



Speaking Up, Staying Well

page 15 | Reaching Out and
Helping Fellow Dentists

YOUR INVITED TO
Artisan's 20TH
Annual Golf Tournament
AND FUNDRAISER

FRIDAY JUNE 10TH, 2016

50% OF PROCEEDS WILL BE DONATED TO
**THE TERRY MONETTI MEMORIAL SCHOLARSHIP FUND
AT OHSU AND MEDICAL TEAMS INTERNATIONAL**



**SHOTGUN STARTS AT 8:30AM
4 PERSON SCRAMBLE - \$200 PER GOLFER
BRING YOUR OWN FOURSOME FOR \$700**

\$75 PER PERSON IS TAX DEDUCTABLE
AWARDS & BANQUET LUNCH FOLLOWING



RIVERSIDE GOLF & COUNTRY CLUB
PORTLAND OREGON

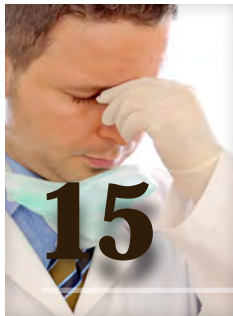
PLEASE REGISTER ONLINE @

WWW.ARTISAN DENTAL GOLF.COM

OR CALL ASHLEY 503.238.6006 X 224

On the Cover

Kim Wright, DMD, Barry Taylor, DMD, Todd Beck, DMD, and David Dowsett, DMD, catch up outside the 2016 ODC Trade Show.



Speaking Up, Staying Well...

**ODC 2016 Wrap-up...
Another Successful Conference!**



Departments

- 4 From the Editor**
Living in a Black Box
- 6 Events, Education, Nominations**
- 8 Molar Movement**
- 11 New Members**
- 10 ODA Member Benefit of the Month** *Find-a-Dentist*
- 13 Compliance Corner**
*Going Chartless—
a Choice or Requirement?*
- 26 ASDA Week Recap**
- 28 Dental Foundation of Oregon**
- 30 ODC Events**
- 32 Classifieds**

Member 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 with any articles or questions.



Membership Matters (ISSN 1082-4111) is published monthly (except July) by the Oregon Dental Association, 8699 SW Sun Place, 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 Paul Vollmer at 503-445-2222 or paul@LLM.com.

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2016. 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: Membership Matters, PO Box 3710, Wilsonville, Oregon 97070; 503-218-2010 or 800-452-5628 (toll-free in Oregon).

Membership Matters

Volume 22, Issue 1 • May 2016

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.



Membership Matters

Editor: Barry J. Taylor, DMD, FAGD, CDE
barrytaylor1016@gmail.com

Publications Advisory Committee:

Kurt L. Ferré, DDS; Thomas J. Hilton, DMD, MS; Mehdi Salari, DMD

ODA Staff Liaison:

Christina Swartz Bodamer

Graphic Design:

Stephanie Pendell, LLM Publications

Advertising Sales: Paul Vollmer,
LLM Publications, 503-445-2222

Oregon Dental Association

8699 SW Sun Pl, Wilsonville, OR 97070

503-218-2010 • 800-452-5628

www.oregondental.org

info@oregondental.org

Executive Director: Conor P. McNulty, CAE
cmcnulty@oregondental.org

Dentist Health & Wellness Hotline:

Support for a dentist in crisis, regardless of membership status: 503-550-0190

Oregon Dental Association

@ORDentists

www.TheToothOfTheMatter.org

OregonDental channel

Oregon Dental Association (private group)

@oregondental

An Experience of Living in a Black Box



By Barry J. Taylor,
DMD, FAGD,
FACD, CDE

Editor,
Membership Matters

barrytaylor1016@
gmail.com

I BELIEVE IT WAS 2008 AND I WAS THE SPEAKER HOST FOR DR. HOWARD CROSSELY AT THE OREGON DENTAL CONFERENCE. At

one point, while he was walking up and down the aisle in the large ballroom at the convention center, he was talking about antidepressants as he stood right next to where I was sitting. Pointing directly at me he told the audience, “Well, now we can’t all always be as happy as Barry is all the time.” To which I thought, “Wow, of the hundreds of people here to say that to, it is quite hilarious that he picked me.” I was 24 months removed from an extremely serious episode of major clinical depression.

Now looking back at 2006, I have so many observations and views about depression. I am by no means an expert; I actually have never read a book about the subject. I speak from my experience, so I have no desire to read stories about it. I get about one paragraph into the story and think, “Oh yeah, I can relate. No need to read further.” It really was quite the horrendous experience. As my youngest son once asked, “Dad, were you living in the black box?” To me, that was an interesting, and good, term for depression that apparently he had learned in school when his class was learning about mental illnesses.

Although it may not be politically correct to say so, and I very well may be in the minority, I do not care for the term ‘the mentally ill’ or even ‘mental illness’ as a way to describe someone who has depression. I look at cancer as an illness. There is nothing good that comes from having cancer. It attacks the body and does damage that no amount of self-help or therapy can prevent. The healthiest individual can get brain cancer that will kill them in a matter of months. My mother died from cancer but we never referred to her as ‘the cancer’ and our family never said she had a ‘cancer illness.’ We were more direct; she had stage IV colon cancer. So I do not care to be referred to as ‘mentally ill.’ Ironically, I see the term ‘the mentally ill’ used all the time in print and in social media in stories about not labeling

As my youngest son once asked, “**Dad, were you living in the black box?**” To me, that was an interesting, and good, term for depression that apparently he had learned in school when his class was learning about mental illnesses.

those that have a psychological makeup that falls outside of the normal range.

I like the term ‘black box’ because that is exactly what it felt like in 2006. I was not suicidal because I had two sons that I adored, a degree in a profession that I had wanted to be in since I was in grade school, and I generally had a lot in my life that I cared about. So that is where the black box comes in. It is indescribable to be in a position in which you feel hopeless and there is no escape. It is very much like a black box has been placed over your life.

In my mind I had a bad case of clinical depression for which I was treated for and it is now a thing of the past. Someone I know very well quit drinking in 1985 because they had an alcohol problem. I don’t refer to that person as an alcoholic or even a recovering alcoholic. In my mind that person just doesn’t drink anymore. There is no label needed. They overcame a situation and they deserve to be free of any label. Some people are fortunate enough to survive cancer and it goes into remission. I think that is a very good analogy for my own depression.

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.

I suppose only you could tell me if there is a stigma attached to someone who has dealt with clinical depression. Over the past ten years I have only heard a couple of derogatory comments from people, but those are the exceptions. What is much more common is how many people approach me to tell me their personal story. Just like me, many were people that you would probably never have known that they have had to deal with depression. Here is something else I have learned: the majority of us have used some type of therapist at some point in our lives. Among several of my friends, we occasionally check in with

each other to see how the other is doing. Sometimes it is no more than a text, “How are things?” The common theme among us is that maybe we are having a bad day, but it will soon pass.

Recently I was talking to my good friends **Dr. Todd Beck, Dr. David Dowsett, and Dr. Kim Wright**, about whether to write about my experience and if I should be anonymous about it because I didn’t want to be labeled. In our conversation the answer came to me. Writing something anonymously makes for a good story that you can relate to, but it doesn’t put a face to it. It reinforces the stigma because it insinuates that

there is something to hide. I am still the same person that I was in 2006. What has changed is that I am no longer to the left of the bell curve. I have moved back center and I make sure that I stay in that normal range. Those friends that helped me when I was in exile know my story. However, when I tell people the story now the response more frequently is, “Seriously? I never would have guessed.” My only goal of not being anonymous, is to give a personal example that having clinical depression is not an end point. ●

A shift in your mission can inspire SUPERIOR SERVICE

At Willamette Dental Group, your mission will feel familiar. We are focused on providing top quality care through teamwork, and together with your team, you will have the freedom to create the best experience for your patients without the pressure of production goals. Leaders in proactive dentistry, our emphasis on research-backed innovation inspires us to do what’s best for the long-term health of our patients. **Join us, and find the dedication to service that you are used to.**

Nathalie La Chance
Phone: 503.952.2172
nlachance@willamettedental.com
willamettedental.com/careers

We are proud to be an equal opportunity/affirmative action employer.

Willamette
Dental Group

Events & Education

Events are subject to change. Please consult the sponsoring group to confirm details.
To add your component's continuing education event, please email bendsalari@gmail.com.
Please send all other events to Cassie, cleone@oregondental.org.

