We invite you to join us for Artisan’s 19th Annual Golf Tournament and Fundraiser, Friday June 12th, 2015, at Riverside Golf and Country Club in Portland. Enjoy a day filled with great camaraderie, fun, prizes and gifts. Fifty percent of proceeds will be donated to The Terry Monetti Memorial Scholarship Fund at OHSU and Medical Teams International. There will be awards and a banquet lunch following the tournament.

4 Person Scramble Tournament - Shotgun starts at 8:30 a.m.
$200 registration fee (bring your own foursome for $700)
$75 of cost per person is tax deductible.

Please visit our website to register
www.artisandentalgolf.com
or call Ashley Holder at 503.238.6006 ext. 224
ON THE COVER

LEADING-EDGE TECHNOLOGY

Benefits of the advances in technology at dental labs

PLUS

CAD/CAM Restoration Preparation Guidelines.......15
By Dr. Thomas Hilton

ODC 2015 Wrapup

7 Years of Great Service to the Foundation
Charlie LaTourette to retire in June

ALSO INSIDE...

5 From the Editor Barry J. Taylor, DMD, FAGD, CDE
7 Molar Movement #FightEnamelCruelty
9 Compliance Corner Mutual Aid Agreements
11 Member Benefit of the Month SoFi to help members with student loan debt
25 ODA Board of Trustees Meeting Highlights, March 7 & April 12
28 OHSU School of Dentistry Classifieds
Letters to the Editor are welcomed. Letters to the Editor
barrytaylor1016@gmail.com
Association. Send submissions to:
Wilsonville, OR 97070-3710

Are you interested in contributing
to this publication become the
property of the Oregon Dental
Association. For more information, please
contact editor, Dr. Barry Taylor:
barrytaylor1016@gmail.com

Mailing address
PO Box 3710, Wilsonville, OR 97070-3710
Street address
8699 SW Sun Pl, Wilsonville, OR 97070
Dentist Health & Wellness Hotline 503.550.0190

Facebook LinkedIn YouTube

Follow ODA president, Steven E. Timm, DDS: @ODAPrez
Blog www.TheToothOfTheMatter.org

For more information, please
click ‘Calendar’ at the top
of the page or call
ODA at 503.218.2010.

To be determined
To be determined

Dr. Steve Beadnell and Dr. Carlos Ugalde
Mouth Reconstruction
The Paradigm Shift—Tilted Implants for Full
Mouth Reconstruction
Dr. Steve Beadnell and Dr. Carlos Ugalde

Eugene (Valley River Inn)
Eugene (Valley River Inn)

Dr. Kurt Ferré and Dr. Jay Levy
Fluoride—Both Sides of the Issue
Dr. Kurt Ferré and Dr. Jay Levy

Eugene (Valley River Inn)
Eugene (Valley River Inn)

Karla Kent, PhD
Health Insurance: What You Need to Know
Chris Wright

Eugene (Valley River Inn)
Eugene (Valley River Inn)

Greg Englund, JD and Alex Trauman, JD
Employment Agreements, Buy-Ins, Transitions
Greg Englund, JD

Eugene (Valley River Inn)
Eugene (Valley River Inn)

Dr. Kurt Ferré and Dr. Jay Levy
Fluoride—Both Sides of the Issue
Dr. Kurt Ferré and Dr. Jay Levy

WED, DEC 16 Multnomah CE HRS: 2
Managing Dentin Hypersensitivity:
A Continuous Care Strategy
Monica Monsantofis, RDH

WED, DEC 16 Multnomah CE HRS: 2
The Paradigm Shift—Tilted Implants for Full
Mouth Reconstruction
Dr. Steve Beadnell and Dr. Carlos Ugalde

WED, NOV 18 Multnomah CE HRS: 2
Employment Agreements, Buy-Ins, Transitions
Greg Englund, JD and Alex Trauman, JD

WED, OCT 21 Multnomah CE HRS: 2
Health Insurance: What You Need to Know
Chris Wright

