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Five operatory long-established practice in highly desirable area. Conservative retiring dentist with strong hygiene program. Collects **\$820,000** Building also available.

Roseburg Associateship Opportunity

\$20k min. gty. and \$20k signing bonus. Care to private pay and Medicaid patients 4 days per week. Being able to place implants is a huge plus, but not necessary.

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Portland Oral Surgery

PORTLAND – Recently renovated strong OMFS practice with 4 surgery suites collects approximately **\$2.0M** One seller open to staying on as an associate. paul@mydentalbroker.com 866.348.3800

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WASHINGTON

Gig Harbor / Kitsap County area

Beautiful modern 5 operatory practice. Strong patient base, double hygiene and great demographics. **\$1.2M** annual collections. Confidential inquiries to Dr. Dan Byrne dan@mydentalbroker.com or 206.992.0580.

Vancouver

Well established 5 op practice in stand alone building with plentiful parking. Recent remodel and with newer equipment and CBCT. Strong hygiene program. Collections over **\$1.2M** with very little advertising. adam@mydentalbroker.com 541.520.5507

Gig Harbor Area

Beautiful 10 Beautiful ten Operatory facility Pedito/Ortho/GP. Revenues – **3.0M**. Strong solid practice opportunity. Contact Dr. Dan Byrne dan@mydentalbroker.com or 206.992.0580.

San Juan Islands

Idyllic live – work opportunity. Excellent general practice with 4 operatories in new building. **\$600,00** revenue. Real estate is also available. Please contact Dr. Dan Byrne – dan@mydentalbroker.com or 206-992-0580.

Olympia area

Newly built 10 Operatory facility. **\$2.9M** annual collections. Exceptional profits. Contact Dr. Dan Byrne dan@mydentalbroker.com or 206.992.0580.

Vancouver

Seller available to continue to work in the practice. Long established practice in the “Couv” collects **\$600k**. Easy to find practice on main thoroughfare with plenty of parking. Newly available. Contact paul@mydentalbroker.com or 866 348-3811 for details.

Snohomish county

Nicely updated 7 op office and collecting over **\$1.5M**. Doctor willing to stay on. Contact Dr. Dan Byrne dan@mydentalbroker.com or 206-992-0580.

Seattle

Beautiful 4 operatory dental office in prime downtown location. Exceptional opportunity to own your practice. Dentist retiring and ready to transition immediately. Priced to sell quickly. Contact Dr. Dan Byrne – dan@mydentalbroker.com or 206-992-0580.

Hood Canal GP

1500 sqft facility- 4 ops 2 equipped. Opportunity to growth this small practice- nearest dentist is 15 miles away. Live and work at the Gateway to the Olympic National Park. Contact Dr. Dan Byrne at dan@mydentalbroker.com or 206.992.0580.

FEATURED OPPORTUNITIES IN OTHER STATES

Honolulu Hawaii

Find some of the best places to live in Honolulu and have a short, low-traffic, commute to this newly available GP practice for sale just North of Diamond Head. Collects **\$950,000** Contact paul@mydentalbroker.com or (866) 348-3800 for details

Big Island Hawaii

Newly available strong mid-sized practice in Kona. Beautiful spacious facility with 4 completely equipped operatories. Collects approx. **\$700K**. Contact paul@mydentalbroker.com or (866) 348-3800 for details.

Anchorage Alaska GP

Exciting new solo opportunity. Well-equipped South Anchorage practice collects **\$1.4 mil**. Up-to-date facility with plenty of space. Fully staffed practice with great profitability. Retiring doctor looking for the right person to transfer his patient base to. Please contact Paul at paul@mydentalbroker.com or 866 348-3800 for details

Central Idaho

Great Opportunity in central Idaho in a mountain town, with great cash flow. 5 op practice. Cone beam already in place to be able to place implants. low overhead and building is for sale also. Jared @ 208-949-0868 or email Jared@mydentalbroker.com

Central Montana.

Collecting over **\$1.4M**. All nice equipment, beautiful location and hopping office. Well established patient base and great reputation in town. Call today to discuss this opportunity! 5 ops all equipped with Adec chairs. going. Jared@mydentalbroker.com or 208-949-0868

INSIDE THIS ISSUE

FEATURES

- 14 MEMBERS HELPING IN THE COMMUNITY**
- 18 ODA’S 2023 LEGISLATIVE PRIORITIES**
- 20 THE DENTAL FOUNDATION OF OREGON**
- 22 DR. MARK MILLER, INCOMING ODA PRESIDENT (2022-2023) ADDRESS TO THE HOUSE**
- 24 ADA DELEGATE REPORT**
- 26 “I FOUND A LUMP, IS THIS NORMAL?” A MODERN APPROACH TO CLINICAL ORAL PATHOLOGY**
By Ashish Patel, DDS, MD, FACS
- 28 NEW DENTIST AWARD**
- 29 MULTI-COMPONENT TAILGATER**
- 30 THE SOUTHERN OREGON REGIONAL EVENT**
- 32 HOW EPRESCRIBING SOFTWARE CAN IMPROVE CARE**



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-  **Oregon Dental Association**
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DEPARTMENTS

- 5 FROM THE EDITOR**
- 7 NEW MEMBERS**
- 9 EVENTS AND EDUCATION**
- 12 BOARD OF TRUSTEE MEETING HIGHLIGHTS**
- 13 MEMBER BENEFIT OF THE MONTH**
- 33 CLASSIFIED ADS**
- 34 INDEX TO ADVERTISERS**

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What Exactly *Is* a Delegate, After All?

FROM
THE EDITOR



By Alayna Schoblaske

LATER IN THIS ISSUE, YOU'LL READ FROM other ODA members who traveled to Houston in October for the 2022 ADA House of Delegates. As Editor, I also get to attend the annual House of Delegates as an alternate delegate. This was my fourth national House of Delegates (including one virtual House in 2020), and I learn more each time. But for many of you, about 50% of what I've said so far is gibberish. "Houston," you say. "I know where that is. But what is a delegate and why is she capitalizing House?" So, my editorial this month will be an attempt at a crash course on all things House of Delegates as well as some of my own personal highlights from this year's House.

The American Dental Association is a membership-driven organization that ultimately turns to its members to decide how it should operate, what it should spend its money (including your dues) on, and what positions it takes when lobbying at the national, state, and local levels. As you have probably figured out by now, we do not have all-member elections, so the House of Delegates is a chance for members from each state to gather annually and make decisions on behalf of all members. The House is set up similarly to the United States House of Representatives. Each state (as well

as the District of Columbia, Puerto Rico, and the U.S. Virgin Islands) gets a certain number of representatives based on the number of members they have. More members means more representatives. The minimum number of representatives that a state has is two. The maximum number of representatives from one state is 72 (from California). There are a total of 484 representatives. These representatives are called delegates. Most states also bring a few alternate delegates – these folks can substitute in for delegates if needed. All delegates and alternate delegates are dentists and members of the ADA. There are plenty of staff and guests who attend House of Delegates to provide expert testimony, facilitate logistics, and support members; however, only delegates have a vote.

In Oregon, our seven delegates include the officers from the ODA Board of Trustees as well as two at-large delegates who sit on the Board of Trustees and are also elected by ODA members. So, when you vote at our own state-level House of Delegates, you are also electing the people who represent you at a national level.

OK, so now you know who is there. But what do we do when we get there? Over four days, we spend about 25 hours discussing and voting on bills (we call them resolutions). The discussion happens in smaller, regional groups, as well as with all 484 delegates. We use standard parliamentary procedure to keep things orderly. (Discussion also happens in line for the bathroom, but there's less parliamentary procedure there.) These resolutions that we discuss determine our dues, and update our bylaws and policies. Sometimes these updates are boring (like adding-a-semicolon boring). But sometimes they have huge implications.

This year, there were 57 total resolutions spanning over 350 pages of text. Significant decisions this year included updating the structure of the House (another editorial for another time, but suffice it to say that the ADA will now allow for more input from more members and be able to make decisions in a more time-sensitive manner), deciding not to allow ADA membership for dental team members, creating a policy allowing the ADA to advocate for transparency and fairness of provider scorecards (like DentaQual), and re-authorizing a task force to focus on making Medicaid plans easier for dentists to work with. The House also voted to approve a \$4 ADA dues increase.

