and small businesses around your office.

### There are more uninsured patients now than ever

It's a known fact – Americans with access to dental benefits are more likely to go to the dentist, take their children to the dentist, receive restorative care and experience greater overall health according to *The Haves and the Have-Nots: Consumers with and without Dental Benefits* a report by the National Association of Dental Plans (NADP).



It's clear that when provided a dental benefit, patients are motivated to go to the dentist and take a proactive role with their oral health. Fortunately, nearly 77% of Americans have access to a dental benefit through an employer, association, group or by other means.

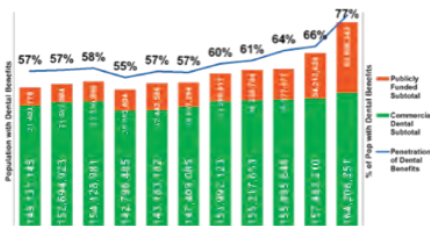
However, 23% of Americans are left without dental benefits. In 2017, the ADA estimated that over 100 million American adults fell into this category. A large amount of the US population and your patient pool are not taking the same proactive approach to their oral health as those with benefits.

Uninsured individuals are more likely to need extractions or dentures and less likely to have received previous restorative care or treatments for gum disease. Studies have shown that they have reported higher incidences of other illnesses. For example, these individuals are 67% more likely to be diagnosed with heart disease, 50% more likely to have osteoporosis, and 29% more likely to have diabetes.

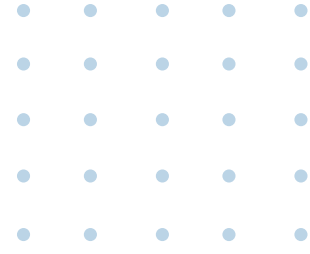
Not only is their oral and overall health affected, but these individuals are missing valuable opportunities for prevention and early treatment. Many dental treatments are bypassing the dental office completely, accounting for over 2 million emergency room visits annually. Yikes!

### COVID-19 has expanded demand

The COVID crisis has exacerbated this problem. As a result, millions of Americans have filed for unemployment, drastically increasing the quantity of individuals without access to a benefit. Since many of these individuals previously had access to a dental benefit, they understand the value of receiving regular, preventative treatment.



As of 2016 according to the NADP it is estimated around 23% of the population does not have Dental Benefits



## “IT’S A KNOWN FACT – AMERICANS WITH ACCESS TO DENTAL BENEFITS ARE MORE **LIKELY TO GO TO THE DENTIST...**”

While the number of uninsured patients continues to grow, patient visits have also decreased drastically. Practices that closed now have patients who missed regular cleanings and preventative visits. As patients begin to resume regular visits, the time missed will lead to more patients needing restorative procedures. A combination of lack of access to benefits and increasing demand for expensive procedures will create even more need for an effective, value-based alternative for your patients.

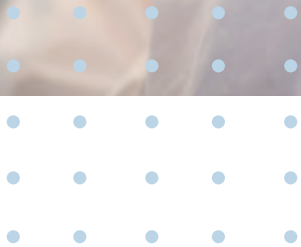
### A better option for dental practices and patients

While solutions for uninsured patients exist, buying a traditional dental insurance plan without employer sponsorship can be confusing and expensive. Traditional dental insurance PPO plans have high annual premiums, long waiting periods and often lack the coverage patients need most.

Discount cards are a cost-effective option to a traditional insurance plan, but present another set of problems. When patients purchase discount cards, dentists have little to no control of the pricing and fee schedules. Not only that, revenue is not guaranteed as the sale of the discount card goes to the middleman. While discount cards provide an increased value to patients, they rarely cover many of the procedures and services that patients really need and the patient/dentist relationship and continuity of care suffers.

Enter the in-office plan. With an in-office plan you can reduce dependency on traditional insurance companies and provide customized dental plans directly to patients. Plans can even be targeted towards specific patient groups. For example, your practice can create an in-office plan dedicated to seniors that provides routine procedures as well as enhanced offerings for dentures or implants. Financially, any revenue derived from a plan goes directly to those doing the work, the dental office. It’s a win-win situation for everyone.