TUES, NOV 12 Lane County CE HRS: 2
Cyber Security
Christopher Verbiest & Daryl Johnson, DMD

TUES, NOV 12 Multnomah CE HRS: 2
Employment Agreements, Buy-Ins, Transitions
Greg Englund, JD and Alex Trauman, JD

TUES, OCT 20 Lane County CE HRS: 2
Infection Control in the Dental Office
Karla Kent, PhD

TUES, OCT 20 Multnomah CE HRS: 2
Infection Control in the Dental Office
Karla Kent, PhD

WED, OCT 21 Multnomah CE HRS: 2
Health Insurance: What You Need to Know
Chris Wright

WED, OCT 18 Multnomah CE HRS: 2
Employment Agreements, Buy-Ins, Transitions
Greg Englund, JD and Alex Trauman, JD

WED, DEC 16 Multnomah CE HRS: 2
Managing Dentin Hypersensitivity:
A Continuous Care Strategy
Monica Monsantofis, RDH

WED, DEC 16 Multnomah CE HRS: 2
Managing Dentin Hypersensitivity:
A Continuous Care Strategy
Monica Monsantofis, RDH

WED, DEC 16 Multnomah CE HRS: 2
Managing Dentin Hypersensitivity:
A Continuous Care Strategy
Monica Monsantofis, RDH

WED, DEC 16 Multnomah CE HRS: 2
Managing Dentin Hypersensitivity:
A Continuous Care Strategy
Monica Monsantofis, RDH
BANKER PARTNER NEIGHBOR

DENTAL PRACTICE EXPERT

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

877-231-2265 pacificcontinental.com

EUGENE / SPRINGFIELD PORTLAND / VANCOUVER SEATTLE / BELLEVUE / TACOMA
Author Malcolm Gladwell defines a tipping point as “that magic moment when an idea, trend, or social behavior crosses a threshold, tips, and spreads like wildfire.” We seem to be at a juncture in dentistry in which several technologies are no longer considered new, but are starting to be accepted as being the standard of care. It is not yet conclusive, but certainly the momentum is well behind many of these technologies. The acceptance of new technology also means that long established techniques and materials will become a thing of the past.

Just as we saw with the change from film-based radiographic imaging to digital, it is the point when the economics and practicalities of a technology merge that we seem to reach a tipping point. The spatial resolution of a radiographic film image is still better than the similar digital image, but the many advantages of digital radiography outweighed that factor and we now accept digital radiography as being a more popular standard of care. Similarly we are seeing the acceptance of CAD/CAM restorations, cone beam imaging, and all-porcelain crowns as being the new accepted standards of care.

CAD/CAM technology for dental restorations was first commercially introduced into the market in the late 1980s. Cone beam technology in dentistry was first made available in Europe in the late 1990s. Leucite feldspathic porcelain was first introduced in the 1950s but it was in the ’90s when the first CAD/CAM all-porcelain crown was made available—which had a 99.9% alumina core to which feldspathic porcelain was layered.

Over the ensuing decades, we have seen the popularity soar of all-porcelain crowns made with materials such as lithium-disilicate, zirconia dioxide, and leucite feldspathic porcelain. None of these technologies are new but they all seem to have reached that point in which they are here to stay. Cone beam imaging is the new kid on the block, CAD/CAM is the closest to truly being at the tipping point, and the gold crown is becoming a fading memory because of the many all-porcelain options.

Our acceptance of these technologies isn’t always based solely on evidence. Maybe our own personal experiences weigh more heavily than clinical evidence when making decisions. Twenty years ago it was easy to dismiss CAD/CAM dentistry because too often we saw a new patient who presented with a porcelain onlay with an open margin that their former dentist “had done right in the office in just one day.” You would roll your eyes, quip that ‘if you only own a hammer then everything looks like a nail,’ and then you’d inform the patient that the onlay had to be replaced with a PFM.

