

Non-renewed Member List

You should have received your most recent Alpha roster on **9/21/15**. Please use this roster to sort and show your members on the summer cycle that have not yet renewed with an expiration date of 6/30/2015.

Please follow the instructions below to **open** your report;

1. In the email click on the attachment and save
2. Click drop down and change the file name from .ttx to .xls
3. Click on dropdown box change to **All files and save**
4. Locate your file, it should open in excel. Please note: you may receive a warning box asking you to verify the file, just click yes to proceed.

To **sort** your report to show your non-renewed members;

1. First click on the column that says "Paid Thru". This column will show ##### - just expand to show the expiration dates.
2. Highlight the column and select "sort & filter", then select "sort oldest to newest"- a box will appear with "do you want to expand" hit sort. All members with an expiration date of 6/30/2015 should now appear at the top. These are non-renewed that will be dropped on September 30.
3. To make it easier, we suggest copying and pasting this group of members into a new spreadsheet.
4. To sort by components – Select/highlight the component column and hit the "sort & filter" button at the top of Excel.
5. Your components can do the same process with their Alpha Roster.

Sample Calling Script

Greetings:

- Be sure to introduce yourself with your title and the component you represent if applicable.

Introduction:

- I am calling today to follow up on your ADHA (*you may want to customize with state/local association*) membership. I am working closely with our Division of Member Services. At this point our records indicate that you have not yet renewed your membership.
- We as an organization strongly appreciate and value your membership—one which has greatly contributed to the support and betterment of all dental hygienists. I'd like to ask you a few brief questions at this time.

Initial Questions:

- *Have you received a renewal form for 2015-2016 in the mail?*
*** Please verify address with any member who says they have not received their renewal and check against the provided list***

If they HAVE NOT received renewal

- ANS: Have you been receiving your *Access* magazine in mail recently?

Follow up question:

- Would you like me have back issues of *Access* you may have missed mailed out to you?

If they HAVE received Access

- ANS: I am sorry to hear you have not received your renewal notice for this year. I will follow up with Member Services to get this issue resolved.

If they HAVE received their renewal

- Are you planning on renewing your membership for 2015-2016?

Follow up Statement:

- Good news—at this point your membership still remains active; however, your membership is set to drop/lapse on September 30, 2015.

Personal Conversation:

- Engage in personal conversation through your own personal experiences, events and accomplishments in your area. See below for sample talking points to discuss and promote on the call.

Closing:

- We encourage you to attend the local programs being held in the (constituent/component) event taking place on _____.
- Again, thank you for supporting our profession by being a member of ADHA (***may customize with state association***).
- We hope to see you at our next Annual Session being held in Pittsburgh in June 2016.

Sample Talking Points

- ADHA recently shared a landmark white paper, "Transforming Dental Hygiene Education and the Profession for the 21st Century," with the oral health and health care communities, allied stakeholders and others committed to improving the public's oral and overall health.
- You may have seen that we recently launched our new member's only site. Through this site, you can renew by paying your dues online, signing up for paperless/automated and quarterly payments, and keeping track of past payments.
- We will be offering more and more member's only content through this new site; currently, you can view all the resources we have for members there, plus access our member directory, which makes it easy to find and connect with members across the country.
- Every member plays an integral role in further empowering, developing, and supporting the future of the dental hygiene profession. Remember, we are better together!
- As an ADHA member, you will never fall behind in the profession. In fact, the more you get involved and use your benefits, the more you will succeed.

ADHA White Paper launch

- ADHA recently shared a landmark white paper, “Transforming Dental Hygiene Education and the Profession for the 21st Century,” with the oral health and health care communities, allied stakeholders and others committed to improving the public’s oral and overall health. The white paper is being distributed in conjunction with the ADHA’s *Access* magazine, which readers will begin receiving on Sept. 24, 2015.
- The white paper details how the outcomes from the September 2013 “Transforming Dental Hygiene Education, Proud Past, Unlimited Future” symposium helped shape the vision for the future of the dental hygiene profession — and how that vision is being brought to fruition through changes taking place both in the educational system, and in the larger framework of the overall health care system. First set of standards did not include a dental hygiene-based track.
- This paper discusses how by improving the curricula and supplying dental hygiene students with a broad-based, well-rounded education that challenges them to think critically, future dental hygienists will be better equipped to serve the public’s overall health and wellness needs.
- The document is intended to facilitate dialogue among a variety of interested stakeholder groups and continue to look for ways to advance dental hygiene curriculum for the benefit of the public.

CODA approved dental accreditation process for dental therapy education programs

- ADHA encouraged the Commission on Dental Accreditation (CODA) to fully develop accreditation standards that reflect the progress and current practice of dental therapy education programs.
- First set of standards did not include a dental hygiene-based track.
- In 2013, ADHA led the effort for CODA to strongly consider a modification of the proposed dental therapy standards to provide for a dental hygiene-based dental therapy track.
- Through ADHA’s ongoing national advocacy efforts, the issue of dental therapy education programs reached the highest level at the Federal Trade Commission (FTC) and provided for a successful meeting with Chairwoman Edith Ramirez and her staff. This was a proud and pivotal moment for ADHA.