May 2016

Continuing Ed., 1.5 Hrs: "Implants," Presented by Dr. Scott Dyer, **Tues, May 10**, Roth's, West Salem. Info: www.mpdentalce.com or mpdentalce@qwestoffice.net

Continuing Ed., 1.5 Hrs: "HIV Overview for the Dental Healthcare Team," Presented by Geoffrey L'Heureux & Renee Yandel **Tues, May 10**, Lane County Community College. Info: www.lanedentalsociety.org or office@lanedentalsociety.org

Continuing Ed., 1.5 Hrs: "Treatment & Prevention of Peri-Implantitis," Presented by Dr. Harjit Sehgal, **Tues, May 10**, Stockpot Broiler, Beaverton. Info: www.wacountydental.org or contact@wacountydental.org

OHSU Mentor Dinner: Thurs, May 12, OHSU Room 3A002

Continuing Ed., 1 Hrs: "Oral Pathology," Presented by Dr. Said-Al-Naif, **Thurs, May 19**, Riverhouse Convention Center, Bend. Info: www.centraloregondentalsociety.org

Continuing Ed., 2 Hrs: "Table Clinics," **Thurs, May 19**, Multnomah Athletic Club, Portland. Info: www.multnomahdental.org or lora@multnomahdental.org

Continuing Ed., 2 Hrs: "Table Clinics," Presented by Multnomah Dental Society, **Thu, May 19**, Multnomah Athletic Club, Portland. Info: www.multnomahdental.org

ODA Board of Trustees Meeting: Sat, May 21, Mt. Bachelor Village Resort. Info: 503-218-2010

June 2016

Continuing Ed., 1 Hr: "Oregon Board of Dentistry Update," Presented by Stephen Prisby, **Thu, June 2**, Lane County Community College, Eugene. Info: www.lanedentalsociety.org

DFO Board Meeting: Fri, June 3, Wilsonville, Oregon

DFO Chip! for Teeth Golf Tournament: Fri, June 17, Langdon Farms Golf Club. Info: www.smileonoregon.org or 503-594-0880

Oregon Board of Dentistry – Board Meeting: Fri, June 17, 1500 SW 1st Ave, 7th Floor Conference Room, Portland, Oregon. Info: www.oregon.gov/dentistry/Pages/brd_agendas.aspx

July 2016

New Dentist Committee CE Course: Sat, July 9, Oregon Dental Association

DFO Committee Meetings: Fri, Jul 15, Wilsonville, Oregon

ODA Board of Trustees Meeting: Fri, July 22, ODA Office, Wilsonville. Info: 503-218-2010

August 2016

DFO Board Meeting: Fri, Aug 12, Wilsonville, Oregon

Oregon Board of Dentistry – Board Meeting: Fri, Aug 19, 1500 SW 1st Ave, 7th Floor Conference Room, Portland, Oregon. Info: www.oregon.gov/dentistry/Pages/brd_agendas.aspx

September 2016

Continuing Ed., 6 Hr: "Clinical Challenges for Esthetic Adhesive Dentistry," Presented by Sillas Duarte Jr, DDS, MS, PhD, **Fri, Sept 16**, Lane County Community College, Eugene. Info: www.lanedentalsociety.org or office@lanedentalsociety.org

Continuing Ed., 2 Hr: "Oregon Board of Dentistry: All You Need to Know," Presented by Stephen Prisby, Exec. Dir., **Wed, Sept 21**, Moda Plaza, Milwaukie. Info: www.multnomahdental.org or lora@multnomahdental.org

ODA Board of Trustees Meeting: Fri, Sept 30, ODA Office, Wilsonville. Info: 503-218-2010



The Triple Aim of Health Care for the Future.

Better Health • Better Access • Better Value

CALL OR VISIT THE WEBSITE TODAY

(866) 268-9616

www.AdvantageDental.com



Mentor Dinner

VOLUNTEERS NEEDED

Share your advice and experience with dental students. We invite you to be a mentor at the annual Mentor Dinner, sponsored by the New Dentist Council.

The Mentor Dinner provides dental students a chance to meet with practicing dentists who can answer students' questions about "life after dental school."

Sign up to be a mentor today:
<http://bit.ly/MentorDinner16>.

Dinner is provided as a thank you for your participation.



Thursday, May 12

5:30 PM – 8 PM

OHSU School
of Dentistry
Room 3A002

ODA Board of Trustees Nominations

Nominations are now open for the following offices, to be elected by the ODA House of Delegates, Oct. 7.

- **LDC**
(three positions, 3-year term)
- **BOT At-Large Member**
(three positions, 4-year term)
DECLARED CANDIDATE: Deborah Struckmeier, DMD Multnomah
- **Speaker of the House**
(3-year term)
DECLARED CANDIDATE: Jeff Stewart, DDS, MS
- **Editor** (3-year term)
DECLARED CANDIDATE: Barry Taylor, DMD, CDE

All ODA members are encouraged to participate in the leadership of this organization. For more information about any of these positions, call 503-218-2010 or email cleone@oregondental.org.

Interested applicants should submit a letter of interest and a one-page resume.

Email your materials to leadership@oregondental.org, or mail to:

ODA Leadership Development Committee
Jim Smith, DMD, Chair
Nominating Sub-Committee
PO Box 3710, Wilsonville, OR 97070



New Dentist Council sponsored day of continuing education at the Oregon Dental Association in Wilsonville.

This complimentary to members program is designed for new dentists and students. More details to come!



2015 – 2016 Board of Trustees

PRESIDENT

Joni D. Young, DMD
Marion & Polk
drjoniyoung@gmail.com

PRESIDENT-ELECT

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

SECRETARY-TREASURER

Fred A. Bremner, DMD
Clackamas County
bremnerf@adamember.net

AT-LARGE MEMBERS

Matthew Biermann, DMD, MS, Washington County
Bruce Burton, DMD, Mid-Columbia
Kenneth Chung, DDS, MPH, Clackamas County
Brad Hester, DMD, Central Oregon
James McMahan, DMD, Eastern Oregon
Mark Mutschler, DDS, MS, Multnomah
Sarah Post, DMD, Lane County
Deborah Struckmeier, DMD, Multnomah
Frances Sunseri, DMD, MAGD, Clackamas County
Thomas Tucker, DMD, Klamath County

ADA DELEGATES AT LARGE

Frank Allen, DMD, Marion Polk
Hai Pham, DMD, Washington County

OHSU-ASDA REPRESENTATIVE

Michelle Crabtree, DS3

NON-VOTING MEMBERS

Jeff Stewart, DDS, MS, Multnomah,
Speaker of the House
Barry Taylor, DMD, CDE, Multnomah,
Editor



Join the Molar Movement

#FightEnamelCruelty



Local dental societies show their Molar Movement pride!



Pictured from top: Clatsop, Klamath, Marion Polk, and Eastern Oregon Dental Societies.



Post your photos to Facebook and/or Twitter and tag the ODA, and you may be featured in a future *Membership Matters!*



For more information, or to email your photo to us, contact ODA Membership Specialist Kristen Andrews at 503-218-2010 x110 or kandrews@oregondental.org.

The ODA House of Delegates is moving!

October 7 – 8 | Double Tree by Hilton Hotel, Portland

We'll be right here in October. Join us!



Contact your local component society if you are interested in becoming a delegate!

June 17, 2016 | Langdon Farms Golf Club

You are invited to the
**12th Annual Chip! For Teeth
GOLF TOURNAMENT**

All proceeds benefit Dental Foundation of Oregon Programs like the Tooth Taxi.



Team of four players for \$1000*

Individual player for \$250*

**cart, breakfast, & lunch included*

.....
MORNING SCRAMBLE

\$8,000 in cash and prizes awarded!



To register call Judy at 503-594-0880 or
email foundation@smileonoregon.org

Download the registration form at
[smileonoregon.org/news and events](http://smileonoregon.org/news_and_events)

Sponsored by



Are You Missing Out on Referrals?

Increase Your Visibility to Potential Patients & Colleagues

ALLOW US TO CONTINUE TO PROVIDE YOU WITH THE BEST SERVICE POSSIBLE BY TAKING A FEW MINUTES TO UPDATE YOUR ADA PROFILE! Any updates made will automatically be shared with the ADA, ODA and your local component society. During your update, follow the steps outlined below to ensure current and potential patients and colleagues can locate you on Find-A-Dentist! 📢

QUESTIONS?

Contact the ODA office at 503-218-2010.