But over the years these incidences were less common. Then there was the moment of discovery when you find out that your own dental lab is using CAD/CAM to make your patients’ crowns. You suddenly have that “a-ha!” moment, and you accept that CAD/CAM dentistry meets your standard of care. You don’t want to be the first to use a technology, but you also don’t want to be the last.

In such moments I feel like we are writing the obituary for the gold onlay. Such a beautiful restoration that is now only given a cursory mention in dental school, and is probably not even mentioned in most treatment plan conversations with patients in our own offices. There is only a finite amount of time to teach techniques and the same time constraint when presenting patients with treatment options.

A gold onlay made by the lost wax technique was the great connection that dentistry had to art. It was a technique that had been used for thousands of years to make jewelry and other artistic items. I was enamored with the idea that I could explain to a patient that their gold onlay was made in much the way that their gold rings were made. As easy as it is to lament the passing of the lost wax technique, there is certainly no reason to think that the art of dentistry is passing too. As long as there are patients wanting an esthetically pleasing smile, there will be art in dentistry.
NOW AVAILABLE
Through Henry Schein Dental

We strive to present our customers with the largest selection of equipment and products available in the dental industry. With your success in mind, we are proud to add A-dec to our list of valued supplier partners!
WELCOME NEW ODA MEMBERS!

NIMA AFSAARI, DDS
Medford
Southern Willamette Dental Society

KATHLYN R. AMOS, DMD
Hermiston
Eastern Oregon Dental Society

AARON B. BAIRD, DDS
Sweet Home
Southern Willamette Dental Society

ERIC C. BURGIN, DMD
Beaverton
Washington County Dental Society

THAO M. CHU, DDS
Tualatin
Washington County Dental Society

SAMUEL W. COWGILL, DMD
Ontario
Eastern Oregon Dental Society

JOVAN GVOZDEN, DMD
Portland • Multnomah Dental Society

JULIE S. HADLEY, DDS
Tigard
Washington County Dental Society

MICHAEL E. HANN, DDS
Albany
Marion & Polk Dental Society

MEGAN M. HAYS, DMD
Hillsboro
Washington County Dental Society

BENJAMIN K. HUFF, DMD
Coos Bay
Southwestern Oregon Dental Society

ILKYU J. LEE, DMD
Portland
Multnomah Dental Society

MICHAEL M. MARTIN, DDS
Grants Pass
Rogue Valley Dental Society

ROBERT B. MILLARD JR, DDS
Klamath Falls
Klamath County Dental Society

ROBERT W. MILLS JR, DMD
Tigard
Washington County Dental Society

Join the Molar Movement
#FightEnamelCruelty

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

For more information, or to email your photo to us, contact ODA Membership Specialist Kristen Andrews at 503.218.2010 x110 or kandrews@oregondental.org.

Do you get to the end of the day wondering what you really accomplished?

It’s time for a change!
Time for you and your team to take control and manage your time instead of it managing you!

Time for you and your team to learn productivity strategies to get the right things done!

Lane County Dental Society presents
a program for the entire dental office team
Bethanne Kronick speaking on
Managing Time & Productivity
in the Dental Office
Tuesday, June 9, 2015 5:30 – 8:00 p.m. dinner included
Valley River Inn, Eugene

complete program details and registration at lanedentalsociety.org/programs

MEMBERSHIP MATTERS • MAY 2015
The leadership positions detailed here are currently open for nominations. All ODA members are encouraged to participate in the leadership of this organization. The deadline to express interest is 45 days prior to election, unless otherwise noted below. Interested applicants should submit a letter of interest and a one-page resume to:

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

Email: leadership@oregondental.org

Volunteers NEEDED

- Election held Oct. 30, 2015
  Elected by ODA Board of Trustees
  ** If interested, the deadline to submit materials is July 31, 2015. **

** ODA Trustee
POSITIONS OPEN Three
TERM 4 years
INCUMBENTS Matthew C. Biermann, DMD, MS
Greggory E. Jones, DMD, MAGD
Steven E. Timm, DMD
DECLARED CANDIDATES

