

# How Philanthropy and Community Voice Accelerate Oral Health Systems Change

CareQuest Institute Continuing Education Webinar

January 25, 2024

# Housekeeping

- We will keep all lines muted to avoid background noise.
- We will send a copy of the slides and a link to the recording via email after the live program.
- We'll also make the slides and recording available on [carequest.org](https://carequest.org).

## To receive CE Credits:

- Look for the evaluation form, which we'll send via email within 24 hours.
- Complete the evaluation by **Friday, February 2**.
- Eligible participants will receive a certificate soon after via email.

**We appreciate your feedback to help us improve future programs!**



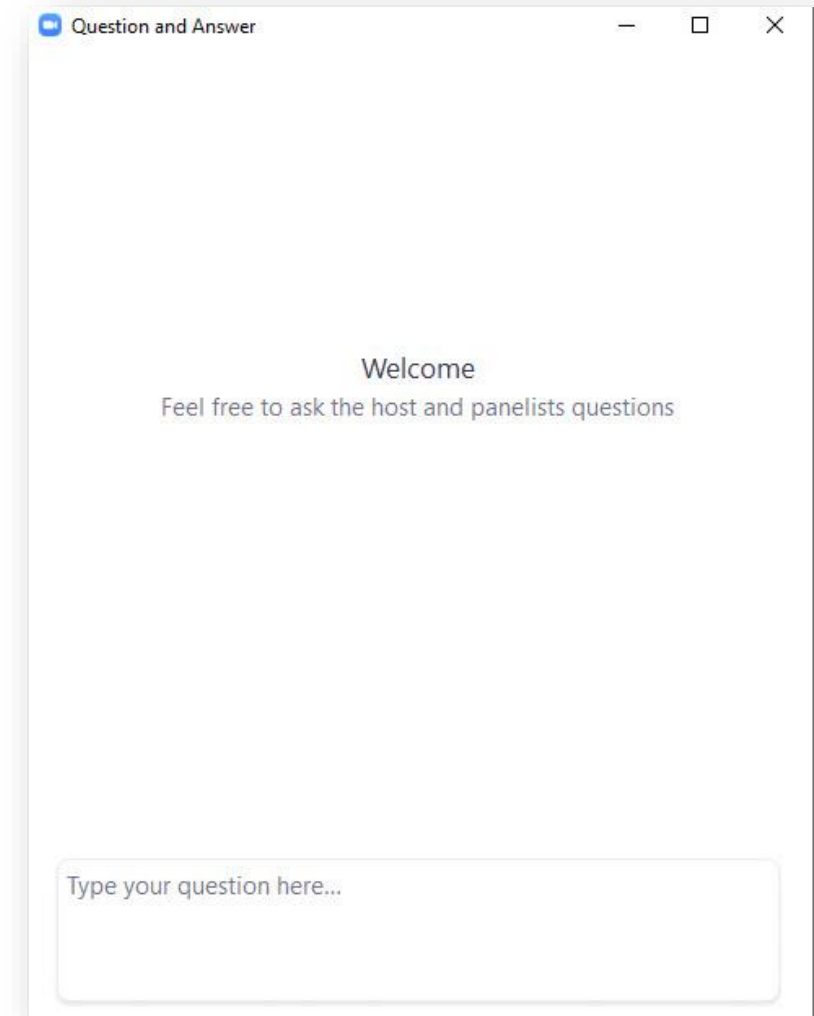
The CareQuest Institute for Oral Health is an ADA CER-P Recognized Provider. This presentation has been planned and implemented in accordance with the standards of the ADA CER-P.

\*Full disclosures available upon request



# Question & Answer Logistics

- Feel free to enter your questions into the **Question & Answer box** throughout the presentations.
- We will turn to your questions and comments toward the end of the hour.



# Learning Objectives

At the end of this webinar, you'll be able to:

- Discuss the role philanthropy can play in addressing oral health disparities and system inequities.
- Describe community engagement strategies to understand and elevate oral health priorities.
- Evaluate the design and impact of an interprofessional quality improvement intervention to improve oral health knowledge, skills, and care delivery for older adults.
- Investigate the role and influence of CareQuest Institute's support to help evolve community-focused programs.

# How Philanthropy and Community Voice Accelerate Oral Health Systems Change



**WEBINAR | Thursday, January 25, 2024 | 3–4 p.m. ET | ADA CERP Credits: 1**

**MODERATOR**



**John Gabelus**  
Grants and Programs  
Associate, CareQuest  
Institute for Oral Health

**PRESENTER**



**Trenae Simpson, MBA**  
Director, Grants and  
Programs, CareQuest  
Institute for Oral Health

**PRESENTER**



**Sarah Maresh, JD**  
Program Director, Health  
Care Access, Nebraska  
Appleseed

**PRESENTER**



**Labrini Nelligan, MS**  
Executive Director,  
Lunder-Dineen Health  
Education Alliance of  
Maine, Massachusetts  
General Hospital

**PRESENTER**



**Denise O'Connell, MSW,  
LCSW, CCM, CCP**  
Associate Director,  
Lunder-Dineen Health  
Education Alliance of  
Maine, Massachusetts  
General Hospital

# A Catalyst for Systems Change

OUR FULL PORTFOLIO



Through our Areas of Activation and Influence, we bring forth ideas and solutions to create a more accessible, equitable, and integrated health system for everyone.

# Our Philanthropic Pillars

*Through resources and capacity-building, the Philanthropy Team prioritizes:*

Work that demonstrates the use of a **health and racial equity** approach.

Work that strengthens capacity and infrastructure through **partnerships and collaboration.**

Work that **engages communities** that are closest to the problems you are trying to solve

Work that seeks to advance local, state, or federal **policy or systems-change.**

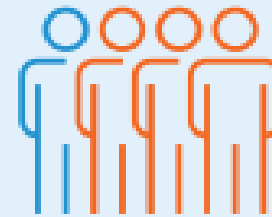
# Inequities in Oral Health



**17%** of Black adults and **16%** of Hispanic adults felt self-conscious or embarrassed because of their teeth, mouth, or dentures compared to **14%** of white adults.



**15%** of Black and **9%** of Hispanic parents say their children's teeth or mouth had affected their attendance or performance at school compared to **2%** of white parents.



Black and Hispanic respondents reported that they had **never been to a dentist** at **more than 3x** the rate of white respondents.



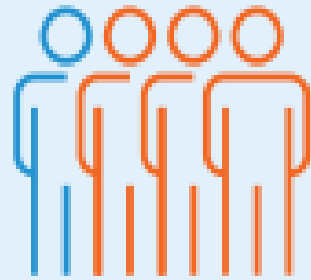
# Inequities in Oral Health



Individuals identifying as LGBTQ+ were

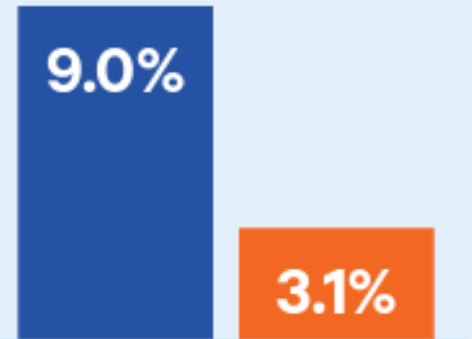
**77% more likely**

to report they had **visited an emergency department for dental care within the past year** compared to individuals not identifying as LGBTQ+.