**Returning login: Enter your User ID (ADA number or custom ID created by you such as email), along with your password. Forgot your User ID? Contact the Member Service Center at 1-800-621-8099 (8:30am–5pm CST M–F) or mscpassword@ada.org for assistance.*

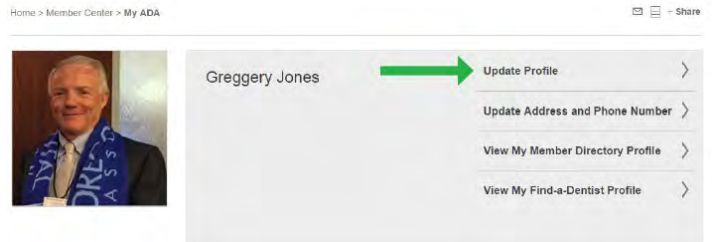
Make sure patients can find you on Find-a-Dentist!



Access your ADA Account with your ADA username and password.*



Select “Update Profile”



Make sure your member profile is visible on Find-a-Dentist. Select “Yes” to “Display my Detail Profile on ADA.org.”

Update Personal Profile

NOTE: Changes made on this page will update your information for all ADA communications.

* designates required fields

Profile Photo Update



Please select an image on your computer (4MB max) by clicking the “Choose File” button. Then click the “Continue” button to upload the image to the server and save your profile. If your attachment size exceeds the allowable limit (4MB), you will receive an error message.

Choose File No file chosen

Personal Information Update

ADA Number

User ID

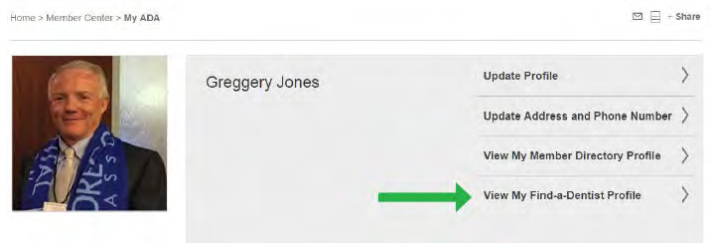
Display my Detail Profile on ADA.org

Yes No

Detailed profile contains practice contact information, map to practice location, specialties, affiliation(s), photo (if applicable); languages spoken; education; years in practice; insurance accepted; credit cards accepted.



Check out your ADA Find-a-Dentist Profile listing.



Welcome New ODA Members!

John Ferrin, DMD
Southern Oregon
Dental Society

Charles Knechtel, DDS
Umpqua Dental Society

Teresa Nguyen, DMD
Marion Polk
Dental Society

Nicole Smith, DDS
Clackamas
Dental Society

*Professionals
helping other
professionals...*

If you are struggling with addiction or facing a crisis, confidential help is just a phone call away, please contact the Dentist Health & Wellness Hotline.

Our services are available to all Oregon dentists and OHSU dental students in need of help, regardless of their affiliation with the ODA.

24-HOUR SUPPORT
503.550.0190

We're Committed to Your Success

Dental Practice Consulting & Accounting



We love what we do.

YOU + *fluence*

THE POWER OF US.

www.fluenceportland.com
503.245.0766

INDUSTRY KNOWLEDGE
commitment
TRUSTED ADVISOR

"They understood the needs I had when I started my practice, and the service they've provided has been outstanding. I've been totally satisfied."

— Dr. Kenneth Wiltbank
Portland Oregon



KENNETH WILTBANK, DMD

Talk to a member of our dental banking team today!



503.924.2312

pcboregon.com/industry-specialties.aspx



Tony Megale, CDT
Technical Advisor
39 Years with O'Brien

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®, our patented proprietary manufacturing process

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

O'Brien
DENTAL LAB, INC.

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
4311 SW Research Way customerservice@obriendentalab.com
Corvallis, Oregon 97333 800.445.5941 541.754.1238 (f)541.754.7478

TRUfit®
PRECISION DENTAL RESTORATIONS



Going Chartless—a Choice or Requirement?

Q Are dental offices mandated to go paperless, and if so when is the deadline?

A While it is true a participating provider in Oregon could be required to submit electronic claims as a condition of a contract, there is nothing at the Federal level which would compel a non-electronic office to submit claims electronically to all payers. Currently, there are no Federal or Oregon State regulations that require a switch to electronic health records (EHR). In 2009, legislation was passed to adopt and implement meaningful use of certified EHR technology for Medicare/Medicaid eligible professionals. Medicare eligible dentists were offered a financial incentive to do so, but could refuse to participate. Although, Medicare/Medicaid eligible dentists not participating will be subject to payment reductions up to a maximum of 5%. A dentist would need 30% of his patients to be in the Medicare/Medicaid system in order to feel a financial burden from not implementing the changes. ●



Lori Lambright

*ODA Member
Compliance Coordinator*

503-218-2010, x104
llambright@oregondental.org

For more information

- 🔗 www.ada.org/en/member-center/member-benefits/practice-resources/dental-informatics/electronic-health-records
- 🔗 www.ada.org/~media/ADA/Member%20Center/Files/Basics-of-the-EHR-Incentive-Program.pdf?la=en

This column is intended to help you to be better informed of the **rules** and **regulations** that are required of running a dental practice in Oregon.



Your Risk Management Team

Proudly serving dentists since 1985

(800) 452-0504 • dentistsbenefits.com

DBIC | DENTISTS
BENEFITS
INSURANCE
COMPANY

Created exclusively for dentists by dentists



Speaking Up,
Staying Well...

By Betsy Boyd-Flynn



“I CAN’T BELIEVE YOU REACHED OUT.” When Kim Wright, DMD, called a colleague whom she was worried was struggling with depression, those were the colleague’s words.

The myth that dentists are at higher risk of suicide, burnout or addiction than the general population is not well supported by the evidence, but still the notion persists.¹ Depression strikes nearly 7% of American adults every year, and the most recent statistics from NIDA estimate that over 9% of Americans age 12 or older had used an illicit drug with a month of being surveyed.²

To be sure, dentists are subject to stressors not found in other careers. One reason is that some believe it is a professional accomplishment to carry on through all crises, without showing doubt, worry or strain. Barry Taylor, DMD, FAGD, CDE recalls the impact of isolation as he struggled with his own depression while still in training. “I was afraid of seeking help because I had a fear I would be told maybe dental school wasn’t the right choice for me,” he said.

For dentists, seeking treatment for mental health or addiction disorders can be particularly daunting. In addition to overcoming persistent stigma around these diseases, there is the risk of losing one’s practice and livelihood. In recent years, programs and treatment centers across the country have specialized in treating health care providers for these reasons.

There are many paths to treatment. In Oregon, the Health Professionals’ Services Program, to which dentists may self-refer, is sponsored by licensing boards for dentists, physicians, and nurses. The program is anonymous, and has a risk-free initial inquiry process for self-referred participants, intended to help dispel the fear of consequences of asking for help. The program covers mandated treatment as well, and is set up to help professionals with mental health and addiction issues, in a structurally similar way, though the treatments themselves differ (See Sidebar).

continues

Oregon Resources

Since 2010, dentists have been able to access the Health Professionals Services Program (HPSP), operated by Reliant Behavioral Health under contract to the Department of Human Services. The program also covers physicians, nurses, and pharmacists.

Participants may be referred into the program by their regulatory board, or they may self-refer. If a dentist inquires voluntarily about the program but does not enroll, no report is made to the licensing board.

However, once a licensee is provisionally enrolled, they must continue in the program until they are confirmed **not** to have a substance abuse or mental health diagnosis, **or**, if they do receive a diagnosis, they must comply with and complete treatment, otherwise a report is sent to the board.

The program, which typically lasts five years, and for which the participant bears the treatment costs, is structured with the understanding that addiction and mental health issues are biological diseases; participation is non-disciplinary and is **not** reportable to the National Practitioner Databank.

For more about the Oregon Health Professionals’ Services Program, including a detailed overview of the process for self-referred participants, visit the program web site here: www.oregon.gov/dentistry/Pages/Confidential_Diversion.aspx.

The ODA Dentist Health & Wellness Hotline has volunteers on-call 24 hours per day at 503-550-0190, and offers services to all Oregon dentists and dental students. The hotline offers help to anyone with stress, mental health, or addiction problems.

Willing to help others through a tough time? Join the ODA Peer Support Network. For more information, contact the ODA.



