



MENTORSHIP

The background of the poster is a vibrant, stylized illustration of a golf course. It features rolling green hills, a winding brown path, and a bright sun in the sky with rays. There are several fluffy, light-colored clouds scattered across the scene. In the foreground, a red flag on a silver pole stands in a hole on the left, and a white golf ball sits on the grass to its right. The overall color palette is dominated by greens, blues, and yellows, creating a bright and cheerful atmosphere.

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Thoughts on Self-Compassion



By Alayna Schoblaske

I'LL BE HONEST. WRITING

EDITORIALS IN THE time of a global pandemic seems a bit like an exercise in futility. We are all right in the thick of this together, and nobody has the privilege of retrospect. I wish I could deliver you some pithy statement to make this lighter for each of you, or to wrap our experience up in a bow to say how we might become more resilient, more caring, more resourceful because of COVID-19. I think those things might be true, but I cannot honestly write that with any sort of credibility. I'm wading through the muck, step by tedious step, alongside each of you.

So, instead of rising above my circumstances, I'm going to sink right down into them. And I'm going to invite you all to do the same with me. A year ago, my May editorial was about having compassion for our patients. About noticing "the thing behind the thing." This year, I encourage you to have an abundant amount of compassion for yourselves. And so, in no particular order and with no particular wisdom, here are a few thoughts on self-compassion.

- We are experiencing both individual and collective trauma. Many of us may know the word trauma in relation to the diagnosis of post-traumatic stress disorder

among war veterans. Trauma, we may think, requires losing a limb or seeing someone die (or avulsing a tooth). In reality, though, trauma can be defined as anything that "violates the familiar ideas and expectations about the world of an individual or society."¹ I'd say that our expectations and familiar ideas have certainly been flipped on their heads over the past couple of months. Our bodies each have unique responses to trauma. Some of us check out. Some of us get hypervigilant. Some of us nap all day. Some of us exercise more than we ever have. Some of us cry a lot. Some of us eat a lot. All of these are okay. Be open to your body's unique responses to the trauma, and have a whole heck of a lot of grace for whatever it is you are doing to survive these days.

- Speaking of surviving...it's okay if that's all you are doing right now. This does not have to be a time to remodel your kitchen or train for a marathon. May I remind you that we are in the midst of a global pandemic? We are people who know how to study for a test. (Thanks, dental school.) We can scour a textbook, take meticulous notes, and craft the most comprehensive study guide. But, there is no textbook for *Global Pandemic In 2020*, and there is certainly no textbook for *How To Close Your Practice and Homeschool Your Kids During a Global Pandemic In 2020*. We are getting through this day by day, so it is absolutely appropriate to celebrate the small victories. You know, like changing from pajamas into sweatpants.

- For many of us, traumatic events also come with a lot of emotions that we may not be well-versed in feeling. (As I mentioned above, some of us may shut out all emotion during trauma. That's okay, too.) Now is an excellent time to practice emotional intelligence. When you feel a strong emotion arising — fear, annoyance, hope, despair, fury, jealousy, judgment — it can be helpful to notice how that emotion shows up in your body. Are your palms sweating? Is your heart beating fast? Has your chest collapsed? Are you smiling? Are your eyes tearing up? Notice those responses and, if you can, hang out with that emotion for about 90 seconds. In her book *My Stroke of Insight*, Dr. Jill Bolte Taylor tells us that, when we acknowledge emotions, they usually pass in about a minute and a half. Acknowledge it. Name it. Notice it. Feel it. And then let it pass.
- When I know that my brain is spinning and I am anxious, I repeat three words to myself. (Sometimes, when I'm feeling extra saucy, I add a breath between each word.) Try it with me. Be. Here. Now. Being here and now can be really hard — especially these days — but you know what? With so much nostalgia (for travel, for hugs, for gatherings) in the past and so much uncertainty in the future, now can also feel pretty damn good. Take care of yourselves. Continue to take care of each other. We got this. 🌱

1. Render Turmaud, D. "Trauma of Pandemic Proportions." Psychology Today, 14 March 2020, <https://www.psychologytoday.com/us/blog/lifting-the-veil-trauma/202003/trauma-pandemic-proportions>.



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Events & Education Component CE Calendar



Calendar provided by Mehdi Salari, DMD

Due to the COVID-19 pandemic, events may be altered or postponed. Please visit the host component society website for the most up-to-date information.

Date	Host Dental Society	Course title	Speaker	Hours CE	Location	More Information
05/08/20	Southern Oregon	Functional Aesthetics	Dr. David Hornbrook	8	Medford (Hilton Garden Inn)	www.sodsonline.org or sodentalsociety@gmail.com
05/12/20	Marion & Polk	Oral Cancer/ Oral Pathology	Daniel Petrisor, DMD, MD	1.5	West Salem (Roth's)	www.mpdentalce.com or marionpolkdentalsociety@gmail.com
05/12/20	Washington Co.	HIPAA Training – Staff Invited	Terre Harris	1.5	Beaverton (Stockpot Restaurant)	www.wacountydental.org or contact@wacountydental.org
05/21/20	Multnomah	Table Clinics	TBA	2	Portland (MAC Club)	multdental@aol.com or lora@multnomahdental.org
05/26/20	Clackamas	Perio	Drs. Tran/Nguyen	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
10/21/20	Multnomah	3D Printing Techniques- Biometric Tissue Engineering	Luis Bertassoni, DDS, PhD	2	Portland (OHSU – SOD)	multdental@aol.com or lora@multnomahdental.org
10/27/20	Clackamas	Risk Management	Chris Verbiest	3	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com