Respondents that make **\$30,000 or less per year** were **3x more likely** to say that they **could not afford to see a provider about their symptom** than respondents making \$100,000 per year or more.

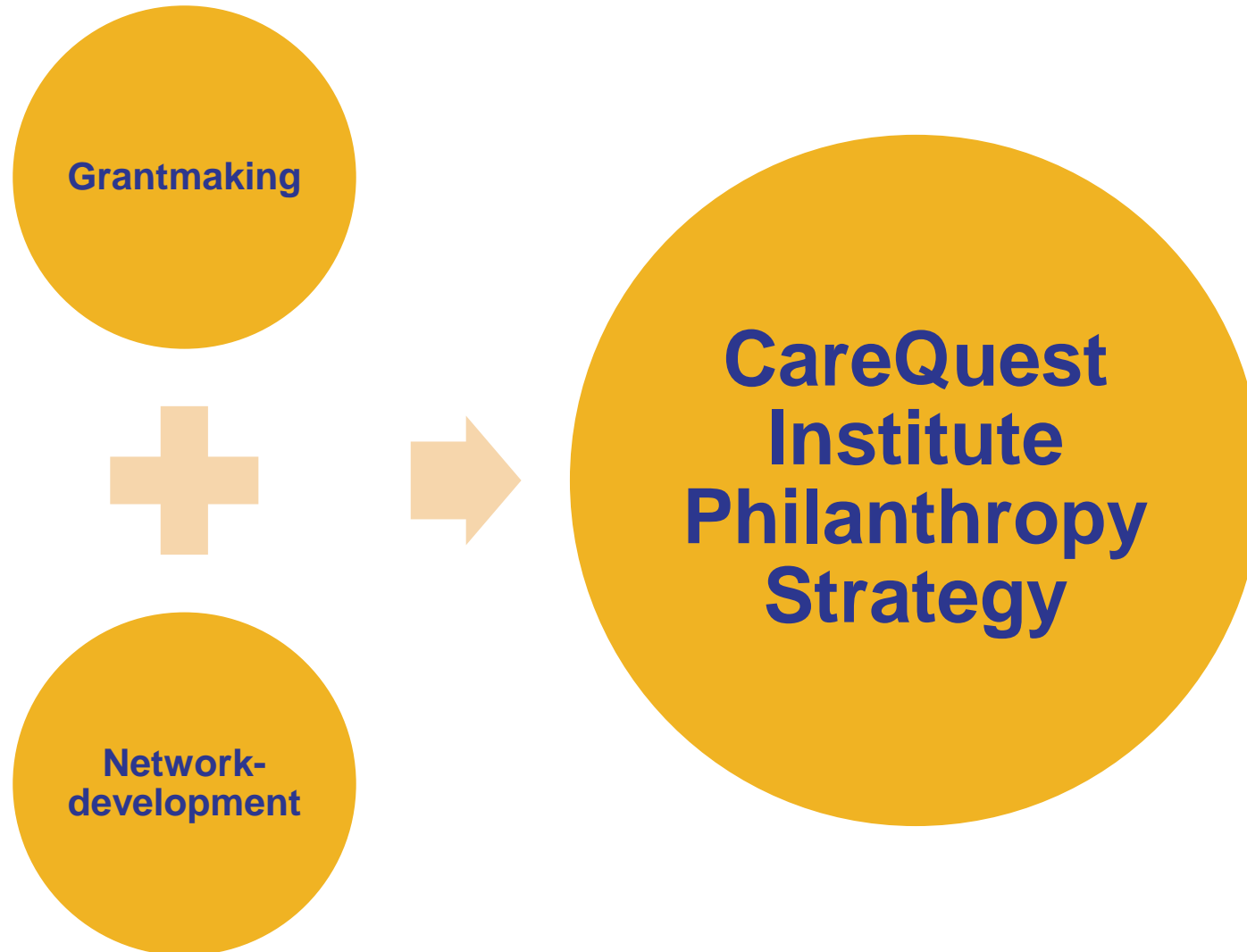
Individuals in households experiencing disability report visiting the ED for dental care or pain at **nearly three times** the rate (9.0%) of those not in households experiencing disability (3.1%).



# CareQuest Institute Philanthropy in 2024

# Oral Health Systems Change

*Grounded in Equity*



# Grantmaking Strategy

## Advancing Equity through Oral Health Fund



**Policy & Advocacy**  
*Federal and/or state oral health policy*



**Care Delivery**  
*Inclusive of MDI, MIC, Clinically appropriate care, Health Care Workforce*



**Community Capacity**  
*Engagement of community voices, specifically underserved populations*



**Research**  
*Data and insights to advance oral health systems change*

### Emergent and Relief Fund

Drive innovation within oral health care or address urgent community needs, including disaster relief, that improve oral health access and outcomes for marginalized communities.

### Requests for Proposals

Expand avenues for intentional impact focused on high-need populations through targeted RFPs.

# Network-Development Strategy

## Oral Health Progress and Equity Network



### Advocacy

*Advance equitable oral health care policy and practice.*



### Resource Development

*Create and share resources and tools that promote equitable oral health care policy and practice.*



### Network Engagement

*Weave in shared learning and listening opportunities to shape action towards equitable oral health care policy and practice.*