### Bento has revolutionized in-office plans for practices

Bento was created with a mission to provide access to affordable oral care for every American. Bento is a modern alternative to traditional dental insurance. We enable employers, groups, and individuals' access to comprehensive dental coverage through an advanced AI-based digital platform. Unlike traditional insurance companies, Bento works directly with dentists and provides better solutions for practices, patients and employers. Bento is proud to be endorsed by the American Dental Association and the Tennessee Dental Association.

In July 2020, Bento introduced in-office plans into our tech-enabled platform. When creating plans powered by Bento, dentists have complete control from plan design, pricing, and Bento even provides the tools needed to start selling plans to patients. Creating a plan powered by Bento is completely free, and only takes minutes. Only pay a small fee when members actually join your plan. Let us help you change the world for the better by making a better solution today. No matter what your target audience is, we can help you achieve positive outcomes through treatment planning improving the health and well-being of your patients.

Want to learn more about creating an in-office plan for your practice? Visit [bento.net](http://bento.net) or speak to one of our dedicated plan consultants by calling 800-734-8484 or by sending an email [network@bento.net](mailto:network@bento.net). Start offering your own in-office plans today!





““ **What’s  
the new  
normal?** ””

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## FEELING STRESSED? WAYS TO IMPROVE YOUR WELL-BEING

HAVE YOU BEEN FEELING MORE STRESSED THAN USUAL? MANY PEOPLE ARE DURING THESE CHALLENGING TIMES. THE COVID-19 PANDEMIC HAS MANY PEOPLE FEELING OVERWHELMED.

Everyone feels stress sometimes. It's a natural response to a challenge or demand. Stress can come from the day-to-day pressures of work and family. But stress is much more than just being busy, explains Dr. Janice Kiecolt-Glaser of The Ohio State University, who studies the effects of stress on the body. "It's the feeling that you're overloaded, out of control, and unable to cope," she says.

Stress can also come from a sudden negative change in your life like a divorce or losing a job. Traumatic events like a major accident, assault, or natural disaster can cause severe stress.

It's important for your health and well-being to learn how to cope with stress. Researchers are working to understand how stress affects health. They're also studying ways to relieve stress. These techniques may help you to feel calmer and more relaxed.

### >STRESS AND THE BODY

Stress isn't always bad. It's actually a survival response. It helps you leap into action in the face of a threat. Your heart rate speeds up, and you breathe faster as you prepare to fight or run to safety.

Short-term stress can even help you perform—you're more able to ace an interview or meet a project deadline. But when stress lasts a long time, it may also harm your health. Your body is constantly acting as if it were in immediate danger.

"There's a really big body of research now that says that chronic stress promotes inflammation," says Kiecolt-Glaser.





**QUICK TIP /// EATING REGULAR, WELL-BALANCED MEALS AND AVOIDING ALCOHOL AND OTHER DRUGS ALSO HELP REDUCE STRESS.**



Inflammation is associated with many diseases, including heart disease, cancer, arthritis, and some mental health conditions. Stress may also affect your metabolism—the chemical changes in the body that release energy and produce the substances you need to grow, move, and stay healthy.

Kiecolt-Glaser's research shows that stressful events can cause the body to burn fewer calories at rest. Stress can also cause changes in mood and increase irritability with those around us.

#### **>WAYS TO DE-STRESS**

The first step is to recognize the signs that you're stressed beyond a normal level. Trouble sleeping can be one. Some people get headaches or stomachaches. Stress can also cause changes in appetite that lead you to gain or lose weight.

Once you know you need to reduce stress, there are practical steps you can try. Getting regular exercise can be helpful. Doing an activity you enjoy can also help with stress. This can be anything—from dancing to making art or getting out into nature or having fun with friends.

Making sure to get enough sleep is important, too. "People are more sensitive to stress when they don't have enough sleep," says Kiecolt-Glaser.