The House of Delegates also elects the ADA national leaders, like president and treasurer. I saved this part for last because, for me, it was the highlight of this year's House. Dr. Linda Edgar, a general dentist from Federal Way, Washington ran for president-elect against one other candidate – Dr. Paul Leary from Smithtown, New York. Linda has been involved with organized dentistry for over 30 years and has held multiple leadership roles within the ADA. She has even previously served as Academy of General Dentistry president. More importantly, though, Linda has served as a mentor and cheerleader for me in my short dental career. Linda represents kindness, innovation, and action...and Linda won the election. As the election results were read, I gripped the hand of my neighbor, Dr. Caroline Zeller. When Linda's name was called, we both jumped out of our seats and erupted in cheers of gratitude, joy, and hope. Linda will serve as president elect this year and president starting in October 2023, and I am so, so, so very excited for what her leadership will do for the ADA. ●

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Dr. Todd Gifford, DDS

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Dr. Dan Kiley, DDS

Today I delivered two Aesthetic Flex partials with multiple teeth and clasps, a free end—lots of things that could have been an issue. They both fit beautifully, my patient was pleased with appearance and it was one of the easiest deliveries I've done in 40 years of practice. The lab was easy to work with, responsive when I had questions about shipping time, and the case was delivered on time, carefully packaged. How wonderful to be free of cast chrome!



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WELCOME TO OUR NEWEST MEMBERS! Please reach out to these new members and welcome them into the ODA community.

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Southern Willamette Dental Society

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Events & Education Component CE Calendar

Calendar provided by Mehdi Salari, DMD

This calendar is current as of December 7, 2022.

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

Date	Dental Society	Course Title	Speaker	CE	Location	More Information
01/10/2023	Marion Polk	Risk Management (TDIC)	Dr. Vaughn Tidwell & Peter Tuenge	3	Salem (Roth's Event Center)	Register: www.marionpolkdental.org/education
01/18/2023	Multnomah	Interdisciplinary Management of Sleep Disordered Breathing using Implant-Supported Maxillary Expansion	Dr. Jennifer Crowe and Dr. Sam Bae	2	OHSU School of Dentistry	Register: www.multnomahdental.org
01/24/2023	Clackamas County	Infection Control	Terre Harris	2	Oregon City (PWFCC)	Register: executivedirector@clackamasdental.com
02/15/2023	Marion Polk	Orthodontics	Dr. Reid Amborn	1.5	Salem (Roth's Event Center)	Register: www.marionpolkdental.org/education
02/24/2023	Lane	Medical Emergencies	Dr. Sam Bae	4	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
02/28/2023	Clackamas County	Cultural Competency	Chris Verbiest	2	TBD	Register: executivedirector@clackamasdental.com
03/14/2023	Marion Polk	Prosthodontics	Dr. Larry Over	1.5	Salem (Roth's Event Center)	Register: www.marionpolkdental.org/education
03/21/2023	Clackamas County	Dental Team Ergonomics	Allison Harney, PT, DPT	2	TBD	Register: executivedirector@clackamasdental.com
03/22/2023	Multnomah	Litigation and Forensic Dentistry	Dr. Jay Malmquist	2	TBD	Register: www.multnomahdental.org
04/25/2023	Clackamas County	Clear Aligners	TBD	2	Oregon City (PWFCC)	Register: executivedirector@clackamasdental.com
05/09/2023	Marion Polk	Sleep Dentistry	Dr. Michelle Aldrich	1.5	Salem (Roth's Event Center)	Register: www.marionpolkdental.org/education
05/12/2023	Lane	Lasers in the Hands of Dental Hygiene	Janet Press, RDH	6	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
05/17/2023	Multnomah	Table Clinics	-	2	Portland (Kennedy School)	Register: www.multnomahdental.org
05/23/2023	Clackamas County	Botox	TBD	2	TBD	Register: executivedirector@clackamasdental.com
06/13/2023	Marion Polk	Telehealth Dentistry	Dr. Richie Kohli	1.5	Salem (Roth's Event Center)	Register: www.marionpolkdental.org/education

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

Due to the COVID-19 pandemic, many component meetings were canceled or postponed. Looking for additional ways to get CE? The American Dental Association has a large collection of webinars and on-demand video learning opportunities available, many of which are free to members. Visit adaceonline.org to catch up on the latest offerings on your own schedule. 🎧

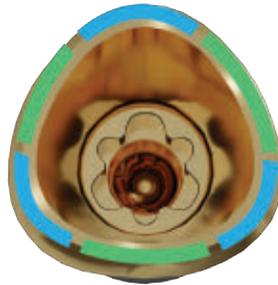
Introducing the Nobel Biocare® N1 Implant System



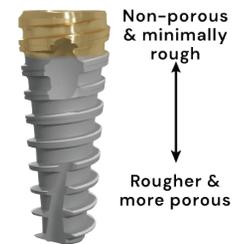
Alex Rugh, CDT
Implant Specialist, O'Brien Dental Lab

What's with Nobel Biocare's new triangle-shaped implant? If you haven't seen it yet, the new N1 implant has a "tri-oval" shape instead of the standard cylindrical shape that has become standard for root form implants. In this article, we'll take a look at the N1 implant and what you should know before placing or restoring one.

First, about that design. There's a compelling argument for why this shape has an advantage over a cylinder. It's all presented in a study titled "Mechanical and Biological Advantages of a Tri-Oval Implant Design."



The idea is that the points of the trioval will provide high-strain mechanical engagement to create good primary stability. At the same time, the edges of the trioval will present low compressive strain, creating pro-osteogenic zones that enable rapid osseointegration for faster secondary stability.



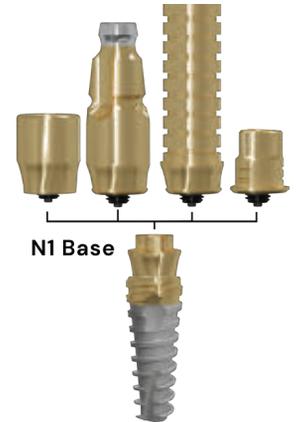
The N1 implants all feature Nobel's new Ti-ultra surface, which is an evolution of the Ti-unite surface technology that's been used on their implants for years. It's an ultra-hydrophilic, anodized surface with a topography that is

non-porous and minimally rough at the collar, which gradually becomes rougher and more porous towards the implant apex.

Each implant is also packaged with Nobel's new OsseoShaper drill, which is used at a slow speed of just 50 rpm with no irrigation needed. The OsseoShaper requires little to no pressure while drilling as its design causes it to be pulled into the bone. The bone chips are retained in the osteotomy allowing for better

osseointegration. The implant itself is placed at just 25 rpm and, like the OsseoShaper, is pulled into the bone.

The N1 has a new interface connection called the Trioval conical connection, or TCC for short. The interface is self-aligning, so as the abutment is being seated, it naturally rotates until the points of its interface line up with the internal points of the implant. The clinical screw will only engage once that abutment is properly lined up with the implant.



Although the N1 can be restored at implant level, Nobel is really pushing for it to be used in conjunction with the N1 base.

The N1 base is similar to the On1 base that is available for Nobel's conical connection implants. It's designed to be placed at the time of surgery and then left in place so all other components are attached to it instead of directly to the implant.

Multi-unit abutments are also available for this implant which allow for fixed bridges, bars, and overdentures.



The prosthetic screws for this system do require the newer Omnigrip mini screwdriver. The advantage to the mini driver is that its reduced size means it requires a smaller access hole than its larger counterpart. This can be useful when that access hole is really close to the incisal edge or buccal cusp.

We hope you found this article to be helpful.

