

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

Your ASSOCIATION NEWS comes

ALIVE

Welcome to Your Digital Edition

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



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

NAYLOR Association Solutions | naylor.com

MEMBERSHIP MATTERS BUT INVOLVEMENT MATTERS MORE—

ODA Members Participate
in 2018 ADA Dentist and
Student Lobby Day





CLIENT APPRECIATION GIVEAWAY

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



18 HOLES FOR FOUR AT BANDON DUNES
VALUE \$1250



\$1000 CASH



\$1000 APPLE GIFT CARD



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

Starting on July 2, 2018 through September 28, 2018, we are offering you a chance to win one of these four fabulous prizes for doing nothing more than filling out an entry form that you will receive with every case that you send to our lab. For example, if you send 4 cases in a box, you can submit all 4 entry forms you received. Each form will include space for the doctor's name and a team member's name.

Both names on the entry form will win a prize!

**ENTRY FORMS AVAILABLE ONLINE AT WWW.ARTISANDENTAL.COM
WE APPRECIATE YOUR BUSINESS AND BEST OF LUCK.**

Please contact Chelsea Feist for any questions.

800.222.6721 503.238.6006

2536 SE HAWTHORNE BLVD., PORTLAND, OR 97214 WWW.ARTISANDENTAL.COM

INSIDE THIS ISSUE

FEATURES






- 13 HOUSE OF DELEGATES ELECTIONS**
- 20 THROUGH THE LOUPES:
REGULATORY AFFAIRS COUNCIL**
- 22 ADVOCACY IN ACTION:
2018 ADA DENTIST AND STUDENT LOBBY DAY**
- 27 THE 2018 OREGON DENTAL CONFERENCE:
CONNECT LEARN GROW**
By Betsy Boyd-Flynn



DEPARTMENTS

- 5 FROM THE EDITOR**
For the Well-Being of Our Association Members
- 7 NEW MEMBERS**
- 9 EVENTS AND EDUCATION**
- 15 INSIDER RESULTS**
- 17 ODA MEMBER BENEFIT OF THE MONTH**
AHI Travel
- 19 COMPLIANCE CORNER**
- 33 CLASSIFIED ADS**
- 34 INDEX OF ADVERTISERS**


Connect Online

-  **Oregon Dental Association**
-  **@ORdentists**
-  **OregonDental channel**
-  **Oregon Dental Association
(private group)**
-  **@oregondental**

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

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



 **oregon dental** 8699 SW Sun Pl, Wilsonville, OR 97070, 503-218-2010 | 800-452-5628, info@oregondental.org, www.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

PUBLISHED MAY 2018/ODA-M0618/9294 *Membership Matters* (ISSN 1082-4111) (USPS-905060) is published monthly (except July) by the Oregon Dental Association, 8699 SW Sun Pl, Wilsonville, OR 97070. All statements of opinion and of alleged fact are published on the authority of the writer under whose name they appear and are not to be regarded as the views of the ODA or its subsidiaries or affiliates. Subscription to *Membership Matters* is a member benefit of the Oregon Dental Association. The annual subscription rate for nonmembers is \$40. Single copies may be purchased for \$5 each.

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

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2018. All rights reserved. No part of this publication may be reproduced, reprinted, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of the editor and the author.

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

Published by **NAYLOR** 5950 NW First Place, Gainesville, FL 32607 Phone: 800-369-6220 Fax: 352-332-3331 www.naylor.com, **Publisher** Bryan Metcalfe **Editor** Russell Underwood **Marketing Associate** Larissa Flores **Project Manager** Sara Catherine Goodwin **Project Support Specialist** Bridgette Jones **Book Leader** Krys D'Antonio **Sales Representative** Brian Agnes **Layout and Design** Manish Dutt Sharma



PRACTICE TRANSITIONS MADE PERFECT™



Steve Timm DMD (Bend)

"A great part of our success was due to Gary's patience and due diligence through the multiple progressions and setbacks we experienced during the sale process. In the end, it turned out to be the most perfect fit!"

Gary Schaub

"The success of Dr. Steve Timm's transition was mainly due to his timing and flexibility. Unfortunately, we had three well-qualified buyers who individually dropped out at the last moment before closing. One was due to a sudden disability; the second due to financial difficulties unrelated to his financial qualifications; and the third due to unforeseen family issues. Finally Dr. Jared Adams became the perfect buyer. The transition then moved ahead quickly, with a lot of help from Debbie Timm. Dr. Timm is now happily retired!"

**WHEN YOU ARE READY TO PUT YOURSELF IN THIS
PICTURE, CALL THE TRANSITION EXPERT!**

Gary Schaub - ADS Oregon
503.223.4357
GarySchaub@comcast.net

HELP Appraisals & Sales Inc.
333 S. State St., #V225
Lake Oswego, Oregon 97034

www.ADStransitions.com



**DENTAL
TRANSITIONS™**

VALUATIONS | SALES | CONSULTING

*All ADS companies are independently owned and operated

For the Well-Being of Our Association Members



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

Editor,
Membership Matters

Barrytaylor1016@
gmail.com

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.

THE OREGON DENTAL ASSOCIATION IS REVIVING THE

Dentists Health and Well Being Committee with great enthusiasm, as well it should be. As an altruistic professional association in the purest sense, we should be there for our members. Historically, this committee was the resource to contact if a member was having an issue with alcohol or substance abuse; going forward, the committee will be expanding its scope to be a resource for the health and well-being of dentists in a wide assortment of situations. We are casting a wider net now, as well as making an effort to be more proactive than reactive in helping dentists be healthier mentally.

Instead of being a small committee that was available to help members with an alcohol or substance abuse problem, the larger committee will now be a resource for members going through other life stressors such as divorce, litigation or health problems just to name a few examples. By developing a network of members who have gone through prior experiences, the committee hopes to serve as a conduit in connecting members with each other for help. For example, if litigation is brought to your front door unwillingly, we would be able to connect you with someone who has previously had to deal with such a situation. In addition to such peer-to-peer help, the ODA would also maintain a database of health care professionals for which members could be referred to for help with regard to not just substance abuse but also mental health issues.

By being proactive, the committee will also help prevent burnout among dentists by promoting articles, courses, and other resources that address the mental health of the dental provider. The research is poor when one looks for the actual numbers of

how many dentists have burnout. The cliché that dentists have the highest suicide rate among professions has been dismissed,¹ yet health care professionals in general do have a high rate of burnout.² The classic definition of burnout is “a syndrome of emotional exhaustion, depersonalization, and reduced personal accomplishment that can occur among individuals who work with people in some capacity.”³ Studies looking at physicians report that over 50 percent have at least one symptom of burnout.⁴ Studies looking at burnout in dentists have ranged from 13 percent⁵ to 20 percent.⁶ One study in Finland reported that of dentists surveyed that had burnout, 85 percent reported depressive symptoms at a three-year follow up.⁷ Being creative with the limited data there is, that would mean that there are 350 ODA members today who have burnout, and three years down the road, 300 of them will have symptoms of depression. It will be great if an active Well-Being Committee could help reduce those numbers. ●