Some signs that are often present in depression:

- Feelings of sadness, tearfulness, emptiness, or hopelessness
- Irritability, short-temperedness
- Lost interest or pleasure in most or all normal activities, such as sex, hobbies, or sports
- Sleep disruptions—insomnia or sleeping too much
- Extreme fatigue
- Changes in appetite
- Anxiety, agitation, or restlessness
- Slowed thinking, speaking or body movements
- Feelings of worthlessness or guilt, fixating on past failures or blaming yourself for things that aren't your responsibility
- Trouble thinking, concentrating, making decisions and remembering things
- Unexplained physical problems, such as back pain or headaches³

Unspoken, not invisible

Perceptible warning signs for depression can be hard to see, notes Taylor, because in his experience, “depressed people go to great lengths to hide their depression.” Some signs that are often present in depression:

- Feelings of sadness, tearfulness, emptiness, or hopelessness
- Irritability, short-temperedness
- Lost interest or pleasure in most or all normal activities, such as sex, hobbies, or sports
- Sleep disruptions—insomnia or sleeping too much
- Extreme fatigue
- Changes in appetite
- Anxiety, agitation, or restlessness
- Slowed thinking, speaking, or body movements
- Feelings of worthlessness or guilt, fixating on past failures or blaming yourself for things that aren't your responsibility
- Trouble thinking, concentrating, making decisions, and remembering things
- Unexplained physical problems, such as back pain or headaches³

Loved ones and friends can open a critical dialogue just by asking: “How are you doing?” Wright, who was also a key figure in Dr. Taylor’s journey dealing with depression, recalled asking that question of the first colleague she helped at a dental conference, in a hallway gathering. He broke down and said, “My life is falling apart.” Wright made a point of following up with him the following Monday by phone. That contact, and the continued check-ins they had over subsequent months, were part of what helped that dentist get past his crisis.

Peers helping peers

Wayne McElhiney, DDS, of the Tennessee Wellness Committee, says their program, operated with funding from licensure fees, is built from the understanding that professional societies are in the best position to recognize impairment and intervene. “No one can talk to a dentist like a dentist, just like nobody can talk to a drunk like

a drunk,” according to McElhiney—who is himself an alcoholic in recovery.

Nancy Davis, MSW, LCSW, LCAS, who is the Executive Director of the North Carolina Caring Dental Professionals program, agrees. Their program, which also helps hygienists and dentists, matches participants with mentors from the same profession. “The peer support aspect is absolutely wonderful,” Davis said. “I’ve seen so many dentists once they complete the program stay actively involved.”

When signs of depression or other impairment appear in a colleague, it may take persistence to get through, but speaking up is essential, as is offering practical help. Steps to take include:

- Talk to the person about what you’ve noticed and why you’re concerned
- Emphasize that it’s ok to get help—depression is a medical condition, not a personal flaw or weakness—and that it usually gets better if treated
- Suggest seeking help from a professional
- Offer to help prepare a list of questions to discuss in the initial appointment
- Express your willingness to help by setting up appointments, going along to them and helping with family
- Work with other family and friends to build a network around the person³

Taylor’s friends connected him with needed care, and took steps like covering his practice and keeping constant tabs on him in the days leading up to his departure for treatment. That organized help was

continues

Follow your Passion

while we empower your dreams



Is your passion taking care of patients? Would you enjoy spending your days working with patients without the burden of handling the every-day running of the business – not to mention the financial stress of owning your own practice?


Smiles Dental is offering opportunities to great doctors in Oregon, Washington and Alaska. If you have a desire to serve patients, we have an amazing opportunity for you!

Ultimate Service • Superior Performance • Positive Impact

smiles dental™

Contact us: careers@welovesmiles.com | www.smiles-services.com

TRANSITION POINTER



GARY SCHAUB
HELP Appraisals & Sales, Inc.
ADS Oregon
P.O. Box 69155
Portland, OR 97239
503/223-4357
GarySchaub@comcast.net
www.ADStransitions.com

NE Portland – Collecting about \$800,000 with a good net income. 2,100 sq. ft. modern office with 4 operatories. All digital. 35% hygiene and exams & 1-2 implant restorations per month. Dr. relocating.

Silverton/Mt. Angel Area – Collecting over \$700,000 with good net income. Modern 3,000 sq. ft. office with 6 Adec operatories. All digital. 39% hygiene and exams. Dr. relocating.

Salem – Collecting over \$500,000 with average net income. 1,900 sq. ft. office with 4+ operatories. Long term staff. About 50% hygiene. Oral surgery and endo referred out. Dr. disability.

Springfield – Collecting about \$500,000. Modern 2,300 sq. ft. office with 5+ Adec operatories. All digital. 53% hygiene and diagnostic. Endo, OMS, and removable pros referred out. Dr. relocating.

Eugene Area – Good satellite possibility about 20 minutes from Eugene. Collecting about \$230,000. Modern 2,100 sq. ft. office with 2 equipped + 2plumbed operatories. Dr. relocating.

Southern Oregon - Practice collecting almost \$1,000,000. High visibility traffic location, 4 operatories, 40% hygiene, no endo. Digital x-ray. Buyer net after debt service over \$300,000.

Perio Practice Hawaii – Exceptional ocean views from operatories. Contact me for details.

TRANSITION CONGRATULATIONS:

Joe Nolan DMD (West Linn) & Mo Biria DMD • John Eckmann DMD (Lake Oswego) & Matt Sheppard DMD • Gary Schoonover (Salem) & Jennifer Frankel DMD • Tom Zinser DMD (Milwaukie) & Paul Chung DMD • Jim Cartwright DMD (Warrenton) & Jon Bletscher DMD • Steven Spainhower DDS (Bozeman MT) & Gabriel McCormick DMD

PRACTICE TRANSITIONS MADE PERFECT!™

more valuable, ultimately, than empathy for Taylor. “When your car breaks down everyone is sympathetic and wants to help you, but no one is an auto mechanic. Only the auto mechanic is going to fix the car,” he said.

Taking care of yourself

Depression, stress and burnout can affect anyone, but there are strategies to help build resilience against them. Taking time for self care is essential. Mindfulness training is now incorporated into the curriculum at the University of Kentucky College of Dentistry, and evidence is growing that with persistence, the practice can improve stress and depression.^{4,5}

In their publication “Self Care for Dentists,” The New Zealand Council of Dentistry identified several concrete activities to consider engaging in to help develop resilience in the face of stress.

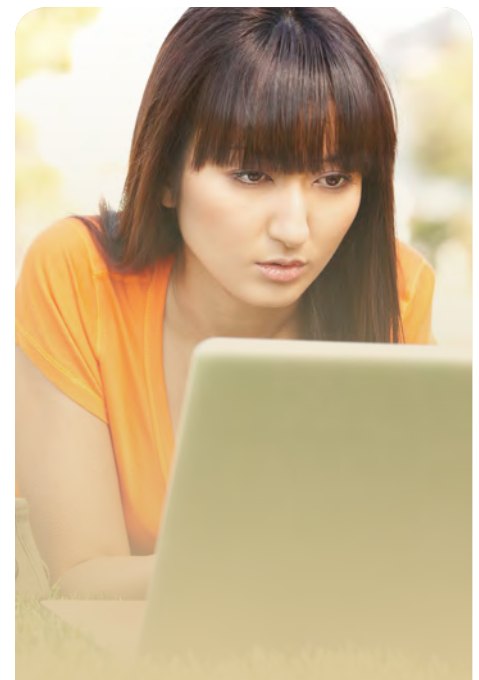
These activities were used by doctors in a Canadian study of physicians and their coping strategies, which included activities like journaling, cultivating a hobby, and cultivating a support network of family, friends and peers.⁶

Silence leads to stigma

Any dentist knows many others who have struggled with mental health or addiction problems, though they may not know it. Those with experience need to be more vocal about it. Mental illness and addiction are still hard to talk about, though they are diseases, not character flaws. Anonymity is part of any recovery program, and is essential to preserve. However, there is no reason individuals cannot talk about their own experiences, and help further dispel the stigma associated with these disorders. On the contrary, they must. 🗣️

END NOTES

1. Sancho, F. M. and Ruiz, C. N. (2010), Risk of suicide amongst dentists: myth or reality?. *International Dental Journal*, 60: 411–418. doi: 10.1922/IDJ_2575Sancho08.
2. National Institute on Drug Abuse. Nationwide Trends Retrieved from www.drugabuse.gov/publications/drugfacts/nationwide-trends on April 1, 2016.
3. Depression: supporting a family member or friend www.mayoclinic.org/diseases-conditions/depression/in-depth/depression/art-20045943 Published August 6, 2015. Accessed April 1, 2016.
4. Gawel, R. “Mindful” techniques reduce dental student stress. *Dentistry Today*. December 29, 2015. www.dentistrytoday.com/news/industrynews/item/625-mindful-techniques-reduce-dental-student-stress Accessed April 1, 2016.
5. Goyal M, Singh S, Sibinga ES, et al. Meditation Programs for Psychological Stress and Well-being: A Systematic Review and Meta-analysis. *JAMA Intern Med*. 2014;174(3):357-368. doi:10.1001/jamainternmed.2013.13018.
6. Dental Council of New Zealand. Self care for Dentists. www.dcnz.org.nz/assets/Uploads/Publications/SelfCareForDentists.pdf, Accessed April 1, 2015.