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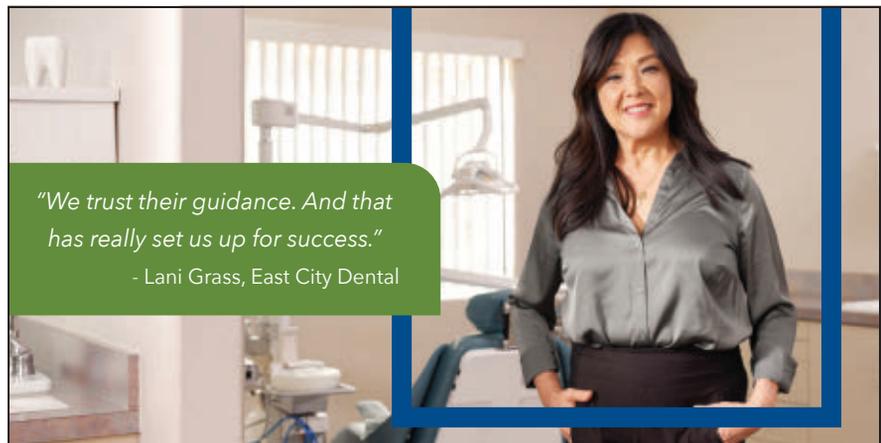
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Board of Trustees Meeting Highlights

Oregon Dental Association
Board of Trustees Meeting
September 9-10, 2022

- Dr. David Dowsett and Dr. Jill Price were elected to 4-year terms on the Moda Holdings Group Board of Directors. The Board also approved the seven members of the Oregon Dental Service Board.
- Dr. Rachel Jablonski was appointed to a 3-year term on the New Dentist Council.
- The Board approved the creation of an ODA New Dentist Award to be given annually at the Oregon Dental Conference.
- Dr. Hannah Glazunov was appointed to represent the S. Willamette Dental Society on the DOPAC committee.
- Dr. Olesya Salathe was approved to be the liaison for the Oregon Board of Dentistry.
- The Board discussed and approved the 2023 ODA budget.
- The Board spent time over two days discussing and drafting the 2023-2025 ODA Strategic Plan. The final plan will be approved at the January 2023 Board of Trustees meeting. 🗓️



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more and more by countless regulations, ODA's Board of Trustees is pleased to introduce **HARRISBIOMEDICAL** as the ODA's newly Endorsed OSHA, HIPAA, and infection control provider. ODA members new to **HARRISBIOMEDICAL** will receive 10% off services.

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From **HARRISBIOMEDICAL**:

We believe that people learn best and remember longer if they can laugh at the same time. Our "*Don't make it tougher than it has to be*" philosophy and our "*OSHA with a Smile*" approach has helped place **HARRISBIOMEDICAL** training programs and seminars among the best and most enjoyable in the industry. 🎧

In the September issue, we highlighted upcoming changes to the Board of Dentistry's implant rules. The article misstated the CE rules for clinicians placing vs. restoring only. The new CE rules apply only to those clinicians who are placing endosseous implants. If you do not place endosseous implants, and you only restore them, you do not need to complete the 56 hours or the 7 hours of CE related to placing/restoring implants. You can read more about these CE changes at <https://www.oregon.gov/dentistry/>. We apologize for any confusion that this may have caused. We will continue to update our members as the implant rules evolve.

International Service Teaches Practitioners, Students Professionally and Personally

By Melody Finnemore

WHEN DENNIS NICOLA, DDS, WAS LOOKING FOR an international opportunity for dental students to provide care to underserved populations during their fall break, he was excited to learn that the Christian Dental Society had a well-established program in rural Jamaica. The program had been founded by James Carney, DDS, more than 20 years ago and is especially well suited for dental student groups.

Dr. Nicola, a full-time assistant professor of restorative dentistry at the Oregon Health & Science University School of Dentistry, led a small group in 2018. It was composed of four OHSU dental students, one of the dental student's spouses, and a pre-dental student from Portland State University.

Word got out that it had been a great experience for all, and the 2019 group was led by Dr. Nicola; Jim McMahan, DMD, an ODA past-president; and Marv Johnson, DMD, an oral surgeon from Yamhill County. The group included 12 fourth-year students, 12 third-year students, one dental student's spouse and another's fiancé, and one dental assistant. The third- and fourth-year students were paired up and alternated being the dental provider and the assistant.

"The small dental clinic is attached to a church, and it's got eight chairs, and you are squeezed in tight,"

Dr. Nicola said, adding they moved the pews in the sanctuary to the side walls and set up six portable operatories.

"An interesting thing to me, which I think is a good idea, is that it's not free. The patients all pay a very minimal charge, but that's better than free because it is of value and it helps the patients preserve their dignity," he said, noting money from the patients goes back to the church to pay for the dental clinic and a preschool it operates.

After the COVID pandemic shut the program down for three years, Dr. Nicola is now planning a return in the fall of 2023.

"I had the greatest team set up in 2020. I had three dentists, one an oral surgeon, four pre-dentists, two from PSU and two from Seattle Pacific University. We had 12 third-year students, 12 fourth-year students and two non-dentist volunteers," he said.

While he laments the missed opportunity in 2020, and the fact that the Jamaicans who rely on the clinic now haven't had dental care in three years, he looks forward to returning. His groups typically take a red-eye flight on a Friday night and arrive in Montego Bay mid-day Saturday. The

40-mile drive to Treasure Beach takes about two and a half hours because of the road's many potholes.

Students work in the clinic Monday through Thursday, usually amid warm temperatures, 85% humidity, and no air conditioning. When they arrive in the morning, there is a line of patients waiting, many of whom have traveled a long distance to get there.

"We make it clear that we will have fun, but this is not a party trip. This is a service trip. We really learn the meaning of sweat equity," Dr. Nicola said, adding care includes mostly fillings, extractions, and cleanings. "The people are so grateful and they don't complain. They are delighted to be there and get some help."

The church typically prepares a buffet at the end of the Wednesday clinic, and then his team, the church staff and volunteers go to a nearby park. The last time they visited, they played a small-field international friendly soccer match against a team of 14-year-old Jamaicans.

"I can't tell you how much fun it was. They played the national anthems of each team. It was a blast and a great cultural experience," he said. "It's good for these students, and for me, to see these wonderful people who don't have all these luxuries and they are genuinely happy."

Dr. Nicola said he also appreciates the chance to provide invaluable hands-on experience for his students.

"For me, as an educator, mentor and encourager, to see the growth in confidence and skills – both dental and interpersonal – in just that one week, especially in those third-year students, is just phenomenal," he said. "They see more patients in a



DR. DENNIS NICOLA

week than they will see in a month in dental school, so when they get back to school and start in the dental clinic they are way ahead of the students who didn't get to do something like this."

He noted that, upon returning from Jamaica, many of his students have told him they have been bitten by the bug to do service work and will continue when they are established in their practices.

"I am very grateful for the dentists who volunteer and are giving back, but I am especially impressed and encouraged by these dental students who are giving ahead," Dr. Nicola said.

Creating Connections with Communities

Julie Spaniel, DDS, can relate to the feeling of being inspired to get involved in community service during dental school, which gave her an opportunity to provide care through trips to Mexico and rural areas of North Carolina. After graduating from the University of North Carolina, Dr. Spaniel practiced in Vermont for 25 years and worked with outreach groups such as Hands to Honduras.

Her work with Hands to Honduras began with helping to build a school and a NICU in a hospital, and Dr. Spaniel realized the community didn't have a dentist. She designed a project to provide oral hygiene education and toothbrush cleanings with fluoride varnish. She sometimes found herself using a headlamp and flashlights to perform extractions when ample light wasn't available.

"Kids would come and be Spanish interpreters for me, and a few of those kids became dentists. Now they actually work with me as dentists when I go there," she said.

When Dr. Spaniel moved to the west coast, she knew she wanted to start her own nonprofit. She founded One World Brigades in 2018 with a plan to take pre-med and pre-dental students who want to serve in a foreign country to Africa and Honduras.

"I go to places with no electricity and no running water because these are the poorest places of the poor, and dental care can be life-saving," she said, adding she has traveled to Ghana several times since 2010 and, for the last four years, has done trips to Uganda and Kenya.

Dr. Spaniel, who practices at Summerwood Family Dental in Tigard, has planned her next trip for March 24-April 8, 2023. Her team will provide care in two clinics, and she welcomes both volunteers and financial support.

"You don't have to have any experience. I'm bringing some dentists with me, and I always need auxiliary helpers to help with pharmacy runs, triage, sterilizing instruments, and more," she said. "The people who come with me can meet the children, and they might find a child they want to sponsor. They can meet their families and see the need. They may even choose to sponsor them through secondary school."

Dr. Spaniel said that each time she returns from a service trip, she is reminded how fortunate she is that she doesn't have to walk for half a day to get water and can simply turn on the tap.

"Anytime you can serve another human being, it really takes you out of yourself and your thoughts and



DR. JULIE SPANIEL

problems. It gives me perspective, especially nowadays. If I go over there, I see that I have no problems," she said. "It all started with dentistry, but it created connections with these communities."