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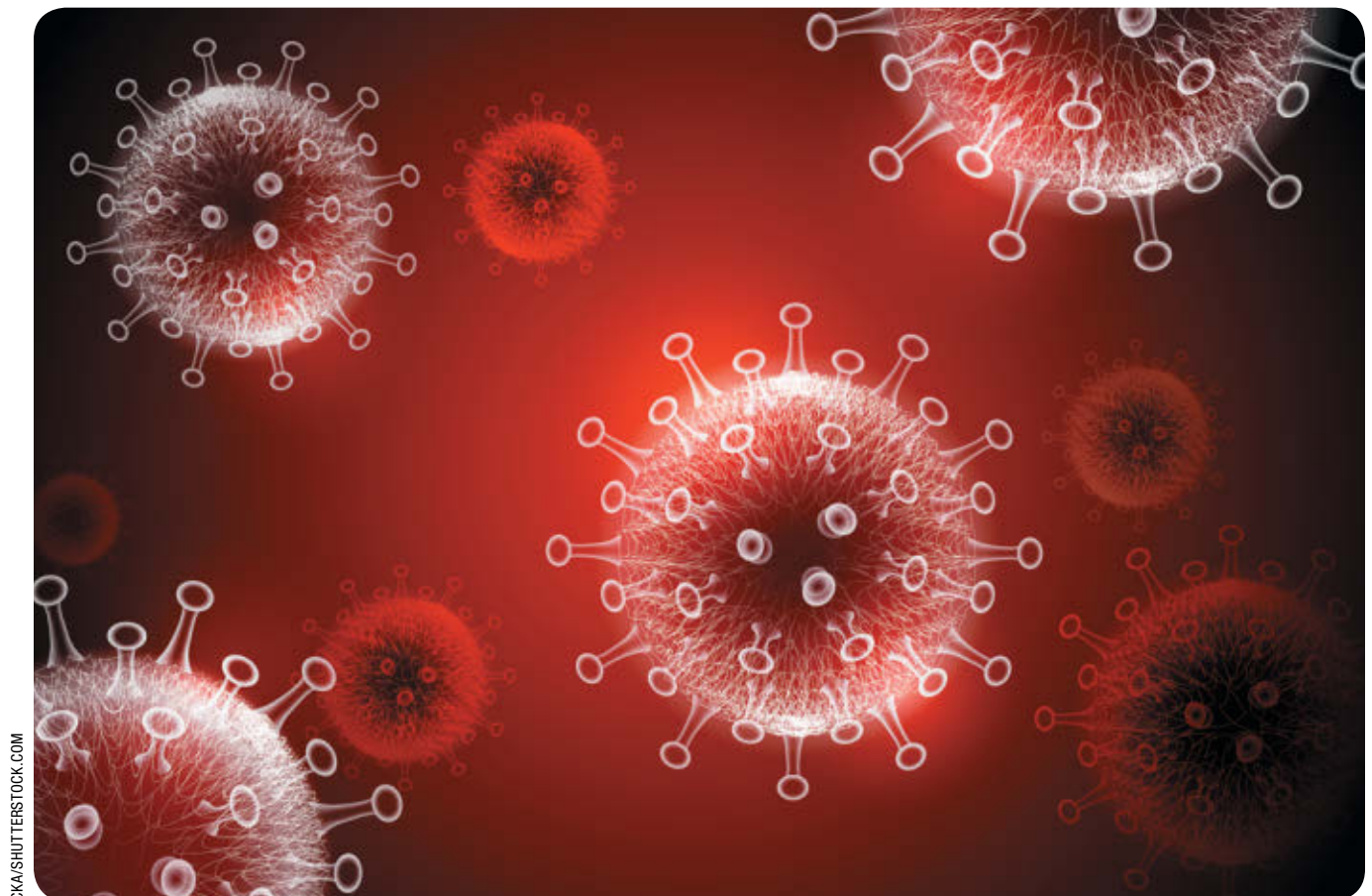
COVID-19 Advocacy and Resources

THE ODA AND ADA ARE ADVOCATING TIRELESSLY for resources for you and your practice as state and federal lawmakers work on COVID-19 relief packages. Member engagement has been critical during these efforts. As of March 25, 2020, over 117,000 dentists nationwide sent over 358,000 emails to their congressional representatives, and 614 ODA members wrote 1,383 letters to state legislators. Thank you to everyone who joined in these campaigns — your participation matters! Keep an eye on your inbox for additional ways to get involved in advocacy efforts moving forward.

The ODA has compiled a list of resources on our website. We have information on a wide variety of COVID-19 topics including:

- Guidance from the Oregon Health Authority and the Centers for Disease Control and Prevention
- Access to free ADA Webinars
- Wellness tools and resources
- Human Resources and Business Management

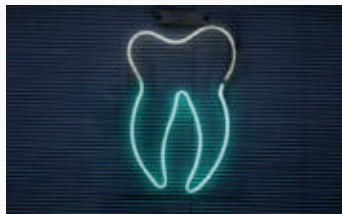
The ODA continues to update these resources as the COVID-19 situation develops. Visit [oregondental.org/government-affairs/regulatory-information/coronavirus](https://www.oregondental.org/government-affairs/regulatory-information/coronavirus) for a full list of updates and resources. 📧



