



Contact information:

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With over 1750 dental clients, Linda Cannon, Regulatory Compliance Specialist and Directorate of Safety, aspires to ensure that each professional is thoroughly prepared to face the regulatory challenges of today. Utilizing an exciting combination of creative delivery- and current, relevant information, she insures all her clients have the tools needed to diagnose infractions with any and all State and Federal Regulations.

From Conference Call to Curtain Call, Linda Cannon with MSDS is your Regulatory Compliance Specialist and Directorate of Safety to use for your Association, Study Club or State Meeting.

We want you to feel confident by engaging MSDS to fulfill your presentation needs. We would enjoy the opportunity to share our expertise and encourage you to email us if you have questions. For a keynote speaker that will inspire audiences at your next conference, convention, retreat or gala, we realize that supporting meeting planners is key to achieving the goals of our future clients.

Whether you need a speaker to inspire your team to be safety-focused, or to take a complete practice through a safety organizational transformation, Linda Cannon with MSDS is your choice. Make no mistake; Linda Cannon is a dental advocate, who is quickly becoming one of the world's premiere consultants on regulation compliance with OSHA-BBP, HIPAA, BLS and Board of Dentistry for the entire dental office.

Presentation Topics:

All lectures can be structured as a full day, or half day. If requested, "hands on workshops" allow students to work in groups utilizing real scenarios (e.g. Designing a manual or completing a timeline) to produce needed results. Course content is tailored to your needs (note: any topic that has minimal requirements for mandatory instructions cannot be purged). Please feel free to email at Msds@cox.net for a full description of course descriptions and objectives.

As Of 2023. Providing Quality Education And Consultation For Over Three (3) Decades. MSDS Has Been The Advocate To Our Clients In Over 300 Inspections, Safely Guiding Them Through The Regulatory Environment. To Date; No Client Has Ever Received A Citation From OSHA (Federal or State) Or From OCR (HHS-HIPAA)

🌍 Blood, Threat, and Fears: OSHA's Bloodborne Pathogens

Annual Training on OSHA's Bloodborne Pathogens. Training is a complete turnkey lecture. Dr.'s and staff have a full year of unlimited access to our client only sections of our website. Offices also receive a full year of unlimited email support for any questions they have concerning OSHA. They also receive free guidance if the office is visited by a government agency. Typical scenario, Linda will stay on the phone during the inspection with the office's OSHA coordinator. These additional gifts are told to the audience, during the seminar, that they have been negotiated by the company/study club/association who invites me to speak. This gives an added benefit for their clients, and has shown to increase the membership or clients sales who may have use another company/study club/association in the past.

🌍 Hands of the Trained, are Easily Explained: Medical Emergencies in the Dental Office

The State Dental Board, in most states, requires offices to be updated every 2 years, including Hygienists working under general supervision. As an Instructor of the American Heart Association and a past rescue squad member of almost 10 years, this class is very well received. Since this can be considered and accepted as a lecture and not a hands on, I have taught this class on a lecture structure, hands on "in-office" or a live teleconference, to give this extremely important information. We review the importance of the most forgotten and requested "Timeline" to help the doctor explain the incident to the Board, and their malpractice insurance. This is considered a court document or part of the chart record. If not filled out, not filled out correctly or given to the rescue squad incomplete, then this timeline maybe the deciding difference on the outcome of the case.

🌍 From Regulatory Facts to Mandatory Forms: HIPAA's Omnibus Rule

Most states' dental boards are now requesting compliance authenticity of the office staff training documents during an inspection. Inspectors have increased their knowledge of the new regulations and citations have increased. If you do not have your staff trained and documented, if your office does not have a privacy and security officer, or your office neglects to have your BAA (Business Associate Agreements) signed and on file, your citations for the three alone offences have shown to run the office up to \$75,000.00. Health and Human Services (HHS) is citing offices in a "example" format. They are not reducing citations. Offices must understand the latest HIPAA update, which is the Omnibus Rule. Offices must update their new staff within 30 days of hire, keep rosters for at least 6 years, and confidentiality is 50 years past the death of the patient. This is just a minuscule of the information given at the lector.

