

## **Meeting Minutes**

### **2027 Professional Development Planning Meeting**

**Time:** 5:00-8:50pm

**Location:** IHOP at 6901 West 38<sup>th</sup> Street, Indianapolis

**Attendees:** Dr. Karen Ellis (Chair) and Judy Neuman (IDA Staff)

Dr. Ellis kicked off the meeting by discussing Nitrous Oxide courses with Ivy Tech outside the MDA. With the success we had at the MDA, and the great partnership with Ivy Tech, Dr. Ellis suggested we do a separate nitrous Oxide course in the fall. Before we proceed any further, Dr. Ellis asked Judy Neuman to contact Ivy Tech and get their feedback on offering a separate class in the fall on a Friday or in the evening in 2027.

## **OSHA/BLS RECERTIFICATION**

### **Geographic Locations:**

Doctor Ellis and Judy Neuman discussed at length the option of adding other geographic locations (Richmond, South Bend, Fort Wayne, Lafayette) as we did in 2025. Since we lost money at the other locations in the past it was decided to only offer OSHA/BLS in Indianapolis—three sessions in Indianapolis with promotion of January 2028 for a fourth course in the 2027 catalog.

To ensure there are no losses in the future, Dr. Ellis has suggested that we put a “guaranteed minimum” of attendees on the OSHA/BLS courses. She also suggested that we update our refund policy out to 2-weeks prior to the event—no refund. She also suggested that we add a cancellation policy to the CE catalog and registration.

Judy Neuman will follow up with Janelle Canada on 2027/2028 dates for OSHA/BLS. Once dates are confirmed with Janelle Canada, Jay Williamson and Kay Maddox, they will be entered in the CE catalog, along with the new refund and cancellation policies.

### **Pricing:**

Dr. Ellis suggested we keep the same pricing as we did for 2026 (\$80). No increase in 2027.

### **Presenters:**

Dr. Ellis suggested we continue to use Jay Williamson for BLS and Kay Maddox for OSHA.

## **CENTER FOR EXCELLENCE (CFE)**

### **Potential Speakers:**

Dr. Ellis would like to use two (2) Catapult (dental speakers bureau) speakers for both CFE events in 2027:

- Dr. Ellis recommended Dr. Jonelle Anamelechi from Catapult to discuss pediatric dentistry in either the area of “pediatric trauma” or “feed, breathe, and smile.”
- Dr. Ellis also recommended Dr. Lauren Rainey from Catapult to discuss “facing your fears.”
- Dr. Ellis recommended as a third option, Dr. Charles Goodacher. His speaking fee is around \$5,000. Dr. Goodacher was a professor at the dental school, however, is now retired in Melamina, California.
- Judy Neuman will contact Catapult and inquire about availability and speaker honorariums.

### **Dates:**

Dr. Ellis and Judy Neuman discussed possible dates for CFE. The following dates were recommended:

- (Spring) Friday, February 12<sup>th</sup> or Friday, February 5<sup>th</sup> – (Lecture)
- (Fall) Friday, November 5<sup>th</sup> (Lecture) and Saturday, November 6<sup>th</sup> (Workshop)
- (Fall) Friday, October 15<sup>th</sup> (Lecture) and Saturday, October 16<sup>th</sup> (Workshop)
- (Fall) Friday, October 22<sup>nd</sup> (Lecture) and Saturday October 23<sup>rd</sup> (Workshop)

Dr. Ellis recommended Dr. Lauren Rainey from Catapult to conduct the lecture and workshop in the fall. Judy Neuman to follow up with Catapult on availability.

### **Lecture vs Workshop:**

Dr. Ellis recommended doing a lecture and workshop in the fall in 2027, as we will do in the fall of 2026.

### **Venue:**

Dr. Ellis recommended that we continue to use the Embassy Suites in Plainfield as the venue for our Center for Excellence programs. We have more leverage with this Embassy Suites since we have been using them for many years.

Dr. Ellis asked Judy Neuman to leverage our long-term partnership with the Embassy Suites to get discounts on expenses. Judy Neuman to contact hotel on availability and contracts.

**Pricing:**

Dr. Ellis recommended that we increase pricing for CFE in 2027. The increases are outlined below:

Member Dentist:           \$275 per session (increased \$225)  
                                  \$425 for both 2027 sessions (increased from \$350)  
                                  \$250 for Saturday workshop (increased from \$200)

Non-Member Dentist: \$325 per session (increased from \$275)  
                                  \$525 for both 2027 sessions (increased from \$450)  
                                  \$350 for Saturday workshop (increased from \$300)

Resident:                    \$25 (same as 2026)

Dental Team Member: \$75 (same as 2026)

Dental Student:            \$25 (same as 2026)

Out of State:                \$275 per session (increased from \$225)

Judy recommended that she do a “per person” analysis on past CFE events to see if we are charging enough per person. Judy will get this done before the CE catalog is finalized.