### Research & Data

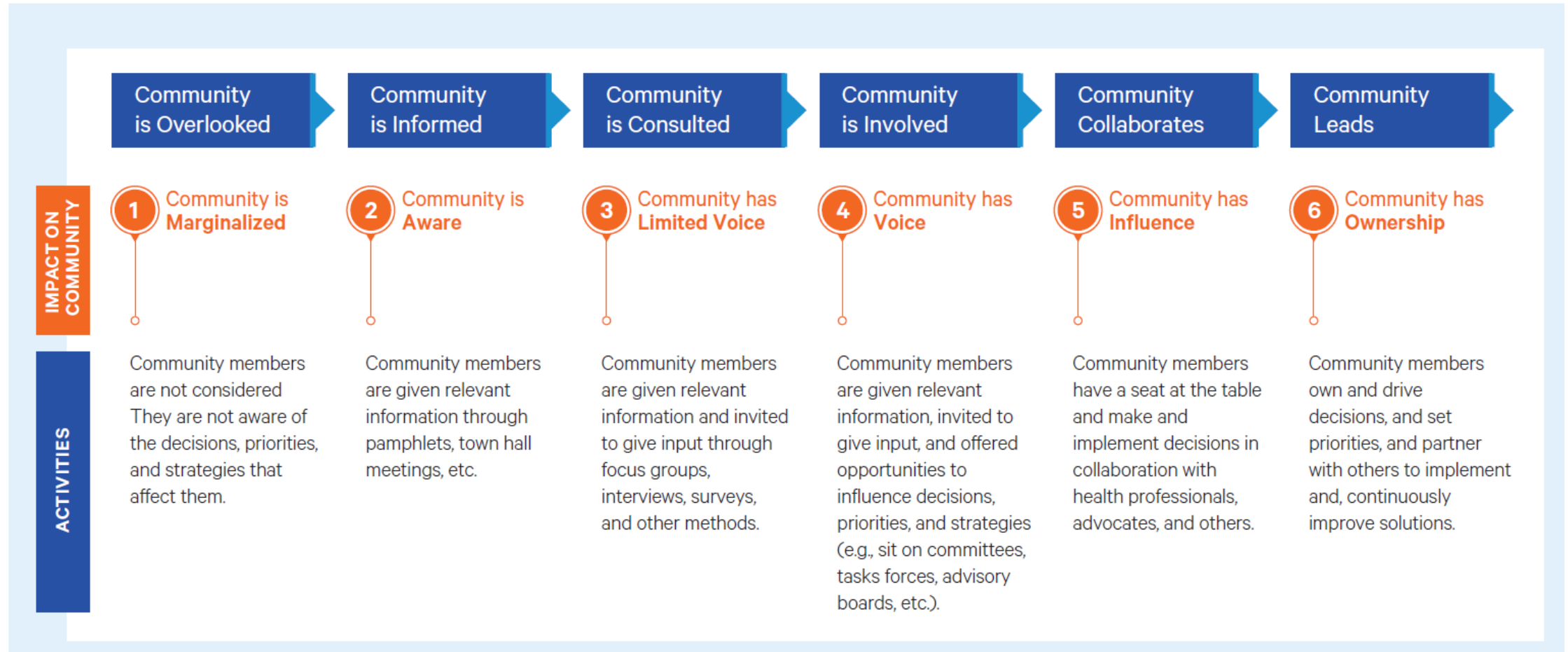
*Collect, analyze, and share data to advance equitable oral health care policy and practice.*

**CareQuest Institute as Backbone Support**

- Strategy Development & Implementation
- Financial Oversight & Accountability
- Consultants & Conferences
- Administrative Supports

# Transforming Oral Health with Community Voice Centered

Exhibit 1. Continuum of Community Engagement



# How Philanthropy and Community Voice Accelerate Oral Health Systems Change

## Stories from the Field

# Nebraska Appleseed Oral Health Advocacy

Sarah Maresh, JD  
Health Care Access Program Director

January 25, 2024



# What Is Nebraska Appleseed?

Nebraska Appleseed is a nonprofit organization that fights for **justice** and **opportunity** for all Nebraskans.

We do our work where it does the most good – in the **community**, in the **legislature**, or at the **courthouse**.

We use grassroots organizing, lobbying, and legal skills to promote positive policies and defend against negative policies.



# Community Engagement

## **Directly Impacted Individuals**

- Build authentic relationships
  - Host and attend community-based events
  - Provide resources
  - Create leadership and learning opportunities
- Center community members and their voice
  - Connect community members to policy and media opportunities
  - Integrate and feature stories

# Community Engagement

## Partnerships

- Community-based and advocacy organizations
  - Convene regular meetings among groups
  - Work with a diverse group of organizations
  - Find opportunities connect directly with community members
- Providers
  - Highlight and provide opportunities to engage
  - Work with provider associations and their committees

# Policy

- Setting the stage
  - Create informational materials with streamlined messaging
  - Engage key stakeholders and policy partners
- Advocating for change
- Implementation
  - Ensure requirements are met
  - Outreach to community members and partners
  - Assess impact

# What Can You Do?



## **Engage community**

Seek input on experiences.



## **Connect with partners**

Find those who have similar goals and advocacy interests.



## **Advocate for data**

Help create better policy with data.



## **Contact policy makers**

Discuss issues and ideas with representatives and executive leadership.



**Sarah Maresh, JD**  
Program Director  
Health Care Access, Nebraska Appleseed  
[smaresh@neappleseed.org](mailto:smaresh@neappleseed.org)



LUNDER • DINEEN

Health Education Alliance of Maine

In collaboration with Massachusetts General Hospital

# How Community Voice Accelerates Oral Health Systems Change



**MOTIVATE**


Maine's Oral Team-Based Initiative:  
Vital Access to Education

*Oral Health Leads to Total Health*


January 25, 2024

# BUILDING BRIDGES THROUGH EDUCATION

*HEALTH EDUCATION IS  
POWERFUL MEDICINE*



**MAINE NURSING PRECEPTOR  
EDUCATION PROGRAM**  
*Inspire. Teach. Guide. Invest.*



**MOTIVATE**  
Maine's Oral Team-Based Initiative:  
Vital Access to Education  
*Oral Health Leads to Total Health*



**TIME TO ASK**  
*Education that transforms  
conversations about alcohol use*



**LUNDER • DINEEN**  
Health Education Alliance of Maine  
In collaboration with Massachusetts General Hospital



# OLDER ADULTS: MOST AT RISK


- 80% experience one or more chronic diseases
  - Dementia (the most at risk)
- 70-90% cannot brush their own teeth or dentures
- Most don't have dental insurance and cannot afford to pay for care
- Over 25% have not seen a dentist in at least 5 years
- Many have the need for restorative care

Tab 1 Tab 2 Tab 3 Tab 4 Tab 5

### Why are older people at risk for oral health issues?

There are many reasons that older adults are at risk for oral health issues.

Click on each tab above to learn more.



Source: Smiles for Life Curriculum


COURSE PROGRESS 22%

Tab 6 Tab 7 Tab 8 Tab 9

### Why are older people at risk for oral health issues?

Here are some additional reasons that older adults are at risk for oral health issues.

Click on each tab above to learn more.