Additional Resources

The North Carolina Caring Dental Professionals program offers an extensive library of resources for dentists and hygienists available here: nccaringdental.com/library-new/resources/

A comprehensive publication, “Self Care for Dentists” is available online from the Dental College of New Zealand here: www.dcnz.org.nz/assets/Uploads/Publications/SelfCareForDentists.pdf

Information from the American Dental Association about state well-being committees, specialized treatment facilities and other resources is available here: www.ada.org/en/member-center/member-benefits/health-and-wellness-information

EXCEEDING YOUR EXPECTATIONS



Joshua Boes
REAL ESTATE



Joshua Boes
Licensed in Oregon & Washington
503.747.8515 | www.joshboes.com

AMONG THE TOP 5% OF AGENTS IN PORTLAND



DENTISTS TRUST OFFICITE.

“New and existing patient phone calls have significantly increased since moving to a mobile responsive site. Thank you, Officite!”

HOLLY WEST,
TOWNESQUARE
DENTAL



Trusted by over 7,000 practices. Chosen by 45 healthcare associations. Proven through 14 years of experience. Despite all this, dentists don't choose us because of our résumé. Dentists choose us because we bring new patients through their doors.

Call 855.424.5093 or visit Officite.com/ODA to make your practice's online marketing the best it can be.

 855.424.5093

 Officite.com/ODA

 Facebook.com/Officite

 @Officite

Officite
Web Presence Solutions
for Dental Practices



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[®]
THE RIGHT BANK[®]

therightbank.com



EUGENE / SPRINGFIELD

PORTLAND / VANCOUVER

SEATTLE / BELLEVUE / TACOMA



ODC 2016 Wrap-up...

Another Successful Conference!!!



The 2016 Oregon Dental Conference was held April 7-9, 2016 at the Oregon Convention Center. Attendees enjoyed three full days of continuing education and the opportunity to meet with over 200 exhibitors in the Exhibit Hall.

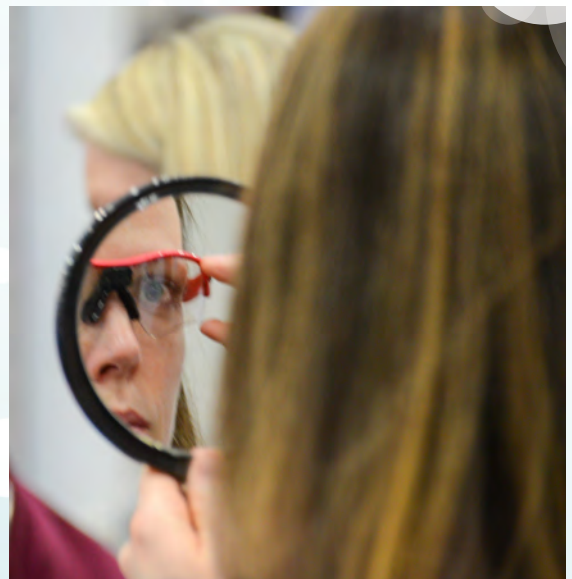




Nearly 1,000 attendees joined keynote speaker, Dave Weber, at the General Session on Friday morning.



A Red Cross blood drive in the Exhibit Hall on Friday collected enough donations to help up to 63 people in need!





The ODA's Annual Meeting Council works year round to assemble an outstanding program with courses for the entire dental team.

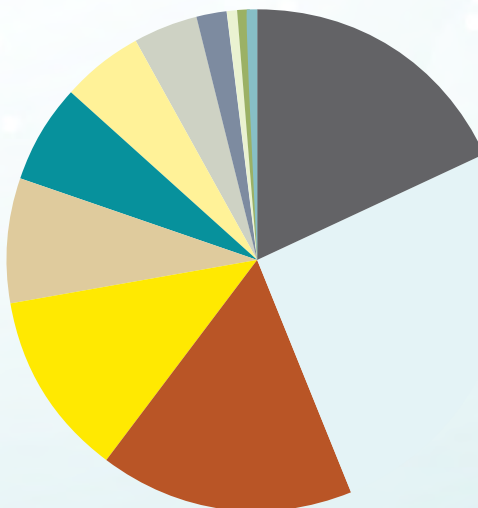
Photo left to right:

- Steven Gold, DDS**
- Keith Doty, DMD**
- Jack Rocheld, DDS**
- Joe Jenson, DMD**
- Gary Templeman, DDS**
- Robert Stephenson, DDS**
- V. Kim Kutsch, DMD**

Not pictured:

Anna Knecht, DMD

ODC 2016 Attendance Breakdown



- Dentist—1,202
- Hygienist—1,890
- Exhibitor—1,067
- Assistant—818
- Administrative Staff—497
- Assistant Student—261
- Dental Student—347
- Hygiene Student—215
- Guest—141
- Resident—62
- Pre-dental Student—58
- Other—51



Congratulations to our Exhibit Hall winners!

Trade Show Grand Opening Reception Winners

- ★ Catalina Mathis—Apple Watch
- ★ Cassie Baker—Apple Watch
- ★ Dr. Joe Howard—Overnight stay at the Allison Inn & Spa

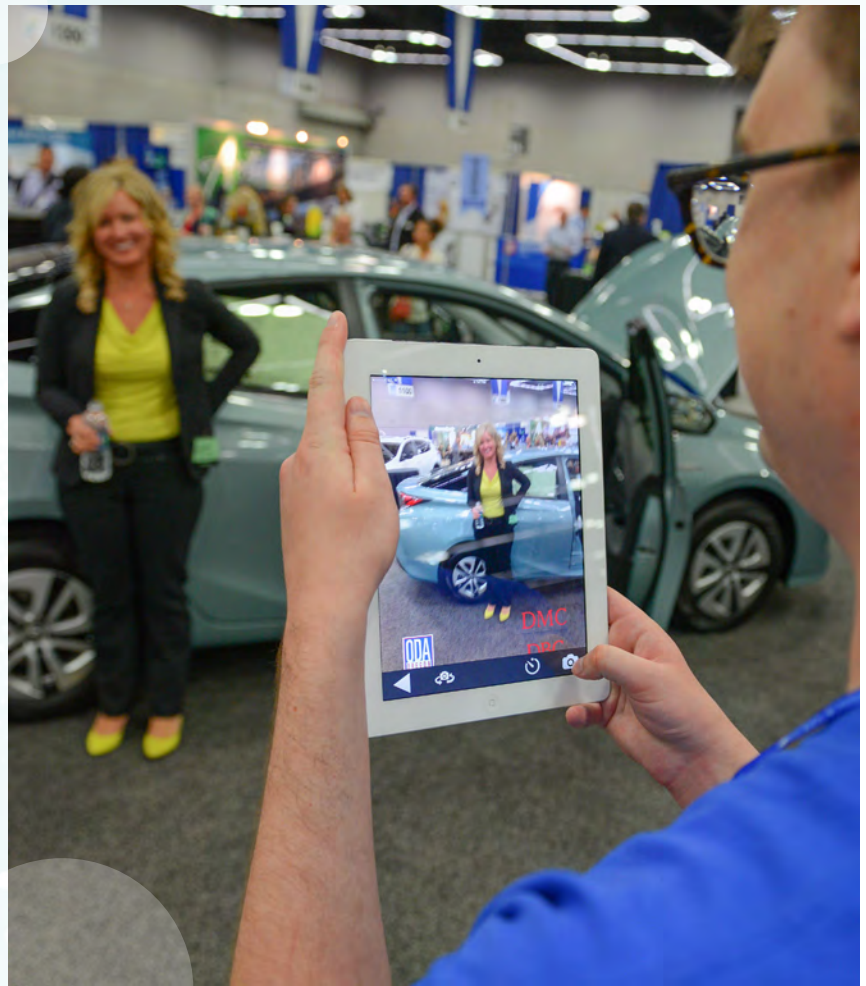
Door Prize Winners

- ★ Sandee Copenhaver
- ★ Christina Lieblick
- ★ Lily Martinez
- ★ Nicole Boe
- ★ Dr. Debra Currey

A special thank you to Assured Dental Lab, Dental and Medical Staffing, Inc., Solutionreach, and Surgitel/General Scientific Corporation for donating prizes!