** ADA Delegate at Large
POSITIONS OPEN One
TERM 3 years
INCUMBENTS Karley R. Bedford, DMD
DECLARED CANDIDATES

** Leadership Development Committee
POSITIONS OPEN Three
TERM 3 years
INCUMBENTS Patrick M. Nearing, DMD
William F. Warren, Jr., DDS, MS
Kimberly R. Wright, DMD
DECLARED CANDIDATES

- Election held Sept. 12, 2015
  Elected by ODA House of Delegates
  ** If interested, the deadline to submit materials is July 6, 2015. **

** ODA Trustee
POSITIONS OPEN Three
TERM 4 years
INCUMBENTS Matthew C. Biermann, DMD, MS
Greggory E. Jones, DMD, MAGD
Steven E. Timm, DMD
DECLARED CANDIDATES

** ADA Delegate at Large
POSITIONS OPEN One
TERM 3 years
INCUMBENTS Karley R. Bedford, DMD
DECLARED CANDIDATES

** Leadership Development Committee
POSITIONS OPEN Three
TERM 3 years
INCUMBENTS Patrick M. Nearing, DMD
William F. Warren, Jr., DDS, MS
Kimberly R. Wright, DMD
DECLARED CANDIDATES
How can I prepare my practice for unexpected EMERGENCIES?

No one ever expects anything to happen to them, especially in the prime of their careers, but if a major illness befalls you, or if you die unexpectedly, the ADA has developed General Guidelines for Mutual Aid Agreements, to help you prepare for the unexpected. A mutual aid agreement will give you and/or your family peace of mind knowing whomever takes over your practice will do so legally and effortlessly.

A sample of what you will find in the agreement includes: Terms, handling amendments, participants, meetings, expenses, billing, payments, staff, officers and more.

More information can be found online in the ADA Center for Professional Success, http://success.ada.org.
Introducing ALL NEW
clio DI™
Direct Integration Digital X-ray Sensors

ALL NEW Clio Sensors with Direct Integration or DI Technology features integration capabilities into Dexis Imaging Software and many other imaging software unlike any other sensor.

- Captures x-rays images without TWAIN or 3rd party bridging
- Cuts the hassle out of other complicated integration
- Uses the full capabilities of Dexis including auto-acquisition
- Captures high quality images at a more affordable cost
- Does not change existing settings or workflow

Direct integration into the following software and many more:

- DEXIS Imaging 9 & 10
- EagleSoft
- VixWin Platinum
- ClioSoft

CALL TOLL FREE: 800-368-6401 EXT. 5234
601 SW Second Ave, Portland, OR 97204
Restrictions apply. Pricing subject to change. Ask your DMC representative for more details.
ODA endorses SoFi to help members with their STUDENT LOAN DEBT

THE ODA APPRECIATES THAT MANY of its members have student loan debt. We recently endorsed SoFi whose student loan refinancing offer assists recent graduates in achieving their financial goals by lowering the rates on their student loans.

The average recently graduated dentist often has—at a minimum—$250,000 in student loan debt, and many have more. Due to high interest rates and other financial obligations, this debt is often paid down slowly. For example, for the cohort that graduated in 2005, a majority of borrowers have not paid off their student loans yet.

SoFi consolidates and refines both federal and private student loan debt at lower rates than many borrowers pay today. SoFi reduces borrowers’ rates by 1–3 percent on average, saving dentists an average of $30,800, over the life of their loans. SoFi does not charge application or origination fees, nor prepayment penalties to its borrowers. Further, as an endorsed partner of the ODA, SoFi is offering its members an additional 0.125% rate discount that is worth $1,200 for the average dentist refinancing $180,000 (assuming a year fixed loan). For longer term loans or higher debt, the savings are larger.