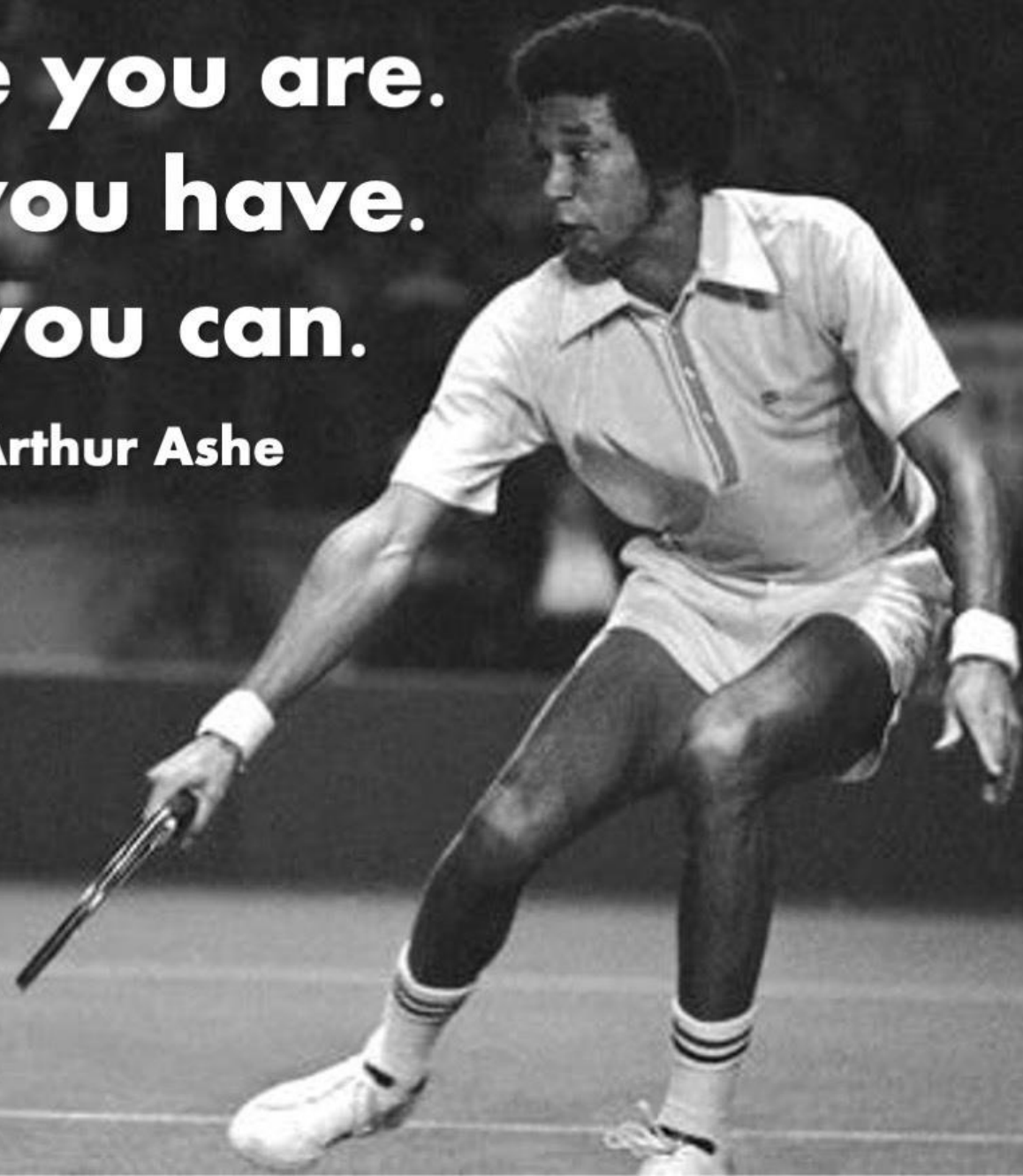
Oral Health in Long-Term and Palliative Care Settings, Oral Health Nursing Education and Practice Geriatric Oral Health Webinar Series

MOTIVATE  
MOTIVATING THE MOTIVATED  
MOTIVATING THE MOTIVATED

COURSE PROGRESS 22%

**Start where you are.  
Use what you have.  
Do what you can.**

**~Arthur Ashe**



# REDUCING COSTS AND IMPROVING OUTCOMES

## Treating Gum Disease Means Lower Annual Medical Costs



Significant: annual cost savings are possible when individuals with certain chronic diseases (diabetes, cerebral vascular disease, or coronary heart disease), or who were pregnant, received dental treatment for their gum disease, after accounting for the effect of diabetes.

## Treating Gum Disease Reduces Hospital Admissions



Significant decreases in annual hospitalizations are possible when individuals with certain chronic diseases received dental treatment for their gum disease, after accounting for the effect of diabetes.

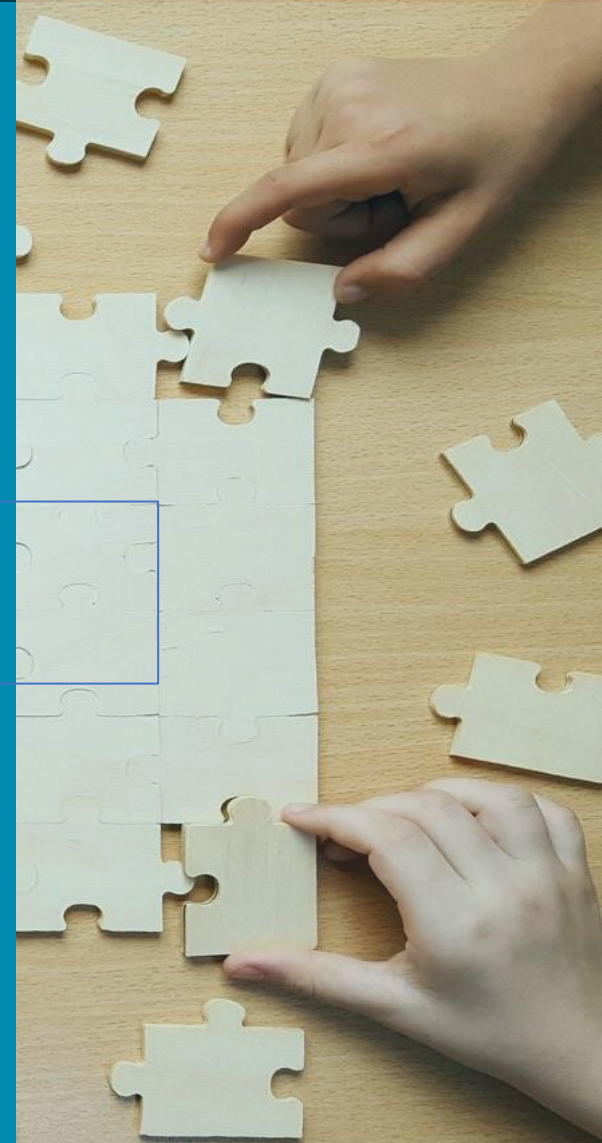
Source: Jeffcoat, M., et al., Periodontal Therapy Improves Outcomes in Systemic Conditions,

Abstract, American Association of Dental Research, March 21, 2014

# CONCEPT

Providing interprofessional teams in long-term care with education to advance their knowledge, skills and attitudes about oral health, while supporting best practices to promote evidence-based oral health care, will strengthen both an interprofessional collaborative practice model and total health care for older adults.