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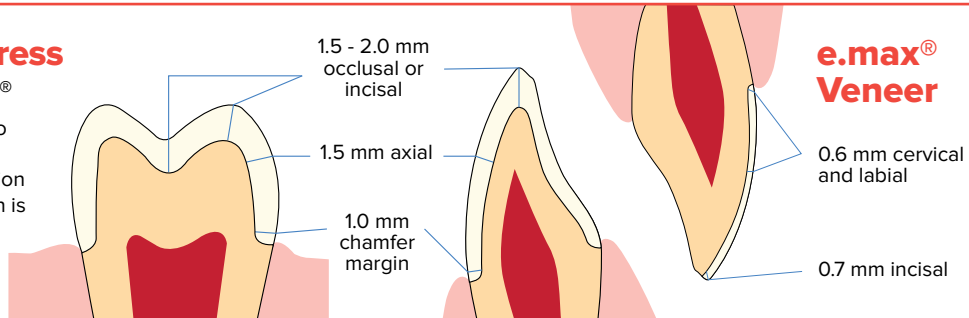
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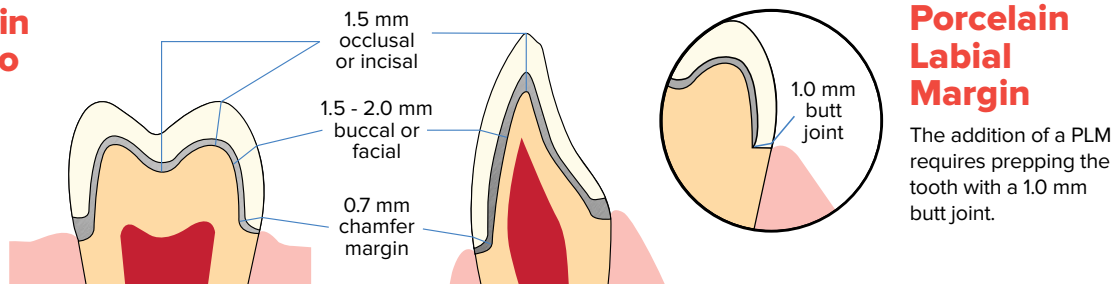
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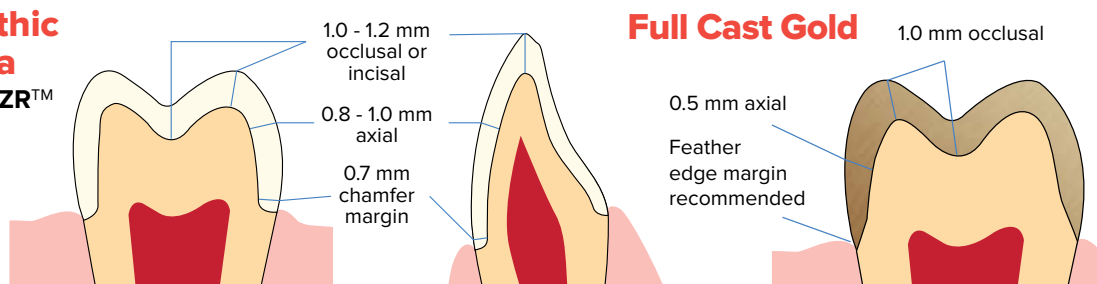
Bonding is necessary to maintain the structural integrity of the restoration if the occlusal reduction is less than 1.5 mm.



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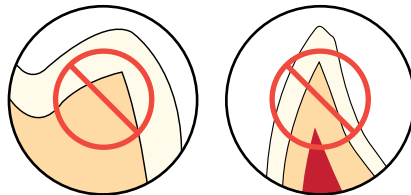


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ODA Mentor Program

ESTABLISHED IN 1999, THE ODA MENTOR PROGRAM has always served as a bridge to connect OHSU dental students and practicing dentists, providing students with invaluable insights about the profession including practice types, dental techniques, patient relations and the business side of dentistry. Though the program has been around for twenty years and has taken on a variety of forms, its mission was primarily carried out through the annual mentor dinner. Since 2016, the mentor dinner has been held at OHSU School of Dentistry in May, with an average of 60 attendees (one-third dentist attendees, two-thirds student attendees). Mentorships have organically developed from the events' conversations, but the mentor touchpoints were often singular and/or short-term.

In 2019, under the direction of the New Dentist Council, the program was modified with the goal of creating a long-term mentor-student connection beyond the mentor dinner event, adding additional opportunities for dentist and student members to connect. In addition to the mentor dinner, participants were invited to meet at the House of Delegates Reception

in September and the Dental Foundation of Oregon's Fall Giving Celebration in October. The goal of these additional gatherings is to give mentors and students the opportunity to meet up in a relaxed atmosphere. It also allows students to network with other dentists and key stakeholders, directly experiencing the value of the tripartite and organized dentistry. Unfortunately, additional spring events have been cancelled or put on hold due to the coronavirus.

Further enhancements are planned for the 2020 Mentor Program, including a partnership with ASDA representatives to add additional strategic events to the mentor calendar, creating a mentor directory for participating students, and the addition of a philanthropic event.

In the future, the New Dentist Council hopes to expand the program outside the tri-county area and into other regions of the state, further supporting the connection of new dentists and local mentors.

If you are interested in participating or learning more about the ODA Mentor Program, please email Melissa Juenger, Membership Specialist at mjuenger@oregondental.org. 📧



ODA STAFF

ODA Mentorship Testimonies

WE ASKED ODA MEMBERS HOW MENTORSHIP HAS impacted their lives, both professionally and personally. Read their testimonies below.



Megan Hays, DMD

The understanding I have of mentorship goes back to my childhood. I got to be directed and taught by my loving parents, who just so happened to be a dentist and a hygienist. Although I don't think they planned to groom me into the dental profession, I got to witness the care they had for their community and the impact they made on their patients' lives and vice versa.

Needless to say, I caught the bug and joined the profession. As a young dentist, I felt a divide between my practice and connectedness with the dental community. I joined the ODA's Inaugural Leadership Academy and had a crash course (albeit a well-directed course) in organized dentistry. That year I learned so much, met inspirational dentists from all over Oregon, and I said goodbye to that feeling that I was practicing dentistry in the isolation of my offices.

I find that this greater connectedness has allowed me a vast network of mentors, and it's almost strange that I know someone to call in nearly any situation.

Additionally, study groups and great bosses have helped mentor me to be my best. I am thankful for the support given to me by Dr. Michelle Crocker and Dr. Mackenzie Douglas for urging me to improve clinically and professionally in our offices.

If someone ever asks how to be connected, I can now easily say become part of the ODA or the Leadership Academy. Find a great boss and listen, and join a study club.

Now, I am a mom myself, and I get to practice mentorship daily. I find a greater joy in practicing this in a community I love and connect with.