References

1. Sancho, F. M. and Ruiz, C. N. (2010), Risk of suicide amongst dentists: myth or reality?. *International Dental Journal*, 60: 411-418.
2. Burnout Among Health Care Professionals: A Call to Explore and Address This Underrecognized Threat to Safe, High-Quality Care, Lotte N. Dyrbye, Tait D. Shanafelt, Christine A. Sinsky, Pamela F. Cipriano, Jay Bhatt, Alexander Ommaya, Colin P. West, and David Meyers. July 05, 2017.
3. Maslach C. Burnout. *Hum Behav.* 1976;5:16-22.
4. Burnout and satisfaction with work-life balance among US physicians relative to the general US population. Shanafelt TD, Boone S, Tan L, Dyrbye LN, Sotile W, Satele D, West CP, Sloan J, Oreskovich MR. *Arch Intern Med.* 2012 Oct 8;172(18):1377-85.
5. Burnout and Work Engagement Among US Dentists., Calvo JM, Kwatra J, Yansane A, Tokede O, Gorter RC, Kalendarian E., *J Patient Saf.* 2017 Jun 30.
6. Gorter RC, Albrecht G, Hoogstraten J, et al, Professional Burnout among Dutch dentists; *Community Dent Oral Epidemiol.* 1999;27:109-116.
7. Job strain, burnout, and depressive symptoms: A prospective study among dentists. Ahola K, Hakanen J. *Journal of Affective Disorders.* Dec 2007; 104:103-110.



Introducing

Aesthetic



Now you can prescribe
Aesthetics + Strength

Aesthetic Z+ represents a technological advancement that provides the assurance of higher strength and better aesthetics, resulting in fewer fractures while mimicking the aesthetics of natural dentin. **Aesthetic Z+** offers 4%-5% more translucency than other zirconia products and the incredible flexural strength of 1250 Mpa; **it's truly a viable restorative solution.**

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

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

— Scott Andrews DMD, Mt. Angel, OR

- 45% Translucency
- Flexural Strength of 1250 Mpa
- Bridges up to 14 units
- Natural Aesthetics at an Amazing Price



Accepting digital scans

Assured Dental Lab®

www.assureddentallab.com

877.283.5351

Quality Products at Amazing Prices. Case after Case.

Welcome *New ODA Members!*

Raoul Calderon, DMD

Washington County Dental Society

Molly Francis, DMD

Clackamas County Dental Society

James Gorman, DDS

Southwestern Oregon Dental Society

Brent Hiebert, DDS

Yamhill County Dental Society

Stephen Holly, DMD

Multnomah Dental Society

Alisha James, DDS

Multnomah Dental Society

Jonathan Jelmini, DDS

Multnomah Dental Society

Steven Justice, DDS

Multnomah Dental Society

Hyungsup Lee, DMD

Washington County Dental Society

Travis McFee, DDS

Marion and Polk Dental Society

James Means, DMD

Southern Willamette Dental Society

Neda Modaresi, DDS

Multnomah Dental Society

Ryan Mott, DDS

Southern Willamette Dental Society

Benjamin Naylor, DMD

Lane County Dental Society

Victoria Nguyen, DMD

Southern Oregon Dental Society

Christine Sedgley, BDS

Multnomah Dental Society

Levi Shull, DMD

Marion and Polk Dental Society

Sydney Stoker, DMD

Multnomah Dental Society

James Surface, DMD

Washington County Dental Society

Timothy Tanada, DMD

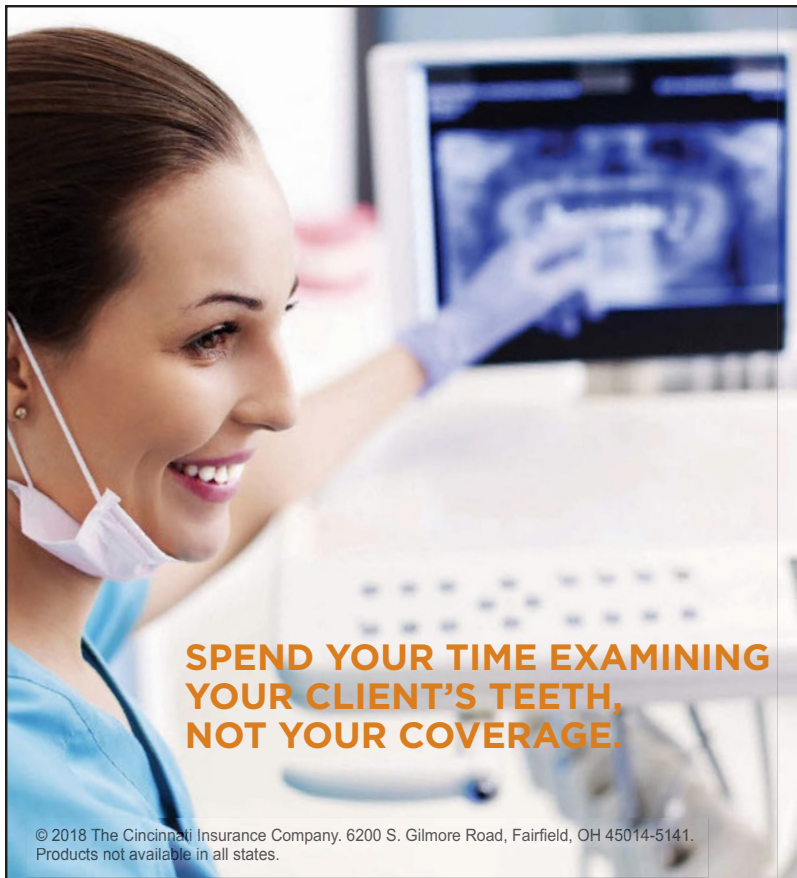
Washington County Dental Society

Todd Weil, DMD

Marion and Polk Dental Society

Jason Whitt, DMD

Multnomah Dental Society



**SPEND YOUR TIME EXAMINING
YOUR CLIENT'S TEETH,
NOT YOUR COVERAGE.**

© 2018 The Cincinnati Insurance Company. 6200 S. Gilmore Road, Fairfield, OH 45014-5141. Products not available in all states.

Your patients rely on your expertise to evaluate and make recommendations to keep them healthy. Your local independent insurance agent can do the same for you when it comes to suggesting the right combination of coverage to protect the practice you've worked hard to build.

Find an independent agent representing The Cincinnati Insurance Company by visiting cinfin.com or by calling Mike Terrell, 800-769-0548.



Everything Insurance Should Be®

Oregon dentists:
Amalgam recycling is mandatory, but
paying more for your cartridge is not.

The choice is yours. Are you...

Save up
to 30%¹
Recycling
included



Dentist #1?

**"I saved money by using
DRNA's generic amalgam
recycling cartridge."**



Dentist #2?

**"I just paid more
for the name
brand version."**



Why pay more for your amalgam recycling cartridges?

The DRNA generic amalgam recycling cartridge works with your office's Hg5^{®2} dental amalgam recycling unit and costs up to 30% less than the brand-name cartridge sold by a major dental dealer. It is certified by NSF International and has been successfully tested to ISO 11143:2008 standard.

¹ 30% off price comparison based on price listed for the Solmetex[®] Hg5[®] amalgam recycling cartridges in the August 2017 Henry Schein Dental online catalog.

² Hg5[®] and Solmetex[®] are registered trademarks of Solmetex, Inc. DRNA is not affiliated with or sponsored or endorsed by Solmetex, Inc.

Call toll free (800) 360-1001, ext 2
to reduce your office overhead costs and put money
back in your pocket today.