🌍 Beyond the Dental Procedure Charting: Risk Management through Recordkeeping

MSDS will show a practice that even though dental charting and insurance code errors can have you placed behind bars, don't discount the problems and serious violations that can haunt your name for 30 years from OSHA, HIPAA to the Board of Dentistry. Claims via Workman's Comp can cause major damage when not properly handled- and learn how to STOP your charts from being seized by the Board before you can have them reviewed and corrected.

🌐 **When the Inspector is at your Door, Is it too late? (The Complete Inspection Process)**

The inspection process is huge. From walking with an inspector, to documenting reasons for camera shots, to the dreaded singled out employee conference by an inspector. All of these and much more are discussed in this lecture

🌐 **Recognizing the Four Types of Abuse: Child, Elderly, Domestic Violence and Human Trafficking**

Scary, Scary stuff.... Linda Cannon's program will take the office down a very narrow cliff walk into the area of how to recognize abused children and abused elderly, followed by discussions on the victims of domestic violence and the trade of human beings, unfortunately still a problem in today's world.

🌐 **Hazards Spills are not Thrills! - Hazard Communications and recordkeeping**

Personalize and design your own manual-Learn the difference between the new Global Safety Data Sheets and the Hazard Communications Manual. You will be shocked at how many dental offices have this totally backwards! We will also explore the many potential additives in the products that are not always shown on the G-SDS. Your patient may have a reaction from the additives and the blame goes towards the anesthetic or nitrous or "unknown cause"

🌐 **Remaining in Control: CDC's Infection Control Measures**

MSDS will follow through the enormous recommendations that CDC has implemented. In many states, dentists must follow these, in addition to OSHA's Federal guidelines.

🌐 **Mandatory Annual Training in Infection Control for All Va. Dental Assistants - DAI & DAII.**

Governor Has Signed: The Virginia Board of Dentistry is now requiring all Dental Assistants to take Mandatory Annual Training in Infection Control for All Va. Dental Assistants - DAI & DAII, as soon as possible, but no later than 60 days from employment. According to the Virginia Board of Dentistry regulation:

Training In Infection control

A dentist shall be responsible for assuring that dental assistants complete annual training in infection control standards required by the Occupational Safety and Health Administration and as recommended by the Centers for Disease Control and Prevention. Newly employed dental assistants shall receive training as soon as possible but no later than 60 days from employment.

Documentation records shall show the dates of completion of initial and annual training, including the date of employment for new dental assistants, All documentation of training in infection control shall be maintained by the dentist for three years.

Training in Infection Control Dental assistants shall complete annual training in Infection control standards required by the Occupational Safety and Health Administration and as recommended by the Centers for Disease Control and Prevention. Newly employed dental assistants shall complete training as soon as possible but no later than 60 days from employment.

Previous Presentations:

- ◆ Speaking and Consulting Network, Oregon - (8 years)**One of only three who has earned Honor of Fellow.
- ◆ Virginia State Dental Meeting, At the Homestead - OSHA and HIPAA – (2 years)
- ◆ Patterson Dental Supply - Charlottesville - (15 years)
- ◆ Benco - Customer Appreciation Conference, Richmond, VA - (6 years)
- ◆ Patterson - Customer Appreciation Conference, Knoxville, TN & Charlottesville, VA - (5 years)
- ◆ Peninsula Dental Society, Hampton, VA – (7 years)
- ◆ Portsmouth/Suffolk Dental Study Club, VA – (7 years)
- ◆ Old Dominion University, Dental Hygiene – (5 years)
- ◆ Hampton Roads Dental Center, Chesapeake Care Inc., VA- (3 years)
- ◆ Tidewater Dental Association, Norfolk, VA, (7 years)
- ◆ Wichita Kansas Dental Association- Attendance over 425
- ◆ Northern Virginia Hygiene Association, VA - Attendance over 220
- ◆ Chesapeake Hygiene Association, (8 years)
- ◆ Newport News Office Managers Study Club – Guest Speaker
- ◆ With the typical month having 16 to 20 teleconference or in-office lectures.
- ◆ Yearly in-office classes average increase 20% through referrals from employers/employees, & sales reps every year
- ◆ 80% of MSDS' clients schedule a year in advance to secure their spots.

