

ENGINEERING • ASSOCIATION EXECUTIVES PETROLEUM  
ANCE • BUILDING MANAGEMENT AND REAL ESTATE  
UCATION • WATER SUPPLY • VETERINARY  
OR DESIGN • AUTOMOTIVE • PARKS RECREATION  
ANSPORTATION  
ND FINANCE  
ICATIONS • CONVENTION AND VISITOR SERVICES  
UILDING • HUMAN RESOURCES  
ILLING  
ON  
GEN  
GEN  
VE  
EA  
AVI  
ID

# Your ASSOCIATION NEWS comes

# ALIVE

*Welcome to Your Digital Edition*

**Get ready for an  
ENHANCED reading  
experience!**



Brought to you by Naylor, the leading provider of print and online media and event-management solutions exclusively serving the association marketplace.

**NAYLOR Association Solutions | [naylor.com](http://naylor.com)**



## MEMBERSHIP EDITION

Advocacy, Practice  
Support, Continuing  
Education, and  
Community &  
Networking

---





# CLIENT APPRECIATION GIVEAWAY

**A FULL DAY AT A SPA FOR YOU AND A FRIEND**  
VALUE \$1200



**18 HOLES FOR FOUR AT BANDON DUNES**  
VALUE \$1250



**\$1000 CASH**



**\$1000 APPLE GIFT CARD**



**AS A SPECIAL THANKS FOR PARTNERING WITH ARTISAN DENTAL LAB, WE ARE EXCITED TO GIVE BACK TO OUR AMAZING CLIENTS!**

Starting on July 3, 2017 through September 29, 2017, we are offering you a chance to win one of these four fabulous prizes for doing nothing more than filling out an entry form that you will receive with every case that you send to our lab. For example, if you send 4 cases in a box, you can submit all 4 entry forms you received. Each form will include space for the doctor's name and a team member's name.

Both names on the entry form will win a prize!

**ENTRY FORMS AVAILABLE ONLINE AT [WWW.ARTISANDENTAL.COM](http://WWW.ARTISANDENTAL.COM)  
WE APPRECIATE YOUR BUSINESS AND BEST OF LUCK.**

Please contact Chelsea Feist for any questions.

**800.222.6721    503.238.6006**

2536 SE HAWTHORNE BLVD., PORTLAND, OR 97214    [WWW.ARTISANDENTAL.COM](http://WWW.ARTISANDENTAL.COM)

**INSIDE THIS ISSUE**

**5 GUEST EDITORIAL**

By Eddie Ramirez

**ADVOCACY:**

**We're here to make sure that your patients and the profession are protected!**

**9 COMPLIANCE CORNER**

**AN UPDATE TO JUNE'S OSHA TRAINING ARTICLE**

**11 OREGON'S EQUAL PAY ACT SIGNED INTO LAW**

By Jenna Reed, Cascade Employers Association

**12 IMPROVING ORAL HEALTH CARE FOR OREGON'S TRIBES – AND FOR EVERYONE IN OREGON**

**PRACTICE SUPPORT:**

**We have resources to make your practice life easier.**

**14 11 TIPS FROM ODA'S MEMBER VETTED ENDORSED PROGRAMS**

**18 GET TO KNOW ODA'S ADA CO-ENDORSED PRODUCTS AND SERVICES**

**CONTINUING EDUCATION:**

**As a member, you receive access to essential and emerging professional development experiences.**

**21 EVENTS & EDUCATION**

**24 DIGITAL BADGING**

**COMMUNITY & NETWORKING:**

**Gain unique leadership skills to enhance your practice and community.**

**25 BOARD OF TRUSTEES, NEW MEMBERS**

**27 2017 HOUSE OF DELEGATES CANDIDATE PROFILES**

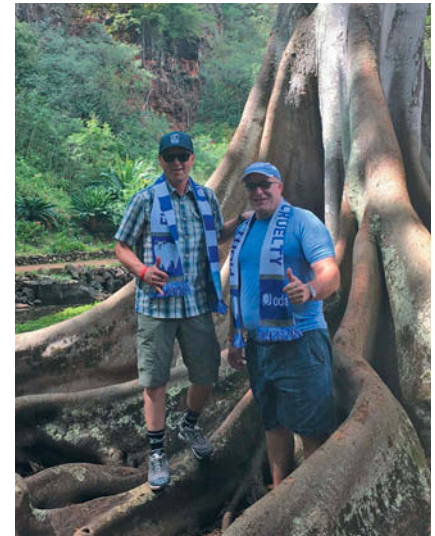
**30 CALL FOR VOLUNTEERS**

**31 MOLAR MOVEMENT**

**32 DENTAL FOUNDATION OF OREGON**

**33 OHSU SCHOOL OF DENTISTRY**

**34 INDEX OF ADVERTISERS**




**Connect Online**

 **Oregon Dental Association**

 **@ORDentists**

 **OregonDental channel**


 **Oregon Dental Association (private group)**

 **@oregondental**

*Membership Matters* accepts original submissions for publication from member dentists. For viewpoint articles, please limit to 800 words. For clinical articles, please limit to 1,600 words. *Membership Matters* is not a peer review publication. Publication of any article is at the discretion of the Editor. Please disclose any financial interests you may have in products or services mentioned in your article. Email editor, Barry Taylor at [barrytaylor1016@gmail.com](mailto:barrytaylor1016@gmail.com) with any articles or questions.

*Membership Matters* is an official publication of the Oregon Dental Association in support of its core purpose to advance the dental profession and promote the highest standard of oral health and oral health care.



 **oregon dental** ASSOCIATION 8699 SW Sun Pl, Wilsonville, OR 97070 | 800-452-5628, [info@oregondental.org](mailto:info@oregondental.org), [www.oregondental.org](http://www.oregondental.org), EXECUTIVE DIRECTOR: Conor P. McNulty, CAE, [cmcnulty@oregondental.org](mailto:cmcnulty@oregondental.org), Dentist Health & Wellness Hotline' Support for a dentist in crisis, regardless of membership status: 503-550-0190

PUBLISHED OCTOBER 2017/ODA-M1017/9459 *Membership Matters* (ISSN 1082-4111) is published monthly (except July) by the Oregon Dental Association, 8699 SW Sun Pl, Wilsonville, OR 97070. All statements of opinion and of alleged fact are published on the authority of the writer under whose name they appear and are not to be regarded as the views of the ODA or its subsidiaries or affiliates. Subscription to *Membership Matters* is a member benefit of the Oregon Dental Association. The annual subscription rate for nonmembers is \$40. Single copies may be purchased for \$5 each.

Advertising. The acceptance of advertising for publication in *Membership Matters* should not be construed as endorsement by ODA of the advertiser or of the product or service being advertised. For advertising rates and information, contact Krys D'Antonio at 1-800-796-2638, ext. 3406, or [kdantoni@naylor.com](mailto:kdantoni@naylor.com).

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2017. All rights reserved. No part of this publication may be reproduced, reprinted, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of the editor and the author.

Periodicals postage paid at Wilsonville, Oregon, and at additional mailing offices. POSTMASTER: Send address changes and all correspondence to: 8699 SW Sun Pl, Wilsonville, OR 97070; 503-218-2010 or 800-452-5628 (toll-free in Oregon).

Published by  **NAYLOR** ASSOCIATION 5950 NW First Place, Gainesville, FL 32607 Phone: 800-369-6220 Fax: 352-332-3331 [www.naylor.com](http://www.naylor.com), Publisher Jack Eller Editor Russell Underwood Marketing Associate Austin Dunn Project Manager David Freeman Project Support Specialist Hannah Mule Book Leader Krys D'Antonio Sales Representatives Brian Agnes, Leigh Flora Layout and Design Manish Dutt Sharma



# BANKER PARTNER NEIGHBOR

## DENTAL PRACTICE EXPERT

It takes more than a loan or deposit to help businesses succeed. It takes people who know you, your business and your community. Who says we can't be more than a bank? Give us a call.

877-231-2265



**PACIFIC CONTINENTAL**<sup>®</sup>  
THE RIGHT BANK<sup>®</sup>

[therightbank.com](http://therightbank.com)



EUGENE / SPRINGFIELD

PORTLAND / VANCOUVER

SEATTLE / BELLEVUE / TACOMA

# Deferred Action for Childhood Arrivals (DACA)



By Eddie Ramirez

*Editor's note; it was suggested to me that an editorial about the situation of dental student Eddie Ramirez would be very timely topic. In my initial conversation with Eddie, it was evident that he could tell the story better than I could:*

## AS YOUNG CHILDREN, WE LET

**OURSELVES BE** guided by our parents.

They decide where we should go, how we should behave and what's wrong and bad. With good intentions, they hope that lessons we learned as children will carry on into our adulthood, but sometimes the consequences of their decisions aren't seen until further in their children's lives.

When I was 1, after my grandfather's passing, my parents made the decision to change the direction of their lives and move the United States. Hopeful for the American Dream, they aspired to grow as individuals and be able to offer their family more than what they currently had. However, they never thought the impact it would have on my life would be this large.

Immigrating from Guadalajara gave me a second language to learn, a second culture to be a part of and new place to call home. However, in addition, it brought me the biggest challenge: being undocumented.

The effects of being undocumented weren't apparent until I was in high school, when I was not able to get a driver's license and attending college was a very small possibility. The one thing driving me was that I wanted to be someone: a dentist. Lacking an SSN limited my acceptances into post-secondary institutions and financial support. Determined, I matriculated into Portland State University in the fall of 2010, with the assistance of a French instructor from my high school.

As I continued my post-secondary education, it quickly became evident that my dream of becoming a dental health care professional was diminishing. It wasn't until June of 2012, with President Obama's announcement of the Deferred Action for

Childhood Arrivals (DACA) program that my dream could become a reality. Prior to DACA, advisors and counselors had suggested I change career paths as they believed dental school admissions team would deny me due to my status.

With DACA, certain individuals brought to the U.S. as children by their parents would be eligible for a 2-year renewable employment authorization, if they met the following requirements: (1) under the age of 31 as of June 15, 2012, (2) came to the U.S. before their 16th birthday, (3) continuously resided in the U.S. since June 2007, (4) No lawful status on June 15th, 2012, (5) Were present in the U.S. on June 15th, 2012, (6) are in school or have graduated from high school or received a GED or honorably discharged from military, (7) have not been convicted of a felony, significant misdemeanor, or be a threat to national security.