Events & Education Component CE Calendar



Calendar provided by Mehdi Salari, DMD

Date	Host Dental Society	Course Title	Speaker	Hours CE	Location	More Information
9/11/18	Marion & Polk	How to Have Productive Pediatric Appointments	Wes Heringer, III, DMD	1.5	Salem (Boys & Girls Club)	Contact Sabrina H. – mpdentalce@qwestoffice.net
10/09/18	Marion & Polk	Sports Dentistry	David Dowsett, DMD	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
10/19/18	Southern Willamette	Risk Management	Chris Verbiest	3	TBD	Contact Brian – swdsoregon@gmail.com
11/13/18	Marion & Polk	Sleep Apnea	Patrick Hagerty, DMD	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
11/15/18	Multnomah	OSHA Update	TBD	2	Milwaukee (Moda Plaza)	multdental@aol.com or lora@multnomahdental.org
12/11/18	Marion & Polk	Risk Management	Chris Verbiest	3	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
1/08/19	Marion & Polk	Prevention & Management of Nerve Injury	Daniel Petrisor, DMD, MD	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
2/12/19	Marion & Polk	Hot Employment Law	David Briggs, Saalfeld Griggs, PC	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
3/12/19	Marion & Polk	You, Me & 3D – Past, Present & Future	Jev Clark, DMD, MD	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net
5/14/19	Marion & Polk	New Hematologic Drugs	William "Bud" Pierce, MD, PhD	1.5	West Salem (Roth's)	Contact Sabrina H. – mpdentalce@qwestoffice.net

Find this calendar online at www.oregondental.org. Click "Meetings & Events" > "Calendar of Events".

Moda, Inc. Board of Directors Call For Applicants

DENTAL DIRECTOR

Positions Open: Five Term: Four years

Incumbents: • Michael Biermann, DMD • Jim Darke, DDS
• Michael McKeel, DMD • William Ten Pas, DMD

If interested, the deadline to submit materials is July 1, 2018.
Submit materials and/or questions to leadership@oregondental.org.



FOCUSED ON THE HEALTH OF YOUR PRACTICE.

A personal approach to dental banking.

At Columbia Bank, we understand the dental industry inside and out—from acquisition and equipment loans to refinancing and more. And since we're a community bank, you get more than just expertise, you get a relationship with bankers who get to know your unique practice. Find out more at ColumbiaBank.com/dental or call 503-478-1740.

2017-2018
BOARD OF TRUSTEES

PRESIDENT

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

PRESIDENT-ELECT

James McMahan, DMD, FAGD
Eastern Oregon
drmcman@eoni.com

SECRETARY-TREASURER

Scott Hansen, DMD, MAGD
Multnomah
sshmagd@gmail.com

AT-LARGE MEMBERS

Jason Bajuscak, DMD
Multnomah

Matthew Biermann, DMD, MS
Washington County

Kenneth Chung, DDS, MPH
Clackamas County

Brad Hester, DMD
Central Oregon

Mark Miller, DMD
Yamhill County

Mark Mutschler, DDS, MS
Multnomah

Sarah Post, DMD
Central Oregon

Kevin Prates, DDS
Mid-Columbia

Deborah Struckmeier, DMD
Multnomah

Frances Sunseri, DMD, MAGD
Clackamas County

ADA DELEGATES AT LARGE

Olesya Salathe, DMD, Clackamas
County

Hai Pham, DMD, Washington County

OHSU-ASDA REPRESENTATIVE

Paul Lamoreau, DS3

NON-VOTING MEMBERS

Barry Taylor, DMD, CDE, Multnomah
Editor



OUR PACIFIC NORTHWEST GENERAL DENTISTS AND SPECIALISTS ENJOY:

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

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



ONLINE: WWW.PDA-DENTAL.COM
PHONE: 503-813-4254
EMAIL: PDAJOBS@KP.ORG

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

INDUSTRY KNOWLEDGE
commitment
TRUSTED ADVISOR

The dentists' choice for banking

“Premier Community Bank provided terrific interest rates and flexibility to accommodate a changing business climate. They took an in-depth look at my practice and offered customized services to suit my needs.”

TALK TO A MEMBER OF OUR DENTAL BANKING TEAM TODAY!



DR. STACY GEISLER



503.924.2312
pcboregon.com



PREMIER
COMMUNITY BANK

Breathe New Life Into Your Retirement Plan!



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

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

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



Phone: (866) 348-3800

Fax: (866) 348-3809

www.mydentalbroker.com

info@mydentalbroker.com



Paul Consani



Joe Consani



Wendy Hirai



Robert Hirai



Jack Miller DMD

Benefit from our expertise when planning your retirement strategy!

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

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

Save the Date for the 2018 ODA House of Delegates!

ODA LEADERSHIP IS EXCITED TO ANNOUNCE that the ODA House of Delegates is moving to a one-day format in 2018! Mark your calendar and plan to serve as a delegate for your component society. A social event will be held on Friday, September 7th, with the formal business of the House being held on Saturday, September 8th at Sunriver Resort.

House of Delegates Elections

Nominations are now open for the following offices, to be elected by the ODA House of Delegates, September 8. Please submit all applications and nominations by July 1.

**Declared candidates as of 5/15/2018*

Leadership Development Committee

Positions Open: 3

Term: 3 years

Declared Candidates: Kent Burnett, DDS; Gregory Jones, DMD

At-Large Trustee

Positions Open: 3

Term: 4 years

Declared Candidates: Mark Mutschler, DDS, MS;
Frances Sunseri, DMD, MAGD

Editor

Term: 3 years

Declared Candidates: Alayna Schoblaske, DMD

ADA Delegate at Large

Term: 3 years

Declared Candidates:

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

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, 2018. 📧



FORWARD

Renewing our commitment to a work ...in progress.

During our nearly 50 years of supporting successful dentists, we've earned a reputation for innovation. Now, more than ever, this means developing new technologies while adapting creatively to changes in the dental field. It's all part of our unchanged commitment to meet the needs of your practice, now and moving forward.

In the spirit of moving ahead, here are some new developments we're proud to announce.



New Technology

HydroPak® is our patent-pending method for processing denture acrylic—yielding a better-fitting, more durable product.



Online Case Tracking

Our updated website now allows you to easily track cases, make payments and view past activity.



Fresh Look

Aesthetic updates are just one sign of the dynamic progress we're making—with more on the way.



Improving the margins of success.®

800.445.5941 | 541.754.1238
customerservice@obriendentallab.com

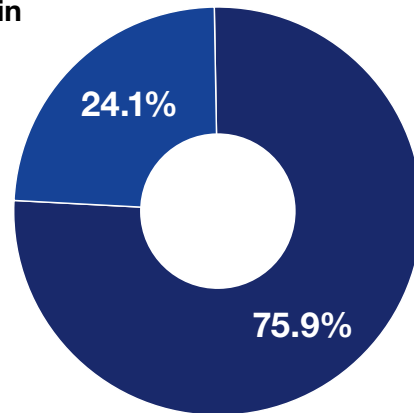


Membership Poll Results!

IN AN EFFORT TO LEARN MORE ABOUT our members, we've started to include a poll question in each issue of the *ODA Insider* e-newsletter. Below are the results from April. Please keep an eye out for future questions, and be sure to participate!

Do you find value/participate in Virtual CE opportunities?

- Yes
- No



Thank You

to the advertisers who helped make this publication possible.

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

OREGON AGD 2018-19 COURSES

Register online at oragd.org

MASTERTRACK COHORT STARTING SEPT 2018

Why earn your Masters from OAGD?