CONCEPT → EXECUTION



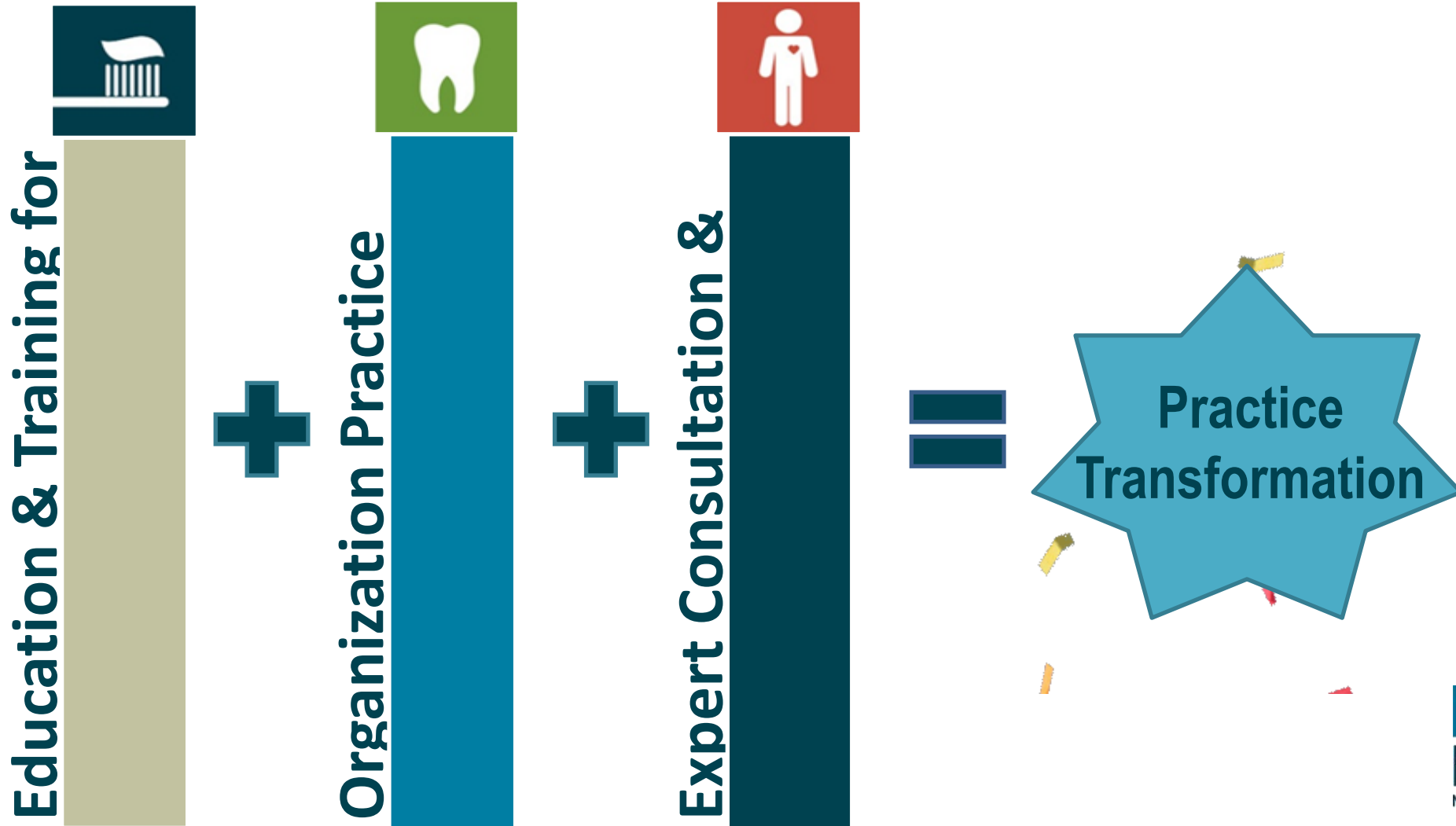
# Who on the team has a role in supporting and promoting oral health care in the nursing home?





# STATEWIDE STAKEHOLDER INPUT

# IMPLEMENTATION STRATEGIES





# MOTIVATE

Maine's Oral Team-Based Initiative:  
Vital Access to Education

*Oral Health Leads to Total Health*

~800 health care  
learners

~1000 residents  
served

1800 oral health kits  
supplied



OUR REACH



# ACADEMIC AND PRACTICE PARTNERSHIP



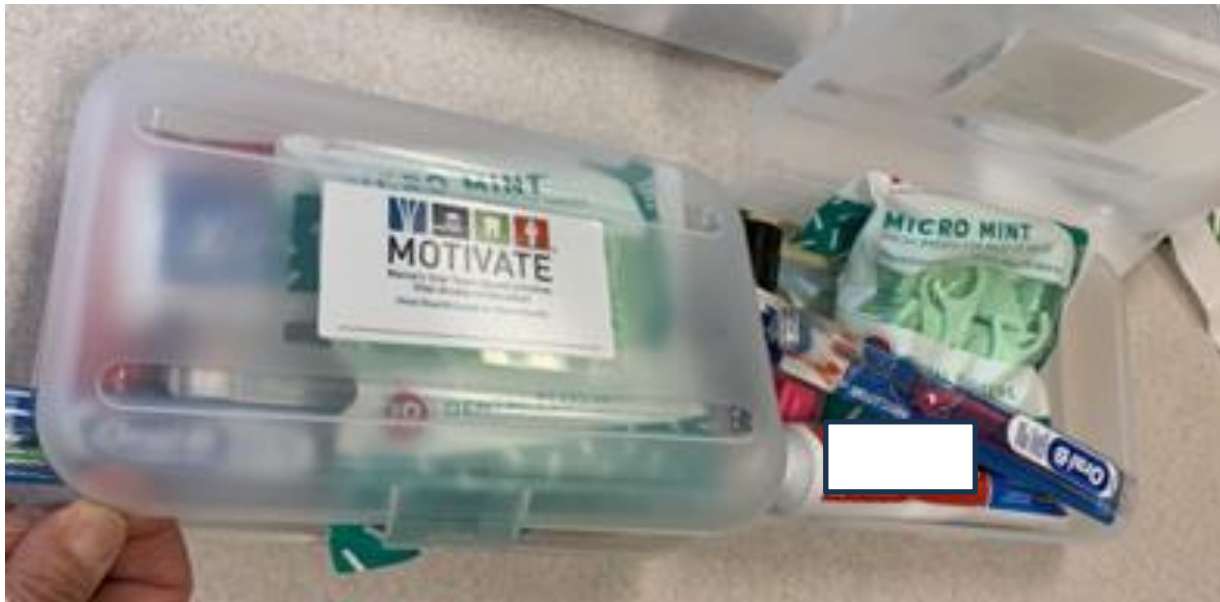
**MOTIVATE**

Maine's Oral Team-Based Initiative:  
Vital Access to Education

*Oral Health Leads to Total Health*



# TOOLS FOR SUCCESS



# CUSTOMIZED EDUCATION PROGRAM MATERIALS



Pocket Guides



Branded Waiting Room Video

**A Healthy Mouth at Any Age**  
 A healthy mouth is important to your overall health. With a healthy mouth, you can enjoy your food, talk with friends, smile or even laugh at a joke, and live without pain or discomfort. Dry mouth, tooth decay, gum disease and pain don't have to be a part of getting older.