Having met these requirements, I filed my application in August of 2012 with the assistance of an attorney. I underwent biometrics, an appointment at the Portland United States Custom and Immigration Services (USCIS) office, where my fingerprints were taken and ran through a national database. In September of 2012, I was approved, granting me for the first time a card with not only my picture and date of birth, but also "United States of America" written on it.

For the first time, I felt part of this country and could officially call it home. With more integrity and determination, I pursued becoming the first undocumented applicant accepted and matriculated into OHSU school of Dentistry. Now standing as a fourth year in the program, I have brought support for undocumented students from

*The opinions expressed in this editorial are solely the author's own and do not reflect the views of the Oregon Dental Association or its affiliated organizations.*

*With the loss of my employment authorization, I will be graduating in June of 2018 with my DMD but will not be allowed to practice as a dentist in my community as I will not have the legal clearance to properly work.*

national ASDA through resolution 201RC-2017, which I was the primary author for. I have continued my involvement within my community, and the dedication for the field has continued to grow.

Now with 8 months left until graduation, a decision to rescind DACA has now put my future in jeopardy. My current permit will expire in September of 2018. The permit that allows me to work during dental school to offset costs, as I don't qualify for federal/state aid, is to be revoked. With the loss of my employment authorization, I will be graduating in June of 2018 with my DMD but will not be allowed to practice as a dentist in my community as I will not have the legal clearance to properly work.

As a recipient of the Scholars for a Healthy Oregon Initiative (SHOI), I pledged to return to underserved/rural areas in the state as a dentist and serve those communities, as

repayment for my education. But without a permit, this will not be possible, leaving me the possibility of being penalized with the debt of the dental school education plus a 25-percent penalty without a source of paying back those funds.

Initially, my parents did not expect their decision to have this impact on my life, and they feel guilty for my challenges. While this may be true, all I can do is thank them. The consequences of their decisions made me the individual I am today and drove me to aspire to be a health care professional. As we move forward with this 6-month grace period, I plead for our national leaders to realize that I have done nothing but work and study. With the passing of legislation such as the DREAM or BRIDGE Act, my efforts will not go to waste. Regardless, I am preparing myself for the current reality of graduating without the ability to practice. ●

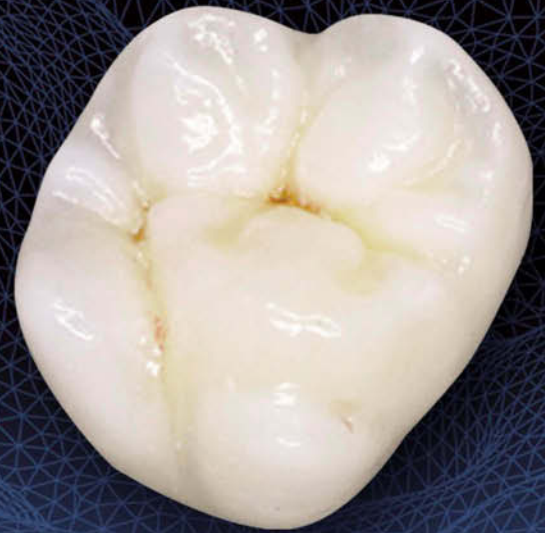
## U.S.P.S. required copy of Statement of Ownership for Periodicals

The image displays three copies of the U.S.P.S. required Statement of Ownership for Periodicals form. The first copy on the left is the title page, which includes the title 'Statement of Ownership, Management, and Circulation' and various fields for publication information. The middle copy is a table with columns for 'Category', '2017', and '2018', containing numerical data for circulation and other metrics. The third copy on the right is the signature section, featuring a line for the owner's signature and a date field.

# Aesthetic

*The Restoration of Choice  
for Aesthetics and Strength*

Starting at \$133



An explosion of Zirconia materials indicates that all restorations are not created equally. Aesthetic Z has proven its position as the preferred Restoration of Choice for dentists demanding lifelike aesthetics and high strength for anterior and posterior cases. Its translucency rivals lithium disilicate and when coupled with superior craftsmanship, you and your patients won't be disappointed.

Receive  
**\$50 OFF**  
your first case & SEE  
the Difference!

- Translucency that rivals lithium disilicate
- Aesthetics that reflect natural dentition
- Durability and high strength (769 MPa flexural strength)
- Designed digitally to increase efficiencies and profitability
- Kind to natural opposing dentition
- Conventional cementation
- Perfect for single crowns and up to 3-unit anterior bridges

*"In my career of working with 30+ dental labs, no lab comes close to the consistent quality, communication and on time delivery as Assured Dental Lab. I don't need to adjust any of the crowns, the metal frameworks always fit great, and the dentures have as good of retention as the ridge will allow. My dental school training included a lot of lab work and I'm always impressed with Assured's level of quality and eye for detail. When there is a question or concern Assured always calls. For fellow dentists, choose a quality lab like Assured and make your life and your patient's life easier and better."*

Scott Andrews DMD, Mt. Angel, OR



**Assured Dental Lab**®

[www.assuredentallab.com](http://www.assuredentallab.com)

**877.283.5351**

Quality Products at Amazing Prices. Case after Case.





# Your Professional Journey Will be Smooth Sailing with Henry Schein Professional Practice Transitions.

We provide a full range of dental practice sales and transition services. We will support you with practical advice and customized strategies to ensure your goals.

- Practice Sales
- Valuations
- Transition Consulting/Planning
- Associateships

 **HENRY SCHEIN**<sup>®</sup>  
PROFESSIONAL PRACTICE TRANSITIONS

**1-800-988-5674**  
[ppt@henryschein.com](mailto:ppt@henryschein.com)  
[www.henryscheinppt.com](http://www.henryscheinppt.com)

# OSHA Training for Your Practice: Keeping Your Employees Safe

## ADVOCACY

### An update to the June Compliance Corner

Updated by  
Samuel Barry, DMD

*The June issue of Membership Matters provided dated and inaccurate information with regard to OSHA training in your practice. Dr. Samuel Barry assisted the ODA by providing the following updated and correct information.*

## Q How are OSHA meetings and safety meetings different?

**Original Response:** OSHA has annual training requirements, which means training needs to happen within 12 months of the previous training. An office could choose to spread out the various topics and training over a year, or do them all at one time.

The OSHA rule doesn't specify how many hours the training should last — just what topics must be covered. Employees who are part of an employer's bloodborne pathogens program must have annual refresher training. The Bloodborne Pathogens Standard\* requires employers to develop a written exposure control plan and outline how the office will comply.

**Updates:** Dental offices with 10 or fewer employees must have a monthly safety meeting and document the date, who attended and what was discussed. The quarterly safety meeting is only for businesses that do "office work." This would apply to offices of accountants, attorneys, insurance agent, banks, the ODA office, etc. Dental offices are not considered "office work" because of the ongoing risk of bloodborne pathogens, sharps injuries, chemical usage, etc. Also, if a dental office has 11 or more employees, then it must have a safety committee that meets monthly and keeps minutes.

## Q What information is required to be posted in an office?

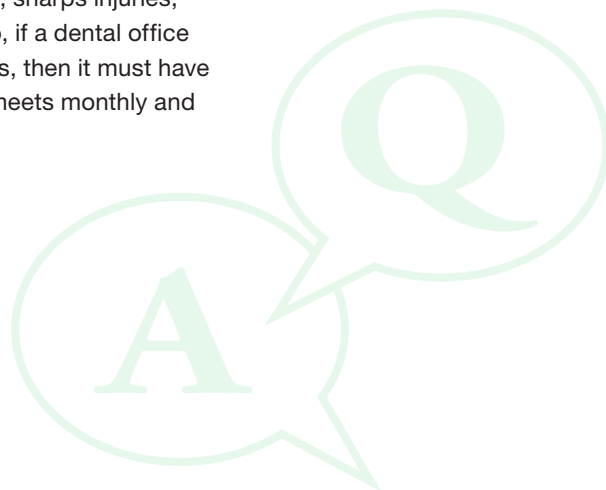
**Original Response:** Emergency action plans must be in writing, posted and accessible in an employee work area *unless* you have 10 or fewer employees; then a verbal plan may be used in its place. These would include fire, emergency and evacuation. See OSHA webpage for more information.

Staff training: <http://osha.oregon.gov/OSHAPubs/betrained/be-trained.html>

\*Bloodborne Pathogens resource  
[www.osha.oregon.gov/pdf/pubs/2261.pdf](http://www.osha.oregon.gov/pdf/pubs/2261.pdf)

**Updates:** Oregon OSHA requires its their "Safety & Health" poster be posted by all businesses. See the rule and the poster: <http://osha.oregon.gov/pubs/Pages/safety-and-health-poster.aspx>

There are also other OSHA-related signs that must be posted based on what hazards are present, such as the eyewash sign, laser in use, medical gases, etc., as well as numerous other required state and federal posters (not OSHA) from other agencies that need to be posted. ●



# NO OTHER LAB IS AS COMMITTED TO YOUR SUCCESS

- Full Service Dental Laboratory
- 100% Made in the USA
- Technician Owned and Operated Since 1969
- Tucker Gold Study Club Member for 25+ Years
- Inventors of TRUfit® patented proprietary manufacturing process

**IF OUR CUSTOMERS ARE SUCCESSFUL**  
*THEN SO ARE WE! THAT'S OUR GUIDING PRINCIPLE*

*Background*  
**Brian Goff, CDT**

*Foreground*  
**Alex Rugh, CDT**



At O'Brien, we've built an unmatched team of professionals who strive to deliver the highest level of service, education, innovation, and reliability. If our customers are successful, then so are we. That's the guiding principle in how we operate our company. We support your practice with everything from case consultation to continuing education. No other dental lab is as committed to your success! O'Brien Dental Lab is your partner for *Successful Dentistry.®*

O'Brien Dental Lab, Inc. [www.obriendentalab.com](http://www.obriendentalab.com)  
4311 SW Research Way customerservice@obriendentalab.com  
Corvallis, Oregon 97333 800.445.5941 541.754.1238 (f)541.754.7478



# Oregon's Equal Pay Act Signed into Law

By Jenna Reed, General Counsel, Director of Compliance Services,  
Cascade Employers Association

## ADVOCACY

**RECENTLY, OREGON GOVERNOR KATE BROWN SIGNED** the Equal Pay Act of 2017 (House Bill 2005) which prohibits pay discrimination on the basis of race, color, religion, sex, sexual orientation, national origin, marital status, veteran status, disability or age against employees for performing work that requires substantially similar knowledge, skill, effort, responsibility and working conditions.