Mobile App Challenge Winners

- ★ Laura Vanderwerf
- ★ Sarah Scalesse





THANK YOU!

ODA thanks all
2016 ODC Sponsors
for their generous support.

Platinum Sponsors



Delta Dental of Oregon

Gold Sponsors

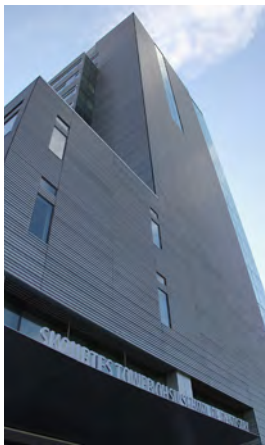


Silver Sponsor



Additional Sponsors





ADPAC Week Recap

By Thomas Grass, DS2

DREAM BIGGER ASDA, THE CALL TO ACTION FOR THE 46TH ASDA ANNUAL SESSION WHICH TOOK PLACE MARCH 2-5, 2016 IN DALLAS, TEXAS.

Seven OHSU dental students traveled to Dallas to represent Oregon and OHSU ASDA. The American Student Dental Association represents 22,000 dental student throughout the country. As a student-led organization, it is charged with protecting and advancing the rights, interests, and welfare of dental students. It also serves as a valuable introduction to organized dentistry, helping to train future national, state, and local leaders in the dental profession. At Annual Session, over 600 dental students were present to elect new leadership and vote on policy resolutions in the House of Delegates.

The beautiful Hyatt Regency Dallas hosted Annual Session this year, a gleaming monument of mirrored glass to which the Reunion Tower is attached, the Dallas equivalent of the Space Needle. The overall quality of the event and all of the programming was exceptional. The first day was very low-key as people trickled in from across the country. The conference began in earnest the next morning with a bright and early networking breakfast. Immediately following breakfast was an impactful keynote address from actor and activist Chris Bashinelli entitled, "Ignore the Noise: Life Lessons for Ignoring the 'Noise' and Discovering your Passion." OHSU first year class president Paul Lamoreau made it on stage during an interactive portion of the keynote where his dynamic personality catapulted him to immediate ASDA fame.

After the impassioned speech from Chris, the real business of Annual Session was called to order: the House of Delegates. The House is the legislative body of ASDA and determines the policies, initiatives, and directives of the organization. Two voting delegates from each school form a body of over 130 individuals who are responsible for representing ASDA's 22,000 members. The House only meets at Annual Session so all resolutions are addressed at this meeting. There are many House sessions throughout the conference, both to discuss and vote on resolutions, as well as elect national leaders. In-between sessions attendees enjoyed amazing networking lunches where dental students were intentionally mixed to encourage

meeting new people. A variety of excellent breakout sessions were also incorporated which appealed to people at all stages of dental education.

The multitude of resolutions at Annual Session ranged from grammatical corrections to major revisions of existing ASDA policy. A few of the more notable changes this year are summarized as follows. ASDA resolved to encourage all U.S. CODA-accredited dental schools to accept Medicaid patients in their respective clinics. This aligns well with the ADA code of ethics and commitment to serve the underserved. National ASDA dues were increased by \$5 from the current rate to help fund existing ASDA directives including funding the national pre-dental staff member who is helping to increase pre-dental membership. Lastly a monumental shift in the association's position on licensure was adopted. In an effort to streamline ASDA's position on L-1 Initial Licensure Pathways, the existing language was rescinded and it was resolved that the association believes an ideal licensure exam:

- Does not use human subjects in a live clinical testing scenario
- Is psychometrically valid and reliable in its assessment
- Is reflective of the scope of current dental practice
- Is universally accepted

There was a great deal of active debate and insightful comments on many of these resolutions. The full list of adopted resolutions can be found on ASDA's website.

In addition to the resolutions, the House elected national leaders. While evaluating the candidates, OHSU ASDA benefitted from the wisdom of Oregon dentist Dr. Rickland Asai, ADA District Trustee, who joined our group for a lively discussion. In addition to Dr. Asai, other national leaders of the ADA were also present and engaging, including current ADA President Dr. Carol Summerhays. As an introduction to organized dentistry, it was inspiring to see the top leadership there supporting dental students. After several rounds of voting, the new ASDA National President was announced as our own District 10 Trustee and University of Washington Student,



The OHSU School of Dentistry can be found online at www.ohsu.edu/sod.



OHSU ASDA is on Facebook: www.facebook.com/ohsuasda

In an effort to streamline ASDA's position on L-1 Initial Licensure Pathways, the existing language was rescinded and it was resolved that the association believes an ideal licensure exam:


- Does not use human subjects in a live clinical testing scenario
- Is psychometrically valid and reliable in its assessment
- Is reflective of the scope of current dental practice
- Is universally accepted

Sohaib Soliman, with whom we have worked closely with over the last year.

Overall, Annual Session was an outstanding testament to the success of ASDA and the future of organized dentistry. Exceptional dental students from all over the country displayed incredible passion and drive, both to improve dental education, and to maintain the outstanding reputation of the dental profession. The representatives of OHSU ASDA are very grateful to have had the opportunity to fellowship with so many great people and have resolved to try and maximize the number of students who can share in the opportunity next year, so that they too can *dream bigger!* 🎯




Across the Country and Across the Street
Your PARAGON Dental Practice Consultant Is Getting It Done



Your local PARAGON practice transition consultants are Reed and Julie Coombs


Nationwide Coverage



CALL: 866.898.1867 | EMAIL: INFO@PARAGON.US.COM

FREE PRACTICE APPRAISAL

Visit our website at www.AFTCO.net or call
800.232.3826



AFTCO
TRANSITION CONSULTANTS
Since 1968

FREE PRACTICE APPRAISAL
(\$5,000 value)

CAN BE USED FOR:

Practice Sales	Insurance Coverage
Partnerships	Personal Net Worth
Second Opinions	Retirement Planning

Practice Sales & Purchases Over \$3.2 Billion



DFO Raises \$50,600 at the 2016 ODC to Improve Children's Oral Health

The Dental Foundation of Oregon is the charitable arm of the Oregon Dental Association.

The Tooth Taxi is supported by Moda and the OEA Choice Trust.

For more information, visit www.SmileOnOregon.org.



CHRISTINA BODAMER WAS THE LUCKY WINNER OF THE 2016 DFO MOTOR MOUTH CAR RAFFLE DRAWN ON SATURDAY, APRIL 9 AT THE OREGON DENTAL CONFERENCE.

This year's raffle winner had the difficult task of choosing from three 2016 Toyota vehicles: the Camry SE, Prius 3 and a RAV4 AWD SUV. Not an easy choice! All three cars were on display in the Exhibit Hall at the dental conference, courtesy of Gresham Toyota. "I'm honored to support such an amazing organization," stated Bodamer, "Never in my wildest dreams did I actually think I would win!" She continued, "I was actually in a meeting when they announced the winner, but I was quickly made aware of the great news by fellow staff members screaming and running to tell me. The entire dental community should be proud of the great work the Foundation does, especially the Tooth Taxi."

The Motor Mouth car raffle raised \$43,200 to support DFO programs like the Tooth Taxi. Thank you to Lonnie Timmons and Gresham Toyota for their support of this important fundraiser. Dr. Weston Heringer Jr., DFO Board President, was again our top ticket seller. It seems no one can resist Weston's charm, or his ability to track people down, with his handy cell phone credit card processor in hand!





Our Tooth Taxi mobile dental van was parked inside the Trade Show Hall and staff provided tours to all who were interested to see where thousands of children receive dental treatment. Dan Mankin, DFO Interim Executive Director, thanked the Tooth Taxi staff, Carrie Peterson, Program Manager; Dr. Karli Herzog, full-time dentist; and Becca Jordan, dental assistant, before drawing the winning ticket.

The annual **Wall of Wine**, this year sponsored by Lanphere Construction & Development (LCD), was a smashing success, selling out early Saturday morning and raising over \$7,400 for the foundation. Amy Chenier and Amber Hall, both with LCD, worked the Wall and enjoyed visiting with our donors. An anonymous donor provided a rare 1966 bottle of Chateau La Fleur-Petrus from his private collection to auction off, which Dr. Robert Lyon of Portland acquired by highest bid. This event would not be nearly as successful if we did not receive so many amazing bottles of quality wine, which is all donated. Thank you to those who generously donated wine (see listing) and all those who participated in this fun event.