**HIPAA**

**Frequency:**

Dr. Ellis recommended we continue to offer two (2) courses in 2027—this is the same as we offered in 2026.

**Dates:**

Dr. Ellis recommended holding HIPAA (virtual) courses in January and October of 2027. She also wanted to include promotion of a January 2028 course in the catalog.

**Pricing:**

Keep the same as 2026 (\$90)—no increase for 2027.

Judy Neuman to choose dates and confirm availability with the presenter, Jay Dziwilk.

## INDIANA ETHICS, JURISPRUDENCE AND PROFESSIONAL RESPONSIBILITY

### **Frequency:**

Dr. Ellis recommended we continue to offer two (2) courses in 2027—this is the same as we offered in 2026.

### **Dates:**

Dr. Ellis recommended holding Ethics (virtual) courses in January, September and November of 2027. Having two (2) evening courses and one (1) course in the morning—this is the same as we offered in 2026.

### **Pricing:**

Keep the same as 2026 (\$90)—no increase for 2027.

## E-LEARNING

Dr. Ellis and Judy Neuman discussed at length about how difficult it is to find speakers for E-Learning as speakers do not get paid for their time. Dr. Ellis recommended that we combine the six (6) Business Series E-Learning speakers (they pay \$3,000) into the 12-month E-Learning program.

Dr. Ellis recommended the following speakers for E-Learning 2027:

1. Dilaine Gloege (leverage with speaking opportunity at MDA)
2. Kyle Kuzmic (leverage with MDA speaking opportunity at MDA)
  - a. Judy Neuman to contact Janelle Canada for speaker contact information.
3. Dr. Rob Holland
4. New ADA Director
5. Dr. Angela Ritchie
6. IUSD Dean
7. Shane Springer (Advocacy)
8. Leslie Flowers (leverage with MDA speaking opportunity at MDA)
9. Jay Dziwilk (Leadership)
10. Dr. Ryan Zimmerman
11. True U (possible paid sponsorship)
12. Lisa Lahey
13. Juan Yopez

After discussing potential speakers for E-Learning we were able to recommend 13 speakers (above) which would complete the monthly E-Learning schedule.

Dr. Ellis recommended that Judy Neuman follow up with the potential speaker list above and confirm participation, potential topics, and dates.

Depending on availability of potential speakers above, we may/may not need to pull speakers from the Business Series for monthly E-Learning. Business Series sponsors who pay \$3,000 for a speaking opportunity and a full-page ad in the CE Catalog for 2026, are:

- Midtown Technology Group
- Practice Protection
- Blue & Co.
- SYM Financial

Endorsed Providers of the IDA were given two (2) E-Learning webinars at no cost (per their contract) in 2026. Moving into 2027, Dr. Ellis recommended that Endorsed Providers create their own lunch-time E-Learning webinars separate from the E-Learning program.

## **ONDEMAND**

Judy Neuman informed Dr. Ellis that the IDA is now paying \$89 a month to Wistia to utilize and house our OnDemand videos, when we utilized 21 “trial” accounts with Wistia and no charge in the past. We can no longer use trial accounts for our video needs.

Judy Neuman mentioned that she was informed by Cvent that they can handle our video needs in their program. Judy Neuman is to investigate video needs and storage with Cvent.

Dr. Ellis recommended that we upload fewer OnDemand videos that we have done in the past, we don’t need a full-page of OnDemand courses. She recommended we only upload required course (HIPAA, Ethics, OSHA, etc.), and other videos that have been very popular in past years.

Judy Neuman to create a report of current OnDemand videos and those that are most viewed—for consideration to add to our OnDemand program.

## **CE CATALOG**

### **Print vs. Digital:**

Dr. Ellis and Judy Neuman briefly discussed print vs. digital for the CE Catalog. Dr. Ellis asked Judy Neuman for a recommendation on each. Judy Neuman mentioned that Business Series sponsors would probably not support a digital version for their full-page ads (as each sponsor pays \$1,500 for a print ad). Because we do not want to lose that



revenue (\$6,000 in print ads), which pays for the printing cost for the CE Catalog, it was decided to continue with a print version of the CE Catalog. Along with sponsorship dollars underwriting the printing cost for the catalog, we also make approximately a \$1,000 profit.

**Launch/Timing of CE Catalog:**

Dr. Ellis would like to see the 2027 CE Catalog finalized and in the mail in October 2026. Judy Neuman will create a calendar of due dates to meet the October deadline.

**Meeting Adjourned:** 8:50pm

**Next Meeting:** TBD