As chair of the ODA's Wellness Committee and Wellness Ambassadors program, Dr. Spaniel is focused on how to reduce anxiety, especially while dealing with the ripple effect of the COVID pandemic. She highly recommends service work as a way to do that.

"When I leave, I feel I've left people better off than they were before. I might be one little person in this big world, but I can change the world for just one person," she said. "Dentists are doing so much good, whether it's helping people under the Burnside Bridge or traveling abroad, and if you don't have time, give money. If you make someone else happy, that brings happiness back to you."

Learn more about One World Brigades or make a donation at <http://oneworldbrigades.org>.

Warm Welcomes from Grateful Hosts

For Rex Miller, DMD, recent trips to Nepal and Peru were also rewarding both professionally and personally. He learned about the opportunity through the Rotary Club of

Jacksonville-Applegate, of which he is an active member.

Dr. Miller traveled with his family to Nepal in March 2019. He served in an area of southern Nepal that is

destitute, and the need for care for both children and adults is significant. Over two and a half days, he performed several extractions, fillings and dental restorations.

“This has been on my bucket list for a long time to do this type of program,” he said. “It was fantastic, and we received just an outstanding response. Some of the local leaders in Rotary and the president of the dental school in Kathmandu showed up, and we were able to meet with them. They were extremely welcoming.”

Dr. Miller and his family traveled to Peru last March, where he provided care in a clinic in Cusco that was slightly more modernized in that it had dental chairs and equipment with local dentists available to help out. However, the patients were part of an indigent population, and both children and adults were in dire need of care.

As in Nepal, that care included extractions, fillings and dental restorations. The Rotary Club in Jacksonville provided the clinic in Cusco with a digital X-ray machine, and Dr. Miller is seeking donations for that. The Rotary is providing a matching grant to sponsor half of the cost.

“I think the biggest impacts for me were that you can get an amazing amount of work done with very little technology,” he said, adding X-rays in Cusco were still being processed by hand. The digital X-rays will allow the local dentists to archive them instead of throwing them away after their immediate use.

“It really felt good to bring some supplies down there for them and help them out. It was so well received and they were so welcoming to host us,” Dr. Miller said.

He noted that his son, who was 12 when they traveled to Nepal, served as his dental assistant during the entire clinic in Cusco. He appreciated the opportunity for his son to learn about other cultures and see how valuable dental care is to people who don’t have the resources many Americans do.

Dr. Miller said he, his wife and son also enjoyed scenic hikes along the Inca Trail and a visit to Machu Pichu during their trip to Peru.

You can support Dr. Miller’s digital X-ray fundraiser by mailing donations to the Rotary Club of Jacksonville Applegate with the memo line “Cusco Dental X-ray Project.” 📧

Dental Education, Free Mobile Care Among Ways ODA Members Give Back Locally

Like many others, Travis Alcorn, DDS, got involved in community service during dental school. His wife, Jolene, was a member of the Alliance of the American Dental Association, and together they learned how to put dental education kits together for schoolchildren.

Through the Alliance of the American Dental Association’s Dental Health Education Program, they crafted a dental education kit and provided oral health education in Siuslaw Elementary School classrooms, showing students how to brush, floss, and choose healthy foods.

Dr. Alcorn, a member of the Lane County Dental Society’s Executive Council, grew up in Brookings, and in 2020 he and his family moved to Florence. He practices at Florence Dental Clinic and continues his dental education work in the coastal city.

On April 18, 2021, they visited every second-grade class to teach them about the importance of oral health. They talked about brushing, flossing, choosing healthy foods, and visiting the dentist. Each child received a new toothbrush, and Dr. Alcorn said they received some wonderful thank-you cards from the kids.

“Growing up I didn’t have any dentists in my family, so there is a lot of information that I myself didn’t know that would have been valuable. I feel like it’s important to pass that on to the children here,” he said.

While visiting the schools, Dr. Alcorn and his team use jars filled with sugar to illustrate how much is in the foods people commonly eat. They talk about how snacking can cause cavities and the need for a healthy diet, and answer the kids’ questions.

“The biggest reaction we have is the gasps when we’re talking about the amount of sugar in different foods. We have a lot of laughter and the kids have a good time,” he said.

During a mobile clinic held each year, Dr. Alcorn and his team conduct dental screenings and partner with Medical Teams International to provide treatment. They typically screen 400 to 500 children and provide care over two or three days for about 25 children a day, totaling more than \$30,000 worth of treatment.

“There is a lot of need locally, but we’re also seeing a lot of improvement,” he said, adding the team performs primarily extractions, fillings, and sealants. Dr. Alcorn and his team will hold their next student education outing in the spring.

He said one of his greatest rewards is talking with students who previously took part in the educational events. “It’s just fun getting to know the kids. I’ve always wanted to get involved in the community. We’re in a small town and I like to learn all of the kids’ names.”



DR. TRAVIS ALCORN

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ODA's 2023 Legislative Priorities

OREGON LAWMAKERS WILL SOON RETURN to the Capitol in Salem for the 2023 Legislative Session, and the Oregon Dental Association will be there to ensure dentists are at the table for key discussions, to amplify your voices and to keep oral health at the forefront of state policy decisions.

This session, we are excited to spearhead legislation developed by ODA members over the past year that would make an immediate impact on the dental workforce, while also providing insurance transparency for dentists and patients statewide.

Addressing the Dental Assistant Crisis

Oregon continues to experience a critical shortage of dental assistants. Without enough auxiliary staff, dentists are forced to cut back their hours and the number of patients they serve, reducing access to care.

While this isn't a new problem, it has been greatly exacerbated by COVID-19. Of all health care providers, dental offices lost the largest proportion of staff in the early months of the pandemic, and many are now operating with half the staff they had before the pandemic began. For

comparison, physician offices reported staff decreases of 11%; in contrast, dental offices shrunk by 56%.

In 2021, the Oregon Employment Department identified dental assisting as one of the most challenging roles to fill among vacant health care jobs. Additional data, released in 2022, showed that nearly 10% of Oregon's 5,480 dental assistant positions remained vacant.

That's why the ODA is collaborating with education, government, and other partners to address this crisis. Together, we are pursuing short- and long-term solutions that will help



to resolve urgent workforce needs, expand access to care for underserved Oregonians and improve diversity of the dental care workforce, including:

- **Community College Dental Assisting and Hygiene Programs:** Funds would be available to assisting and hygiene training programs at community colleges across the state to increase enrollment, support recruitment and retention of instructors, and provide scholarships for students from diverse populations.
- **High School Health Professional Programs:** Funding provided to the Oregon Department of Education would support the expansion of K-12 health professional career and technical education in Oregon high schools, increasing the pipeline of future dental assistants and hygienists.
- **Workforce Development Incentives:** Additional funding allocated to the Oregon Health Authority would enable the expansion of Oregon's Health Care Provider Incentive Programs to include all oral health professionals (dentists, hygienists, assistants, dental therapists, dental community health aides) working in priority communities, increasing access to care for tribal, rural, low-income, and other underserved populations while supporting recruitment and retention of critically needed dental care providers. Funds would be available for providers, FQHCs, and employers serving Medicaid patients.
- **Tribal Dental Professions Education:** Funds provided to a tribal entity would support the administration of programs for tribal youth to learn about and become interested in dental professions.
- **Dental Assisting Training Module Development:** Funds allocated to a workforce board would support the creation of a chair-side dental

assisting training module to be made available to all providers across the state. Chair-side training is especially important in rural areas, where education and training offered through more formal training programs may not be readily accessible.

Insurance Transparency

As dentists and patients continue to navigate increasingly complex, confusing, and opaque dental insurance practices, we are working to make sure you have insurance information you can rely on through two additional bills.

The first would provide transparency in provider networks by prohibiting dental insurers from leasing networks without a provider's consent and requiring insurers to announce the third parties they lease to.

The second would improve the claims reimbursement process by

requiring dental insurers to allow providers to opt in to receiving payments for reimbursement via credit card, rather than having to opt out. It would also require insurers to notify providers of any potential fees associated with payment processing.

Learn More

You can stay up to date on these legislative priorities and other bills of interest on the ODA website.