Rick Asai, DMD

What does mentorship mean to you?

I think that I probably have a typical view of mentorship, that it's an opportunity to learn from someone who has been down a path that you are pursuing. Someone that you know or know of and whom you respect. I have been helped over the years by several, and I want to "pay it forward" by serving as a mentor.

How has mentorship impacted your life, professionally or personally?

When I first graduated from dental school, I took a position at Mt. Hood Community College teaching in the dental hygiene program and treating patients there. I had plans to later go into private practice, but wanted to learn more about the business of operating a dental practice. The Multnomah Dental Society was starting a "quick start study club" for new graduates starting into practice. Dick Naughton led the study club and mentored several of us that year. He shared with us some of the good decisions as well as mistakes that he had made over his career. We soaked it up like a sponge. A short time later, as I left the college and went into practice, those lessons proved valuable. He later went on to serve as ODA president, and continued to encourage each of us to be involved. Here I am, some 35+ years later, and glad to have the opportunity to return the favor, so to speak. Dentistry is a great profession, and though it is not without its challenges, it is still great. I want to share the passion I have for dentistry and help welcome this generation of dentists. As I have experienced a "hand up" from those that came before me, I want to extend a hand in much the same way to those entering the profession now. This is just one example of one of my many mentors in dentistry.

Do you have any advice for new dentists looking to cultivate a mentor/mentee relationship?

For both potential mentors and mentees, keep your eyes and ears open to the possibilities. There are opportunities for each of us to be both a mentor or a mentee, at any age. Dental students and new dentists may not have an immense amount of experience practicing dentistry, but would have a lot to share for those aspiring to be dental students. Dentists with even a few years of practice or more will have a lot to offer those with less experience. And those of us with more experience have a greater baseline of lessons to share. No matter where you are in the practice life continuum, we have opportunities to both be a mentor and a mentee. Don't shortchange yourself. Take and make the opportunity happen. Most often it just takes a keen ear and a humble ask to make it happen. It makes you feel good, no matter which end of the mentor/mentee relationship you are on, and hopefully it will be both.



Jonathan Faris, OHSU School of Dentistry

What does mentorship mean to you?

To a mentee like myself, mentorship means cultivating a relationship with an experienced dentist and relying on them for advice. Chances are, they have conquered the same roadblocks you have and can offer guidance. However, when you encounter a unique issue, they can help you overcome it.

How has mentorship impacted your life, professionally or personally?

I am extremely fortunate to have Dr. Asai as my ODA mentor. As someone interested in organized dentistry, I cannot think of a better match. Over the course of the past year or so, I have met up with him numerous times and have always learned something new. Also, as a natural introvert, I was initially reluctant to network outside the dental school. Through the ODA Mentor program and other activities, I have gained more confidence stepping outside my comfort zone and establishing new professional relationships and friendships.

Do you have any advice for new dentists looking to cultivate a mentor/mentee relationship?

Don't be afraid to reach out to your colleagues at the next local dental society meeting. These are typically low-stress, casual gatherings where new faces are easy to approach. Also, for current dental students interested in finding a mentor, have a goal of meeting at least two new dentists at the next event you attend.



Kim Wright, DMD

What does mentorship mean to you?

Early in my career there were great mentors that I could call when I needed advice from someone more experienced at being a dentist and/or a business owner. They were that safe person that I could tell more to than I would to my staff or patient and help me solve a problem that had complexity and consequence. Everyone needs someone else to discuss the challenges that we all face day to day. Early on it was mainly clinical questions; then it became business questions, and now it is exit strategy questions. The questions change over time, but the need for someone to bounce ideas off and glean knowledge from does not change.

How has mentorship impacted your life, professionally or personally?

I had a great mentor early on. George McCully from Eugene was probably the first mentor I had that I met through a study club. He wasn't my friend from school but someone much more experienced than me and had a way of helping you solve your challenge. He may not have realized he was my mentor early on, but he helped shape my educational path early in my career, and I was grateful, as I have had a wonderful career because of the education I took early on. As time went on and I developed an interest in TMD, the table turned and he would call me to see what I thought about a case or two. It was a nice turn of the tables when you can help your mentor with their challenges.

Currently, I have a group. We call ourselves the "Lady Dentist Supper Club." It started with just two of us, then we added a third, and now we have about 10 lady dentists and we have moved to Sunday brunch because work night evenings are too hectic. This organically grew over the past few years but has become something I really look forward to. I am the old lady in the group, but we all have come to rely on each other individually and collectively to share our challenges and celebrate the successes that have happened to each of us.

Do you have any advice for new dentists looking to cultivate a mentor/mentee relationship?

I think the best groups organically grow. They don't happen because you were assigned a mentor from an organization. We all need the collective wisdom from a group to help us make good decisions, be okay with scary decisions, and unload when you had a really crappy day, week, or month. It helps you to realize that what you see on Facebook isn't always reality.

What I tell my dental friends is find someone that you sat next to at lunch in a class, or maybe it's the older dentist that seems super nice down the street. But mentoring relationships only happen if you put the effort out. It's kind of like dating...If you don't ask someone out, you will likely never go out on the date. Finding a mentor, someone you respect, look up to, or just want to get to know better, only happens if you put out that olive branch. Most older dentists don't think these young professionals want to hang out with us. But often they do. There are so many more challenges to being in practice in 2020 than there were when I began in 1989. We need each other to run ideas past, call us on our biases and BS, and keep us mentally strong for the daily work we do. Study clubs are some of the best ways to find that mentor. Continuing education is like the dental mentor "match.com." You learn something new which keeps you energized, and you just might meet a great mentor!



Noelle George, DMD

What does mentorship mean to you?