Complete your participation credits in just three years

Be the best clinician you can be for your patients

Be a leader in your profession

Enhance your professional relationships

Minimal time away from your office

Fully developed curriculum lets you plan ahead

Tuition only \$4900/year

For more information, call us at **503-228-6266** or visit www.oragd.org

9/28-29/18

Nuts and Bolts of Occlusion*

Dr. Michael Melkers

Lecture 8 hours,
Participation 16 or 32 hours

Begins 10/4/18

Foundations of Practice Study Club

Dr. Scott Hansen

7 Sessions
Participation 21 hours

10/6/18

Fall Symposium (Annual Meeting)

When is More Less and Less More?

Unpacking complex Treatment Options

Drs. Stephen Chu, Abdi Sameni

Dan Grauer, Jorge Garaicoa

Lecture 7 hours

Begins 10/13/18

Implants for the General Dentist

Drs. Brad McAllister,

Thomas Eshraghi

7 Sessions
Participation 56 hours

11/9-10/18

Periodontal Basics and Beyond for the General Dentist*

Thomas Eshraghi

Lecture 8 hours,
Participation 16 or 32 hours

1/11-12/19

Make Your Practice Shine - Direct and Indirect Restorations*

Drs. Marc Geissberger,

Foroud Hakim

Lecture 8 hours,
Participation 16 or 32 hours

1/24-27/19, 2/21-24/19, 3/14-17/19

Comprehensive Training in Parenteral Moderate Sedation-Winter 2019

Drs. Ken Reed, Amanda Okundaye,

Stanley Malamed, Andrea Fonner

Participation 103 hours
Las Vegas, Nevada and Portland, Oregon

2/2/19

Maximizing Medical Claim

Success for the Dental Practice

Dr. Chris Farrugia

Participation 7 hours

3/2/19

Howard Memorial Lecture/Student

Competition - Minimally Invasive Adhesive and Esthetic Dentistry

Abdi Sameni DDS, FACD

Lecture 7 hours

4/26/19

CBCT Imaging and Principles*

Shikha Rathi

Participation 7 hours

4/27/19

Pediatric Behavior Management and Treatment Planning*

Dr. Gregory Psaltis

Participation 7 or 14 hours

1/24-27/19, 2/21-24/19, 3/14-17/19

Comprehensive Training in Parenteral Moderate Sedation-Winter 2019

Drs. Ken Reed, Amanda Okundaye,

Stanley Malamed, Andrea Fonner

Participation 103 hours

* Denotes Mastertrack courses, non-cohort seats available

All courses held in Portland unless otherwise noted

How to Travel Safely and What to Pack for Your Next Adventure

By AHI Travel



PEOPLE TRAVEL FOR A VARIETY OF REASONS: to learn, to appreciate, to enrich and to transform. Travel relaxes your mind, allowing you to reflect on personal goals and interests and take part in fulfilling activities. Best of all, travel offers opportunities for discovery and immersion into local environments, letting you return home with new insights and fresh perspectives.

AHI Travel strives to create small-group programs that enrich lives and provide transformative experiences by connecting you with the people, places and cultures of the world. Their innovative land and cruise programs focus on a strong educational component across dozens of countries on five continents, and their carefully planned itineraries cater to a variety of preferences and needs. Plus, group travel is an excellent way to explore the world with like-minded travelers and experience the ease and security of traveling with an expert.

Prepare for your adventure by following a few safety and packing suggestions:

1. Before leaving, send electronic copies of your passport, health insurance card, tickets, immunization record, travel insurance and visas to your email account.
2. Schedule a physical to guarantee you are healthy enough to travel abroad and learn about any health concerns of your destination.
3. Place over-the-counter medications in your carry-on bag and pack an assortment of layers to accommodate for fluctuating temperatures.
4. Overseas, carry a business card from your hotel so the information is on hand and keep your electronics and valuables to a minimum while sightseeing.

A few simple steps can help ensure you have a safe and comfortable travel experience. Oregon Dental Association members receive an early booking discount of \$250 per person when booking a trip through AHI. Visit ada.ahitravel.com or call 844-205-1171. ●



CONSTANTINE PANKIN/SHUTTERSTOCK.COM



Mark Van Dusen, DMD, Orthodontist

Willamette Dental Group

Now Hiring

- | | |
|---------------------------|---------------------|
| General Dentists | Oregon & Washington |
| Oral Surgeon | Portland, Oregon |
| Endodontist | Eugene, Oregon |
| Pediatric Dentist | Eugene, Oregon |
| Traveling General Dentist | Oregon & Washington |

View all practice opportunities at willamettedental.com/careers

Visit Our Booth At Upcoming Conferences

AGD	June 7 – 9	New Orleans, LA
PNDC	June 20 – 22	Bellevue, WA

Kelly Musick, Regional Recruiter
kmusick@willamettedental.com
Tel: 503.952.2535



Dr. Bill Blatchford


Blatchford TRANSITIONS

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

We look forward to working with you when it is your time to buy, sell or merge a practice.

Connect with us today to discuss your transition plans.

 Blatchfordtransitions.com

 (844) 735-7600

Oregon Prescription Drug Monitoring Program (PDMP)

HOUSE BILL 4143, passed during the 2018 Legislative Session, was targeted at the opioid epidemic in Oregon. As part of that bill, prescribers with an active DEA number are now required to register with the PDPM. The Oregon Health Authority (OHA) recently adopted temporary rules regarding this new requirement, which are summarized below. The full text of these rules can be found at www.orpdmp.com/pdmprules.

Who: All prescribers with an active United States Drug Enforcement Agency (DEA) registration.

How: Visit www.orpdmp.com to create your account and register.

When: Prescribers must register no later than July 1, 2018. 🕒

All prescribers
with an active
United States
Drug Enforcement
Agency registration
must register
with the PDPM
no later than
July 1, 2018.



On average, it takes
200 hours to sell
a dental practice.

As a group of former dentists and experts in practice management, we have successfully guided hundreds of dentists through transitions.

Let us do the work.

Get started today with a **free consultation**.
877-866-6053 info@omni-pg.com

Practice Listings: omni-pg.com
Real Estate Listings: omni-hcre.com



Meet the New Regulatory Affairs Council

IN ORDER TO ENHANCE ODA'S ADVOCACY EFFORTS on both legislative and regulatory issues, the 2017 ODA House of Delegates voted to create the recently installed Regulatory Affairs Council (RAC). This new council reviews key regulatory policy issues and advises the ODA Board of Trustees regarding ODA's corresponding engagement and action. The RAC focuses its efforts on regulatory and policy issues connected with the Oregon Board of Dentistry, the Oregon Health Authority and other key partners. Additionally, in conjunction with the Leadership Development Committee, the RAC filters external committee membership requests and identifies candidates to serve in an advisory capacity for affiliated organizations pertaining to regulatory affairs.

The Council first met in January 2018 and has already discussed important topics such as prompt pay, licensure reform and various issues related to the Dental Practice Act.