SoFi offers:

✓ A range of products to optimize your monthly payments, lifetime cost, or speed of payoff
✓ Dentists save an average of $30,800 with variable rates start as low as 1.90% APR and fixed rates as low as 3.50% APR (with autopay)
✓ New long term loan products designed for medical professionals
✓ Consolidate and refinance both federal and private student loans
✓ An additional 0.125% rate discount when you refinance through www.sofi.com/OregonDental
✓ No application or origination fees and no cap on the lending amount
✓ Borrower protections that include death and disability discharge

This offer is good for friends and family. Note that SoFi refines Parent Plus loans as well. Find your rate now at sofi.com/OregonDental.

*Terms and Conditions Apply. SoFi loans are private loans and SoFi does not offer the same flexible repayment terms on its private loans that are features of federal student loans. Not all borrowers receive lowest rate. For variable rate loans, APR may increase after origination. SOFI RESERVES THE RIGHT TO MODIFY OR DISCONTINUE PRODUCTS AND BENEFITS AT ANY TIME WITHOUT NOTICE. The SoFi 0.25% Autopay interest rate reduction requires you to agree to make monthly principal and interest payments by an automatic monthly deduction from a savings or checking account. SoFi loans are originated by SoFi Lending Corp (dba SoFi) California Finance Lender #6054612. NMLS #1121636. For terms and conditions, visit www.sofi.com/OregonDental.

In late 2014, the Oregon Dental Association started a task force to begin the conversation around what important benefits ODA membership should provide to our members. After getting feedback from student members and approval from the ODA Board of Trustees, we are happy to announce the first of these endorsed programs.

Find us online at http://bit.ly/ODAbenefits
LEADING-EDGE TECHNOLOGY
What are the benefits of the many ADVANCES at dental labs?

By Melody & Barry Finnemore

Technology advances are driving one of the most exciting eras in dentistry, benefiting patients and practitioners alike. Technology also is playing a key role among dental labs, improving quality and efficiency and lowering costs while, in some cases, allowing labs to expand their services to clinics.

Dental labs, which once again showed a strong presence at the 2015 Oregon Dental Conference, said computer-aided design (CAD) and computer-aided manufacturing (CAM) continue to lead to restorations that fit better, look more natural and are more durable than materials used in the past. Long used in the industrial and design sectors, CAD/CAM began being used by the dental industry about 20 years ago and has evolved in its use for milled ceramic crowns, implants, veneers, bridges and other applications.

CAD/CAM also provides greater efficiency for dentists because digital impressions improve the fit for patients and reduce the need for adjustments, said Eric Kraus, account representative for Assured Dental Lab in Portland.

“Sometimes with a traditional impression you can’t zoom in as well, so it creates a better impression for the dentist and a better fit for the patient,” he said.

Derrick Luksch, owner of O’Brien Dental Lab Inc. in Corvallis, owned a machine shop and worked as a machinist when the industrial sector adopted CAD/CAM in the late 1980s. As the dental profession began to embrace the technology, Luksch developed the patented TRUfit technology his lab provides for dental practices today.

continues >
When O’Brien Dental Lab receives digital files from a practice, the files are sent to a technician trained in anatomy who uses CAM software to craft crowns, bridges, dentures and other restorative products produced by industrial mills.

The TRUfit system mills custom formulated, high-strength wax-like material that doesn’t melt, which solves the problem of lineal shrinkage that occurs with molten wax. The result is a stable pattern with superior margins, an even cement gap and no pinch points, according to the company’s website.

“It gives us the capability of making crowns that fit far better than anything that can be done entirely by hand,” Luksch said in an interview at the dental conference. “And we’re using milling equipment for industrial uses with high tolerances, so we know exactly what our tolerances are and we can be more precise because we’re not using dental equipment.”

New technologies not only allow labs to produce products that are more consistent and reliable, but they also mean labs can produce products for dentists much faster.

“It has opened many doors with very complicated implant cases that once were so time consuming. With everything being digital, we can eliminate many steps in-between. This is good news for the patient,” said Kristan Stark, marketing and event coordinator for Artisan Dental Laboratory in Portland.

John Beals, prosthetic adviser with Qualident Dental Lab in Vancouver, said about three years ago, the company invested in new technology, including CAD, and its business in the greater Portland area has been growing. Qualident has roughly tripled the number of employees to more than 35 in that span.