Mentorship has been an absolute lifeline for me as a new dentist! When I graduated from dental school and opted to complete a residency, that mentorship came in a very defined form, that is, it was built-in to my GPR with my attending docs. Now as I begin to navigate the world of private practice dentistry, it's a little more nebulous. Having dentist colleagues who I trust that I can call and talk cases over with or seek advice from has been critical to my feeling confident as a new provider, and I'm lucky to have those people built-in to my life (I work for them and have daily access to their knowledge!).

How has mentorship impacted your life, professionally or personally?

Professionally, having mentors that I can trust has helped build my confidence to try new things. Having people in my life who I can talk with when something goes well or, even more importantly, *doesn't* go well, helps me to navigate the "silo" that the practice of dentistry can feel like sometimes. Most of us dentists seem like type-A folks who can be very hard on ourselves. Having mentors who can say "I've been there, and I made that mistake, and I lived through it...so will you" can really help keep things in perspective!

Do you have any advice for new dentists looking to cultivate a mentor/mentee relationship?

Get plugged into organized dentistry (Oregon AGD has a ton of resources) and spend money on good continuing education *now*, as a new dentist. It'll help you meet people who have similar interests as you, and it will help you to figure out what areas of dentistry you really love and/or could be passionate about. The saying "you are the average of the five people you spend the most time with" comes to mind. Finding top-notch dentists to emulate is easier if you're actually investing in CE and spending time trying to become better!



Bruce Burton, DMD

My mentors have always made me work hard to try to be my best self. The key to having a mentor that helps you is finding people who you can trust and will give honest feedback. They keep you grounded but are also encouraging. Many of my outstanding mentors have been fellow dentists I've met in study clubs or in CE courses. They probably had no idea how much they helped me. Having people in our lives we feel we can talk with that can relate to our challenges and our successes is so important. Being a dentist is a very unique journey that we take, and having people to share the good and bad with can keep us filled with positive energy.

I learned the hard way that it's important to find people you admire and would like to emulate, but you have to be true to your own strengths. I had gone to a football coaching clinic and heard a big-time coach give an extremely motivating talk. I came home and tried to make the same talk to our high school football team, and I failed miserably because I was using someone else's words and not speaking from my heart. We all need heroes or role models to give us something to shoot for, but you have to be true to yourself. Know your strengths and play to them, but also account for your weaknesses.

Being a mentor for someone else is such a rewarding experience. The funny thing about being a mentor: In the act of helping someone else, you may get more actual help for yourself. It helps to remind ourselves of our own "true north star" and focus on working on being our own best self. Being around people who have energy to learn and improve, gives a mentor great mojo.

If you are looking for a mentor, I always believe getting involved in a study club is great way to start. Do not be afraid to reach out to a dentist at your dental society meeting or ask to go to lunch with a dentist you think has the kind of practice you would like to have. People love to be asked, and the reward to you is always worth the awkwardness of asking. We can learn so much from each other, and dentistry is built on just that. Sometimes we are so afraid of looking dumb or not good enough that we fail to reach out to others. The truth is, it is a sign of strength and your desire to be your best self. So, GO FOR IT and enjoy your journey.



Olesya Salathe, DMD

What does mentorship mean to you?

To be honest, I had this whole article, theme and questionnaire filled out weeks ago, yet as the COVID-19 emergency emerged, I found myself waiting to hit the send button on my reply. In a moment of panic, unprecedented times, mentorship meant more to me than ever. In that moment, making decisions that could mean life or death, bankruptcy or failure, I kept turning to those that I looked up to. The ones that mentored me. What do they have to say? Mentorship, guidance to walk with me through an unfamiliar situation, even scary, defined the definition of that word. Leaning on someone that can give advice based on previous experiences, lessons and lived-through experiences.

How has mentorship impacted your life, professionally or personally?

Mentorship for me started in dental school. Dr. Peter Morita mentored me through not only becoming a dentist but becoming a first-time parent, a second-time parent and how to view life and dentistry through the human lens. As I navigated the start of my career, I happened to attend a Clackamas County Dental Society meeting where Dr. Fred Bremner mentioned an opportunity to attend a House of Delegates event. It snowballed from there; the amount of mentorship that I received was incredible. It has transformed the way I interact with my community, my team, and the dental community. It has allowed me to ask questions and work together with people on opposite sides of the table. I have realized that I can change, I can grow. That is something only you can decide for yourself if you want to keep growing; once you realize that, you start to see solutions and not road blocks.

Do you have any advice for new dentists looking to cultivate a mentor/mentee relationship?

Realizing that leaders are not some secret type of person, we all have weaknesses and fears. Raising your hand to say, “I want to be part of the solution” is all it takes. Those surrounding us help move and shape our leadership style, role and potential. Don’t be afraid to raise your hand, speak up, we need your input more than ever! ●



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YOUR VOICE IN ACTION

JOIN THE ODA MEMBER PULSE NETWORK

The ODA Member Pulse Network is a micro-volunteer opportunity with the goal of engaging a diverse group of members for key feedback on important issues and topics throughout the year. Visit the ODA website at bit.ly/MemberPulse to learn more about this unique opportunity and sign up to join the conversation today!



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2020 Legislative Session Report

ADVOCACY
IN ACTION

By Jennifer Lewis-Goff, ODA Government Affairs Director

THE OREGON LEGISLATURE CONVENED FOR A SHORT session on February 3rd. 232 bills were introduced. On March 5th, after almost two weeks of Republicans denying quorum, Senate President Peter Courtney and House Speaker Tina Kotek adjourned the Legislature for the 2020 session. A total of three bills were passed into law over the session.

Senate and House Republicans walked out of the Capitol in protest to SB 1530, the “Cap and Trade” bill. Ultimately the two parties were unable to find middle ground, and all bills

pending in the legislative process died with the adjournment of session.