Staying socially connected is important, too. Close personal relationships are key to reducing stress. Reaching out to friends and family by phone, video chat, and email can help you stay in touch even when you're not able to see them in person.

"Make a conscious effort to reach out and to maintain contact," says Kiecolt-Glaser. "Loneliness is really destructive."

Eating regular, well-balanced meals and avoiding alcohol and other drugs also help reduce stress.

#### **>MINDFULNESS APPROACHES**

Using mindfulness helps some people cope with stress. It teaches you to focus on being present in the moment. Research shows that simply being aware of what you're doing can improve well-being.

One study showed that people spent nearly half of their waking life not paying attention to what they were doing, says Dr. Richard Davidson of the University of Wisconsin-Madison, an expert on mindfulness. "And when they were not paying attention to what they're doing, they were significantly less happy."

Davidson's research is shedding light on how mindfulness affects the brain to improve mood. "Regular mindfulness practices can have an impact on specific circuitry in the brain that we know to be important in emotion regulation," he explains.





**QUICK TIP** /// “PEOPLE WHO START UP A BREATHING PRACTICE MAY FIND THAT IT REDUCES THEIR STRESS AND ANXIETY CONSIDERABLY.”



For those starting to practice mindfulness: One size is not likely to fit all. Davidson recommends starting modestly with three to five minutes, a few times a day. That way you don't get overwhelmed and stop. There are many mindfulness apps available that teach different techniques.

#### >JUST BREATHE

The simple act of controlled breathing can bring stress relief.

“It's well known that slow breathing techniques have a positive effect on emotional state,” says Dr. Jack Feldman of UCLA, an expert on the neuroscience of breathing.

His research has identified the brain circuits responsible for breathing and sighing. Now he's working to understand how breathing techniques affect the brain to improve mood.



Breathing techniques can be used to help people who are depressed or anxious. Controlled breathing may disrupt the brain circuits involved in depression, he explains.

There are many different breathing techniques you can try. Practicing a few minutes a day can help you get started.

“People who start up a breathing practice may find that it reduces their stress and anxiety considerably,” he says.

If you want to try controlled breathing, “belly breathing” is a simple form. Sit or lie down in a comfortable position. Place one hand on your upper chest and the other on your belly. Take a slow, deep breath in through your nose, taking air into your lower belly. The hand on your stomach should rise, while the hand on your chest remains still. Slowly exhale through your mouth.

*Source: NIH News in Health. For the latest news from the National Institutes of Health, part of the U.S. Department of Health and Human Services, visit [news.nih.gov](https://www.news.nih.gov)*





IF YOU WANT TO TRY CONTROLLED BREATHING, **BELLY BREATHING** IS A SIMPLE FORM. SIT OR LIE DOWN IN A COMFORTABLE POSITION. PLACE ONE HAND ON YOUR UPPER CHEST AND THE OTHER ON YOUR BELLY. TAKE A SLOW, DEEP BREATH IN THROUGH YOUR NOSE, TAKING AIR INTO YOUR LOWER BELLY. THE HAND ON YOUR STOMACH SHOULD RISE, WHILE THE HAND ON YOUR CHEST REMAINS STILL. SLOWLY EXHALE THROUGH YOUR MOUTH.

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: PRACTICE TRANSITIONS





# DON'T SETTLE: IDENTIFY THE IDEAL PRACTICE FOR YOU AND BUILD RESILIENCE

By Dr. Suzanne Ebert, VP Dental Practice & Relationship Management

There's no such thing as a typical dental practice. They can range from homey rural offices to busy urban spaces, with everything in between.

Some factors are no-brainers: location, schedule, and compensation. Other factors are a bit less tangible but worth your consideration. In each case, there is no right answer. Rather, think about what sounds most appealing and where you can be most successful.