Employers may justify different pay for comparable work if all the pay difference is based on a seniority system, merit system, a system that measures quantity or quality of work, work location, travel requirements, education, training, experience or any combination of these factors.

The Act also prohibits employers from asking about an applicant's current or past salary history prior to an offer of employment. After an offer of employment is made, employers may request a written authorization from the applicant to confirm their prior compensation.

Finally, employers will also be required to post notices of the requirements of the Act. The Bureau of Labor and Industries (BOLI) will make available a template that meets the notice requirements of this Act.

### What employers are covered?

The Act applies to all employers. This means it applies to any person employing one or more employees in Oregon. The federal government is excluded.

### When does this Act take effect?

As of Jan. 1, 2019, employees will be able to file actions for violations for the majority of this Act. However, on Oct. 6, 2017, BOLI will be authorized to enforce the portion of the Act that prohibits employer inquiries about an applicant's compensation history. Employees will have a private right of action under that part of the Act on Jan. 1, 2024.

### What are the penalties?

They're significant. Employees will have a right to file a private action or with BOLI. The Act also allows class action claims. Prevailing employees can be awarded up to two years of back pay, attorney fees and compensatory and punitive damages. An employer can avoid compensatory and punitive damages by demonstrating a reasonable equal-pay analysis was completed within three years of the date the employee filed the action, it eliminated pay differentials for the employee filing the claim and it has made substantial progress in eliminating pay differentials for the protected classes asserted by the employee.

### What should you be doing now?

Remove any salary or wage inquiries from your application before Oct. 6, 2017. Train everyone involved in the hiring and interviewing process that such inquiries will no longer be allowed. However, there is nothing in the Act that prohibits asking about an applicant's target compensation range or desired salary. Be specific

that you do not want them to disclose their current or past compensation.

Invest in developing a formal compensation structure if you have not done so already. The formal structure should include an evaluation of the jobs within the organization based on current and up-to-date job descriptions, and pay ranges should be developed based on these evaluations for determining "work of a comparable nature." Not only should base pay be evaluated, but bonuses and all benefits (including vacation, PTO, bonuses etc.), should be evaluated to assess total compensation practices for all employees.

It would be prudent to have a formal compensation philosophy developed as well as a detailed compensation strategy in place. The strategy should be comprised of the formal practices that exist regarding how and when pay decisions are made and should include clear and concise statements regarding fair and equitable pay practices, as well as the relative degree of competitiveness within the marketplace. Employers may also want to consider conducting an equal pay analysis every three years in order to try to avoid compensatory and punitive damages should a claim be filed.

Cascade will continue to keep you apprised as more of this unfolds and what it could mean for you. Of course, please do not hesitate to with any questions or concerns.

[jreed@cascadeemployers.com](mailto:jreed@cascadeemployers.com) 

# Improving Oral Health Care for Oregon's Tribes – and for Everyone in Oregon

## What Our Members Say about Oregon Action for Dental Health:



“As we consider how to address the very real oral health challenges for these communities, we must recognize that first-rate dental health requires first-rate dental providers. All residents of Oregon — urban, suburban, rural and tribal — deserve access to professional dentists. Access to comprehensive oral health care really is a social justice issue.”  
—Sean Benson, DDS, Portland

“Overcoming the many barriers that keep patients from going to the dentist is only the first step. We must also continue ensuring more dentists are practicing in these communities.”

—Ben Meyer, DDS, Eugene



“We must continue to provide incentives that make it possible for dentists to serve the rural communities that need our services by providing loan repayment and forgiveness programs for new graduates, and by making it more affordable for providers to work with patients covered by the Oregon Health Plan through increasing reimbursement rates.”  
—William F. Warren, DDS, MS, Klamath Falls

“Everyone has a right to see a professional dentist when they need one, regardless of where they live ... or how much money they earn.”

—Evan Campbell, DMD, Coos Bay



“While Oregon has enough trained and licensed dentists now and into the future to address all of the state’s oral health needs, the distribution of dentists throughout the state remains a concern, especially in smaller communities that face different challenges related to dental care access.”  
—Bruce Burton, DMD, Hood River

“When considering where to practice after dental school, many graduates who have debt loads of \$300,000 or more, choose the option that ensures they can more quickly pay off their student loans, in a metropolitan area.”

—James McMahan, DMD, La Grande



### IN JUNE, OREGON HEALTH & SCIENCE UNIVERSITY

School of Dentistry Dean Dr. Phillip Marucha and Oregon Dental Association Executive Director Conor McNulty traveled south to visit the Confederated Tribes of Grand Ronde. It was the first of what the ODA hopes will be an ongoing dialogue with Oregon’s tribes – and one element in a long-range plan to ensure equitable access to high-quality, professional dental care throughout the state.

This long-range plan, called Oregon Action for Dental Health, calls for strengthening the public-private safety net for those who otherwise couldn’t afford essential care and for expanding access to education and disease prevention for underserved communities.

As part of this effort to improve Oregonians’ access to care, the ODA worked with the Oregon Medical Association and other partners during the 2017 legislative session to successfully advocate for the renewal of both the Rural Medical Practitioner Tax Credit and the Medicaid Primary Care Loan Repayment program. The reauthorization of these programs will help to ensure doctors and dentists are able to locate their practices in rural areas across the state.

Another key component of Oregon Action for Dental Health includes ODA’s continued efforts of advocating for the establishment and funding of a

*As part of this effort to improve Oregonians' access to care, the ODA worked with the Oregon Medical Association and other partners during the 2017 legislative session to successfully advocate for the renewal of both the Rural Medical Practitioner Tax Credit and the Medicaid Primary Care Loan Repayment program.*

Native American Health Scholarship Program that would create an Indian Health Scholarship at OHSU. The scholarship would provide free tuition and fees for Indian health professional students who agree to return to a tribal service site to work after graduation.

“Good dental health is fundamental to the well-being of our communities, and we hope to work together with Grand Ronde leaders on policies and programs that improve oral health care in Indian Country,” said McNulty, according to the Grand Ronde’s newspaper, *Smoke Signals*, which wrote about the meeting.

“We know that Oregon has a unique relationship with its federally recognized Tribes, and we would like to continue that tradition through solid communication, education and respect for Tribal sovereignty.”

The ODA will continue to work with its partners to improve access to equitable, high-quality oral health care not only for federally recognized tribes in Oregon, but for all Oregonians, regardless of where they live or how much money they make. ●

# New ADA Find-a-Dentist **launched**



**April–July, 2017**  
**123,000+**  
 completed searches

**541,000+**  
 sessions

**71%**  
 Consumer Survey Results

April-May 2016 **17,793** Searches

April-May 2017 **57,147** Searches

**Net 221%** increase

**ADA** American Dental Association®  
 © 2017 American Dental Association, All Rights Reserved



## Your Dental IT Specialists

**Integration  
 Innovation  
 Implementation**

**REMOTE E-BACKUP SERVICE**  
 Our specialized, dental specific Off-Site HIPAA compliant backup service delivers the peace of mind you need.

**NETWORK INSTALLATION**  
 Den-Tech has a decade of experience implementing countless dental technology systems.

**PROJECT PLANNING**  
 Let our experienced team assist in planning the perfect technology solution for you.

**SYSTEM SUPPORT**  
 Our expert staff will help your network run at peak performance year after year.

**SERVICE RATE**  
 \$99 / per hour. Servicing available 7 days a week.

**COVERING ALL OF OREGON AND WASHINGTON.**

**DENTECH**  
 DEN-TECH.COM

Tel 800.839.6595 Fax 888.386.3082  
 www.den-tech.com

# 11 Tips from ODA's Member Vetted Endorsed Programs

ODA and its endorsed membership service program preferred providers offer you the resources you need to help manage your dental practice...and your life. Check out our endorsed program's quick tips to help support you, your practice, and your patients!

## Aspida, LLC

Anytime patient data is being sent via email, HIPAA recommends implementing procedures to ensure secure transmission and storage. Ideally, look for an email provider that offers the option to send regular vs. encrypted mail. For example, our system, Aspida Mail, is triggered by a keyword, encrypt in the subject or body of an email. If that keyword is omitted, all emails flow as usual.



Be sure to utilize a strong password for your email account. Passwords comprised of at least twelve characters, a mix of upper/lower case letters, numbers and symbols are an excellent combination to protect your information.

Lastly, if you are receiving patient data in emails, verify you are implementing secure storage procedures. Typically, (free) Gmail, AOL & Yahoo Mail do not store securely.

Additional Tips:

- Use a mail solution that has antivirus and a robust spam filter enabled.
- Inspect all email messages thoroughly, including the senders address. Do not open any email that looks suspicious.
- Be wary of files or links in emails. If it seems too good to be true, it probably is.
- Password protect your smart phone, especially if you have access to business email on it.

## Bank of American Practice Solutions



Practice Solutions

*"The Power of Profit"*

Planning to sell the practice that you have spent your life building and growing is a tough decision for many practice owners. Too often we see people growing their top line number but not bringing profitability along with it. If you want to sell your practice for top dollar you should be focused on making your practice appear as profitable as possible. It is actually a good idea to consider remodeling or upgrading technology within your office about 5-7 years before you sell. A practice that is fresh and up to date is always more attractive than one cluttered with paper charts and 20 year old equipment. Always plan to see your practice at its peak and not during the "wind down" portion of your career! Our dental practice experts are here to help! Call us now for a free financial analysis of your business. 2.99% refinances are available with rates as low as 1.89% on acquisitions and construction.

Learn more and contact ODA's endorsed vendors: <http://bit.ly/ODAEndorsed>

## Best Card, LLC



Want to know what you are really paying to take credit cards at your practice?

DO THE MATH: FEES ÷ DOLLARS PROCESSED = EFFECTIVE RATE

EXAMPLE: \$766 ÷ \$19,488 = 0.39306 (3.93%) - MEANS PAID \$3.93 TO PROCESS \$100

If your effective rate is over 2.1% you may be paying too much. Fax or email a current credit card processing statement today to 866-717-7247 or [CompareRates@BestCardTeam.com](mailto:CompareRates@BestCardTeam.com). You will receive a detailed savings analysis which we stand behind – and a \$5 Amazon card for allowing us to compare.