ODA was active in the Capitol all session, focused on three primary bills:

- SB 1549: Dental Therapy
- SB 1550: EPDHs doing ITRs
- HB 4127: Oral health in schools

SB 1549 would have authorized dental therapy in Oregon. The bill was drafted without full stakeholder input and was incredibly complicated, trying to fit multiple models of dental therapy into one bill. ODA opposed this bill and successfully killed the bill in committee. We faced significant

opposition, but we remained steadfast in our message:

If the State of Oregon wants to have a discussion about dental therapy and overall access to care, it needs to be a thoughtful dialogue with all stakeholders, including Oregon dentists. Training, education, scope of practice, supervision – all of those details matter. We cannot rush such a complicated policy through a short legislative session.

The chair of the Senate Health Care Committee is creating an interim workgroup to explore dental therapy



SAVE *The* DATE

2021 ODA Dental Day at the Capitol
Thursday, February 4, 2021

Save the date to join your ODA colleagues in a day of advocacy at the state capitol educating yourself, legislators, and their staff on critical issues impacting dentistry.

for a new bill to be introduced in the 2021 legislative session. ODA has committed to being at the table for that discussion. For more information see ODA's website.

Thank you to all ODA members and students who testified, met with legislators, and wrote letters on SB 1549! You made a difference!

SB 1550 introduced by Capitol Dental and modeled after their pilot project, would have added interim therapeutic restorations, ITRs (scoop and fill) to the scope of expanded practice dental hygienists working under a collaborative agreement with a dentist. The ODA supported the bill after a final report from the project

was published, and the bill was amended to ensure the dentist retains diagnosis authority and requiring the EPDH to take appropriate training. The bill died due to lack of quorum the final two weeks of session.

HB 4127 sponsored by a newly formed pediatric dental coalition, including the ODA, had three primary components:

1. Directs the Oregon Department of Education to incorporate oral health curriculum into education standards by 2024.
2. Directs the Oregon Health Authority to seek federal funds to implement four community dental health coordinators (CDHCs) into school-based programs — two in rural areas and two in urban areas. CDHCs are a dental specific navigator proven to help with closed

loop referrals, decrease no-show rates, and generally help the patient and their family better understand the health care delivery system.

3. Allows CCOs to utilize resources to support school-based programs. Along with the rest of the bills, HB 4127 died in the process due to lack of quorum.

The Legislature may convene for a special session prior to the next regularly scheduled session in January of 2021. If they do, ODA will be there following any bills that may affect you, your practice, or the oral health of Oregonians. In the meantime, ODA will be participating in interim workgroups and developing our own proactive 2021 legislative agenda. Attend ODA's House of Delegates to weigh in on some of these important topics. 🗣️

Moda Holdings Group, Inc.

BOARD OF DIRECTORS- CALL FOR APPLICANTS

Dental Director

Positions Open: 2
Term: 4 years

Incumbent: Dr. Jay Lamb
Declared Candidate: Dr. Hai Pham

Submit CV and letter of interest and/or questions to leadership@oregondental.org by July 1, 2020.

The Dental Foundation of Oregon

Help Solve The DFO Word Find

Enter to Win an Alexana Estate Vineyard & Winery Experience!

In the coming months, we will be holding FREE raffles to win a custom-made DFO cork board along with an Oregon wine experience. Special thanks to Alexana Estate Vineyard & Winery for this month's donation. The winner of our Word Find raffle will receive a certificate for two couples, who will enjoy a complimentary tasting for four guests hosted by one of their estate wine educators in the Dundee Hills of Oregon! Our one-of-a-kind cork boards are 12" X 12" and can be hung on the wall of your office or even in your work lunchroom.

How to Enter: One entry per person. Must be at least 21 years old to participate. Complete **both** the Word Finds and include your complete contact information. Send via snail mail to the DFO at 8699 SW Sun Place Wilsonville, OR 97070 OR scan the completed Word Find with complete contact information and email to: foundation@smileonoregon.org. Drawing will take place at 12 noon on Wednesday, July 15, 2020. Winner will be notified by telephone and email, and cork board and wine certificate will be mailed via U.S. mail with tracking information. **Disclaimers:** Items have NO CASH VALUE and are not replaceable if lost or stolen once received by winning recipient.

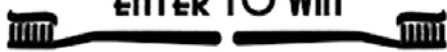


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**FINISH THE WORD FIND
&
ENTER TO WIN**



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DENTAL FOUNDATION OF OREGON WORD FIND

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A R J Y O V M C G N U P U O S H M
W J V O N N A I F C F C E L M D O
T X A O S H E F L I E S M A I D M
O N I E M O B I F S J G W R L I P
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| ChipForTeeth | SheFiles | MODAHealth |
| TheDFO | TheCDA | OEACTION |
| SmilesForMiles | PacificWonderland | Incor |
| MotorMouthRaffle | Gums | Fluoride |

The Dental Foundation of Oregon was established in 1982 and is the charitable arm of the Oregon Dental Association. Its first 25 years were spent promoting and providing financial assistance for dental health awareness activities. Then, in 2007, it changed course in response to Oregon's rapid growth in childhood poverty, coupled with an acute need for dental and oral health care - Oregon's children were suffering from more dental pain and infection than their peers across the country. The Dental Foundation responded to the crisis with the unveiling of its Tooth Taxi - a 38 ft. state-of-the-art, dental clinic on wheels - devoted to providing free oral health education and dental care to under- and uninsured children in Oregon. The Tooth Taxi is modeled on a South Dakota initiative, and is an exemplary public/private partnership between The Dental Foundation of Oregon, MODA Health, and OEA Choice Trust. As of December 2019, the Tooth Taxi has traveled 85,000 miles (more than three times the circumference of the earth) and provided \$7.8 million of free pediatric dental care services. Learn more at www.SmileOnOregon.org

**THE DENTAL
FOUNDATION
OF OREGON**

Upcoming Events

2020 Chip! for Teeth Golf Tournament

This year's event has been rescheduled and will be held on Friday, September 25, 2020, at Langdon Farms Golf Course. We sincerely apologize for the inconvenience this may have caused; however, we needed to move the annual event.*

Tooth Taxi Statistics (September 2008 to March 13, 2020*)

24,230

students screened

13,788

appointments in the van

25,555

students received oral hygiene
education in the classroom

\$8,024,764

value of free dental care provided

**As per Governor Kate Brown's Executive Order, the Tooth Taxi was taken out of service to assist in efforts to flatten the coronavirus curve. We look forward to sharing more updates with each of you in the coming months when the Tooth Taxi takes to Oregon's roads once again!*

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Save the Date

FOR THE 2020 ODA HOUSE OF DELEGATES!