## 1. RELATIONSHIP-DRIVEN OR VOLUME-DRIVEN?

Some dentists build a practice on patient relationships, while others focus on driving volume. This approach is reflected in the practice's policies and patient expectations. For example, a practice built around patient relationships may have processes that ensure no one ever waits more than 5 minutes beyond their appointment time. Dentists in such practices tend to spend more time with each patient and personally nurture each relationship rather than delegating this function to auxiliaries. These practices may be entirely fee for service and often charge in the top 1%.

By contrast, a practice built on volume may run multiple treatment rooms simultaneously by delegating as much as possible to auxiliaries. In this model, staff members are the primary relationship builders while the doctor works on doing dentistry as efficiently as possible. These practices tend to accept insurance and make up for lower fees through increased volume.

Both practice styles can be professionally and financially rewarding, but they are

generally not compatible. A dentist who prefers a more relationship-focused approach will probably not be satisfied in a practice built on volume, and vice versa.

## 2. COMMUNITY OR ANONYMITY?

Some dentists like being enmeshed in their communities. They prefer a "small-town" feel where they run into their patients at the grocery store or their kids attend school with patients' children. They may sponsor a youth sports team or participate in community fundraisers. They might take an active role in their town by joining a committee or the PTA – and they often recruit patients through these activities.

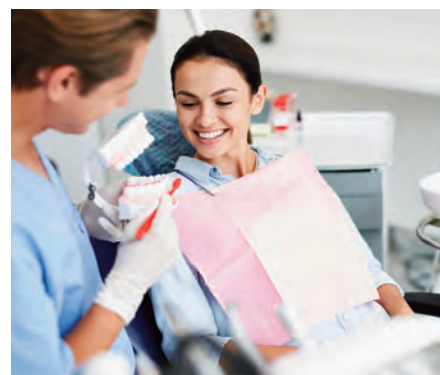
Alternatively, some dentists prefer anonymity. They want to live and work in two different towns and would prefer not to run into patients during their off hours.

## 3. MODERN OR TRADITIONAL?

Do you like using brand new equipment and trying out the very latest procedures, or would you rather rely on the tried and true? Are you at the cutting edge, eager to try new techniques?

Are you energized by a sleek new office or do you feel at home in a more "lived in" space? Would an antique dental cabinet be out of place in your ideal office?

How would you like to dress for work – scrubs, business casual, or more formal?



## 4. URBAN OR RURAL?

A practice's location makes a big difference in both how you practice and how you live. A rural practice typically has lower overhead and less competition. Fewer specialists serve rural areas, which can be ideal for dentists who prefer doing all types of procedures. Rural dentists are generally more involved in their communities, where professionals may be expected to run for city councils or take on other leadership roles. Small towns may even offer financial incentives to keep rural practices open.

Urban practices tend to have higher overhead. More competition keeps marketing expenses higher since patients have more choices. Urban dentists are more likely to refer patients out for specialty care.

Lifestyle can vary tremendously. The cost of living is usually lower in a rural area, with the tradeoff being less nightlife, fewer restaurants, and limited cultural opportunities. An urban setting can be much more expensive, but it may offer more academic options for your children.

*This article originally appeared June 24, 2019 in the ADAPT blog. ADA Practice Transitions (ADAPT) matches you with the right dentist or practice; whether you are looking to sell your practice, hire an associate, buy a dental practice, or find a job. Visit [ADAPracticeTransitions.com](http://ADAPracticeTransitions.com).*



# NEW DENTIST CORNER

## Five keys to finding the perfect associateship

I traveled a lot after graduating dental school. As a result, I've had three different associateships. Starting out as an associate after dental school provides a wonderful opportunity to observe, learn and grow. Additionally, if you are able to associate at more than one practice, you quickly learn how different clinics function. Few operational aspects become apparent within days whereas others are noticeable only with time.

### Here are a few things that make any practice a special place to work at:

#### 1. It is not about the money.

Find a clinic where the morning huddles are conversations about patients as people rather than as production values. The sad truth is that because we are a small business with a high overhead, it is easy to focus on finances. After all, it is an important aspect of our livelihoods.

However, a practice that values the people that come in is automatically valued by its patients too. Such practices will always do well in the long run, even after a shutdown caused by a pandemic.