Want to share your story? Your voice is important for what's next with dentistry in Oregon. If you have a story to share about the dental assistant shortage or insurance transparency issues, please reach out to kadashian@oregondental.org. We will also send action alerts by email during the session – please keep an eye on your inbox for quick and easy ways to advance these legislative priorities! 📧



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Year-End Giving

Dear Friends:

Sometimes a mobile dental van can do more than just being a van. It becomes the Tooth Taxi and can provide access to dental health care to help the underserved.

It can connect our citizenry with dental professionals so that they have their own dental home and expands access to oral health care to thousands of Oregonians.

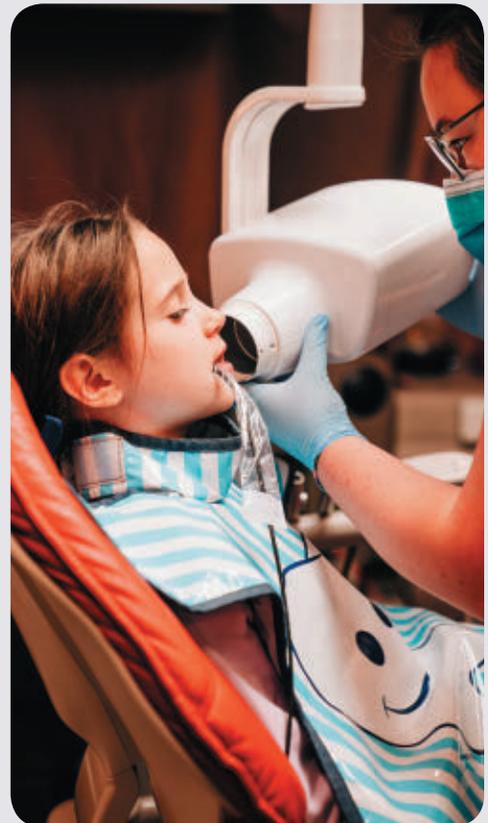
That is why the work being performed on the Tooth Taxi is critical. It has been 14 years since the Tooth Taxi first hit Oregon's highways and byways, and since September 2008 our achievements include:

- 25,493 students screened
- 15,350 appointments in the Tooth Taxi
- 25,695 students received oral hygiene classroom education
- \$8,744,812 value of free dental care provided

It is this success which inspires The Dental Foundation of Oregon to continue to advocate for improvement and increased education about oral and dental health.

Children in Oregon have some of the worst oral health in our nation. Because of poverty, lack of access, and other social and economic issues, Oregon children suffer more dental pain and infection than children in almost any other state. Poor oral health affects overall health that, when untreated, may cause even greater problems as adults.

The Tooth Taxi – a 38-foot dental clinic on wheels – is the **ONLY** mobile unit in Oregon singularly devoted to delivering pediatric dental care and oral health education to children. Your generosity, together with the generosity of our giving community, ensures that all children are free of dental pain, ready and able to learn, and confident in their smiles.



THE TOOTH TAXI TEAM/EEKI PHOTOGRAPHY – ERIN E. KANE





**Join the Tooth Taxi team today.
Please consider making an end-of-year gift to The Dental Foundation of Oregon.**

When children do not receive routine dental care, they are at increased risk for gum disease, permanent tooth loss, and bacterial strains of diseases like pneumonia. They may also suffer from sleep loss, speech impediments, and school absenteeism. That is why the Tooth Taxi is so critical.

Three years of the pandemic has resulted in economic peril for the neediest Oregonians and disproportionately affected our working poor and communities of color, further exacerbating current and historical disparities.

A long-term commitment to lead with equity is reflected in the populations we serve. Students of color represent a disproportionate number of our Tooth Taxi patients (compared to Oregon census data): 36% are Latino, 11% are African American, 4% are Asian, 2% are Native American, and 45% are white.

Our patients also face a dire economic reality: 60% report household incomes below \$30K, and 43% of those families make less than \$20K a year. The single greatest risk factor for childhood tooth decay is poverty.

Despite these barriers, the children who come aboard the Tooth Taxi are courageous and patient, as they sit through hours and sometimes days of complex dental care. Our providers – a dentist, two hygienists and program director – are moved and inspired by these children. And, Tooth Taxi volunteers, most of whom are retired or practicing dental professionals, note that rarely have they seen the grit and gratitude shown by these students in their own practices.

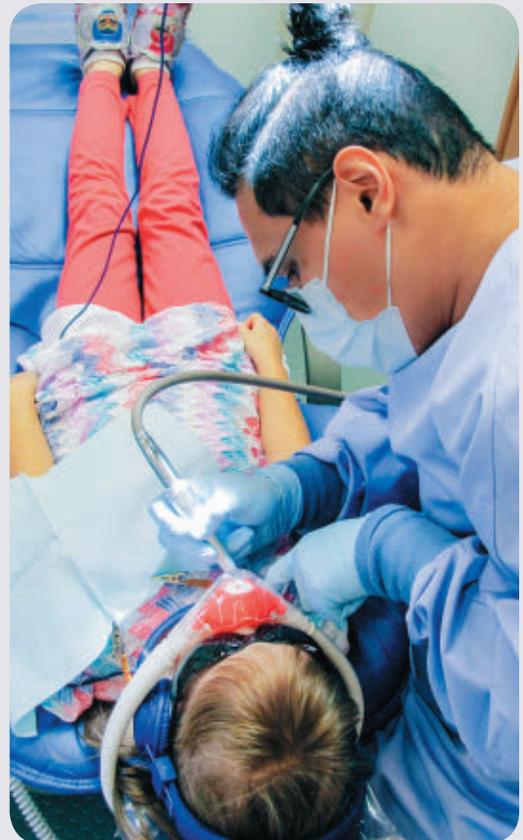
Honor and support the resilience of Oregon’s children with your gift to the Tooth Taxi.

The Tooth Taxi continues to travel to small towns where access to dental care is nonexistent for uninsured children and families, especially if they lack reliable transportation. The Tooth Taxi has traveled to every county in Oregon, with a focus on rural communities. Today, some of Oregon’s small communities have been horribly affected by the wildfires, if not destroyed altogether, and continue to need our services.

Together, we can build a stronger and brighter future for Oregon’s children – one tooth and one child at a time. Please join us with your gift to The Dental Foundation of Oregon.

Sincerely,

Amber Fowler, Executive Director



Dr. Mark Miller, Incoming ODA President (2022-2023) Address to the House

FEATURE

GOOD AFTERNOON AND THANK YOU ALL for a great 2022 ODA House of Delegates. If you can hang in there for a few more minutes, I'm going to wrap it all up for you!

It is with honor and gratitude that I accept the challenge of becoming your 130th ODA president. One only has to look at the list of past presidents to realize what an amazing group of people have held this position. I am humbled and

look forward to the opportunity to serve and become a part of the legacy.

As part of our September 9-10 Board of Trustees meeting, we met with Val Eyssen and Jeanine Pekkarinen from the ADA, who led us in strategic planning group exercises. We all took a self-analysis survey to determine what type of a leader we were. The results indicated whether one was a Controller, an Analyzer, a

Persuader, or a Supporter. All four of these groups have merit. I tested as being part of the Persuaders category, and that is the type of leadership you can expect from me.

As a Persuader, I think it is essential that we work as a team with all members willing to help. I am the coach on the sidelines, surrounded by many assistant coaches from all four of these groups. We all have our areas of strength, and we will combine all of those attributes to achieve the goals for our members' benefits.

Our board is very diverse, energetic, and active in advocating for the inclusion of all dentists. Recent data from the ADA confirms this concept. This will serve us well as we tackle the workforce issues that affect all of us. We must create more opportunities for education and training to be readily accessible to anyone interested in a dental career. And as we provide these opportunities, we need to have all of our skilled positions from assistants to hygienists to doctors working together in harmony. We must allow each team member to use all their skills and abilities to provide optimal care for our patients.

We definitely need more outreach programs in collaboration with all teammates. This is critical for the future of our profession. The ODA can provide this guidance and support.

A step in this team concept direction will occur at OHSU SoD this school year as the fourth-year dental students will work together with hygiene students at a pilot project at Clark College Hygiene School. There



TEAL ROSE PHOTO CO.

currently is no program where our students collaborate with hygienists. The hope is that in the near future an external rotation will also be established where Clark hygiene students will come to OHSU to help provide team care with our dental students. Our clinics will become more proficient and efficient. This is another example of how ODA dentists can strengthen the relationship with the dental school.