- As part of the FTC's policy and advocacy functions the FTC has a long history of providing comments on competition and consumer protection affairs.
- In 2014, ADHA completes the second round of comment submissions from communities of interests to CODA.
- In 2015, CODA voted to implement the accreditation process for dental therapy education programs.
- The adoption and implementation of dental therapy education standards is a significant milestone. These new providers are helping to address unmet oral health needs of the public and create a new career path for dental hygienists.

Networking

- Membership in the association provides a invaluable networking opportunity for hygienists'
- Now, through the members' only website you can access our member directory to meet and connect with members across the country
- Members are welcomed to attend sessions at all three levels of membership
 - National – offers networking through Center for Life Long learning and annual session events.
 - State levels – provide annual meetings and conventions
 - Local levels – provide meetings a
- As part of your dues, you become a member of your state Constituent and local Component organizations. These groups sponsor meetings and activities for your personal and professional benefit. By attending local, state and national membership functions, you have the opportunity to form new friendships and develop professional contacts.

Advocacy

- ADHA's Governmental Affairs Division works with state constituent associations to advocate for issues that are important to you as a dental hygiene professional -- your license, your scope of practice, patient access to care, water fluoridation, and many others.
- ADHA's is actively involved in increasing organized dental hygiene's involvement in the development of new workforce models.
- The Governmental Affairs Division works to promote the interests of dental hygienists through federal and state policy efforts. The advocacy arena enables

ADHA and state associations to work in collaboration with other organizations concerned with oral health to affect policy changes that improve the delivery of oral health care services and further develop the dental hygiene practice

- ADHA continues to lead the transformation of the dental hygiene profession into the 21st Century.
- Through membership, you will help to secure a future for dental hygiene. ADHA is working to protect the value of your educational credentials and to preserve the integrity of your license. Only through uniting in one voice can ADHA continue to represent hygienists effectively.

Education

- Coming in November 2015, the ADHA and the Academy for Academic Leadership (AAL) will launch the Transforming Dental Hygiene Education Phase II project. In Phase I, ADHA partnered with AAL to formulate a pilot group to facilitate the development of curricular and program domains. Each participating institution will develop a unique curricular model that is specific to the needs of their patients, students, institution, scope of practice, outcomes, and institutional culture.

Some of the more tangible benefits

Employment Assistance

- ADHA is your professional partner supplying you with information on state licensing authorities and accredited dental hygiene programs. Resume writing and cover letter development is made easy with sample resume and cover letter templates all available in the Employment Reference Guide on ADHA.org

Journal of Dental Hygiene

- The ***Journal of Dental Hygiene (JDH)***, dental hygiene's premier research publication, provides original research conducted and presented by the best-known dental hygienists in the profession. *JDH* is a peer-reviewed, scientific journal published on a quarterly basis. In 2004, *JDH* was converted to an online-only publication, available on a password-protected secure server to all ADHA members and *JDH* subscribers.

Access

- **Access magazine** covers key dental hygiene issues in trend pieces that provide a balanced examination of all sides, while presenting dental hygiene's and ADHA's positions, and advocating on behalf of the profession. The magazine also maintains a strong focus on federal and state developments and provides readers with the latest in clinical topics.
- With publications like *Access* and *JDH*, our support for research, and all our work to establish educational and professional standards, ADHA is driving the future of the dental hygiene profession, and we're taking you with us. We need you as an Active member, so that our increased numbers will prove that ADHA is a force to reckon with when we work with legislators and other associations on issues important to the future of the profession – and important to your career.

Recognition

- You can make contributions to your community's oral health standards through professional activities with your state and local associations. Professional membership builds an identity for you and the dental hygiene profession.

Continuing Education

- Current members receive discounts on continuing education through online courses, self-study courses through the Journal of Dental Hygiene, ADHA's Center for Lifelong Learning and Annual Session as well as constituent and component continuing education functions.

Leadership Opportunities

- Becoming active in ADHA provides you with the opportunity to acquire and develop new skills and interests.

Institute for Oral Health

- Members may apply for scholarships and research grants through ADHA's Institute for Oral Health (IOH). The IOH encourages and promotes professional excellence through scholarships and quality research in collaboration with ADHA.

Discounts

- When you use the discounts available to you as a member, you even earn back your membership dues, adding up savings like these:
- Membership provides you with the opportunity to apply for professional liability, disability and major medical insurance at competitive rates.
- As an ADHA member, you are entitled to apply for auto insurance, through Geico, at a discounted rate.
- ADHA makes it easy for members to take advantage of rest and relaxation with discounts on hotel rates at over 4,000 hotels across the nation.
- Free discount pharmacy card, worth 55% savings on generic drugs, 15% on brands