Beals called it “a very exciting time” to be in the dental lab field given new technology has continues >
ALL-CERAMIC RESTORATIONS are becoming an ever-increasing component of the restorative dentist’s armamentarium, and a larger proportion of those are chairside CAD/CAM all-ceramic restorations. As with any restoration, keys to success include appropriate indications, meticulous technique, and appropriate tooth preparation. This article will briefly summarize the latter.

General preparation guidelines include the following:
- Rounded internal line angles
- No external cavosurface margin bevels
- Greater axial wall divergence (compared to gold/PFM)
- Marginal design that approximates a butt margin
- 1.0–1.5 mm axial reduction

The difference between a “heavy chamfer” finish line and a butt margin with a rounded axial-gingival line angle is likely more academic than clinically significant as in vitro research has not shown a significant difference in crown adaptation between crowns made with either margin design.

There are some differences in preparation design depending on the restorative material and whether the restoration will be conventionally or adhesively luted. A good rule-of-thumb is to provide 2 mm of occlusal reduction, although eMax® (Ivoclar) can perform adequately with 1.5 mm occlusal reduction if it is bonded. If an eMax is going to be cemented with conventional cement, the manufacturer recommends at least 2 mm of reduction in the occlusal contact area. Feldspathic ceramic restorations should always be adhesively luted but due to reduced mechanical properties compared to eMax, they should be reduced 2 mm in the occlusal aspect of the preparation.

There are some preparation considerations that are unique to CAD/CAM restorations due to the dimensions of the diamonds used to mill the ceramic blocks. Very angular preparations (changes in preparation geometry less than 1 mm) cause the restoration to be over milled, potentially leading to thin areas prone to fracture. Smooth, rounded, divergent, flowing preparations without sudden changes in geometry are more likely to be successful.

While it is true that some unique characteristics need to be incorporated into CAD/CAM preparations, when ceramic restorations fabricated for properly prepared teeth in an appropriate indication are properly cemented, all-ceramic CAD/CAM restorations have shown impressive clinical performance.
increased the accuracy and efficiency of prosthetics fabrication.

“Predictability is a big part of what is going on with CAD, procedures and materials offered to us by manufacturers,” he said. “How that trickles down to our accounts is in predictable results, accelerated completion dates for prosthetics such as crowns and dentures, and more efficient use of (practitioners’) time. Patients are experiencing less chair time, and less time at the dental office.”

Technology such as CAD, press machines with greater precision, and new ceramics mean greater quality control, Beals noted. “We’re recreating nature in a more predicable way. Qualident is excited about the opportunities to be around this new technology and incorporate it in our artwork.”

Crown Works Dental Laboratory in Sutherlin received immediate positive feedback when it began using digital scans that no longer require patients to bite down on impressions or have powder sprayed into their mouth before a scan, said Lorna Humphreys, the lab’s administrator.

“We’ve been working with a particular dentist and he wasn’t complaining about fit before, but at the same time he recognized that the fit had really improved and digital scans make a big difference,” she said. “He has had zero adjustments and he is extremely pleased.”

In addition to enhancing patient comfort, the digital scans save time that previously was needed for processing impressions. It also helps save money because models are no longer needed, which eliminates the expense of the impression material, Humphreys said.

Damon Liesse, business development manager with Advanced Dental Technologies Inc. of Portland, said his company is experiencing growth in printing 3D models from digital impressions and making implants, crowns, bridges and night guards, and it’s poised to begin providing 3D surgical stents.

Technology also is providing benefits in terms of patient education, communications and marketing. For example, one of the ways Advanced Dental Technologies is adding value for dental clinics is through a “closed” website it rolled out a little more than a year ago that general practitioners, specialists and their patients access via an access code. The site essentially is an educational and marketing platform, providing via text and video information to patients about implant procedures—from single
FACING ADDICTION?

You’re not alone. We can help.