**To have a healthy mouth**

- ✓ Brush and floss every day. A staff person can help you with brushing.
- ✓ Check your mouth for any signs of a mouth problem.
- ✓ Tell a staff person if you notice any signs of a mouth problem.
- ✓ Make sure your dentures fit well and feel comfortable.
- ✓ Ask a staff person if you need any assistance in performing your oral care.

**Brushing**  
 Brush 2 times every day. Brush once in the morning and once in the evening. Brush all of your teeth, gums and tongue. Don't forget the sides and the back. Brush in a circular motion. Be gentle.

**Flossing**  
 Floss every day. It's best to floss before bedtime. Floss between each tooth. Use a gentle back and forth motion. Slide the floss up and down along the sides.

**Do you wear dentures or partial dentures?**  
 It's important to clean your dentures every day. Here are some tips to help you protect your dentures in case they fall out:

1. Rinse your mouth with warm water.
2. Remove your dentures. Check them for cracks or sharp edges.
3. Clean your dentures using a denture brush and denture cleaner. Make sure you clean your gums.
4. Soak your dentures overnight. Always rinse your dentures before putting them back in your mouth.
5. If you wear partial dentures, continue brushing and flossing your teeth.

The MOTIVATE Team has given you the supplies you need to care for your mouth. Ask a staff person about this.

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**MOTIVATE Phase I & II Outcomes**

**Did You Know?**  
 of older adults in Maine

- 33% haven't seen a dentist in over a year
- 15% have lost all of their natural teeth due to oral disease

**Education and Training**

- 700+ participants received oral health education
- 22+ Workshops (in-person and virtual) delivered at participating sites
- 88% of learners increased their knowledge via the modules
- 85.7% of participants have been able to successfully implement what they learned from MOTIVATE.

**Practice Facilitation**

- 1,700 oral health supply kits distributed to participating homes
- 900+ long-term care residents impacted
- Staff are using new oral care skills and supporting residents in their own care
- Residents are experiencing improvements in oral health status and access to care

**Expert Consultation**

- 7 out of 8 sites had a visit with a consulting dentist

**MOTIVATE**  
 Maine's Oral Team-Based Initiative:  
 Vital Access to Education  
 Oral Health Leads to Total Health  
 Program Graduate

Customized Posters/Flyers

# NEW SKILLS & PRACTICES

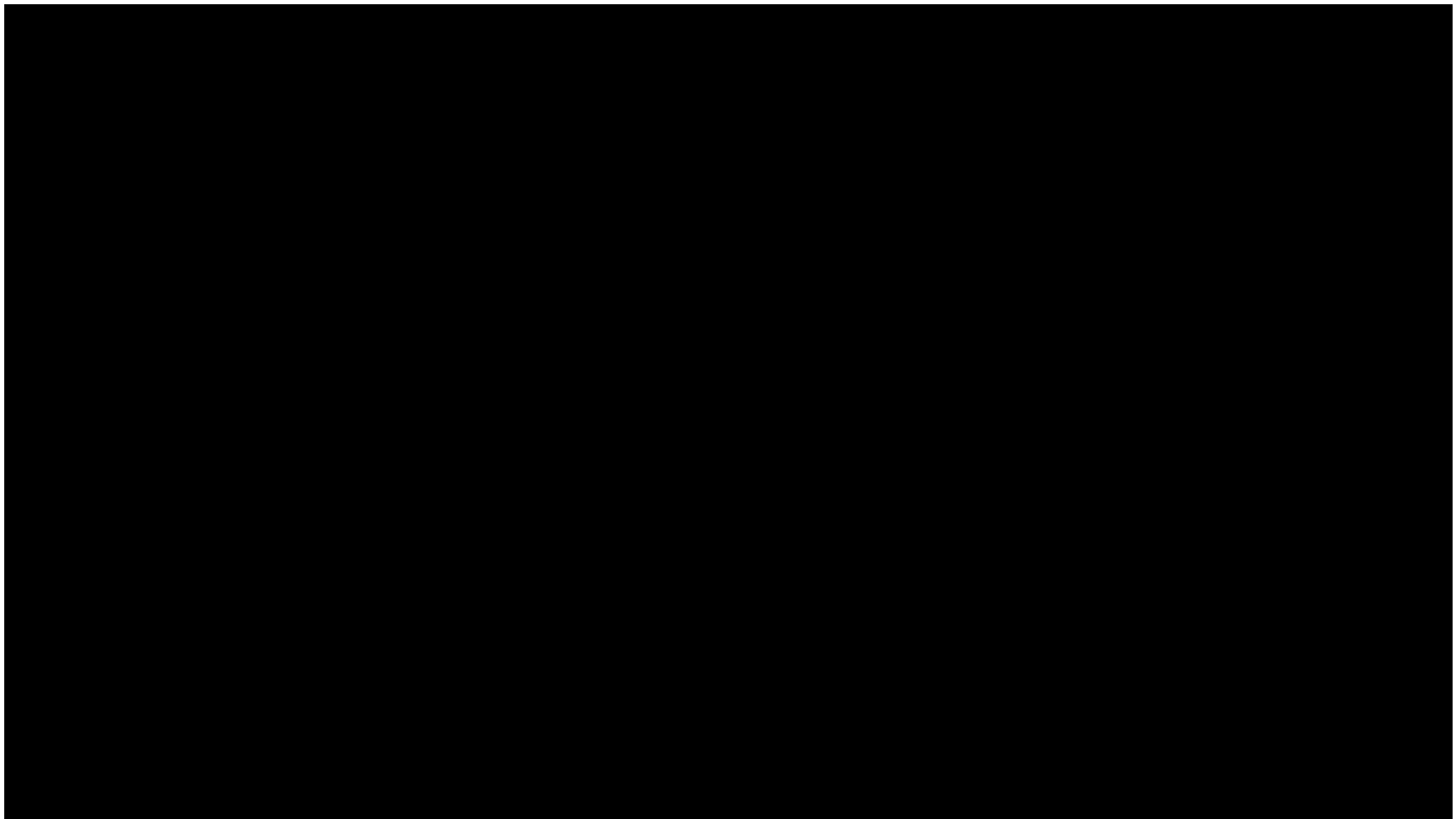
## Direct Care Skills

- Care was enhanced
  - Quadrant model/brushing one part of the mouth at a time
  - Proper denture care
  - Proper brushing techniques
  - Techniques for encouraging resident self-brushing.