Current Council Roster:

- Daniel Miller, DMD, Chair, Clackamas County
- Terri Baarstad, DMD, Lane County
- Christine Chin, DMD, Washington County
- Michael Matsuda, DDS, MS, Washington County
- Vanessa Peterson, DDS, MS, Multnomah
- Will Trevor, DDS, Marion Polk

OHSU Advisory Members:

- Phillip Marucha, DMD, PhD, Dean
- Tysa Judd
- Paul Lamoreau
- Bryan Schofield

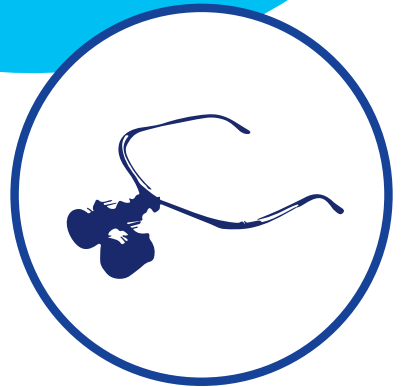
Member Testimonies:

Tysa Judd

As a third-year dental student, I was only an observer on the RAC. However, I was never made to feel less than a full participant. When I had a question or an opinion, my sharing was welcomed and respected. Participating and observing on the council also made me excited about organized dentistry because the methods used to discuss difficult situations were prime examples of leadership and respect. Watching ideal leadership and interpersonal relationships modeled in real life and professional application has empowered me with improved leadership and communication. It has set me up for success in my professional and personal future endeavors.



THROUGH THE LOUPES



Vanessa Peterson, DDS, MS

I love being at the forefront of issues that affect dentists, small business owners and the dental health of the public. It is empowering to be able to help influence position change. I also love being part of an awesome group of dentists who support each other.

I've been on committees and councils in organized dentistry for 10 years, but I've never fully understood how our recommendations interact with local and state organizations to pass laws, regulations and grants. This council is definitely a learning opportunity for me! This council, above all, has taught me how important organized dentistry is in promoting and protecting this amazing field we are in!



Michael Matsuda, DDS, MS

The Oregon Dental Association does so much for dentists in Oregon, and I am proud to be a member. I joined the Regulatory Affairs Council because I wanted to help make a difference in maintaining the integrity of our profession. I also wanted to be updated on issues in the forefront of dentistry, both on a local and national level.

Being able to network with leaders in the dental community has helped broaden my awareness of issues that I was not cognizant of. I have also learned how to better understand the mindset of all parties involved in organized dentistry and not to just see things through the eye of the provider.



Terri Baarstad, DMD

I was asked to join, and I wanted to participate in the organization that dedicates itself to our profession. To have a voice and to be heard. It is good to be involved as much as I can be in the profession that I love.

I love hearing what's new and listening to all of the concerns. My experience in local leadership has helped me to voice my concerns even if they are unpopular. My experience on this council has reinforced how important it is to be involved. ●



2018 ADA Dentist and Student Lobby Day

FROM APRIL 8-10, ALMOST A THOUSAND dentists and students descended upon Washington, D.C. for the 2018 ADA Dentist and Study Lobby day. As members of the “tooth party,” Lobby Day attendees learned how to navigate Congress, learned about specific issues affecting the profession and were able to network within and across state delegations. Oregon was well-represented, with our largest state delegation yet! The Oregon team met with elected officials or staff representing all seven districts of Oregon’s Congressional Delegation.

Key issues advocated for on Capitol Hill included the following:

- ADA policy on opioid prescribing and prescription database usage
- Student Loan Programs and Higher Education Act
- Dental and Optometric Care Access Act of 2017
- Action for Dental Health
- McCarren-Ferguson Repeal for Health Insurance

2018 Oregon Attendees:

Rick Asai, DMD (Portland)

Michael Biermann, DMD (Portland)

Bruce Burton, DMD (Hood River)

Patrick Hagerty, DMD (Albany)

Alisha James, DDS (Corvallis)

Tysa Judd (ASDA)

Christina Pearson (ASDA)

Thomas Pollard, DMD (Portland)

James McMahan, DMD (La Grande)

Calie Roa, DMD (Jacksonville)

Daniel Saucy, DMD (Salem)

Bryan Schofield (ASDA)

Tesha Waggoner, DMD (Portland)

Zachary White (ASDA)

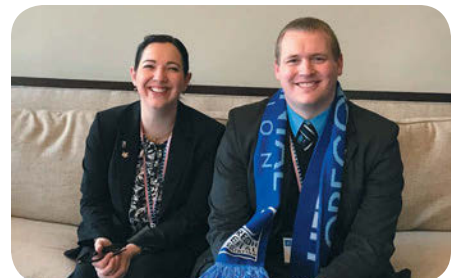
The annual ADA Lobby Day is a great opportunity for members to catch a glimpse of the ongoing advocacy work of the ADA and the American Dental Political Action Committee (ADPAC). ADPAC is the national political action campaign for dentists that supports candidates who will advance the dentistry profession. ADPAC supports members from both political parties.

Similar state work is continually underway here in Oregon. The Dentists of Oregon Political Action Campaign (DOPAC) is ODA’s state

political campaign contributor, supporting members of both parties who work to make Oregon a great place to practice dentistry.

Join us!

Your voice is critical to the ODA and ADA’s advocacy work. Make sure to join Oregon’s state Dental Day at the Capitol on February 26, 2019, in Salem. The Annual ADA/ASDA Lobby day will be back in D.C. March 24-26, 2019. Let’s get this tooth party started!



A Dental Student's First National Lobby Day

By Christina Pearson, OHSU Class of 2021

The American Dental Association (ADA) and American Student Dental Association's (ASDA) National Lobby Day is a special event where typical political parties like Republican and Democrat are transcended. In the tumultuous political climate we've been experiencing since the most recent presidential nomination, it was encouraging to see both dental students and veteran dental professionals put aside their personal political beliefs and advocate with one united voice for issues concerning the Tooth Party. I was elated and somewhat nervous about being chosen to participate because I wasn't entirely sure what to expect, or what would be expected of me. My apprehension was quickly quelled by a hearty and gracious welcome from members of the Oregon Dental Association, who took time away from their busy schedules to mentor students and lead groups to meetings with our state representatives in both the house and the senate.

Among the prime concerns for students were the recently proposed cuts to the Higher Education Act.

The average student debt of a dental school graduate hovers nationally around \$285,000. Here in Oregon, that number is even higher, and approximately 70 percent utilize the Direct Unsubsidized Stafford Loans as well as the Federal Grad PLUS Loans. Cuts to these programs would significantly affect the choices recent graduates would have in where and how they would like to practice. While students can still apply and receive private unsubsidized loans, most do not offer public service loan forgiveness, deductions for the interest paid on those loans or the allowance of deferment. Without these options, a graduate's professional choices are limited due to the heavy financial burden of loan repayment.

Other issues tackled included the ADA's proactive policies with regard to the opioid epidemic occurring throughout our nation. The ADA is one of the first healthcare professions that has voluntarily adopted mandatory continuing education for those prescribing opioids. While some of the dentists and oral surgeons present felt this

was an inconvenient overregulation, several others acutely felt the pain of mismanaged opioid use, having lost their sons due to overdose. One of the most powerful moments of the conference occurred when Dr. Sharon Parsons stood up and stated, "I'd spend hundreds of hours taking CE to get my son back." This personal disclosure really highlighted the importance of equipping practitioners with the skills to recognize and combat opioid abuse. I'm thankful to be part of a profession that has willingly decided to take a proactive stand in the opioid epidemic in order to increase the safety and well-being of the patients we serve.