Best Card is endorsed by 22 state dental associations for their savings and service. Practices save an average of \$1,860 annually (27%) in credit card processing fees. Best Card has one of the highest customer-retention rates in the industry, receiving rave reviews for their personalized customer service.

Not EMV ready? Own EMV “chip” equipment for as little as \$169 (after \$100 ODA-member discount). We offer stand-alone terminals, online systems with recurring payment, website payments and autopost of payment into many popular dental software programs. Best Card will make the switch painless! **Call us at 877-739-3952 to learn more or request our ODA member rates.**

## Dentists Benefits Insurance Company



Insurance is an integral part of your overall financial and business strategy. A regular checkup of your insurance plan is an essential step to determine whether your coverage is sufficient. When it comes to life, the old adage that “the only constant is change” is our reality. No matter the kind of insurance you carry, these little seemingly unimportant life changes need to be reviewed to ensure you are adequately protected.

If any of the following life-events have happened to you, it's a good indicator you would benefit from a DBC Complimentary Insurance Review – not only to give you peace of mind, but ensure the changes do not require a different kind or quality of coverage.

- Job change or significant change in income
- Practice expansion or significant increase in office expenses
- Practice transition
- Office Remodel and/or Dental Equipment Upgrades
- Marriage/Divorce
- Retirement – or planning for a future date

DBC offers a complimentary insurance review to all dentists. In less time than it takes for a dental exam, you can speak with one of our knowledgeable experts who will review your coverage and provide a customized analysis for you and your practice.

**Simply call Shelley at 503-765-3522 or email [shelley.campbell@dbicins.com](mailto:shelley.campbell@dbicins.com) to schedule your review today.**

## Dental Commerce Corporation



DCC provides a wide range of options for dental practice financing. They help dentists gain easy access to the funds they need to help their business and their patients thrive.

**Lending tip:** You want to make sure the lender offers flexible terms that meet your needs, with no penalty for paying off your loan early. You have a practice to run, so look for a lender who is able to approve your loan in 10 days or less.

**Bonus tip:** Make sure the entire lending process is handled by one department. Why? Because most banks don't understand the dental industry and what make it unique from other small business. Otherwise, you can expect the lending process to take longer and be unnecessarily complex.

When you work with DCC you get one point of contact who understands how to get financial support to grow your dental practice because loan officers at DCC are dental experts first.

Within 48 hours of learning about your needs, wants and requirements, you will receive a proposal. When you are happy with what you see, simply complete the loan application.

Approvals on equipment occur within 5 days. Bigger loans such as practice remodeling or acquisition occur within 10 days.



## Dentists Management Corporation



Dentists Management Corporation (DMC) specializes in state-of-the-art digital diagnostic equipment, customized networking solutions, practice management software, and integrated business services. In addition to on-site and remote hardware and software support services, DMC's practice management software.

DAISY, has helped dentists streamline and optimize their practices since 1982.

DMC is available to help you focus on what you do best: providing excellent care for your patients.

### Ransomware, malware, and viruses tip:

As a business owner, it's your responsibility to make sure you have up-to-date protection in place to safe-guard your computer system and files. Leaving yourself open for virus infections and potential data losses can be very costly in both dollars and lost productivity.

Here are some of the most common ways a virus can be introduced into your system:

- Accessing the Internet for personal use via the network.
- Installing unapproved applications on network computers.
- Changing anti-virus configuration without consulting your technician.
- Opening email from unknown sources and downloading questionable attachments.

Want to know more about how to easily defend against viruses, spyware, malware, and other online threats?

Download DMC's free Anti-Virus eBook by visiting: <http://dmcdental.com/free-antivirus-ebook>

## Dentists Management Corporation HR



As a strategic partner in employment-related functions and responsibilities, DMC HR helps dental practices reduce the time spent running the business, allowing for greater focus on their patients. DMC HR provides a variety of services, including payroll and payroll tax compliance, health benefits, workers' compensation claims, unemployment insurance claims, retirement plans, and recruitment and hiring.

**Pro tip:** Reduce your administrative workload and boost your bottom line by outsourcing your recruitment, employee administration, and much of the liability that comes with those functions.

Most dental practices can reduce their workload with a coemployment relationship, where your practice is able to off-load the hassle of attracting and retaining the best and brightest in the industry. Providers of these services also assume certain liability for these employees, so you can be hands off when it comes to day-to-day HR functions. With DMC HR, your employees gain access to Moda Health Services group health and retirement plans.

How much would your practice benefit if you could focus solely on providing patient care? Identify how much time and money you lose to the non-revenue-generating side of your practice with a free online Employee Needs Assessment at:

<http://dmcdental.com/employee-needs-assessment>

## OHSU Sterilizer Monitoring Service



What is the secret to receiving spore strip test reports consistently, week after week?

A consistent mailing schedule is of utmost importance. Our most successful clients mail their spore strips on Thursday or Friday—so that the strips travel over the weekend

instead of during the week. Clients who mail late in the week tend to have very clean records. The superiority of mailing late in the week is very clear. Clients who mail early in the week (Monday or Tuesday) have more holes in their testing record.

And what is the biggest problem that causes inconsistency in sterilizer monitoring? Probably it is the belief that a weekly test is done when the spore strip goes into the sterilizer. In truth, the weekly test is not done until a completed result is in hand. Therefore, sterilization and mailing of test strips needs to be organized to ensure that a completed spore test result is received by your office every calendar week.

## Quick Collect, Inc.



Many dental offices are unaware that they are only allowed to issue one threat of collections per past-due account (FDCPA 807.4,5,10). Offices send a letter, make a phone call, send another letter then send a final request form and in all cases they threatened to send their account to collections.

Here are some questions you can ask your staff today:

- How often are we contacting our overdue accounts?
- How many letters/calls do we make?
- How much debt are we holding in our 60-day and 90-day aging report?
- How much bad debt (uncollectable) are we holding onto?

Contact Quick Collect, Inc. 800-252-6322.

## SoFi



The ODA has partnered with SoFi to offer our members and their families a **0.125% rate discount**<sup>1</sup> upon refinancing their student or Parent PLUS loans through [SoFi.com/OregonDental](https://www.sofi.com/OregonDental). Check out some FAQs about student loans and refinancing:

### *What is a direct consolidation loan?*

A Direct Consolidation Loan is a government program that allows you to combine multiple federal education loans into a single loan. The resulting interest rate is a weighted average of your prior loan rates. Refer to <https://www.sofi.com/consolidate-student-loans-vs-refinance/> for more information.

### *What is the difference between consolidation and refinancing?*

When you consolidate federal loans through the federal loan consolidation program, you're combining multiple loans together with a resulting interest rate that's the weighted average of your original loans' rates. When you refinance loans with a private lender, you're also consolidating (i.e. combining) them, but the lender will use your financial information to give you a new, hopefully lower, interest rate.

### *Will applying for a student loan refinancing affect my credit?*

To check the rates and terms you qualify for, SoFi conducts a soft credit pull that will not affect your credit score. However, if you choose a product and continue your application, we will request your full credit report from one or more consumer reporting agencies, which is considered a hard credit pull.

Terms and Conditions Apply. SOFI RESERVES THE RIGHT TO MODIFY OR DISCONTINUE PRODUCTS AND BENEFITS AT ANY TIME WITHOUT NOTICE. SoFi refinance loans are private loans and do not have the same repayment options that the federal loan program offers such as Income Based Repayment or Income Contingent Repayment or PAYE. SoFi loans not offered to residents of Nevada. Other state restrictions may apply. See eligibility requirements at [sofi.com/legal](https://www.sofi.com/legal). Licensed by the Department of Business Oversight under the California Finance Lender Law License No. 6054612. SoFi loans are originated by SoFi Lending Corp., NMLS # 1121636.

<sup>1</sup>Rate discount will be issued electronically once you become a SoFi borrower; you have submitted a completed application with documents and your loan has been disbursed. Offer good for new customers only.

## WEO Media



Google+ and your Dental Marketing:

Did you know that your reviews no longer live on your Google+ page? Instead, your reviews can be seen on your business page or your map. Due to this recent change, we're suggesting that dental practices point their Google social media links to their Google Map listing. The map listing is now a much more effective place for them to land as it holds your reviews, location, link to your website and more. For more information on SEO or social media strategies that can help build your practice, contact us at [info@weomedia.com](mailto:info@weomedia.com). 📍

# Get to Know ODA's ADA Co-Endorsed Products and Services

Through ADA Business Resources, the ODA co-endorses these companies:



## AHI Travel - Tours and Cruises

AHI Travel provides ADA Members access to guided ocean, river, and land-based tours designed to immerse travelers in the history and culture of people and places across the globe.

- Most trips are 7–14 days
- On-site tour directors lead small groups (no more than 36 guests on most programs)
- Each trip includes a dental-focused in-country reception

A single point of contact at AHI will help members book airfare, plan pre-or-post trip extensions, and be available to answer all questions. Early booking discounts of \$250 are available on select trips.

844-205-1171

<http://ada.ahitravel.com>



## Care Credit - Patient Financing

When patients have an out-of-pocket cost for their dental needs, having special financing available through the CareCredit healthcare credit card may help more accept recommended care.

To help make great financial conversations easier, CareCredit provides free training and resources, many developed in conjunction with leading dental educators, including:

- Insights, ideas and proven strategies that help solve key practice issues such as failed appointments, overhead and attracting new patients.
- FREE Script Kit: *Let's Talk – Tips for Great Patient Financial Conversations*.
- And more.

Ready to enroll? Call 800-800-5759 or visit [carecredit.com/dental](http://carecredit.com/dental).

Already accept CareCredit? Get connected to free resources by calling your Practice Development Team at 800-859-9975, option 1, then 6.



## CyraCom - Interpretation & Translation Services

CyraCom provides phone and video interpretation, enabling dentists to communicate with their non-English-speaking patients in seconds.