We currently have mentor pods of students meeting evenings with volunteer dentists from all types of practices. Our hope is to maintain these contacts after graduation and to help establish study clubs made up of this mixture of dentists. I encourage any of you interested in helping with this program or other potential programs focusing on getting the more recent dental graduates involved in organized dentistry to please volunteer.

It's great to see us emerge from the COVID pandemic shutdown. I think we all applaud the return of in-person events, which are so vital to everyone's mental health. Next year's ODC will be totally in-person, in a return to our wonderfully attended premier dental conference.

The pandemic also reinforced the need for more awareness and discussions about wellness. I'm proud to be a member of the ODA Wellness Committee, and the Wellness Initiative is in operation right now. Any dentist in Oregon can receive – free of charge – eight therapy sessions that are totally confidential.

I can testify to the importance of a program like this. Mental health and therapy issues are very personal for me, and I know they will be ongoing for the rest of my life. On March 7, 2018, I lost my best friend, my high school sweetheart, my girlfriend of 50 years. I was devastated, numb for months. It was only through therapy and the persistence and help of my

friends, many of whom are dentists and hygienists, that I was able to survive. Once I started seeing a therapist weekly, I had to ask myself, why did it take the loss of Linda to a heart attack to start reaching for help? I also started painting with two of my dental school classmates, Gordon Marshall and Steve Hagler, and continue painting with them almost every week. I would be totally lost without my circle of friends.

My point is, in our society, it's OK to seek and receive treatment for any physical maladies, but mention mental health issues and people tend to shy away. Should we be ashamed and embarrassed? Absolutely not! At ODA we know that we aren't rocks, we aren't islands. We all have episodes of despair, hopelessness, and helplessness. We need each other, now more than ever, and we need to leave room for redemption. The Wellness Committee is here to help, to be part of the team. Let's move forward, listening and working together. If there is ever a time we need to reach out more and help each other, it's now. It has to be a team effort, bringing all of our strengths and attributes to help make change for the betterment of our team, our patients, and our profession.

As I step into this new role, I have so many people to thank – and I'm also thanking you in advance for the help you WILL be giving me over the next year! Thank you, Calie, for leading the way and passing the torch without a stumble, and for accepting your new position of ODA Workforce Czar! Thank you Barry, for your steadfast support, incredible energy, and sense of humor. And I want to extend my thanks to the entire ODA staff for all their ongoing help and assistance.

We can't do this without the support of all of you; let's have a great year together! ●

TRANSITION POINTER

WHAT ARE THE ADVANTAGES OF AN ACCURATE PRACTICE APPRAISAL?

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

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

I have appraised over 2,200 practices and sold over 490 in the past 30 years. My average sell price is 97% of my appraised value.

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



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ADA Delegate Report

THE AMERICAN DENTAL ASSOCIATION'S HOUSE OF DELEGATES

met in Houston October 15-18. The House is the governing body for the association, made up of delegates from 53 constituent societies, the five federal dental services and the American Student Dental Association. The numbers of delegates designated to represent each constituent society is based upon membership numbers. This year, Oregon was well represented, with seven delegates and four alternate delegates. Delegates participated in reference committee hearings where proposed resolutions were debated and discussed, floor sessions where votes took place, elections, social activities, and more. It was a few days packed with work, networking, and moving organized dentistry forward.

Oregon's 2022 Delegation:

- Bruce Burton, DMD
- Scott Hansen, DMD
- Cyrus Javadi, DDS
- Britta Martinez, DMD
- Mark Miller, DMD
- Mark Mutschler, DDS
- Eddie Ramirez, DMD
- Olesya Salathe, DMD
- Alayna Schoblaske, DMD
- Kim Wright, DMD
- Caroline Zeller, DDS

Elections at this year's House were especially exciting, as Dr. Linda Edgar, from Washington, was running to be ADA's next president-elect. Oregon delegates joined our 11th district delegation in campaigning for Dr. Edgar throughout the House events. The final day of the House

brought good news, with Dr. Edgar winning the election and sworn in as ADA's president-elect. Dr. Edgar will become ADA president at the 2023 ADA House of Delegates.

George Shepley, DDS, was installed as ADA's 159th president.

Dr. Jon Hisel, a general dentist from Idaho, was installed as the new 11th district trustee.

The House also passed a resolution shifting how the organization will budget and make decisions, allowing the ADA to be more responsive and proactive, rather than reactive. You can read more about all the issues discussed, candidates elected, and resolutions passed at the [ADA.org](https://www.ada.org).

Oregon delegates were each asked to share some reflections about their experiences at the 2022 House of Delegates. Here is what they had to share.

Bruce Burton: Being part of the delegation from Oregon and helping Dr. Linda Edgar from Washington get elected president-elect of the ADA is one of the best moments of my leadership journey. Watching our district come together and work hard to make this happen is so inspiring. I still laugh at the answer Linda gave when a district asked, "If you could choose a superpower, what would it be?" and she answered, "The power to eat whatever I want and not gain weight!" I was also extremely proud to see the House pass major governance changes to try to make the ADA more responsive and effective at adding value for us, its members.

Kim Wright: Wow, what an energizing House of Delegates! OK,

most people don't see policy making as exciting and energizing, but this year was totally different. I see a new ADA emerging. With our new officers taking charge along with our new executive director, I see change on the horizon and soon! It was honestly refreshing.

Scott Hansen: This year's ADA House of Delegates was a little different as we were campaigning hard to elect a future president for the ADA. But there couldn't have been a more meaningful use of our time than successfully electing a leader, Dr. Linda Edgar, who will put into action plans to increase the ADA membership and see that our dues dollars are spent in ways that will benefit our profession.

Eddie Ramirez: Nimble – the word that was used to successfully change the ADA's governance structure to strategic forecasting. Having been to previous House of Delegates meetings, this one chose not only an amazing new president-elect, but has also committed to responding to the needs of member dentists faster and more efficiently. As a council member and a delegate, I'm looking forward to seeing the ADA target issues such as insurance benefits and workforce shortages in a way that will benefit all members, and I believe that with our new Strategic Forecasting Committee (SFC), we will be able to do that. In addition, I hope having the SFC made up of members from all aspects of dentistry will move our profession forward. The real test starts now to see how nimble we can be as an organization.

Mark Mutschler: My experience as a first-time delegate for House of Delegates was exceptional. My wife and I attended the ADA SmileCon for some CE and an interesting and lively exhibit hall with plenty of freebies. The actual House of Delegates was largely spent examining and ultimately passing a comprehensive restructuring of the ADA governance structure with more control of how the budget passed by the House of Delegates gets spent by the Board of Trustees to better respond to changes in economic or political or health urgencies. Our Northwest states of Oregon, Washington, Alaska, Idaho, and Montana (which comprise the ADA 11th District) were very involved in promoting Dr. Linda Edgar, from Washington, as a candidate for ADA president-elect. She was running against a friend of hers from New York, a big state with plenty of clout. The race was exceptionally cordial,

with much mutual respect between the candidates, but ultimately, Linda won against steep odds! She immediately began working to improve dentistry with the new ADA board of trustees. I look forward to next year's House, when Dr. Edgar is installed as ADA president.

Olesya Salathe: We are on the cusp (pun intended) of a lot of change in our industry, and this year's House of Delegates was a great glimmer of hope for me. Seeing a resolution passed that focused on strategic planning and forecasting proved to me that our leadership and representation understands the importance of being active in our own future of dentistry. We have some great challenges coming our way, and a diverse and well-represented leadership is greatly needed. Another highlight was seeing Dr. Linda Edgar, our District 11 Trustee, win the title of president-elect. She listens, leans in, and takes action! I am

once again believing that we have a bright future ahead of us.

Cyrus Javadi: I'm always impressed with the high-quality discussions at the ADA's House of Delegates. I also enjoy networking with colleagues from around the country. But, the best part of this year's meeting was seeing Linda Edgar and her team's hard work to become the next president-elect of the ADA.

Britta Martinez: I learned a lot about the governance process and how much effort goes into it behind the scenes. It was exciting to see the future of our profession being shaped in real time! I hope to see even more representation and engagement of all dentists going forward. 🌍

There is always room for new voices representing Oregon. Want to engage at the ADA House of Delegates in future years? Reach out and let us know!