Why does Linda Cannon with MSDS consistently get repeat clients?

It is because of the authentic passion they see in her actions on stage or in the office. Ultimately, clients sense this passion in each lecture, and can feel the energy taking hold of them. This in turn, makes them see in each other, the fuel their office dental team will need for a long-term success.

*Meeting Planner recommendations available on request.

*Honorarium information provided upon request. If given time to secure sponsorship, MSDS has the availability to meet some to the entire honorarium proposed.

Any additional questions or concerns, please do not hesitate to contact me at my private and direct email:

MSDS@cox.net

Thank you for your time and consideration. MSDS wants you to know that we do not stop helping your members after the seminar. MSDS! provides unlimited email support and client only access areas, on our website, to your members for a full year along with free government liaison support through email. We also have the required documentation to complete many of the office manuals your members can download, and all the OSHA mandatory safety classes. All of these extras are explained at the seminar and it will be known that the sponsors of the meeting (YOU) are who made this all possible! MSDS also has a Poll request once a month. Any new members registered will get a chance to receive \$200.00 through a monthly drawing! MSDS will also hold a monthly contest for current clients who can come up with a "magic solution" to a dental situation. This could be an engineering control, a management problem or just an easy fix.

We sincerely hope you see the value of what MSDS has to offer to your members and contact us to speak at one of your future meetings.

Employment History:

1992 - Present MSDS: Speaker, Consultant, and Trainer Chesapeake, VA

President/CEO

- ❖ Authorized by the Department of Labor to instruct up to a 30 Hour OSHA Safety Lecture
- ❖ Nationwide with over 800 dental clients and growing
- ❖ 20 years of consulting experience to dental clients across the United States
- ❖ Designed the first personalized Exposure Control Manual, not by a questionnaire, but through a one on one teleconference.
- ❖ Reference materials of MSDS' design featured in trade publications, including the CRA, and other business media.
- ❖ Consultant and trainer, with focus on Safety.

May 2008 - Present

DNB - Dental Business Network:

Steering Committee Founding Member

July 2003 - May 2006

Henry Schein - Field Sales Representative

March 1998 - July 2003

Accubite Dental - Field Sales Representative

September 1996 - March 1998

Capital Dental - Field Sales Representative

June 1993 -September 1996

Sullivan Dental - Field Sales Representative

Education:

1981 - 1985 - Virginia Tidewater College

Classes from Old Dominion University - such as Business Law

1979 - 1981 - Graduated with Honors; First Colonial High School

1986 - 1992 - Virginia Tidewater College and the Virginia Beach City Rescue

Sporadic *First Responder

Time Frame *Cardio Pulmonary Resuscitation. CPR Instructor

Constant *Shock Trauma

Updates *Cardiac Tech

*Paramedic

*Instructor Trainer for the American Heart Association

*Authorized Trainer for the Department of Labor.

Professional Affiliations and Groups:

- DBN - Dental Business Network
- SCN - Speaking Consulting Network
- Honorary Member of the Tidewater Dental Assisting Association
- American Association of Dental Office Managers
- Academy of Dental Management Consultants
- The Art of Practice Management
- Dental Town, Hygiene Town
- Dental Geeks
- Digital Dentistry
- Digital Photography School

Community Service:

CannonRidge Therapeutic Riding Center:

- *Started CRTRC over 10 years ago to give back to our community.
- *The center brings in groups from other non-profit organizations to increase confidence through horses.
- as many as 200 per year.
- *Runs throughout the summer while the high schools students are available as volunteers
- *Provides a much needed Community Service area for dentists and their staff's children, or others,
who may have been arrested with a minimal crime and Community Service Hours could reduce the record.

I sincerely hope you see the value of what MSDS has to offer to your members and contact us to speak at one of your future meetings.

Thank you - and Stay SAFE!

Linda L. Cannon