CyraCom provides dental offices:

- Easy online sign-up with no startup costs or minimum fees
- Compliance with Section 1557 language service requirements
- Preferred pricing off of interpretation services

Questions: 844-737-0781

Sign Up: <http://www.cyracom.com/ada>



## The Dental Record - Electronic Patient Records and Online Data Backup

The Digital Dental Record provides resources for the latest in digital workflow and business optimization solutions for dental offices. Their products and services include HIPAA compliant online data backup, paperless patient software and more.

Discover efficient and cost effective workflows to enhance the profitability of your practice.

[dentalrecord.com](http://dentalrecord.com)

800-243-4675

# HealthFirst

HealthFirst -  
Amalgam -  
Mercury Recovery  
Program

HealthFirst, the leading provider of dental compliance products and services including dental waste stream management, has been educating and protecting dental clients for 42+ years. HealthFirst is providing discounts and special promotional offers only to members on its Amalgam Recovery Program and Sharps Management product lines.

[Healthfirst.com/dental-waste/ADA/index.html](http://Healthfirst.com/dental-waste/ADA/index.html)

888-963-6787



InTouch Practice  
Communications -  
Message on Hold

Patients are on hold more often than you think. Update your message quarterly to keep information relevant. InTouch is affordable, customizable and personal. Save \$300 on an InTouch System—an exclusive price for ADA Members only.

Purchase the Flex Plan and benefit from unlimited message and music changes!

[intouchdental.com](http://intouchdental.com)

877-493-9003

## LANDS'END BUSINESS

Lands' End -  
Loaned Apparel

Why Lands' End Business?

Here's how they help dental practices create custom uniforms that work:

- Wear-tested quality clothing with a guarantee that won't expire.
- A range of colors to complement every logo & Colors You Can Count On—ten shades that will stay in their color palette across a variety of styles.
- Custom online storefronts let your employees place their own orders, according to the style & budget limitations you specify, branded with your logo throughout.
- Clothing that fits every body. You'll find clothes made just for him. Complementary styles designed to flatter her. Even maternity sizes in some lines.

As a Member, you'll receive up to 10% off products and another 10% off embroidery—with no minimums!

[ada.landsend.com](http://ada.landsend.com)

800-990-5407



Lenovo -  
Computers &  
Technology

Members are eligible to save up to 30% off the everyday public web price of the entire line of Lenovo products, including laptops, tablets, desktops, accessories and more. Members also receive free ground shipping on all web orders and can take advantage of monthly limited-time special offers. Experience the Lenovo difference! For more information and easy ordering, call 1-800-426-7235, ext. 4886 or visit [lenovo.com/ada](http://lenovo.com/ada).



Mercedes-Benz -  
Luxury Vehicles

ADA Members save up to **\$5,500** on a new Mercedes-Benz.

Choose from over 70 models for purchase or lease. Whatever your heart and driving style desire, now you can make it yours—at significant savings—thanks to this fabulous ADA Member incentive.

[ada.org/mercedes](http://ada.org/mercedes)

866-628-7232



SurePayroll -  
Payroll Services

SurePayroll is an ADA endorsed provider of easy online payroll services to dental practices nationwide. SurePayroll delivers peace of mind by combining innovative, industry-leading technology and personalized support from an award-winning, U.S.-based customer care team. Members receive exclusive pricing up to 50% less than traditional payroll services.

[www.SurePayroll.com/ada](http://www.SurePayroll.com/ada)

866-535-3592



UPS - Shipping

Improve your bottom line with some of the most competitive rates available on shipping services with UPS. Save up to 36%\* on a broad portfolio of shipping services including air, international, ground and freight services.\* Plus, get 50%\* off UPS Next Day Air®, UPS Next Day Air Saver®, UPS Worldwide Express® export, UPS Worldwide Saver® export, and UPS Worldwide Expedited® export shipments for up to four weeks after you enroll.\* You can receive these discounts even if you already have a UPS account. Remember, the more you ship, the more you can save with UPS. Put the power of logistics to work for you. To enroll and start saving, visit [savewithups.com/ada](http://savewithups.com/ada) or call 1-800-MEMBERS (1-800-636-2377), M-F, 8 a.m. – 6 p.m. EST.

\* See [savewithups.com/ada](http://savewithups.com/ada) for specific services and discounts.



US Bank

The ADA® Preferred Rewards Visa® Card is the card Oregon Dental Association member dentists count on for great benefits and valuable rewards

- Earn 20,000 Bonus Points after you spend \$5,000 on the card in 90 days<sup>1</sup>
- Only 25,000 points equals up to a \$450 ticket
- No Annual Fee!
- No Foreign Transaction Fees!
- Points add up fast – earn 2 points per net \$1 spent on all eligible ODA purchases and one point per \$1 spent on eligible net purchases everywhere else Visa cards are accepted
- Earn an additional 20,000 Bonus Points after \$125,000 annual net spend<sup>2</sup>
- No travel blackout dates on more than 150 airlines
- Visa Signature Travel Benefits including Travel Accident Insurance & Auto Rental Insurance<sup>3</sup>

To apply, call 888-327-2265 ext. 36991 or visit [adavisa.com/36991](http://adavisa.com/36991)

IMPORTANT INFORMATION: Accounts must be open and in good standing to earn and redeem rewards and benefits. Upon approval, please refer to your Cardmember Agreement for additional information. Net purchases are purchases minus credits and returns. Not all transactions are eligible to earn rewards, such as Advances, Balance Transfers, and Convenience Checks. Upon approval, please refer to your Cardmember Agreement for additional information. Rewards points expire five (5) years from the end of the calendar month during which they were earned.

<sup>1</sup> To earn first use bonus, eligible net purchases must be made within 90 days of account open date. Bonus will be credited to your account 6-8 weeks after the end of the promotion period.

<sup>2</sup> The \$125,000 spend must be on eligible net purchases, and is per calendar year. For the year 2017, the spend bonus will start effective 7/1/2017 and end 12/31/2017. Subsequent years, the annual spend bonus eligibility timeframe is January 1 through December 31. Bonus will be credited to your account 6-8 weeks after the end of the promotion period. This offer may not apply if your credit card has changed to a different type of card within the last 12 weeks or changes before spend bonus is applied.

<sup>3</sup> Certain limitations and restrictions may apply. Refer to your Visa “Guide to Benefits” terms for details.

The creditor and issuer of the ADA® Visa Signature® Card is U.S. Bank National Association, pursuant to a license from Visa U.S.A. Inc. ©2017 U.S. Bank



Whirlpool Corporation - Energy-Efficient Appliances

Members, their immediate family and staff have an opportunity to receive substantial savings along with special promotions using the Inside Pass Program from Whirlpool® Corporation. Choose from hundreds of popular consumer products for your home from recognized brands such as KitchenAid®, Maytag®, Amana®, Whirlpool® and Gladiator® GarageWorks.

[www.whirlpoolinsidepass.com](http://www.whirlpoolinsidepass.com)

1-866-808-9274

# Events & Education Component CE Calendar



Calendar provided by Mehdi Salari, DMD

Date	Host Dental Society	Course title	Speaker	Hours CE	Location	More Information
10/17/2017	Lane County	Infection Control for the Dental Healthcare Team	Karla Kent, MA, PhD	2	Eugene, Center for Meeting & Learning	lanedentalsociety.org
10/18/2017	Multnomah	From Extraction to Implant	Normund Auzins, DDS, MD	2	Portland (OHSU SOD)	www.multnomahdental.org or lora@multnomahdental.org
10/20/2017	Southern Oregon	Radiographic Pathology	Dr. James Kratochvil	2	Medford (Smullin Center)	Contact Tonya at sodentalsociety@gmail.com
10/24/2017	Clackamas	Risk Management	DBIC	3	Oregon City (Providence Willamette Falls Comm. Center)	executivedirector@clackamasdental.com
11/9/2017	Southern Oregon	Cyber Security & HIPAA Compliance Update	Eric Engebretson (Action Data Tel)	1	Medford (Los Arcos)	Contact Tonya at sodentalsociety@gmail.com
11/10/2017	Lane County	Balancing Dental Mgmt & Endocrine Disorders	Vipul Lakhani, M.D.	4	Eugene, Center for Meeting & Learning	lanedentalsociety.org
11/14/2017	Marion & Polk	Emerging Concepts in Periodontal Diagnosis & Treatment	Harjit Singh Sehgal, BDS, MS, FAGE	1.5	Salem (West Salem Roth's)	Contact Sabrina - mpdentalce@qwestoffice.net
11/15/2017	Multnomah	Practical Practice Tips	Thad Langford, DDS	2	Portland (OHSU SOD)	www.multnomahdental.org or lora@multnomahdental.org
11/28/2017	Clackamas	Oral Pathology	Kleinegger & Kratochvil	2	Oregon City (Providence Willamette Falls Comm. Center)	executivedirector@clackamasdental.com
12/12/2017	Marion & Polk	HIPAA/OSHA	Chris Verbiest	2	West Salem (Roth's)	Contact Sabrina H. - mpdentalce@qwestoffice.net
1/9/2018	Marion & Polk	Interdisciplinary Orthodontics: The Reward of Dental Teamwork	Reid Amborn, DMD, MS	1.5	Salem (West Salem Roth's)	Contact Sabrina - mpdentalce@qwestoffice.net
1/17/2018	Multnomah	Practice Management Course	Brad Larsen, DMD	2	Milwaukie (Moda Plaza)	multdental@aol.com or lora@multnomahdental.org
1/23/2018	Clackamas	Endodontics	Dr. Tselnik	2	Oregon City (Providence Willamette Falls Comm. Center)	executivedirector@clackamasdental.com
1/25/2018	Southern Oregon	Dental Unit Water Lines Update	John Neilsen (Neilsen Research)	1	Medford (Los Arcos)	Contact Tonya at sodentalsociety@gmail.com
1/26/2018	Lane County	Risk Management	Chris Verbiest	3	Eugene, Center for Meeting & Learning	lanedentalsociety.org
2/13/2018	Marion & Polk	Prosthodontic Principles to Maximize Results in the Esthetic Zone	Lauren Manning, DDS, DMSc	1.5	Salem (West Salem Roth's)	Contact Sabrina - mpdentalce@qwestoffice.net
2/21/2018	Multnomah	Cannabis and Oral Health	Barry Taylor, DMD & Caroline DeVencenzi, DMD	2	TBD	www.multnomahdental.org or lora@multnomahdental.org
2/27/2018	Clackamas	ODA Update	Conor McNulty	1	Oregon City (Providence Willamette Falls Comm. Center)	executivedirector@clackamasdental.com

Find this calendar online at [www.oregondental.org](http://www.oregondental.org). Click 'Meetings & Events' > 'Calendar of Events'.

