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**“Innovative and sustainable
business models to provide oral
health care for underserved
patients”**

***National Oral Health Conference
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So, what can we cover in ninety minutes?

Setting the stage- We have lots of problems in this country in terms of access to oral health care and the resultant status of oral health in many US residents.

What to do- There are lots of innovative solutions being proposed across the country by many different groups and individuals. These solutions are working!

Opposition- There are many members of organized dentistry who oppose many of these innovative models.

Potential Solutions and a partner to help increase access- We present three models that have succeeded in improving access to care. Who are they, how did they do it, and who helped them succeed.



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Setting the stage- We have lots of problems in this country in terms of access to oral health care and the resultant status of oral health in many US residents.

PEW CHILDREN'S DENTAL CAMPAIGN

-A Costly Dental Destination- Hospital Care Means States Pay Dearly (2012)- Each year, many Americans seek dental care in hospital emergency rooms (ERs). Pew estimates that preventable dental conditions were the primary diagnosis in 830,590 visits to ERs nationwide in 2009—a 16% increase from 2006. For many low-income children, emergency rooms are the first and last resort because their families struggle to find a dentist who either practices in their area or accepts Medicaid patients.

-FALLING SHORT: Most States Lag on Dental Sealants (2013)- Most states are not doing enough to use a proven strategy for preventing tooth decay, unnecessarily driving up health care costs for families and taxpayers. In fact, a new report by the Pew Center on the States reveals that 20 states and the District of Columbia earned either a D or F grade when it comes to providing children with dental sealants, clear plastic coatings applied to the chewing surfaces of molars that prevent decay at one-third the expense of filling a cavity.



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Today we present three innovative solutions

Health Promotion Specialists- Tammi Byrd

**OutReach Dentistry/Smiles Louisiana-
Greg Folse**

Sarrell Dental Center- Jeff Parker



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What do these programs have in common?

All in SEC states

All developed innovative business models

Strong & Smart CEOs who were willing to fight

Vigorously opposed by organized dentistry

All assisted by the Federal Trade Commission