National Lobby Day helped me realize there is a whole other side to dentistry beyond the clinic. There are individuals making decisions that are shaping the future of the profession and dental education alike. The only way we can be involved in those decisions is to actively participate and make sure our voice is heard on issues like the ones highlighted above. The hard work that happens in Washington, D.C. is important, and without each person's involvement, we would not be able to achieve the same impact. It was a true honor and pleasure to be able to participate in the ADA/ASDA National Lobby Day and advocate for other students like me. I plan on continuing to participate in the legislative portion of ASDA while I am a student and with the ADA once I am a dentist. My hope is that others will also be inspired to take up the mantle of responsibility we have in advocating for the future of students, practitioners and patients both in our nation's capitol and in the communities we are a part of back home as well.



Getting Involved: From Student to Resident and into Practice

By OHSU Pediatric Resident Tesha Waggoner, DMD

When I was a first-year dental student at OHSU, I swore to myself that I would only get involved with organizations and events that were meaningful to me. Throughout my undergraduate education, I had been involved in everything from community service, to sororities, to student government. I left my undergraduate years feeling exhausted. When I set out to find what I wanted to pursue in dental school, I found myself applying for the position of legislative liaison for the American Student Dental Association. With an emphasis in law in my undergraduate education, I have always been interested in our country's legal system. And when an opportunity came in 2011 to go to Washington, D.C. and get to experience the process firsthand, I jumped at the chance.

Fast forward to 7 years later, and I have had the privilege of attending my state and national Lobby Days five times. Most recently, I attended my first national Lobby Day as a dental resident and not as a student. I walked into the Oregon Dental Association's Welcome Dinner knowing only two of the dentists present, but by the end of dinner, I felt like I had a new group of colleagues and friends. It was incredibly easy to team up with this

group of accomplished dentists, and I felt well-prepared to meet and talk with our state representatives after our briefings on Monday. The ADA took considerable time and effort to inform and educate conference attendees on the issues we would be addressing and how to present them.

Lobby Day started on a sunny morning in D.C. just as the cherry blossoms were in full swing. As we went into our scheduled appointments, it felt surreal to be in the offices of congressional representatives and senators I had read about in the news and meet them in real life.

The issues we were able to discuss focused on student loan debt, the opioid crisis, federal enforcement of antitrust laws for health insurance companies, and finally, implementation of federal regulations so that insurance companies cannot set prices for non-covered services.

I know firsthand what a difference our efforts as a united group of dentists and dental students can make. Five years ago, I went to Oregon's dental Lobby Day in Salem as a dental student and lobbied for approval of funding for The Scholarship for a Healthy Oregon Initiative. The initiative allowed the Oregon Legislature to allocate funding

to be used to cover tuition and fees for incoming medical students who also agree to practice as a health care practitioner in an OHSU-approved, Oregon designated service site for one year longer than the number of years for which the student receives funding. The measure was approved, in part due to lobbying efforts of the ODA and student dental Lobby Day. I saw my efforts come into real life effect through my current roommate, who received the scholarship and would otherwise not have been able to afford to attend OHSU. She plans on returning to her community just outside of Salem, where she can serve the underserved.

It's stories like these that highlight the importance of our involvement in our profession. It is easy to become pre-occupied in our practices, residencies, or student life and to forget that if we don't unify and present a united voice, we may miss our opportunity to have a voice on issues that affect us and our profession. Being a member of the ADA and ODA is vital to keeping our profession safe, but actually getting involved is how the real change happens. Whether it's through Lobby Day, ADPAC or some other part of our profession, find what aspect of dentistry you are passionate about and go be an advocate for it!



Membership Matters, but Involvement Matters More

By Calie Roa, DMD

I remember my first visit to Washington, D.C. and how intimidating it was sitting in a large conference room with 900+ dentists and students. There are state signs that point you in the direction you are meant to go. You weave among business suits, Tooth Party American flag pins worn with pride, loud music that gets everyone hyped, and a buzz like I haven't seen before, to grab your seat with your state delegation. This year, I am a veteran among 1,100+ strong, and I watch as all the newbies join the ranks and are wide-eyed and as awestruck as I was. These are people ready to work. People ready to make change and fight for one of the best careers in the USA. These are all members of ASDA and ADA. We often say, "I would love to see change, but what can I, one person, do?" Well, this is it. It is that person taking the initiative to ask to join a team. It is being involved in the largest health organization political action committee and working diligently to affect a system that, in some areas, needs some rocking. We sit and learn how to go to Capitol Hill and meet with our representatives

and senators to advocate for changes such as opioid legislation, insurance fairness, and student debt and loan repayment programs. We work so every dentist in this country can have fair and equal reimbursement from insurance companies and so that students don't have to be bogged down by the exorbitant debt they will carry once they leave school. We discuss these issues so that our 116,000-member-strong organization can still have outstanding benefits of one of the top 10 careers in the USA. These people are young, old and everywhere in between but have one goal in mind: doing more and being more so we can enjoy our jobs more. This is just one example of how your membership in the ADA contributes to your career being better and greater. There are so many other examples of people who volunteer their time to make changes and work tirelessly in large and small ways to make dentistry what it is. Being a member is great and needed, but being involved and being a part of all the inner workings of the ADA gives you so much appreciation for this organization and how it works

to make dentistry the greatest and most rewarding career. Don't be intimidated by being one person. There are many standing with you ready to help, so get involved and see how your involvement will propel you into an enjoyment of dentistry you may never have known existed. 🌐





DENTAL DAY AT THE CAPITOL

Save the Date!

Tuesday, February 26, 2019

Join Your Colleagues for a Day of Advocacy & Action!

WE SELL DENTAL PRACTICES.

Buck Reasor, DMD

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



Why Choose Reasor Professional Dental Services

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

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



Reasor Professional Dental Services
info@ReasorProfessionalDental.com

503-680-4366
www.ReasorProfessionalDental.com

The 2018 Oregon Dental Conference: Connect Learn Grow

By Betsy Boyd-Flynn

FROM APRIL 5-7, members of the dental community gathered at the Oregon Convention Center to learn, share knowledge and grow. This year, the Oregon Dental Conference (ODC) was built around the concept of connection and focused on offering more than just continuing education (CE).

After 21 years at the Oregon Convention Center, many elements of the conference were familiar to attendees: the busy registration area where friends old and new could gather and chat, the hallway lined with conference supporters and partners from non-profit and educational organizations, the receptions with great food and drink, the Motor Mouth car raffle in support of the Dental Foundation of Oregon, and the packed educational schedule that spanned three full days were all examples of the great conference components that make the ODC a must-attend event.

This year's conference offered connections and value for everyone, with fresh ideas and an injection of fun. One example: Sprinkled among the crowd of attendees were flashes of bright blue. One of them was trailing behind **Scott Hansen, DMD**,

ODA Secretary-Treasurer. Along with just over 20 of his colleagues at the meeting, Hansen wore a blue cape that invited the curious to ask how they could get involved and serve the dental community through the ODA. While he took some ribbing from old friends about the quirky idea, Dr. Hansen was quick to point out that the purpose of the cape was to draw attention, to engage attendees in conversation about the importance of participating in leadership for the profession. Asked why he participates in organized dentistry leadership, Dr. Hansen said, "We need good people to stand up for our profession and the integrity of the field. This meeting brings us together to remind us of that."

James McMahan, DMD, ODA President-Elect from La Grande, agreed, and described the meeting as a place to find camaraderie. "I have missed very few meetings in my 35 years of practice. It is always a place to get your batteries recharged. The camaraderie and renewed friendships always leave me feeling blessed for attending. I have brought my staff many times as well. That has always enhanced our teamwork, as well as providing them

"This year's conference offered connections and value for everyone, with fresh ideas and an injection of fun."





valuable training and recognition. As a dentist, I love what I do, and I love patient care. This conference enables me to do that better and have fun in the process. It is one of the most valuable membership benefits that the ODA provides,” Dr. McMahan said.