## **Council on Advocacy for Access and Prevention's Medicaid Provider Advisory Committee (MPAC)**

continues its work to educate our members about the importance of protecting themselves and their practices when providing dental services to Medicaid-eligible individuals. MPAC has presented Maintaining Your Sanity and Practice Viability as a Medicaid Provider at three ADA annual sessions and over a dozen state and regional dental conferences with excellent evaluations. A free one hour abbreviated version of this 2.5 hour continuing education session can be found at <http://ebusiness.ada.org/education/viewcourse.aspx?id=85>

# 2018 ODC Speaker Preview

**Carla Cohn, DMD:** Pediatric Dentistry

**Teresa Duncan, MS, FAADOM:** Insurance

**Peter Fay, DMD:** Restorative Dentistry

**Stuart Lieblich, DMD:** Anesthesia

**Denis Lynch, DDS, PhD:** Pathology

**Baldwin Marchack, DDS, MBA:** Implants

**Judy Kay Mausolf:** Communications

**Betsy Reynolds, RDH, MS:** Hygiene

**Pam Smith, RDN:** Health & Wellness

**Thomas Viola, RPh, CCP:** Pharmacology

For a complete list of speakers, please visit  
[www.oregondentalconference.org](http://www.oregondentalconference.org).

## WHAT IS YOUR PRACTICE WORTH?

Offering a free snapshot valuation  
or \$1,000 off a full valuation

*Contact Megan for more details*

Transitions | Appraisals | Consulting | Real Estate

More at [www.omni-pg.com](http://www.omni-pg.com)

Megan Urban  
[megan@omni-pg.com](mailto:megan@omni-pg.com)  
503-830-5765



# Oregon Convention Center – Portland April 5–7, 2018

## THANK YOU!

The Oregon Dental Association thanks  
the 2018 ODC sponsors!

Platinum Sponsor



Gold Sponsor



Silver Sponsors



Bronze Sponsor



Speaker



Interested in sponsoring? Contact Alexa Hujik at  
503-218-2010 or [ahujik@oregondental.org](mailto:ahujik@oregondental.org) to learn more.

## Connect Learn Grow

Mark Your Calendar  
for the 2018 Oregon  
Dental Conference!

Registration will  
open in January.

Learn more at  
[oregondentalconference.org](http://oregondentalconference.org).





# Congratulations – You are a Step above the Rest! Now it’s Time to Share with Your Patients and Local Communities.

**AS A MEMBER OF THE ODA, YOU** are already known in your community as a member of a distinguished group of individuals who set precedence for advancing the dental profession and promoting the highest standard of oral health and oral health care. The Oregon Dental Association has created a member benefit that will give you more accessibility to share your hard work and contributions with your patients and local communities.

Using a recognized digital badging website utilized by organizations around the country such as the Smithsonian, Harvard and the YMCA, the ODA has created over 20 digital badges to give credit where credit is due – to our hardworking members.

Digital badging is an assessment and credentialing system created to reward and recognize you for your

contributions to the ODA and the dental community in Oregon. Channeling a system similar to Scout Merit Badges but virtual, ODA Digital Badges recognize members for a variety of levels and types of participation.

Digital badges are promotional currency and awareness you can use to boost your online profile and promote your community involvement and leadership credentials. Members can display digital badges on websites, Facebook, Twitter, LinkedIn and email signatures. Digital badges can help members enhance their website’s search engine optimization (SEO) and practice’s brand and reputation. Each badge is specially coded, when linked to Credly, to show all your web users what the digital badge is and what a member completed or participated in, in order to receive the badge.



From contributions to DOPAC to volunteering your time on the Dental Foundation of Oregon Tooth Taxi, the ODA badges give you an opportunity to promote your contributions to organized dentistry.

The ODA launched 22 badges related to membership, volunteer contributions and event participation. More badges will be unlocked and released. Additionally, members have the opportunity to “level-up” and receive badges for consecutive years of membership and much more. Badges are distributed monthly, so check your inbox and see what you’ve earned. 📧

## Available Badges

### Membership Badges

**New Member Badge** — This badge is awarded to new members who join the Oregon Dental Association.

#### 2017 ODA Member

**Badge** — This badge is awarded to members of the Oregon Dental Association in 2017.

**New Dentist** — This badge is awarded to active members of the Oregon Dental Association, practicing for less than 10 years.

**5, 10, 15, 20, 25, 30 Year Member Badges and ODA Life Member**

**Badge** — Recognizing members for their years of membership.

### Contribution Badges

**Dental Foundation of Oregon Donor Badge** — This badge is awarded to members who contribute above and beyond to the Dental Foundation of Oregon in 2017.

#### Dental Foundation

**Volunteer Badge** — This badge is awarded to members who volunteer with the Tooth Taxi in 2017.

**DOPAC Club Donor Badge** — This badge is awarded to members who contribute above and beyond to DOPAC in 2017.

### Oregon Dental Conference Badges

**2017 ODC Badge** — This badge is awarded to members who attend the 2017 ODC as a CE earning, non-exhibiting participant.

#### Level-UP Badge Silver

**User** — This badge is awarded to members who attend ODC for five consecutive years.

#### Level-UP Badge Gold

**User** — This badge is awarded to members who attend ODC for 10 consecutive years.

**2016-2017**  
**BOARD OF TRUSTEES**

PRESIDENT

Gregg E. Jones, DMD, MAGD  
Central Oregon  
greggeryjones@msn.com

PRESIDENT-ELECT

Bruce A. Burton, DMD  
Mid-Columbia  
football@gorge.net

SECRETARY-TREASURER

Fred A. Bremner, DMD  
Clackamas County  
fbremner@comcast.net

AT-LARGE MEMBERS

Jason Bajuscak, DMD  
Multnomah

Matthew Biermann, DMD, MS  
Washington County

Kenneth Chung, DDS, MPH  
Clackamas County

Brad Hester, DMD  
Central Oregon

James McMahan, DMD  
Eastern Oregon

Mark Miller, DMD  
Yamhill County

Mark Mutschler, DDS, MS  
Multnomah

Sarah Post, DMD  
Central Oregon

Deborah Struckmeier, DMD  
Multnomah

Frances Sunseri, DMD, MAGD  
Clackamas County

ADA DELEGATES AT LARGE

Frank Allen, DMD, Marion Polk

Hai Pham, DMD, Washington County

OHSU-ASDA REPRESENTATIVE

Steven Knapp, DS3

NON-VOTING MEMBERS

Ilkyu Lee, DMD, Multnomah  
*Speaker of the House*

Barry Taylor, DMD, CDE, Multnomah  
*Editor*



INDUSTRY KNOWLEDGE  
**commitment**  
TRUSTED ADVISOR

*The dentists' choice for banking*

“Our banker, Malcolm Hodge, is always available to us, and with his knowledge and experience, the acquisition of our practice went smoothly.”

**TALK TO A MEMBER OF OUR DENTAL BANKING TEAM TODAY!**

**DR. HAMILTON SIMS • Lincoln Dental**

 **503.924.2312**  
pcboregon.com

 **PREMIER**  
COMMUNITY BANK

**Better Health • Better Access • Better Value**

Advantage Dental is the exclusive network for PacificSource Health Plans. Join today so your office can provide services to PacificSource members as a preferred provider.



 **(866) 268-9619**  
[www.AdvantageDental.com](http://www.AdvantageDental.com)

# Welcome *New ODA Members!*

**Rohini Agarwal, DMD,**  
Washington County Dental Society

**Charles Q. Belusko, DMD,**  
Multnomah Dental Society

**Alison T. Cadaret, DDS,**  
Lane County Dental Society

**Emily L. Case, DDS,**  
Washington County Dental Society

**Jeffrey Clawson, DMD,**  
Clackamas County Dental Society

**Michelle L. Crabtree, DMD,**  
Eastern Oregon Dental Society

**Meredith L. Dugoni, DMD,**  
Washington County Dental Society

**Craig R. Elgin, DMD,**  
Southwestern Oregon Dental Society

**Gian Garduque, DDS,**  
Marion and Polk Dental Society

**Caitlin C. Han, DMD,**  
Clackamas County Dental Society

**Yu Han, DMD,**  
Washington County Dental Society

**Erik W. Hill, DDS,**  
Southern Oregon Dental Society

**Drew G. Hubbard, DMD,**  
Southern Willamette Dental Society

**Thomas Jacks, DDS,**  
Lane County Dental Society

**Steven W. Kennedy, DMD,**  
Central Oregon Dental Society

**Stephen G. Kim, DDS,**  
Washington County Dental Society

**Natalija Kokoreva, DDS,**  
Lane County Dental Society

**Veronica Matthews, DDS, MA,**  
Central Oregon Dental Society

**Paria Mazareei, DMD,**  
Clackamas County Dental Society

**Audrey M. Mikkelsen, DMD,**  
Marion and Polk Dental Society

**Hadi Nouredine, DMD,**  
Washington County Dental Society

**Indhya P. Sasidharan, DDS,**  
Washington County Dental Society

**Jillana L. Pollard, DMD,**  
Multnomah Dental Society

**Ryan M. Smith, DDS,**  
Washington County Dental Society

## I'm a dentist — not a **RISK MANAGER**

Created exclusively for dentists by dentists, we offer:

- > Professional liability
- > Businessowners
- > Risk management

Call us today at  
800-452-0504 to  
learn how we can help  
protect your practice.  
[dentistsbenefits.com](http://dentistsbenefits.com)

**DBIC** | DENTISTS  
BENEFITS  
INSURANCE  
COMPANY

# 2017 House of Delegates Candidate Profiles

All members of the Oregon Dental Association are invited to join us November 10–11 in Portland for the 2017 House of Delegates. Below are the candidate profiles for our current declared leadership candidates. For more information, or to volunteer as a delegate for your component society, please contact Cassie Leone at [cleone@oregondental.org](mailto:cleone@oregondental.org).



Scott S. Hansen

## Scott S. Hansen, DMD

*Practice Location:* Gresham, OR

*Hometown:* Gresham, OR

*Dental School:* OHSU

*Running For:* Secretary-Treasurer

### Why are you seeking this position?

I want to help the ODA meet the needs and serve the dentists in Oregon in maintaining an environment where they can properly care for the oral health needs of the public.