## Staff Education & Communication

- Increased skills to educate residents, families, and staff
- Staff in diverse roles communicating more about the oral health of their residents (Care Plan Meetings)
- Processes implemented to operationalize the learning





# EXPANDING OUR REACH

## MOTIVATE AT HOME

*MOTIVATE stands  
for Maine's Oral  
Team-Based  
Initiative: Vital  
Access to  
Education.*



MOTIVATE at Home



# CAREQUEST INSTITUTE MENTORING



## Beyond a Nice Smile

### Links Between Oral Health and Overall Health for Older Adults

Oral health is about more than just having a nice smile.

Oral health includes the health of the teeth and gums, and the ability to speak and chew comfortably. Common diseases that can affect our oral health include cavities, gum disease, and oral cancer. Oral health is linked to overall health, self-esteem, and quality of life in many ways you may not have realized.

#### Medications

- More than four out of five older adults have at least one chronic health condition like heart disease or diabetes, and more than half have at least two chronic conditions! Many medicines taken for chronic health conditions cause dry mouth, which often gets worse the more medicines people take.<sup>2</sup>
- Dry mouth, when not managed, can cause extensive tooth decay, leading to the need for more dental treatments like fillings, root canals, and extractions.<sup>2</sup> Dry mouth can also lead to oral infections and lesions, as well as difficulty chewing and swallowing, which in turn can result in poor nutrition.<sup>4</sup>

#### Diabetes

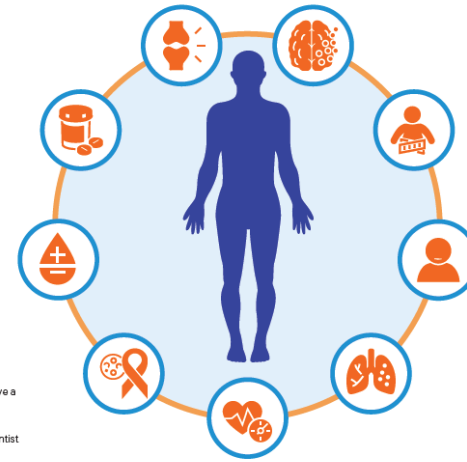
- Having diabetes can raise the risk of developing gum disease by 86%, and people with diabetes often have worse gum disease than people without diabetes.<sup>5,6</sup>
- Untreated gum disease makes it harder for people with diabetes to manage their blood sugar (glucose) levels.<sup>7</sup>
- People who have diabetes and also wear dentures are likely to develop sores underneath their dentures because they do not heal as quickly.<sup>8</sup>
- Large-scale studies suggest that when people with diabetes are treated for gum disease, they have lower costs related to managing their diabetes.<sup>9</sup>

#### Cancer

- Women with gum disease, and those missing teeth due to gum disease, have a greater risk of being diagnosed with breast cancer.<sup>10,11</sup>
- Men with gum disease have a higher risk of developing prostate cancer.<sup>12, 13</sup>
- People with poor oral hygiene from not brushing their teeth or visiting a dentist regularly have a greater risk of developing oral cancer.<sup>14,15</sup>

#### Recommendations

- Talk with your doctor about your oral health, including any problems you may be having with your teeth, mouth, or gums. If you do not have a dentist whom you see regularly, ask your doctor to recommend a dentist and options for affordable care.
- Ask your dentist about any oral health problems you may have, like gum disease, that may affect your overall health. Talk with your dentist about the best ways to take care of your oral health, such as brushing, flossing, or having dental cleanings more often.



#### Arthritis

- Having gum disease, including losing teeth due to gum disease, is linked with having rheumatoid arthritis.<sup>16,17</sup> Some studies suggest that the risk of rheumatoid arthritis increases with each tooth lost to gum disease.<sup>18,21</sup>

#### Dementia

- Having gum disease makes a person more likely to develop Alzheimer's disease and memory loss.<sup>24</sup>
- Individuals who have lost teeth or have difficulty eating and swallowing have an increased risk of developing problems with their memory and thinking.<sup>25</sup>

#### Obesity

- Some studies have found that individuals who brush their teeth once a day or less are more likely to become overweight or obese than people who brush their teeth more often.<sup>26</sup> There is also a link between being obese and having gum disease.<sup>27</sup>
- Eating sugary foods and drinking sugary drinks is linked to both being obese and developing tooth decay in children and adults.<sup>28,29</sup>

#### Mental Health

- About one in six adults aged 60 and older have some kind of mental health condition, like depression or anxiety.<sup>30</sup> Adults with depression are less likely to brush their teeth every day, more likely to have oral health problems, and less likely to see a dentist compared to adults without depression.<sup>31,32</sup>
- People with depression often experience less energy and motivation to take care of their oral health, like brushing and flossing their teeth. Not brushing and flossing can lead to tooth decay and gum disease.<sup>33</sup>
- Medicines used to treat problems like depression and anxiety often cause dry mouth. If dry mouth is not treated and gets worse, it can cause tooth decay, oral lesions and infections, and difficulty eating.<sup>34</sup>

#### Healthy Breathing

- Having preventive dental care, such as teeth cleanings, before a stay in the hospital can help prevent developing pneumonia while in the hospital.<sup>35</sup>
- In elderly people, the risk of dying from pneumonia is decreased by improving the seniors' oral health through tooth brushing.<sup>36</sup>

#### High Blood Pressure and Heart Disease

- Adults are more likely to develop high blood pressure if they have gum disease<sup>38</sup> or have lost teeth due to gum disease.<sup>37</sup>
- Some studies suggest that there is a link between gum disease and an increased risk of heart disease.<sup>39</sup>



# THANK YOU!



**We hope  
you'll  
connect  
with us!**





# 2024 Opportunities for Funding

# Grantmaking Strategy

## Advancing Equity through Oral Health Fund



**Policy & Advocacy**  
*Federal and/or state oral health policy*



**Care Delivery**  
*Inclusive of MDI, MIC, Clinically appropriate care, Health Care Workforce*



**Community Capacity**  
*Engagement of community voices, specifically underserved populations*



**Research**  
*Data and insights to advance oral health systems change*

### Emergent and Relief Fund

Drive innovation within oral health care or address urgent community needs, including disaster relief, that improve oral health access and outcomes for marginalized communities.

### Requests for Proposals

Expand avenues for intentional impact focused on high-need populations through targeted RFPs.

# Grant Submission Process

## Concepts and Full Proposals

### Registration

- Create an account in the online grants management system, Fluxx

### Concept

- 500-word description of your proposed project
- Based on the concept, you may be invited to submit a full proposal

### Full Proposal

- Complete full proposal, workplan, budget, organizational demographics\*
- Opportunity for feedback on drafts during process

\* Submitting organizational demographics is ***strongly encouraged*** as this data informs the review process.