Throughout the meeting, the Solutions Marketplace, with 60,000 square feet of exhibits, was filled with attendees and vendors engaging in discussions and education about the products and services on offer. The ODA made the decision this year to re-focus this element of the ODC; naming the space the Solutions Marketplace instead of an “exhibit hall” emphasized that attendees could expect to find vendors who focused on the dental industry and its unique challenges.

A conference for a new generation

Meeting attendees came from all age groups, all dental professions and all communities in Oregon, and the number of new faces in the crowd was striking.

Ariel James of Portland was navigating the conference with Kelli Jameson of Kelso and Tracy Lefebvre of Hillsboro. The three dental assistant students at Concorde Career College attended the meeting for the first time and chose the sessions they wanted to attend as a group. “It’s a very exciting experience to do together and bond together,” said Lefebvre. In addition, they were effusive about the CE session they attended on Thursday, “Hot Stuff: The Dangers of Oral Inflammation,” connecting chronic inflammation in the body to the mouth.

Another first-time attendee, **Lauren Smith, DMD**, of Grants Pass is a first-year dentist and planned to attend the Friday afternoon reception just for that group. She had attended conferences like the ODC as a dental student in California and saw the ODC as an opportunity to engage with the dental community in Oregon. Dr. Smith said attending the conference gave her a “larger sense of community on a broader scale, and I’m excited to get involved.”

Sara Tapia-Guillen, Kihei Castillo, Edgar Dominguez and Brenda Marroquin attended the ODC as administrators in



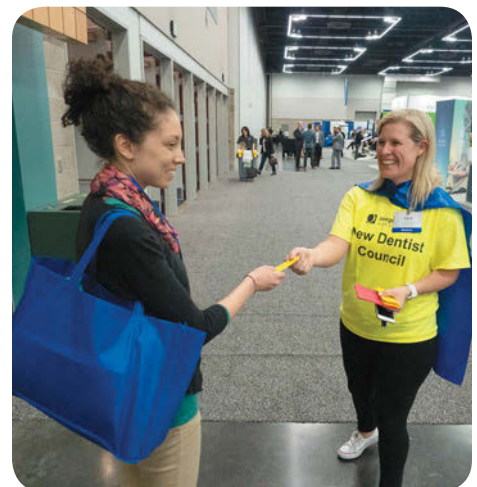
the Pacific University dental hygiene program. They staffed one of 32 courtesy tables outside the exhibit hall, gathered job postings for their students, and told attendees about the hygiene clinic they run serving children and adults from the mostly Hispanic, underserved community in Hillsboro. The group also attended to support their students, to connect with alumni, and experience the CE for their own purposes. Tapia-Guillen, the manager of dental services at the clinic, appreciated that courses were tracked for different dental professionals, so that their team could see what other clinics are doing across a range of issues.

Attendance is a great tradition

As friends old and new took time to catch up or plan their conference strategy together, the hallways were filled with lots of laughter and hugs.

Jody Perkins, RDH, from Sutherlin was chatting in the main hallway with Joanne Wimpy, RDH, and Teresa Ficken, RDH, from Warrenton. The three hugged each other and recalled that they have attended the conference for more than 25 years and have known each other since they were together in school at Lane Community College. They attend the conference each year for face-to-face education and new products but were quick to volunteer that they come for the friendship and socializing, too. “We run into people we knew from school,” said Perkins, “and it’s important to support our association.”

Jack Rocheld, DDS, is a retired member from Eugene and a long-standing member of the Annual Meeting Council. He was on hand during the opening reception to give attendees their maps for the culinary “tour” of the Pacific Northwest throughout the Solutions Marketplace during the Grand Opening Reception. He has attended the meetings since 1980 and said that the ODC is a great value because there is something for everyone on the schedule. Through the ODA’s Partner Group relationships with affiliated dental organizations, a collaborative program with all dental professionals in mind is created, each adding insight and speaker selections to the ODC schedule.





Though Dr. Rocheld has retired from active practice, he stays involved because “the ODA has been very good to me, and this is a way of giving back,” he said.

Team building, and bonding

Darren Huddleston, DMD, from Grants Pass brought Kelsey Curtis, EFDA, DeAnn Bethke, EFDA, Joanna Guerra, RDH, and Tina Miller from his practice. They sat together at the General Session on Friday morning, which featured speaker Tim Gard. The enthusiastic audience of attendees listened as Gard compared working life to being on stage and encouraged attendees to make sure they were also living *off stage* and nurturing the rest of their lives to make sure they bring their best selves to work. The lively session earned laughter and cheers from the large audience.

Dr. Huddleston’s staff appreciated the opportunity to attend the ODC. DeAnn Bethke said, “It is awesome to get to know your colleagues outside the office.” Guerra echoed her colleague’s thoughts, adding that in the words of Tim Gard, attending the meeting together is part of life “off stage” since they were together outside the office. Tina Miller agreed, and said colleagues in an office are like a family away from family; coming to the ODC together helped to build that bond.

The group from Grants Pass said how lucky they felt to be there and noted that not all offices give people time off for the whole conference to come together. Dr. Huddleston



explained the value of investing in group attendance for the whole conference lies in shared learning and bonding. “We have to be happy with ourselves to be able to have a strong practice,” he said.

Chun-Han Chou, DDS, of Medford is a periodontist who brought several staff members to the ODC. For Cheryl Kline, CDA, and **Brianna Gowland**, it was their first time attending the ODC. Dr. Chou said he was pleased to bring his staff because the meeting is convenient, affordable and the right size for a great experience. “It’s very accessible, with high-quality, great content. It’s a great venue, not hard to get around. You don’t get lost,” Dr. Chou said. He tries to bring at least two people from his practice each year.

As employees who are newer to the profession, Dr. Chou’s team noted that it was great to interact with others facing the same challenges in their work. “You get a sense of belonging to a larger professional community,” Gowland said. By attending the ODC together, Dr. Chou’s team learned about the importance of the team dynamic, working together, and laughing together.

The ODC continues to be a unique event for the Oregon community. At this year’s event, any attendee could grow, learn and connect, all in a fun atmosphere that welcomed meaningful engagement. The ODC offered a great chance to support their professional communities as a whole, and each other. 🗨️



THANK YOU!

The Oregon Dental Association
thanks the 2018 ODC sponsors!

Platinum Sponsor



Delta Dental of Oregon

Gold Sponsor



Silver Sponsors



Bronze Sponsors



Speakers



Connect Learn Grow

Mark Your Calendar
for the 2019 Oregon
Dental Conference!

April 4-6, 2019



oregon dental
CONFERENCE

Interested in sponsoring? Contact Alexa Hujik at
503-218-2010 or ahujik@oregondental.org to learn more.

DENTAL CLASSIFIEDS

EQUIPMENT: SALE/SERVICE

INTRAORAL X-RAY SENSOR REPAIR. We specialize in repairing Kodak/Carestream, Dexis Platinum, Gendex GXS 700 & Schick CDR. Repair & save thousands over replacement cost. We also buy & sell dental sensors. www.RepairSensor.com or call 919-229-0483.