### What do you see as the main issue(s) the ODA must address over the next few years?

Keeping our profession in a position where we can deliver quality dental care to the public without the outside influences of entities that would destroy that ability.

### What is the one thing you want members to know about your vision for your term of service?

My goals for serving would be to always listen to the member dentists and their concerns, to the staff who are dedicated full time to helping us, and to the other members of the Board and Executive Committee which will then allow me to make an educated opinion on how we can go about helping our profession. Once I have formed my own opinion, I have no problem expressing my



Mark A. Miller

thoughts, but I also can work together with everyone else once a decision has been made.

## Mark A. Miller, DMD, MAGD

*Practice Location:* Carlton, OR, 1979–2015; Portland, OR, 2015–present, “retired”

*Hometown:* Carlton, OR 1979–2015, Portland, OR 2015–present

*Dental School:* OHSU

*Running For:* Trustee at Large

### Why are you seeking this position?

To continue working on the board. Just completing my first year as a trustee.

### What do you see as the main issue(s) the ODA must address over the next few years?

Encouraging the younger dentist to join while retaining current members. Make certain that we are all aware of the benefits of membership, and make it a worthwhile choice for dentists. Consider offering an affordable medical insurance plan for dentists and their staffs and families. Many private practices can't afford the high insurance premiums.

Being part of a small constituent (YCDS), I know the difficulty of trying to find the time and effort and resources to carry on the functions of a dental society. With ODA



Hai Pham



Kevin Prates



Kaz Rafia

providing a person(s) to help, we can alleviate this burden for all dental societies.

**What is the one thing you want members to know about your vision for your term of service?**

I am a good team member and have no ego for advancing any personal agenda. Having been in private practice for 38 years, I have made about every mistake possible in the real world of dentistry. I am willing to share my experiences while learning and working with others.

**Hai Pham, DMD**

*Practice Location:* Hillsboro, OR  
*Hometown:* Corvallis, OR  
*Dental School:* OHSU 2006, OHSU 2009 (Pediatric Dentistry)  
*Running For:* ADA Delegate At-Large

**Why are you seeking this position?**

I am interested in the position because I care about our profession and I want to help make a difference. Last year I had the privilege of serving on a reference committee at the ADA House of Delegates. And I was able to see firsthand how a group of dentists working together can help shape and advance our profession.

Dentistry is changing rapidly. I would like to be part of the ODA team to help make a positive change and keep our profession a respectful one and to ensure that we help keep our patients safe.

**What do you see as the main issue(s) the ODA must address over the next few years?**

Having had the privilege of serving as your ADA delegate for the last 3 years, I have been exposed to many different issues locally and nationally.

In my humble opinion, these three topics will be very important ones:

1. Dental Health Aide Therapist (DHAT) (Mid-level Providers)

2. Focusing on getting new members to join the ODA/ADA.
3. Helping develop and implement a plan to move away from live patient testing for state licensure.

**What is the one thing you want members to know about your vision for your term of service?**

One of my strongest strengths is being a good listener. My goal as your ADA delegate is to listen to all of our component societies, so I can bring back your concerns and comments to the board of trustees. By doing this we can have one voice and be able to make positive changes on the state and national level.

**Kevin Prates, DDS**

*Practice Location:* Hood River, OR  
*Hometown:* Glendale, CA  
*Dental School:* Loma Linda University School of Dentistry  
*Running For:* Trustee at Large

**Why are you seeking this position?**

I would like to help the ODA/ADA sustain the autonomy and quality of dentistry provided to our patients and to help non-members see the value of organized dentistry.

**What do you see as the main issue(s) the ODA must address over the next few years?**

Quality of dentistry. The increased cost of dental school/student loans puts a heavy burden on new graduates to sometimes choose quantity vs. quality of dental care. Insurance reimbursement also exacerbates the need to see a larger volume of patients rather than provide patient-centered care. These two factors, I feel, can cause the focus to increase speed rather than quality of dentistry.

**What is the one thing you want members to know about your vision for your term of service?**

I would like to think that I will be able to cooperate with members of the board to help sustain the autonomy

we have as dentists and that solo practitioners will be better supported. I want our members to feel that we listened to them and implemented plans to always strive to be better for our patients.

**Kaz Rafia, DDS**

*Practice Location:* Portland OR  
*Hometown:* Youngstown, OH  
*Dental School:* Ohio State University  
*Running For:* Trustee at Large

**Why are you seeking this position?**

I recently had the opportunity to attend the AGD Hill Day in Washington, D.C., and met some incredibly involved dentists who are working on behalf of their colleagues and our profession. I felt that I needed to step up my game and give back more to dentistry as a whole.

**What do you see as the main issue(s) the ODA must address over the next few years?**

The McCarran-Ferguson Act and its repeal is important to all dentists and with claim requirements becoming more stringent and reimbursements dropping across the board, its repeal to introduce competition must be a strong focus.

Rural access, graduate student loan, support of residency programs at OHSU and VA are, in my humble opinion, important topics to consider.

**What is the one thing you want members to know about your vision for your term of service?**

I will focus on outreach to members to hear their causes and concerns, but also let them know about the work that ODA is capable of doing with their help. Collaborating with other dental or medical organizations who are struggling with the same issues as ODA constituents will also be an area to which I will dedicate my efforts. ●



**Buying your first practice doesn't have to be painful.**

PARAGON cultivates relationships, not just clients. We'll match you with the opportunity that fits your career aspirations, and guide you through every step of the process.

**Start your practice with a smile. Call now.**

Your local PARAGON dental transition consultants  
**Reed and Julie Coombs**



866.898.1867 info@paragon.us.com paragon.us.com

**PROFESSIONAL PRACTICE SPECIALISTS**

**Dental Practice Transitions**



Aaron I. Pershall, CBA



Randy Harrison

Contact us for a free consultation and put our knowledge and experience to work for you! You'll be glad you did!

**1-800-645-7590**

Check our website for current opportunities!

**www.PracticeSales.com**

# Call for Volunteers

## VOLUNTEERS ARE AT THE HEART OF ODA'S WORK.

Because of the contributions of volunteers, we are able to give, contribute and grow the profession to make a better dental community.

Help us fulfill our mission and reach our goals:

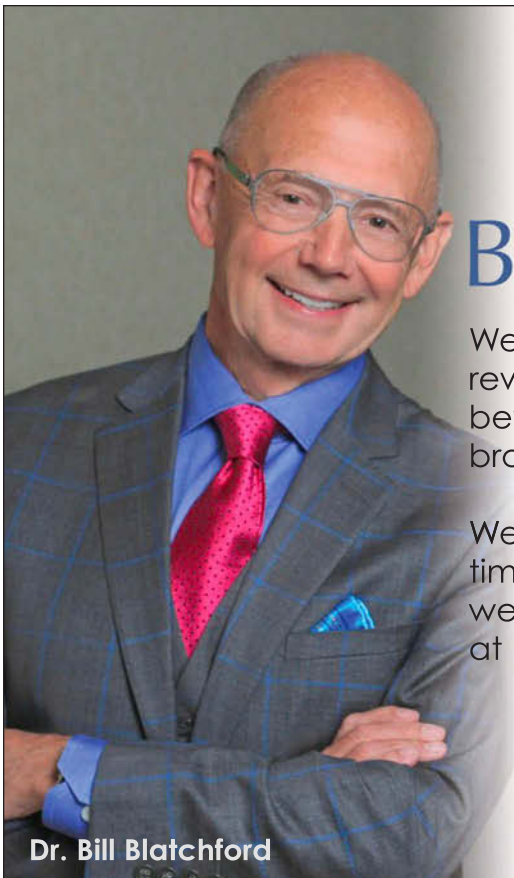
- **Advance and expand** dental education for the entire dental team.
- **Share your voice** by taking an active role in identifying future trends and issues that affect the profession.
- **Make valuable business and personal connections** with your colleagues, partner organizations and thought leaders in the dental community.
- **Learn valuable leadership skills** that benefit you beyond the ODA.

The Oregon Dental Association benefits from a robust and dedicated volunteer infrastructure. As ambassadors for the Association, our volunteer leaders are essential to



our sustainability and growth. Together, we can do more and move the dental profession forward.

Various opportunities are currently available. Complete an interest form now at <http://bit.ly/ODAVolunteer>. If you are currently an ODA volunteer, a big thank you for your time and efforts. 🙏



## Blatchford TRANSITIONS

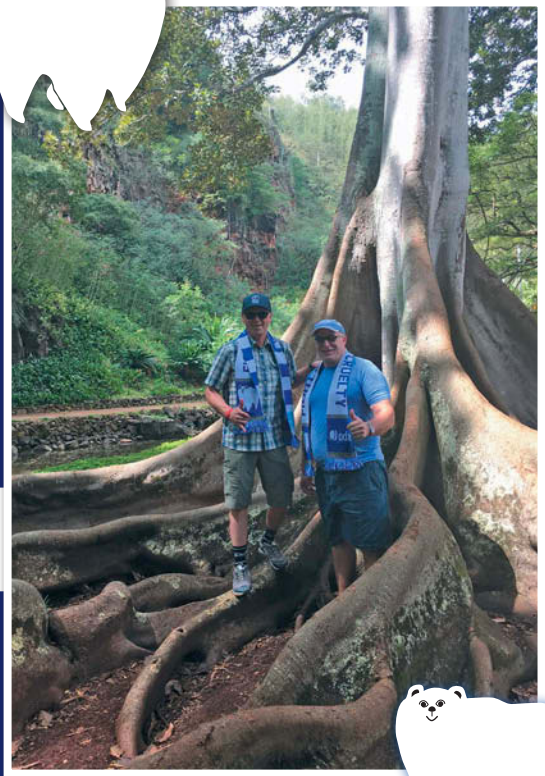
We are here to help Doctors prepare for and make rewarding transitions by expanding their thinking beyond what is presently being offered by other brokerage firms.

We look forward to working with you when it is your time to buy, sell or merge a practice. Please visit our website [blatchfordtransitions.com](http://blatchfordtransitions.com) or call us toll-free at (844) 735-7600 to discuss your transition needs.