The 2020 ODA House of Delegates will take place September 26, 2020, at the Riverhouse in Bend. A social event will be held the evening of Friday, September 25th, with the formal business of the House scheduled on Saturday, September 26th. All ODA members are welcomed and encouraged to attend—contact your local component society with your interest, and look for registration information soon. We look forward to seeing you there!

HOUSE OF DELEGATES ELECTION

Nominations are now open for the following offices, to be elected by the ODA House of Delegates September 26th. Please submit all applications and nominations by July 1st.

LEADERSHIP DEVELOPMENT COMMITTEE

Positions Open:	3
Term:	3 years
Declared Candidates:	Dr. Andrea Beltzner, Dr. Dave Dowsett, Dr. Jossi Stokes

AT-LARGE TRUSTEE

Positions Open:	4
Term:	4 years

SECRETARY-TREASURER

Term:	3 years
Declared Candidates:	Dr. Cyrus Javadi

ADA DELEGATE AT LARGE

Positions Open:	1
Term:	3 years
Declared Candidates:	Dr. Barry Taylor

All ODA members are encouraged to participate in the leadership of this organization. For more information about any of these positions, please email leadership@oregondental.org. Interested applicants should submit a letter of interest and a resume. Email your materials to leadership@oregondental.org by July 1, 2020.

TOM TUCKER HUMANITARIAN AWARD

Established at the 2017 House of Delegates, the Tom Tucker Humanitarian award is the highest humanitarian and service award for the dentists of Oregon. Award criteria include:

- A significant number of years as an ODA member.
- Active in leadership roles within the ODA and their local component society.
- Demonstrated commitment to being an active member in their local communities.
- Demonstrated to their communities and the ODA a unique attitude and a willingness to serve.
- Mirror the image of Dr. Tom Tucker with a can-do attitude and a genuine desire to serve the common good.

Submit your nominations to leadership@oregondental.org by July 1, 2020.

Before Acquiring a Dental Practice, Seek Expert Answers to These 20 Key Questions

By Sarah Stubee

DENTISTS OFTEN REACH A STAGE in their careers when they are ready to own their own operations. The most common route is to acquire an established dental practice. In order to successfully navigate this complex process and ensure viability, a dental professional should thoroughly understand financing options. A banker with dental industry and practice acquisition expertise can provide both in-depth guidance on fitting loan packages and counsel on the acquisition process.

With that context in mind, here are 20 important questions for dentists to ask their bankers before acquiring a practice:

1. Do you have experience in the dental industry, specifically in financing practice acquisitions?
 - A thorough understanding of the industry and the local landscape is essential for bankers to provide the most useful advice.
2. Do you play a leadership role in developing recommendations and making lending decisions?
 - When bankers are on the forefront of key decisions, they can ensure that dentists' specific interests and needs are efficiently met.



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3. Can the lender tailor credit products to my specific situation and, as needed, provide working capital during the transition into ownership?
 - Bankers who specialize in the dental industry know how to answer these questions with recommended products and services.
4. Are the interest rates fixed or floating, and what are the pros and cons of each? What is the fee structure?
 - It is vital for dentists to fully understand all the costs involved in order to weave loan costs into the budget of the practice.
5. Is there flexibility regarding repayment schedules? What are the prepayment penalties?
 - This is important to know so that dentists can form long-term repayment plans.
6. Will the terms of the loan require me to conduct day-to-day banking with you?
 - If so, this may involve shifting accounts from a previous bank. This is not a change anyone wants to make hastily.
7. What is the down payment requirement? Will the seller need to finance some of the purchase?
 - It is important to understand what the requirements are for the loan. The banker should be able to provide complete answers throughout the underwriting and closing process.
8. In addition, how transparent is the financial institution generally?
 - It is wise to ensure that the banker is accessible and consultative.
9. Can you provide introductions to other experts who have experience with the dental industry such as a CPA, attorney, insurance provider, consultant, contractor, etc.?
 - These relationships can ensure trusted expertise and bolster the efficiency of the acquisition process.
10. Can the bank provide additional financing to purchase the building the practice occupies?
 - If this is or could be a consideration, dentists are well-served to know the answer early on.
11. Additionally, can the bank support future growth objectives such as new equipment or a second location?
 - Dentists need to know that their banker is a long-term partner and a comprehensive solutions provider.

Once a bank and other partners have been chosen, there are several items to assess as part of the due diligence process.
12. How much cash flow is available to service the proposed debt, existing personal debt, living expenses and investment goals?
 - It is important to keep in mind that owners need to consider both their professional and personal obligations and interests.
13. How does the practice overhead stack up to industry standards?
 - Excessive overhead could be a red flag.
14. How do treatment planning and chairside manner compare?
 - These are important considerations for patient retention. If attrition is likely, the impact should be taken into consideration against your future cash flows.
15. What type of opportunities are there for growth?
 - Can market share be gained? Is the region's population growing?

“A banker with dental industry and practice acquisition expertise can provide both in-depth guidance on fitting loan packages and counsel on the acquisition process.”