The DFO is fortunate to have a host of volunteers to help throughout the three days, which we would like to thank and recognize: Amy Chenier; Steven Doane; Amber Hall; **Dr. Weston Heringer, Jr.**; Catherine Johnson; CJ McLeod; Steve McNannay; Rosalea Peters; **Dr. Tony Ramos**; Lonnie Timmons; and Janaé Werner.

Remember, there is still time to sign up for the **Chip! For Teeth Golf Tournament** on June 17 at Langdon Farm! Visit www.SmileOnOregon.org under News & Events, email Foundation@SmileOnOregon.org, or call 503-594-0880. 🍷



The Dental Foundation of Oregon thanks our generous wine donors.

Individuals

Dr. Rick and Betsy Asai
 Dr. Sean and Amy Benson
 Jon and Rebecca Boyette
 Dr. Weston and Nancy Heringer
 Lisa Horton
 Dr. John H. Johnson
 Dr. Jim Kiley
 John Knappenberger
 Rebecca Lanxon
 Jim and Lora Mattsen
 C.J. and Jill McLeod
 Steve and Dawn McNannay
 Dr. Michael Murat
 Dr. Pat Nearing and Barb Zukin
 Don Oman
 John Paul
 Dr. Tom Pollard
 Dr. Daniel Saucy
 Holly Spruance
 Matt and Katy Swaim
 Dr. Bill and Kathy Ten Pas
 Janaé Werner
 Holly Wing

Wall of Wine sponsored by



Wineries and Vineyards

Bethel Heights
 Bradley Vineyards
 Cameron Winery
 Casa Bruno, LLC
 Dobbles Family Estate
 Oak Knoll Winery
 Ponzi Vineyards
 River's Edge Winery
 Whistling Ridge Vineyards
 Willamette Valley Vineyards
 Willamette Valley Winery Association





Dr. Andrea Beltzner and Dr. Erik Richmond were inducted into Fellowship of the Pierre Fauchard Academy at the annual breakfast at the ODC.

Photo left to right:

Mark Jensen, DMD (Vice Chair)

Weston Heringer Jr., DMD (Chair)

Andrea Beltzner, DMD

Erik Richmond, DMD

Denise Habjan, DDS (Western States Trustee)

Jill Price, DMD was selected as the John C Peterson Distinguished Alumna of the Year Award at the OHSU School of Dentistry Reception.

photo credit Dr. Fred Bremner



Participants and judges of the ODC Table Clinics

photo credit Dr. Fred Bremner

Joni Young, DMD, Queen of the ODC Prom (aka Presidents Party) pictured here with her family.

photo credit Dr. Fred Bremner



Assured Dental Lab®

Delivering Boutique Esthetics at an Amazing Price

Starting at **\$153**



IPS e.max®

Now accepting
.STL files

© 2016 Ivoclar Vivadent, Inc. Ivoclar Vivadent, IPS e.max is a registered trademark of Ivoclar Vivadent, Inc.

It's in the details—whether it's a car or a dental restoration. With today's heightened awareness of esthetics, tooth anatomy detailing is essential in garnering patient satisfaction and practice growth. At Assured Dental, our ceramists excel in the details—with years of experience, we can offer you the winning practice formula—**our real-world craftsmanship with IPS e.max lithium disilicate—resulting in boutique esthetics at an amazing price.**

- Exceptionally beautiful restorations with high mechanical strength
- PRESS technique (400 MPa flexural strength)
- CAD/CAM technique (360 MPa flexural strength)
- Adhesive, self-adhesive or conventional cementation
- Indications: crowns, inlays, thin veneers and up to 3-unit bridges

"As a public recommendation to my fellow dental professionals; I have been working with Assured Dental Lab and have been extremely impressed with the quality of their all-ceramic restorations. Because of the precise fit and shade match of the Zirconia and pressed IPS e.max crowns, my seating appointments have become much easier. The restorations require little or no adjustments, and the crowns are always delivered on time with a remarkable turnaround time. I highly recommend Assured to any dentist wanting a better crown from their lab". - Benjamin Whitted DDS, Molalla, OR

NADL
National Association of
Dental Laboratories

Assured Dental Lab®

www.assureddentallab.com

877.283.5351

Quality Products at Amazing Prices. Case after Case.

DENTAL OPPORTUNITIES**GENERAL DENTISTRY**

GENERAL DENTIST—FULL-TIME POSITION is open in Vancouver, WA, for busy private practice. We are seeking a dentist who has good work ethic and excellent chair side manners. Compensation includes: Willing to sponsor H1B and green card; base salary with production incentive; medical and dental insurance; vacation benefit; CE benefit; retirement benefit. Please email sd10148@gmail.com.

ASSOCIATE DENTIST—BUSY FAMILY PRACTICE

is currently operating with 1 dentist, but is in need of an associate dentist to join our team. We've been voted Roseburg's Reader's Choice #1 Favorite Dentist for the past 7 years. Our building was newly built as of Jan. 2008 and we're up-to-date with the latest dental equipment and procedures. We have a large patient database and we keep growing. Recent dental school graduates are encouraged to apply, as well as those with a more substantial work history. Potential candidate must possess an excellent work ethic, friendly chair side manner and a team player attitude. Continuing Education is offered and encouraged. Guaranteed base pay with great incentive potential. Hours will begin as part-time, but could increase to full-time in the future. We handle the marketing and new patient generation. Contact us today! jody@drandol.com.

PERMANENTE DENTAL ASSOCIATES OREGON/WASHINGTON

Our mission is to provide the best oral health care to every patient through evidence-based dentistry within a group practice setting. Excellent opportunities offered to skilled dentists, including specialists. For additional information, please visit: pda-dental.com, or for current practice opportunities: <https://pdacareers.silkroad.com/pdaext/EmploymentListings.html>. Contact us by phone: 503-813-4915 or email: mpdajobs@kp.org.

DENTAL OPPORTUNITIES**PEDIATRIC DENTISTRY**

PEDIATRIC DENTIST OPPORTUNITY IN GRESHAM AND SHERWOOD. Excellent opportunity for a pediatric dentist to work part-time or full-time in Gresham and Sherwood. The offices are well established and accept nearly all insurance plans. Additionally, the offices are equipped with industry leading technology and safety equipment. Superior income potential, comprehensive benefits and a great work/life balance. Sign-on bonus and/or relocation fee is negotiable. Contact Ed at loonaame@pacden.com for more information.

PEDIATRIC DENTIST/GP FOR PEDO OFFICE—KLAMATH FALLS. Pediatric Dentist or GP who loves working with kids. Up to \$250,000 salary. Contact Rex Gibson 541-408-1057 or rexandemily@gmail.com.

PRACTICES FOR SALE

DENTAL PRACTICE FOR SALE—NEWBERG. Owner willing to carry the contract, no bank loan needed, great way to start and keep expenses low. 4 Opt.'s, last three year's production averaging over 1 million. Long term staff, building for sale. Contact Jon Schatz at 503-349-1600 or jonschatz@att.net for a confidentiality agreement to obtain more information.

EASTERN OREGON—GENERAL DENTIST RETIRING AFTER 30+ YEARS. The 1400 sf building is in a great location and can be purchased with practice. Doctor refers out most endontic, perio, and surgery. \$382,000 in collections with adjusted net of \$176,000. Contact Henry Schein Professional Practice Transitions representative, Blaine Brown, blaine.brown@henryschein.com, 208-841-4598. #OR104.

PERIODONTAL PRACTICE FOR SALE IN THE WILLAMETTE VALLEY. Collecting over \$1,950,000 annually. Hygiene accounts for 50% of total production. Excellent cash flow. Office has 10 fully equipped operatories. Well established practice has been in the same location for 19 years. Well trained and tenured staff will assist with the transition and stay with the practice. Dr. owns the building and eventually would sell to the buying doctor. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessional dental.com, 503-680-4366.

PRACTICES FOR SALE**G/P PRACTICE FOR SALE DOWNTOWN PORTLAND.**

Annual collections over \$530,000. Excellent hygiene program producing 41% of production. Outstanding collection policy in place. Beautifully built-out office only 4 years old with digital x-rays. 5 fully equipped operatories plus plumbed for one more. Well-trained staff will assist with the transition and stay with the practice. Selling doctor refers out almost all endo and oral surgery, so prospective buyer could immediately increase production by performing these procedures. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessional dental.com, 503-680-4366.

PREMIER PRACTICE FOR SALE IN THE ROUGE VALLEY.

High-tech and top producing practice with incredible quality of life! Average annual collections in excess of \$1.0M with steady flow of new patients. Fully digital combined with 3D imaging equipment and hard/soft tissue laser. Doc owns the building and will sell or lease. Contact Randy at mymodasolution@gmail.com.