Dr. Bill Blatchford

# Join the Molar Movement

#FightEnamelCruelty



ODA Trustee Mark Miller, DMD, and ODA President-Elect Bruce Burton, DMD, showing their Molar Movement pride in Hawaii!

For more information, or to email your photo to us, contact ODA Membership Manager Kristen Andrews at 503-218-2010 x110 or [kandrews@oregondental.org](mailto:kandrews@oregondental.org).



Mark Van Dusen, DMD, Orthodontist

**Health is**  
preventing disease,  
not just treating it.



### Now Hiring

- General Dentists – Oregon & Washington
- Locum Tenens Dentists – Oregon
- Endodontists – Oregon
- Oral Surgeons – Oregon
- Orthodontists – Washington

[willamettedental.com/careers](http://willamettedental.com/careers)

- AAOMS | October 9 – 14 | Booth #1605
- ORHC | October 18 – 20
- ADA | October 19 – 23 | Booth #2725

Kelly Musick, Dentist Recruiter  
[kmusick@willamettedental.com](mailto:kmusick@willamettedental.com)  
Tel: 503.952.2535





## The Dental Foundation of Oregon Welcomes New Dentist

The DFO would like to welcome **Sita Ping, DMD**, to the Tooth Taxi as the new dentist. Sita is a graduate of the 2017 class of OHSU School of Dentistry and graduated with a bachelor of science degree from Oregon State University in 2012. She has been involved with public health issues during her education, volunteering and doing rotations with Mission of Mercy, Virginia Mason Health Clinic, Veterans Affairs Portland Medical Center, Dental Clinic and the Russell Street Clinic. We are excited to have Sita join the Tooth Taxi team on their many adventures around the state.



### 2017–18 Dental Foundation of Oregon's Events

- **November and December 2017** – Willamette Week Give!Guide kick-off will be in early November!
- **October 2017 – April 7, 2018** – Motor Mouth Car Raffle Buy a ticket and have a chance to win a 2018 Toyota from Gresham Toyota
- **January 27, 2018** – 9th Annual BnK/ DFO Texas Hold'em Poker Tournament
- **April 5–7** – Wall of Wine at the Oregon Dental Conference along with Motor Mouth Car raffle
- **June 15, 2018** – Chip! For Teeth Golf Tournament at Langdon Farms Golf Club

## Update from Dr. Amanda Rice: Southern Oregon Visit May of 2017

The Tooth Taxi spent two weeks in Southern Oregon, providing services to the Klamath county school district. A remote and scenic region several miles north of the California border, the city of Klamath and Chiloquin offered new opportunities to explore a diverse community and provide dental care to many appreciative families. The hospitality of staff, dedicated volunteers and the joyfully cooperative students allowed our team to make impactful change in the lives of many children.

During a highly productive visit, the Tooth Taxi examined and treated children with some of the highest need seen this year. Treatment hours were spent alleviating many grade schoolers' oral pain, chronic infection and severe cases of rampant decay.

The results after a week of treatment were dramatic. During the site visit, children would come on board for return appointments to exclaim how much better they felt after being relieved from dental discomfort. ***"I don't have pain anymore!" exclaimed 4th grader Dakota when she was escorted onto the Tooth Taxi for her second visit. The smile and joy on her face will never be forgotten. She couldn't wait to have "more teeth fixed."***

We have the ability on the Tooth Taxi to change lives. We are empowered by experiences and encounters, such as Dakota's, to continue our mission. We hope you can follow us on our journey. Thank you to our dedicated sponsors, donors, friends and volunteers who make our mission possible. ●



***Dr. Rice has recently moved to San Diego, California for a new life adventure. She was amazingly dedicated to the children she served on the Tooth Taxi.***

# OHSU School of Dentistry

**THE OREGON DENTAL ASSOCIATION IS COMMITTED TO** supporting dental students at OHSU by developing and participating in a variety of educational and social events. Designed to educate students on an array of topics from navigating debt to opening a practice, the ODA participated in three programs for incoming first-year dental students (DS1s). Programs included the ASDA Welcome Week Lunch and Learn, the ASDA Welcome Fair, and an ADA Success Program on Debt and Wealth Management. 🎧



OHSU Dental School Class of 2021 at the ADA Success Program on Debt and Wealth Management.

## WE SELL DENTAL PRACTICES.

### Buck Reasor, DMD

*"I specialize in matching personalities and philosophies to ensure a smooth transition for the buyer, seller, staff, and most importantly, the patients."*



### Why Choose Reasor Professional Dental Services

**Former Dentist.** Enjoy the benefit of working with a fellow dentist who understands your situation and can "speak" your language.

**Experience.** For the last 13 years Buck has skillfully guided many dentists through a successful practice transition experience.



**Reasor Professional Dental Services**

info@ReasorProfessionalDental.com

**503-680-4366**

www.ReasorProfessionalDental.com



**OUR PACIFIC NORTHWEST GENERAL DENTISTS AND SPECIALISTS ENJOY:**

- Competitive base salaries and additional incentive-based pay
- Generous medical and dental coverage
- Rich employer-paid 401(k) contributions
- Market leading paid time-off

- An opportunity to become an owner in the business
- A sense of camaraderie and a chance to learn from each other
- Opportunities to gain leadership experience



**ONLINE: [WWW.PDA-DENTAL.COM](http://WWW.PDA-DENTAL.COM)  
 PHONE: 503-813-4915  
 EMAIL: [PDAJOBS@KP.ORG](mailto:PDAJOBS@KP.ORG)**

Well qualified dentists with a GPR or AEGD and/or 2-3 years of practice experience: Contact our Recruitment Team

*We're Committed to Your Success*  
**Dental Practice Consulting & Accounting**



*We love what we do.*

**YOU + *fluence***  
**THE POWER OF US.**

[www.fluenceportland.com](http://www.fluenceportland.com)  
 503.245.0766

**INDEX OF ADVERTISERS**

**BUSINESS BANKING**

- Pacific Continental Bank ..... 4  
[www.therightbank.com/oregon-dental-confere](http://www.therightbank.com/oregon-dental-confere)
- Premier Community Bank .....25  
[pcboregon.com](http://pcboregon.com)

**CONSULTING SERVICES**

- Blatchford Transitions, Inc.....30  
[www.blatchfordtransitions.com](http://www.blatchfordtransitions.com)

**CPA/ACCOUNTING**

- Fluence Portland .....34  
[www.fluenceportland.com](http://www.fluenceportland.com)

**DENTAL BROKERS**

- Consani Associates, Ltd. .... Outside Back Cover  
[www.mydentalbroker.com](http://www.mydentalbroker.com)
- Paragon Dental Practice.....29  
[www.paragon.us.com](http://www.paragon.us.com)
- Professional Practice Specialists .....29  
[www.practicesales.com](http://www.practicesales.com)
- Reasor Professional Dental Services .....33  
[www.reasorprofessional dental.com](http://www.reasorprofessional dental.com)

**DENTAL INSURANCE**

- Advantage Dental .....25  
[www.advantagedental.com](http://www.advantagedental.com)
- DBIC .....26  
[www.dentistsbenefits.com](http://www.dentistsbenefits.com)

**DENTAL LABORATORIES**

- Artisan Dental Lab..... Inside Front Cover  
[www.artisandental.com](http://www.artisandental.com)
- Assured Dental Laboratory, Inc.....7  
[www.assureddentallab.com](http://www.assureddentallab.com)
- O'Brien Dental Lab, Inc..... 10  
[www.obriendentallab.com](http://www.obriendentallab.com)

**EMPLOYMENT OPPORTUNITIES**

- Kaiser Permanente Dental Care Program .....34

**FULL-SERVICE DENTAL**

- Willamette Dental Group .....31  
[www.willamettedentalgroup.com](http://www.willamettedentalgroup.com)

**HUMAN RESOURCES**

- Dental Commerce Corporation..... Inside Back Cover  
[www.dmcdental.com/HR](http://www.dmcdental.com/HR)

**IT SPECIALISTS**

- Dentech ..... 13  
[www.den-tech.com](http://www.den-tech.com)

**PRACTICE SALES**

- Omni Practice Group .....22  
[www.omni-pg.com](http://www.omni-pg.com)

**TRANSITION & MANAGEMENT CONSULTANTS**

- Henry Schein, Inc. ....8  
[www.henryscheinppt.com](http://www.henryscheinppt.com)

# I'm a dentist — not an HR SPECIALIST

We partner with you to manage your tough Human Resources responsibilities

Dentist Management Corporation (DMC) has been serving dentists for over 30 years. DMC's HR Management Services is your partner in human resources offering:

- ▶ Employee relations and conflict resolution
- ▶ HIPAA/OSHA compliance management and training
- ▶ Hiring, onboarding and release of employment
- ▶ Workers compensation and unemployment insurance claims
- ▶ Payroll and payroll tax filing
- ▶ Benefits administration

**DMC**  
Dentists Management Corporation

How much is your time worth? Set up a **free** HR assessment by calling 855-637-4636.

Learn more at [dmcdental.com/HR](http://dmcdental.com/HR).

*Whether it's insurance, financing or business & compliance solutions, we help your practice be better. For over 40 years we have partnered with dentists and we understand your business. Let us help you focus on what you do best.*

 dental  
commerce

**DMC**  
Dentists Management Corporation

# Breathe New Life Into Your Retirement Plan!



Get the answers to all your questions concerning your practice and retirement:

- *How long will it take to sell my practice?*
- *What is happening in the marketplace?*
- *Should I bring in an associate or partner?*
- *What will my practice sell for?*
- *How can I maximize the value of my practice?*

Whether you are retiring in 2017 or planning for the future, a no cost, no obligation meeting with Consani Associates Limited will provide you with valuable information from the people who know!



Phone: (866) 348-3800

Fax: (866) 348-3809

[www.mydentalbroker.com](http://www.mydentalbroker.com)

[info@mydentalbroker.com](mailto:info@mydentalbroker.com)



Paul Consani

Joe Consani

Wendy Hirai

Robert Hirai

Jack Miller DMD

**Benefit from our expertise when planning your retirement strategy!**

Consani Associates Limited currently works with doctors actively looking to purchase practices in the states we serve – Oregon, Washington, Idaho, Montana, Wyoming, Alaska and Hawaii

**Sign up for our free monthly email List of Opportunities  
(866) 348-3800 or [info@mydentalbroker.com](mailto:info@mydentalbroker.com)**