Linda J. Edgar, DDS, elected ADA president-elect

Reprinted with permission from ADA News

Houston – In balloting Oct. 18 at the House of Delegates, Linda J. Edgar, DDS, was voted president-elect of the American Dental Association.

Dr. Edgar, a general dentist from Federal Way, Washington, is the immediate past trustee of the ADA's 11th District. Dr. Edgar previously served as a delegate to the ADA House and as a member of the ADA Council on Dental Practice.

"I just want to thank all of you for being here and serving," said Dr. Edgar, who received a standing ovation from the House. "Dr. Sabates brought a new day of loving and caring and I hope we can continue that with this House."

In her speech, Dr. Edgar also thanked her opponent and fellow ADA trustee, Paul Leary, DMD, who came

to the stage to hug his friend and congratulate her.

"Thank you, thank you to the House for giving us the time to create an environment to take this organization to the next step," Dr. Leary said. "I can only tell you that this dear friend of mine that you have selected is going to take us to the next place with great, great authority and I am very confident in her abilities to take us there."

"I think we set a bar for how we run our campaigns," Dr. Edgar added. "We really love each other."

In addition to being an ADA trustee, Dr. Edgar is also a past president and past secretary of the Academy of General Dentistry; past president of the Seattle King County Dental Society; and fellow of the American



Linda J. Edgar, D.D.S., addresses the ADA House of Delegates after being voted ADA president-elect.

College of Dentists, International College of Dentists and Academy of Dentistry International. She was chair of the University of Washington School of Dentistry's \$22 million fundraising campaign for more than 10 years and has competed in 45 marathons and two Ironman Triathlon competitions.

PHOTO BY EZ EVENT PHOTOGRAPHY
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DENTAL ASSOCIATION

“I Found a Lump, Is This Normal?” A Modern Approach to Clinical Oral Pathology

By Ashish Patel, DDS, MD, FACS

WE’VE LEARNED SO MUCH ABOUT OURSELVES and our healthcare system over the past two years, and one thing is abundantly clear: Dental practitioners are essential and adaptable.

I treated a patient from out of state for oropharyngeal cancer – a tonsillar squamous cell carcinoma. He, like many people, fell victim to the fallout of the COVID-19 pandemic. His diagnosis and treatment were delayed for months as he couldn’t get in to see his primary care physician. Fortunately, his dental hygienist noted a tonsillar abnormality and made an expeditious referral for a biopsy.

This patient was planned for concurrent chemoradiation therapy to treat his tonsil cancer – a viable but “shotgun” approach to many throat cancers. At age 48, he was wary of the long-term effects of cancer therapy as they relate to xerostomia, osteonecrosis, trismus,

fibrosis, and renal failure. Of course, treating his cancer was paramount, but so was maintaining long-term quality of life. Like many patients, he educated himself and found some of our publications on robotic surgery and de-escalated therapy to treat his cancer with excellent outcomes and minimal side effects. He wondered if he would qualify for this.

Through a streamlined process of virtual visits, we were able to complete his workup from a distance and collaborate with his referring dentist to coordinate in-person needs. He was an excellent candidate for TransOral Robotic Surgery (TORS) to remove his throat cancer without the need for major open surgery, radiation, or chemotherapy. This was not available in his home state.

He underwent surgery with me in Portland. We were able to clear his cancer in a single operation just two weeks after we met via Zoom.

He returned to his home state one week after surgery and has remained cancer free without radiation or chemotherapy. His general dentist, primary care physician and I coordinate telehealth and in-person visits so he doesn’t have to travel to Portland for follow-up care. Prior to 2020, this sort of collaboration and coordination was cumbersome and generally avoided. Out of necessity, it has become efficient, effective, and safe.

Despite these advances, oral pathologic conditions can still create anxiety for patients and dental practitioners. Oftentimes, incidentally discovered oral lesions alter the timeline of comprehensive dental treatment due to the time required for diagnostic workup or inability to access the oral cavity secondary to pain and irritation. In an era where we are limiting in-person visits and personal protective equipment may be scarce, developing a decision tree for which patients should be seen and treated urgently is paramount.

“Oral pathology” is an umbrella term for the diagnosis and study of diseases affecting the mouth and surrounding structures, but colloquially has become synonymous with oral lesions not directly related to teeth. This broad discipline of dentistry encompasses hundreds of conditions ranging from common variants of normal such as Fordyce granules to rare malignancies of jaws including odontogenic sarcoma. As dental practitioners, we see conditions within this range on a



DR. ASHISH PATEL

daily basis. Fibromas, mucoceles, and papillomas are common and can be diagnosed via clinical exam with reasonable accuracy. The problem lies in conditions such as leukoplakia or erythroplakia, where clinical evaluation often doesn't reflect what is happening at a microscopic level. There are four essential goals for dental practitioners to consider when they encounter oral lesions:

- 1) Accurately clinically characterize oral hard and soft tissue lesions to develop a differential diagnosis.

- 2) Use our clinical skill set to risk stratify lesions.
- 3) Develop a treatment plan and timeline for treatment based on the above criteria.
- 4) Know when to refer to a specialist for further management.

As dentists, we are proceduralists and often live by the adage, "A chance to cut is a chance to cure." Even in oral pathology, many roads lead toward a procedure or surgical intervention to diagnose and treat disease. The often-challenging

component is creating a surgical prescription based on our history, physical exam, and diagnostic imaging. There are many branches in a clinical decision tree, which can be overwhelming to both patients and providers, particularly when decisional fatigue sets in. Harnessing our knowledge of the oral cavity, local and systemic diseases, and pathologic conditions allows us to use our skill set and expertise in diagnosis and treatment planning to make the right decisions for our patients. ●



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Want to learn more?

Dr. Patel is presenting on Thursday, April 13 at the 2023 Oregon Dental Conference!

Mark your calendar and plan to attend!



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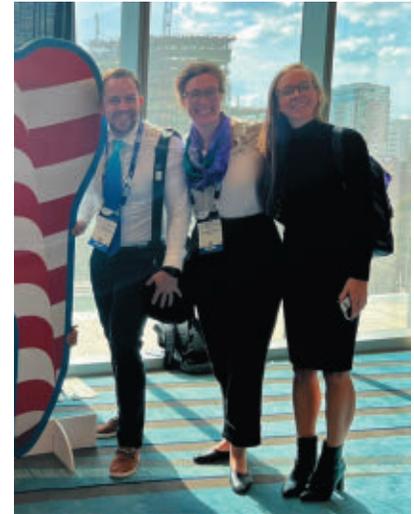
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Show the world what new dentists can achieve and nominate a colleague today. Learn more at oregondental.org.



ODA STAFF



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Multi-Component Tailgater

WHAT'S BETTER THAN A LOCAL COMPONENT EVENT? Multiple local components coming together to form community and kick off the fall season with an outdoor tailgater! On September 29 in the ODA building parking lot, Clackamas County Dental Society, Marion Polk Dental Society, Multnomah Dental Society, Washington County Dental Society, and Yamhill County Dental Society joined forces to bring together more than 130 members, non-members, dental students, and vendors to provide an opportunity to connect and network with peers from different local components. All enjoyed an evening of engagement with food

carts, craft beers, ciders, and wine. Plus, tailgate games, music, and prizes! As the sun went down and the generator-powered lights came on, many stayed late into the evening enjoying conversations and catching up with peers. Dr. Bruce Burton, president of Multnomah Dental Society, said, "It was a great event to connect with fellow dentists and support businesses. You could feel how much people enjoyed being able to catch up and meet new colleagues. The spirits and food carts were a big hit with everyone. I hope it becomes a tradition. Go Team ODA!" It was truly a one-of-a-kind event that we hope to continue annually. 🍷



PHOTOS: ODA STAFF

Regional Event

THE SOUTHERN OREGON REGIONAL EVENT, CE BY THE CHATEAU, took place on Saturday, November 5 at Belle Fiore Winery in Ashland. More than 75 members, nonmembers, dental staff, and vendors gathered for a full day of learning, social activities, and connecting with the dental community. ODA member Dr. Daniel Petrisor presented a course on *Site Development in Implant Dentistry: Building a Solid Foundation for Long-Term Stability*, and Bruce Christopher presented on *The Psychology of Success: Secrets the Superstars Know*. Remarks were made by outgoing ODA President Dr. Calie Roa thanking everyone for attending in her home region of the state, and current ODA President Dr. Mark Miller thanked Dr. Roa for her service and presented her with a gift on behalf of the ODA. The regional event replaces the social component of the ODA's House of Delegates as that meeting is now condensed and virtual. Look for the annual regional event to take place throughout Oregon in years to come. 🗨



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How ePrescribing Software Can Improve Care

EPRESCRIBING

By Robert McDermott, President and CEO, iCoreConnect

WHILE MANY AMERICANS KNOW HOW ESSENTIAL DENTAL

care is to their overall health, nearly 40 million avoid the dentist. One way dentists and dental practices can help their patients overcome their fears and concerns is by providing high-quality patient care. Quality patient care is about two things: ensuring patients receive the service they want and the treatment they need. That means having all of the tools and resources you need at your disposal, including ePrescribing software.