G/P PRACTICE FOR SALE. South Salem, stand-alone office, excellent curb appeal and main street exposure. Dentist retiring. Contact 503-581-1950 for more information.

DENTAL PRACTICE FOR SALE—ASTORIA. Owner willing to carry the contract, no bank loan needed, great way to start and keep expenses low, 4 Opt.'s, in the heart of Astoria, 2014 Production \$520,000 and over \$600,000 for 2015. Spectacular view with long term staff. Building for sale, overlooks water front on the Columbia River, strong rental history. Contact Jon Schatz at 503-349-1600 or jonschatz@att.net for a confidentiality agreement to obtain more information.

continues on page 34

Thinking about a move?

- Dental Opportunities
- Space Available
- Practices for Sale
- Equipment for Sale

www.ODAcclassifieds.org





PROFESSIONAL PRACTICE SPECIALISTS

1-800-645-7590

Aaron Pershall - Randy Harrison



Specializing in the Sale, Transition and Appraisal of Dental Practices throughout the Pacific Northwest

WESTERN OREGON OMS – Dr. retiring from 30+ years serving the community. He is flexible to the transition needs of the new owner. High profit practice with average collections of \$1.3M for the last 5 years, on 170 days/year in office. Strong referral base serving a population of about 250k. Exceptional 5-year old, spacious 5-op office with state of the art equipment, including a Carestream 3DCTscan connected to all work stations.

EUGENE, OR – Excellent, high profit G/P in a very good area collecting \$700K+ for the last several years.

SALEM, OR – Wonderful 4+ op G/P collecting \$500K+. Excellent, high traffic location with good parking.

BEND, OR PEDO – Pedodontist retiring after 30+ wonderful years. Very nice office in a great location.

S. OREGON ORTHO – Wonderful, long established practice collecting \$600K+. Very nice office!

S. OREGON COAST – Excellent family G/P collecting \$500K+. Very nice office with newer equipment.

BOISE AREA – Partner wanted for wonderful G/P. Collecting \$500K+ in 2014. 5 ops, digital x-rays and more. Associate is working the practice; poised for growth!

KAILUA-KONA, HI – Fee-for-Service G/P collecting about \$400K. Come live, work and play on the Big Island! Motivated Seller!

FAIRBANKS, AK – Associate wanted for busy Endo practice!

MAT-SU VALLEY, AK – High volume G/P seeking a full-time associate with possibility to purchase. Position is 5 days per week; pays 35% of collections.

ANCHORAGE, AK – Well established G/P collecting \$500K annually. Possible merger opportunity.

KETCHIKAN, AK – 100% fee-for-service G/P collecting \$600K. 4 ops updated about 5 years ago.

ANCHORAGE AREA– Long-established G/P collecting around \$750K annually. Highly profitable, low overhead office has 7 ops (6 equipped) and runs Eaglesoft. Seller willing to work back for purchaser if desired. Call Today!

ANCHORAGE, AK – Excellent practice collecting over \$900K. 100% fee-for-service! Practice has Prosthodontic emphasis but the production mix is varied.

ANCHORAGE, AK – Excellent G/P collecting around \$870K. Seller is retiring and relocating. Great cash flow!

NEW! ALASKA OMS – Long-established, highly profitable, OMS practice collecting over \$2.8M. Beautiful, spacious, modern office and excellent staff. Seller is well respected and willing to transition.

NEW! KENAI PENINSULA, AK – Wonderful rural G/P collecting around \$1M. Low overhead practice is amazingly profitable! Digital x-rays, laser, pano and newer equipment throughout.

www.PracticeSales.com

Aaron@PracticeSales.com RandyH@PracticeSales.com

Please call for a Complimentary, Confidential Consultation

continued from page 32

PRACTICES FOR SALE

G/P PRACTICE FOR SALE ON THE NORTH-CENTRAL OREGON COAST. Three operatories with digital x-rays. Annual collections over \$585,000. This well established practice has been in the area for 34 years. Excellent collection policy in place. Well trained staff will continue with the practice and assist with the transition. Great opportunity for a young dentist as the selling dentist refers out most endo and oral surgery. Excellent hygiene program in place that produces 40% of the production. Building is in an excellent location with great visibility and would be available to the buyer to purchase. Contact: Buck Reasor, DMD. Reasor Professional Dental Services, info@reasorprofessionaldental.com, 503-680-4366.

ENDODONTIC PRACTICE FOR SALE IN OREGON: Established endodontic practice in a small university town of about 12,000, drawing from surrounding population of about 58,000. Perfect town to raise a family. Over 2200 sf building with 4 operatories; two operatories with G6 microscopes. A third operatory is for the occasional emergency to squeeze in; and the fourth is the CBCT room, equipped with a K9000. Plus basement storage and equipment space. Recreational opportunities abound for outdoor enthusiast. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist who wants to move. Contact email: oregonpractice@gmail.com.

EQUIPMENT: SALE/SERVICE

INTRAORAL X-RAY SENSOR REPAIR. We specialize in repairing Kodak/Carestream, Dexis, Gendex & Schick CDR sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors. www.RepairSensor.com, 919-924-8559.SPACE

VOLUNTEER OPPS

DENTIST NEEDED FOR A METHODIST 10 DAY MISSION TRIP ON A MEDICAL/DENTAL BOAT IN THE BRAZILIAN AMAZON. May 27, 2016 to June 5, 2016. We will be providing basic medical and dental care to small villages along the Amazon River in the Manaus, Brazil area. Contact leader Elaine Jones RN at elainejones1213@hotmail.com, or 503-703-5932. Portland Rescue Mission: www.pdxmission.org

STAY INVOLVED WITH MOM YEAR-ROUND! Events are held all over the US, and the schedule is updated as new events are organized. Visit www.adcfmom.org for more information.

MISCELLANEOUS

THINKING OF SELLING YOUR PRACTICE? Already have a broker in mind? Even if you do, here's a dentist who is not a broker, who can help you find the best, as well as the most cost-effective broker for your particular needs. After 20 year of conducting seminars and consulting with dentists on practice sales, no one knows the brokers better than Norm Culver. There is no cost to you for this service. Contact Norm Culver, DDS, 206-784-6941, www.NormCulver.com.

ENDODONTICS DOMAIN FOR SALE: PortlandEndo.com, \$5,000. For details contact wendymitchell70@yahoo.com.

GENERAL DENTISTRY DOMAIN FOR SALE: PDXdental.com, \$5,000. Please contact wendymitchell70@yahoo.com for details.

AVAILABLE/WANTED

MEDFORD OREGON DENTAL OFFICE FOR RENT—Four operatories, ideal location. Generous terms for starting dentist. Call 541-773-3592, or email lware@charter.net.

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 10 years Buck has skillfully guided many dentists through a successful practice transition experience.

Reasor Professional LLC
Dental Services

Reasor Professional Dental Services 503-680-4366

info@reasorprofessionaldental.com

www.reasorprofessionaldental.com

I'm a dentist — *not a* **BANKER**

We provide quality financial solutions

With Dental Commerce Corporation as your practice financing partner, you will open the door for your practice to grow and your patients to thrive. DCC offers financing and refinancing with flexible, tailored terms covering the following:

- ▶ Working capital
- ▶ Equipment purchases
- ▶ Practice remodeling and updating
- ▶ Practice acquisition
- ▶ Commercial real estate

For more information, call Greg Hansen today at 503-412-4200.



dentalcommercecorp.com

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.



Membership Matters
is an official publication of:

Oregon Dental Association
8699 SW Sun Pl
Wilsonville, OR 97070
www.oregondental.org
503-218-2010



Phone: (866) 348-3800

Fax: (866) 348-3809

www.mydentalbroker.com

info@mydentalbroker.com



Paul Consani

Wendy Hirai

Joe Consani

Denise Jones

Dick Barnette

Jack Miller DMD

Let our experienced team assist you in a smooth transition!

Doctors have trusted their dental practice transitions to Consani Associates Limited since 1996.

Whether you are planning to sell your practice this year or are planning for a transition in the distant future, a meeting with Consani Associates Limited can provide you with valuable information from the people who know the marketplace. **Call us today for your free valuation!**

Consani Associates Limited currently works with over 1,600 doctors actively looking to purchase practices in the states we serve—Oregon, Washington, Idaho, Montana, Alaska and Hawaii.

Sign up for our free monthly email List of Opportunities

(866) 348-3800 or info@mydentalbroker.com