PRACTICES FOR SALE

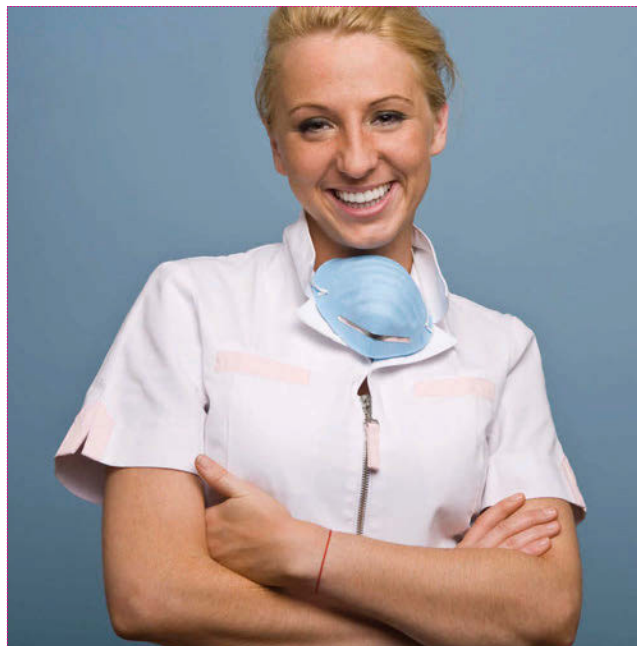
What makes this multi-specialty group practice unique, and better, is a commitment to proactively facilitating the best possible health outcomes. We currently have openings in Oregon and Washington for General Dentists, Endodontists, Oral Surgeons, Pediatric Dentists, and Locum Tenens Dentists. As a member of the Willamette Dental Group team, we offer a competitive salary commensurate with experience. We are a performance based culture and offer a generous and comprehensive benefit package. Among the many amenities we offer are competitive guaranteed compensation, benefits, paid vacation, malpractice insurance, in-house CEs, and an in-house loan forgiveness program. With more than 400,000 patients throughout our 50+ practice locations in Oregon, Washington, and Idaho, and a built-in specialty referral network to more than 30 specialists, Willamette Dental Group has been a leader in preventive and proactive dental care since 1970. Please contact Kelly Musick at kmusick@willamettedental.com and visit www.willamettedental.com/careers to learn more!

Dental Practice in Clackamas/Happy Valley area 4 Operatories. 1 front desk, 1 DA, 1 RDH, PT Manager Up and running. PPOs and OHP credentialed. Leaving for family reasons. 951-816-7478.

Central Oregon – Outstanding practice for sale with large cash flow. Annual collections over \$1.4M. 7 fully equipped operatories, CT Scan plus digital X-rays. Excellent hygiene program in place accounting for over 40% of production. Great location. Contact Megan at megan@omni-pg.com or 503-830-5765 for more information. (OD111)

Southern Oregon – GP practice and building for sale collecting \$527,000 in 180 days. Beautifully updated in great location! 5 ops, 4 equipped and 1 plumbed. For more information, contact Megan at megan@omni-pg.com or call 503-830-5765. (OD110)

Endo Practice For Sale in Southern Oregon. Annual collections of . \$600,000 on 100 days of work. Incredible potential for growth. Doctor will introduce you to all referrals. Asking \$300,000. Email megan@omni-pg.com or call 503-830-5765 for information. (OD105)



**Your patients shouldn't
be the only ones
smiling.**

**Let us shoulder the burden
of risk so you don't have to.**

At DBIC, we understand your business and share your passion for dentistry. Let us put our years of experience to work protecting and defending your reputation and your practice.

**INSURANCE AND
RISK MANAGEMENT
FOR DENTISTS**

DBIC

DENTISTS
BENEFITS
INSURANCE
COMPANY

1.800.452.0504 • www.dentistsbenefits.com



**You have goals.
PARAGON can help you reach them.**

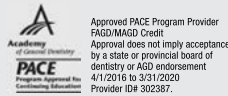
Are you thinking of buying a dental practice, merging, or selling your practice? The future you want is closer than you think. Our guidance makes all the difference.

**Take your next step with confidence.
Call PARAGON today.**



Your local PARAGON dental transition consultants
Reed and Julie Coombs

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



INDEX OF ADVERTISERS

ACCOUNTANTS
Fluence Portland 15
www.fluenceportland.com

BUSINESS BANKING
Columbia Bank 10
www.columbiabank.com
Premier Community Bank 11
www.pcboregon.com

CONSULTING SERVICES
Blatchford Transitions, Inc. 18
www.blatchfordtransitions.com

CONTINUING EDUCATION
OR Academy of General Dentistry 16
www.oragd.org

DENTAL BROKERS
Consani Associates, LTD 12
www.mydentalbroker.com
Paragon Dental Practice 34
www.paragon.us.com
Professional Practice Specialists 34
www.practicesales.com
Reasor Professional Dental Services 26
www.reasorprofessionaldental.com

DENTAL INSURANCE
DBIC 33
www.dentistsbenefits.com

DENTAL LABORATORIES
Artisan Dental Lab Inside Front Cover
www.artisandental.com
Assured Dental Laboratory, Inc. 6
www.assuredentallab.com
O'Brien Dental Lab, Inc. 14
www.obriendentallab.com

EMPLOYMENT OPPORTUNITIES
Kaiser Permanente Dental Care Program 11
www.pda-dental.com

FULL-SERVICE DENTAL
Willamette Dental Group 18
www.willamettedental.com

HUMAN RESOURCES
Dental Commerce Corporation Inside Back Cover
www.DMCdental.com

INSURANCE
Cincinnati Insurance Company 7
www.CINFIN.com

PRACTICE SALES
Omni Practice Group 19
www.omni-pg.com
Practice Management Associates LLC Outside Back Cover
www.practicemanagementassociates.org

TRANSITION & MANAGEMENT CONSULTANTS
HELP Appraisals & Sales 4
www.adstransitions.com

WASTE MANAGEMENT
Dental Recycling North America 8
www.drna.com

PROFESSIONAL PRACTICE SPECIALISTS

Dental Practice Transitions



Aaron I. Pershall, CBA



Randy Harrison

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

1-800-645-7590

Check our website for current opportunities!
www.PracticeSales.com

I'm a dentist — not an HR SPECIALIST

We partner with you to manage your tough Human Resources responsibilities

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

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

DMC
Dentists Management Corporation

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

Learn more at dmcdental.com/HR.

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

 dental
commerce

DMC
Dentists Management Corporation

4.0 Transitions by



Our Mission

To impact, equip, develop, inspire, encourage, build relationships and lead with integrity

Practice Management Associates partners exclusively with dentists who are value driven, results oriented and relationship based. Our team has been serving dentists for over thirty years. We take a comprehensive approach, providing transition services, succession planning, leadership coaching and communication training to build healthy teams and work environments.

Our Team



Lynne Nelson
Co-Founder

As your trusted advocate and confidant, allow my 20 years of practice valuation, transition, and banking knowledge secure a predictable transition for you.



Donna Carlson Lowell
Co-Founder

I thrive on guiding practices to reach their potential and equipping the dentist with the leadership skills needed to build an environment which creates loyal employees and patients.



Denise Jones
Client Coordinator

I have been working with dentists for over 20 years and I understand your business model. Allow me to help coordinate your optimal transition.

(888) PMA-404U or (888) 762-4048

info@practicemanagementassociates.org • www.practicemanagementassociates.org