16. Is the competitive landscape favorable in the prospective purchase area?
 - A saturated market could prove a difficult one in which to drive growth.
 17. What percentage of revenue comes from PPO, fee for service or Medicaid/HMO?
 - Credentials will be needed for billing with all the same plans.
 18. What is the condition of the equipment? Are replacements or upgrades needed in the near future?
 - Anticipating costs in advance helps a dentist avoid surprises later.
 19. If the practice has grown rapidly, is that sustainable or manufactured by over-treating and marketing ploys?
 - The viability of a practice is dependent in part on repeat patients.
 20. What is the transition plan as the buying dentist enters the practice and the selling dentist exits?
 - Seamless transitions for both the dentists and patients are ones well-planned in advance.
- A banker can assist with getting answers to all of these questions. Understanding personal work experience, clinical skill set, personal financial profile and credit history as well as vision for the practice are all important components of building this relationship. A consultative, engaged relationship with a banker can save time and money in the pursuit of owning a practice. 🎯
- Sarah Stubee is a Columbia Bank senior vice president of healthcare banking and relationship manager serving Oregon and southwest Washington. She works with dental clients to help them buy, start, refinance and grow their businesses.*

RESUBSCRIBE NOW!

Are you receiving the most current ODA information? Frequent updates, action items, and important resources are emailed to all current ODA members. If you are not receiving these updates, you may have unsubscribed from ODA emails. If you would like to resubscribe to ODA emails, please contact Melissa Juenger, ODA Membership Specialist, at mjuenger@oregondental.org to learn how.

ASSOCIATES WANTED

ASSOCIATE SOUTHERN OREGON Larger, established practice looking for associate with future buy-in potential. Ideal candidate would be able to do most Endo procedures. Owner was a Spears Mentor for 10 years and Cerec is available. Benefits: malpractice/medical insurances, 401K, CE allowance. Contact Megan Urban at 503-830-5765, megan@omni-pg.com. (OD116)

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PRACTICES FOR SALES

Southern OR Dental, Denturist Practice, Building for sale. Mostly C/B, extractions, bone grafts, dentures. 6 ops. CBCT, 2 soft tissue lasers. 1900sf building, large parking lot. Contact megan@omni-pg.com, 503-830-5765. (OD127)

Coos Bay Area Dental Practice and Space For Sale Long time reputable dental practice collecting over \$680,000 with 43% operating income. 3 ops. 33% hygiene. All endo, ortho, 3rd molar ext, and perio surgeries referred out. Contact Megan@omni-pg.com; 503-830-5765. (OD135)

Eugene/Springfield Dental Practice For Sale. Clean and updated, long-standing 6 op practice. Pan/CT, Adec equipment, strong hygiene, collecting over \$650,000. Great growth opportunity as dentist is referring out implants, perio, ortho, max. molar endo, 3rd molar ext. Contact megan@omni-pg.com, 503-830-5765. (OD136)

SE Portland (Gateway) Practice For Sale. 2014 remodel, 1440 sq. ft. 3 ops, room for one more. On track to collect about \$487,000. Great opportunity to grow, as endo, OS, removable, implants and implant restorations, & ortho are all referred out. Contact megan@omni-pg.com, 503-830-5765. (OD137)

Hazel Dell — Dental Building with fully equipped practice for sale. Busy street, great visibility across from Ace Hardware, Les Schwab & other retailers. Approx 2,800sf, 5 equipped operatories. Turn-key practice, no patients. Contact 206-979-2660; rod@omni-pg.com. (WR123)

Dental Practice for Sale in the Gorge — Enjoy the lifestyle of the Gorge with Cascades, Columbia River, and wineries. Well-established practice with collections over \$800,000, low rent, clean AR, CBCT, new computers. Contact Megan@omni-pg.com, 503-830-5765. (OD139)

Mostly fee-for-service, well-maintained, long-standing dental practice for sale in Salem. 4 ops with room to lease more. Last 2 years collections averaged over \$550,000 with 30% hygiene. Most endo, implants, oral surgery, removable, ortho and perio referred out. Great opportunity to grow this solid practice. Contact megan@omni-pg.com, 503-830-5765. (OD142)

SPACE AVAILABLE/WANTED

LIST OF MEDICAL/DENTAL BUILDINGS FOR SALE OR SPACE TO LEASE We have an updated list of medical/dental buildings for sale in Clackamas, Multnomah, Washington, Yamhill, Marion and Polk Counties. Building range from 2,000 sq. ft. to 20,000 sq. ft. Some have existing dental space already plumbed. Contact Megan at megan@omni-pg.com.

Associate dentists or Partners! Great opportunities in beautiful Pacific Northwest. Select the option that works best for you-associate or partner. Enjoy doing dentistry and leave much or all of the headaches to the experts. Contact megan@omni-pg.com, 503-830-5765. (OD138)

Dental building for sale in southern Oregon. 1200 sq. ft., 3 op building available in beautiful rural area near CA. Very few other dentists in this area. Contact Megan Urban for information: 503-830-5765; megan@omni-pg.com. (OR104)

Central Oregon Coast Medical building for sale, 3850 sq. ft. Prime location for any commercial business! High traffic flow, convenient parking, solid brick built, ample storage room, territorial views out back. Beautiful coastal community with an abundance of recreation. Open to offers. Contact Jim at 877-866-6053 ext 2. (OR103)

Dental building for sale in southern Oregon. 1200 sq. ft., 3 op building available in beautiful rural area near CA. Very few other dentists in this area. Contact Megan Urban for information: 503-830-5765; megan@omni-pg.com. (OR104)

TRANSITION POINTER

WHAT ARE THE ADVANTAGES OF AN ACCURATE PRACTICE APPRAISAL?

- Enhances **seller confidence in total retirement assets**
- Greatly diminishes the chance of a **practice transition failure**
- Obtaining **100% financing** is much easier
- It may **decrease the time it takes to sell** since both the buyer and seller can be confident in the sale price

Dental practices are increasing in value. However, every practice is unique and needs to be valued in that manner.

I have appraised over 2,100 practices and sold over 475 in the past 30 years. My average sell price is 97% of my appraised value.

If a practice transition is in your future, give the expert a call.



GARY SCHAUB

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