#### 2. Practices that are system dependent.

If someone has to miss a day of work (life happens), the remaining team should be ready and willing to take on the

missing person's role. If the goal of the practice is to provide superior patient care, this will be an immediate consequence. Well-designed hiring manuals, cross training exercises, shadowing opportunities and role-playing activities should be provided to every employee, even the dentist. There should also be a system in place for educational opportunities so that everyone is constantly learning.

Systematizing helps create a cohesive team. Contrary to popular belief, not all corporate offices are well systematized and not all private offices are completely people dependent.

#### 3. Team members that support each other.

One of the most important decisions a dentist can make is to hire the right people for the right job. We do not learn this critical skill in dental school, despite of it being a fundamental aspect of our careers as small business owners. Putting together a team that values one another and supports each other, is indispensable.

The best dentists prioritize refining their leadership skills, and work diligently towards building great relationships with family, friends, team members and patients. Apart from dental continuing education, they frequently invest in books, mentors, business seminars and quiet reflection.



**One of the most important decisions a dentist can make is to hire the right people for the right job. We do not learn this critical skill in dental school, despite of it being a fundamental aspect of our careers as small business owners.**

#### **4. Communication skills.**

All of us are always striving towards clinical excellence, yet, seeing failures is not uncommon. It is inevitable and only human. If you associate for a dentist that communicates failures and mistakes with honesty to his/her patients, you have before you a great role model to learn from. You can learn from this dentists' integrity and model your behavior after him or her.

Witnessing healthy communication with patients strengthens trust within the team as well. Team members buy into the dentist' vision and begin to feel good about what they do.

#### **5. The team can handle being busy.**

In a PPO-dependent office, teams of single doctor-hygienists typically see

10-15 patients a day. If the team is well trained, hired right, and is committed to delivering great patient care, team mates will thrive in a busy environment. You will rarely hear them complain about workload or rejoice when patient's no-show or cancel last minute. A lot of this is because they are aware of their true pay, understand overhead, and want the office to succeed just as much as their leader does.

Is it possible to find such an office? Yes, of course it is. If you aren't in an office like this right now but see the potential to get it there, talk to your owner dentist and ask them you want to help. Learning leadership and business skills from senior dentists and mentors is invaluable, especially if you

want to own your very own practice one day.

*Dr. Sampada Deshpande is a general dentist based in Seattle. A foreign trained dentist from India, Sampada earned her DDS from the University of Washington in 2018, where she is also a current LEND trainee. Outside of clinical dentistry, she enjoys hosting the New Dentist Business Study Club, going on hikes with her husband, and reading books on Finance & Management. You can reach her directly at @dr.deshpande on Instagram or visit her website [www.sampadadeshpandedds.com](http://www.sampadadeshpandedds.com) for more information.*

*This article originally appeared Aug. 31, 2020 in the ADA New Dentist Now blog, [newdentistblog.ada.org](http://newdentistblog.ada.org)*



# CLASSIFIEDS

## OPPORTUNITIES AVAILABLE

**Associate Dentist – FT:** For over 40 years, Martin Dentistry has proudly served our friends and neighbors in the Tri-Cities, TN area. We currently have 8 doctors with locations in Kingsport, Johnson City, and Colonial Heights. We are blessed to have a large and growing patient base and are currently seeking to add a full-time associate dentist. We are in the process of expanding our offices and have the opportunity to take over an existing patient base.

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To learn more and review the prospectus of this happening practice, contact Professional Transition Strategies. Email Kaile Vierstra: [kaile@professionaltransition.com](mailto:kaile@professionaltransition.com) or give us a call: 719.694.8320. We look forward to hearing from you!

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Classified ads: The first 100 characters (i.e., letters, spaces, punctuation) are free\* for TDA dentist members and \$30.00 for nonmembers. Each character, in excess of 100, is an additional 30 cents per character (this applies to members and nonmembers).

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TDA ANNUAL SESSION

Renaissance Nashville Hotel

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