# 2024 CareQuest Institute Grants Timeline

Concept Deadline	Concept Review	Proposal Deadline	Proposal Review	Final Determination
February 16	Late February	April 5	Late April	June
March 15	Late March			
April 19	Late April	July 3	Late July	October
May 10	Late May			
June 28	Early July	September 13	Mid-October	December
July 26	Early August			

# 2024 Request for Proposals

## *School-based & School-linked Oral Health*

**CareQuest Institute will fund 10 projects for up to \$125,000 each**

- Proposal Opens – March 13
- Proposal Deadline – May 1

*Organizations awarded funding through this RFP will participate in a community of practice for shared learning, enhanced technical assistance, and additional resources from CareQuest Institute and its partners*



# 2024 Request for Proposals

## *Veterans' Oral Health*

**CareQuest Institute will fund 10 projects for up to \$125,000 each**

- Proposal Opens – March 13
- Proposal Deadline – May 1

*Organizations awarded funding through this RFP will participate in a community of practice for shared learning, enhanced technical assistance, and additional resources from CareQuest Institute and its partners*





## **Trenae Simpson**

Director, Grants and Programs  
CareQuest Institute for Oral Health

[tsimpson@carequest.org](mailto:tsimpson@carequest.org)

# Thank you to the presenters!

MODERATOR



**John Gabelus**  
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PRESENTER



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Maine, Massachusetts  
General Hospital



# Thank you!

Contact us:  
[grants@carequest.org](mailto:grants@carequest.org)

# Question and Answer

# To Explore More Industry-Leading Research

**Resource Library**

We publish white papers, research reports, briefs, articles, posters, infographics, and tools on topics ranging from adult dental benefits to teledentistry. Use the filters below to find resources by type or topic.

Search by Keyword:  Filter by Topic: - Any - Filter by Type: - Any -

Title	Topic	Type
<a href="#">Improving Care Coordination Between Oral and Medical Providers</a>	Care Coordination	Video
<a href="#">Veteran Oral Health: Expanding Access and Equity</a>	Expanding Access	White Paper
<a href="#">2021 Oral Health Information Technology Virtual Convening</a>	Care Coordination	Presentation
<a href="#">Dental Fear Is Real. Providers Can Help.</a>	Expanding Access, Health Equity	Visual Report
<a href="#">Why We (Still) Need to Add Dental to Medicare</a>	Adult Dental Benefit, Expanding Access, Health Equity	Report
<a href="#">A Cross-Sectional Analysis of Oral Health Care Spending over the Life Span in Commercial- and Medicaid-Insured Populations</a>	Expanding Access, Health Equity	Article
<a href="#">Time Is on the Side of Change in Dentistry</a>	COVID-19 and Oral Health, Health	Article

[www.carequest.org/resource-library](http://www.carequest.org/resource-library)

**Missed Connections**  
Providers and Consumers Want More Medical-Dental Integration

Oral health and overall health are inextricably linked. There is mounting evidence to suggest that poor oral health is related to a variety of chronic health conditions, such as high blood pressure, dementia, diabetes, and obesity. Despite this known connection, dental care is still largely siloed from medical care. The Centers for Disease Control and Prevention (CDC) estimates that integrating basic health screenings into a dental setting could save the health care system up to \$100 million every year.<sup>1</sup>

CareQuest Institute for Oral Health conducted a nationally representative survey in January and February 2021 to assess consumers' perspectives on oral and overall health (n=5,320). CareQuest Institute also conducted a nationwide survey of oral health providers to assess perspectives and current behaviors related to interprofessional practice (n=377). Consumers and oral health providers described a lack of integration between medical and oral health care, and a desire for increased interprofessional collaboration.

**Key Findings:**  
**Medical-dental collaboration is currently uncommon.**

- 63% of consumers report that their primary medical doctor "rarely" or "never" asks about their oral health.
- 33% of consumers report that their oral health provider "rarely" or "never" asks about their overall health.
- 45% of responding oral health providers report "rarely" integrating their care with clinicians outside of dentistry, with only 14% reporting it is part of their "daily" practice.
- Less than a third of consumers report receiving general health screenings from their oral health provider.
- A majority (89%) of adults report never receiving a referral from their oral health provider to a non-oral health professional.
- Almost a fourth (24%) of participating oral health providers report currently implementing interprofessional practice.

# Webinar Evaluation

Complete the evaluation by **Friday, February 2** to receive CE credit. You will receive a link to the survey within 24 hours.

## *Next Webinar:*

**Black History and Oral Health on February 22 at 1 p.m. ET**

And we invite you to take a minute to sign up for our newsletter to get more information on future webinars!

## Sign up for News and Updates

Email\*

CareQuest Institute for Oral Health uses the information you provide to share updates on work and offerings to improve the oral health of all. You may unsubscribe at any time (See [Privacy Policy](#)).

Submit



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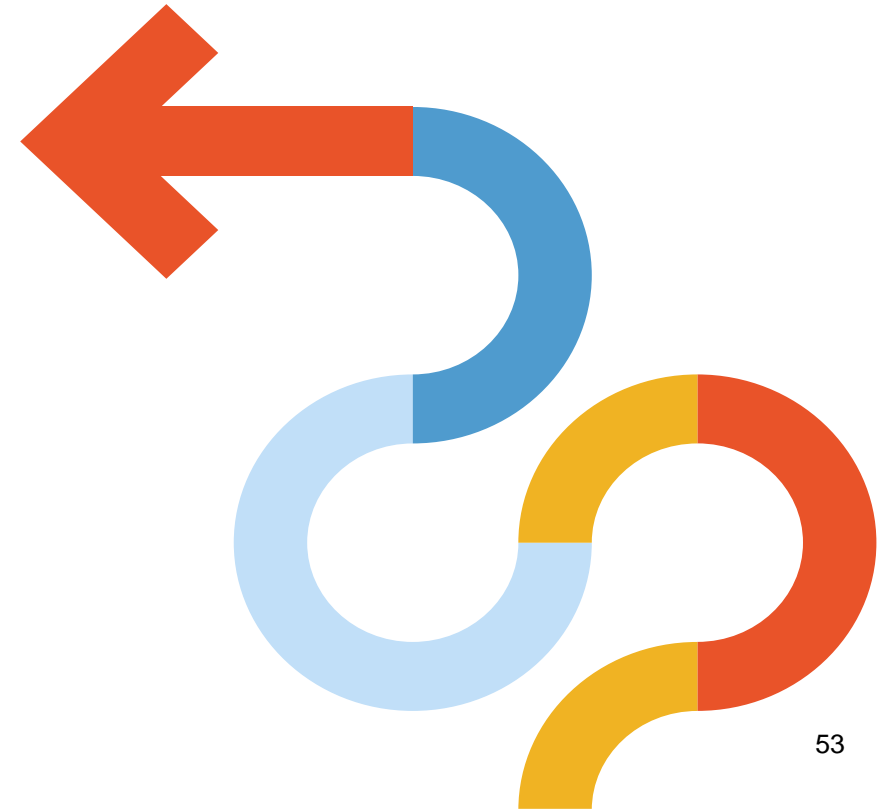
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