What is ePrescribing Software?

Gone are the days of messy handwriting, lost or damaged prescriptions, pharmacy callbacks to clarify prescription issues, or other prescription errors. ePrescribing software allows dentists to write a prescription on any computer or device and securely send that prescription directly to the patient's pharmacy. Patients can then skip multiple steps and have their prescriptions quickly and accurately filled, improving the patient care experience.

What are the Benefits of ePrescribing Software?

One of the primary benefits of ePrescribing software is the ability to improve the accuracy of prescriptions. When nearly a quarter of all prescription errors can be attributed to illegible handwriting, electronic prescriptions are already changing the prescription world.

While different software solutions will provide different features, the right ePrescription software will not only send the prescription to your patient's pharmacy, but it will also:

- Check the state's PMP database to ensure you're safely prescribing controlled medications
 - Autofill patient information
 - Offer "favorites" for both prescription combos and pharmacies
 - Provide alerts and warnings for interactions and contraindications
 - Fully integrate with existing dental practice management software
- In short, ePrescribing software can and should be doing more than simply digitally transmitting prescriptions, though that clearly has immense value on its own.

How ePrescribing Software Can Improve Patient Care

Given the robust features of a fully-developed ePrescription software solution, the benefits are significant, especially when it comes to improving patient care and the overall patient experience.

In fact, recent research in Europe revealed that nearly 72% of patients preferred ePrescriptions based on the convenience alone. That same convenience is afforded to all patients. However, when it comes to patient care, convenience isn't the only benefit. ePrescribing software can also:

- Improve prescription accuracy
- Ensure patient prescription safety
- Increase adherence to prescriptions
- Improve perception of care

While those are immediate patient care benefits, your patients will also have a better patient experience because your team will have more time to focus on patient care. Additionally, your practice will:

- Have a more efficient workflow



- Free up staff time to focus on patient care
 - Realize significant cost savings
- Patient care and practice growth are top priorities for most dentists and dental practice managers. Finding the right technology tools that can achieve both is essential, but focusing on IT and technology needs often sits on a back burner.

That's why the right technology tools and healthcare software platforms offer a seamless integration with your existing practice management system. ePrescribing integration allows patient information to auto populate your ePrescription, saving time and reducing errors. Advanced ePrescribing tools are an essential and easy way to let technology streamline your clinical workflow.

iCoreConnect, an ODA Endorsed Partner, develops cloud-based technologies to improve and protect your practice, including iCoreRx ePrescribing software. ODA members receive a 43% special discount on iCoreRx. ePrescribe all meds faster from any device with iCoreRx. Book a demo at [iCoreConnect.com/OR7](https://www.icoreconnect.com/OR7) or call 888.810.7706. 📞

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Gorgeous 4-ops Wilsonville Area. Very desirable location. Efficient bread and butter practice located near main thoroughfare with abundant parking. Consistent collections of \$750k+ with low overhead and no Medicaid. Incredible potential to grow revenue by adding more services. Strong hygiene program. Contact Adam at adam@mydentalbroker.com or 541-520-5507.

Eugene: Beautiful 5-op practice with lots of natural light and plenty of private parking. Consistent revenue of \$900k+ on less than 160 days per year with 8 weeks of vacation. The ops overlook a manicured garden with water features. Real estate is also available. Contact Adam at adam@mydentalbroker.com.

Wonderful Partnership Opportunity in one of Oregon's best coastal communities. The practice is currently collecting 2.2m with one doctor and three hygienists. The setting is gorgeous; the office sits on the edge of the water with beautiful views of the bay and the ocean. Contact Adam at adam@mydentalbroker.com or 541-520-5507.

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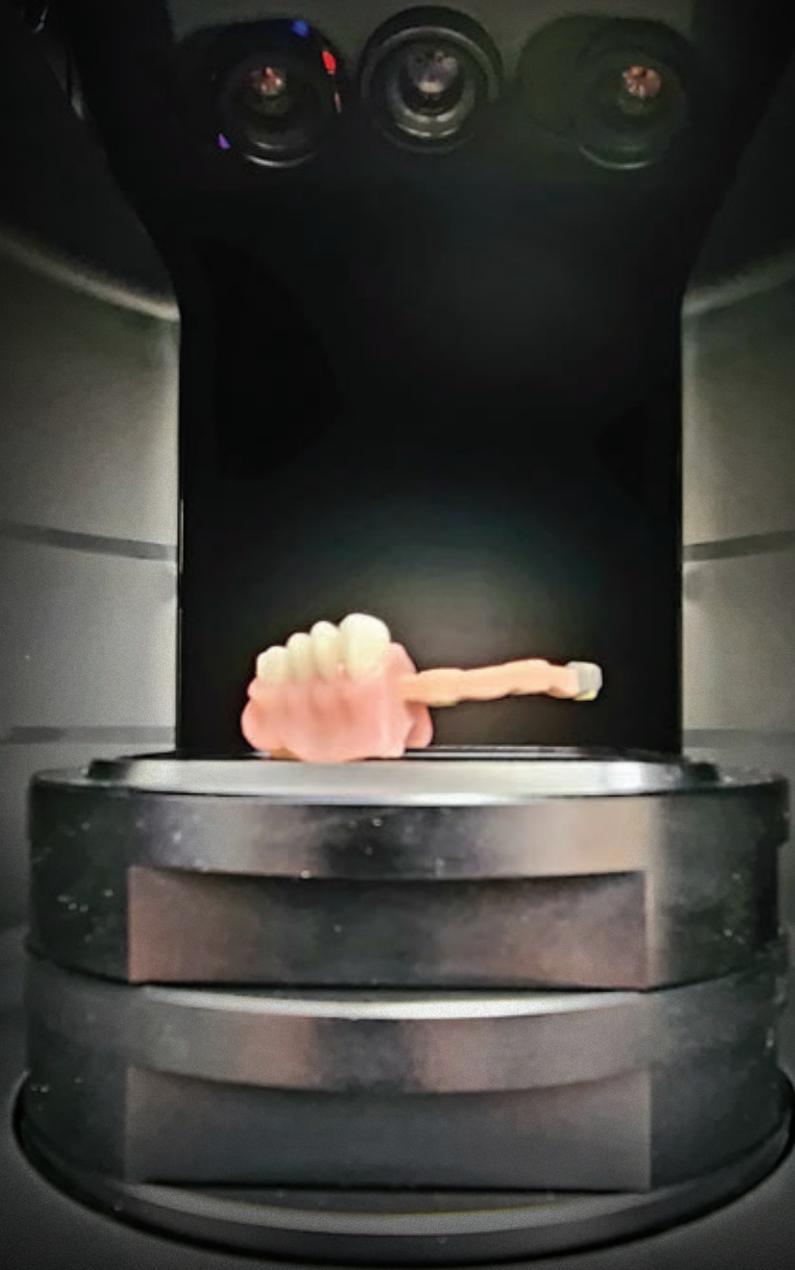


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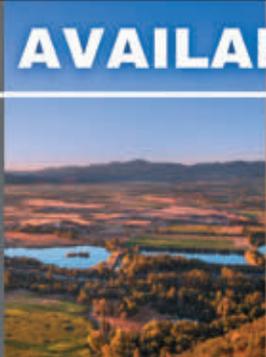
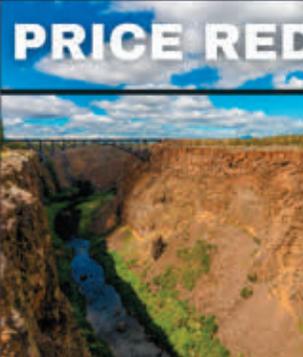
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