Dentist Health & Wellness Hotline

ODA volunteers are on call, 24 hours a day to provide confidential, caring assistance for help in dealing with substance abuse and addiction, disability, litigation stress, and mental health challenges.

ODA member dentists recognize the essential human dignity of all those who suffer from chemical dependency or mental disorders.

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

503.550.0190
24-hour support

Officite made the process seamless and the staff was great! Everything we asked, they delivered! A great experience.

-Drs. Menaker & Rodney, DDS
www.SmileCharlotte.com

Call or visit us online for a Free Web Presence Tour
855-424-5093 | www.Officite.com/ODAMembership

Portland Downtown – SOLD Collecting about $700,000 with a good net income.
SW Portland Suburb – Collecting about $1,500,000 with an excellent net income.
Upscale 3,000 sq. ft. office with 7 operatories, Digital Imaging and paperless charting, 37% hygiene, 31% crown & bridge, and 4-5 implant restorations per month. Dr. relocating.
Milwaukee Area – Collecting $1,300,000 with good net. Modern, state-of-the-art building and office. 4 equipped ops. + 5th. Beautiful view. Dr. retiring.
SE Portland – Small 3 operatory practice collecting about $170,000, 35-40% hygiene, all endo & OMS referred out. Nice shopping center location. Dr. retiring.
Wine Country – SALE PENDING Collecting over $1,800,000 with excellent net income. Located in the center of wine country. Digital imaging and paperless charting. 7 ops.
McMinville Area – SOLD Collecting about $400,000 with good net income.
Eugene – Associate position available. Bilingual a plus. Great benefits.
Roseburg – SALE PENDING Practice collecting $500,000+ on three days per week.
Roseburg Area – Collecting over $700,000 with excellent net. Nice office with good visibility on a high-traffic arterial. 4 operatories. Long-term staff. Dr. retiring.
Southern Oregon – Practice collecting almost $1,000,000. High visibility traffic location, 4 operatories, 40% hygiene, no endo. Digital x-ray. Buyer net after debt service over $300,000.
Astoria – Collecting $420,000 with good net income. Dr. retiring.
Pediatric Practice Salem – Collecting about $800,000 with good net income. Adec equipment. Great high traffic location. Long term staff.
Perio Practice Hawaii – Exceptional ocean views from operatories. Contact me for details.
Perio Practice Northern Idaho – Periodontal practice with a focus on implants. Collecting about $1,200,000 with a good net income. 2 Adec operatories. ICAT system.

PRACTICE TRANSITIONS MADE PERFECT!
tooth to full mouth implants—and helping position a given practitioner and specialist as a team, with information about their background and expertise. Additional information about implant history, materials and manufacturers is listed. Advanced Dental also provides implant demonstration model kits and brochures to clinics.

The website is growing in popularity with general practitioners, Liesse said, stressing that both the site and 3D printing are tools to help build practices and “help our clients increase their case acceptance of dental implants.”

Lance Dowdle, co-owner of Excel Orthodontics Inc. in Tigard, said Excel’s business has grown, in part because it has adopted software that allows online prescriptions and paperless billing. The lab is seeking to expand that paperless aspect of its service this year due to the efficiencies customers enjoy. Excel Orthodontics also is using 3D technology to a greater degree to print models used for appliance fabrication.

Dowdle, whose lab is now in its 25th year in business, said based on his interactions with practitioners, technology is more top of mind. “It’s interesting, because when talking with a new doctor, they no longer just ask, ‘What appliances do you make? It’s also, ‘What technology do you offer?’ We’re trying to stay one step ahead.”

Humphreys said Crown Works is encouraging more of its clients to send digital scans, and she is exploring the potential benefits of a 3D printer. The lab also is considering the possible effectiveness of an impression scanner that would allow dentists who don’t conduct intraoral scans to send an impression the lab would be able to use to mill restorative products.

Cone beam imaging is an emerging advancement that allows dentists to diagnose patients using 3D imaging that can be manipulated by computer software for a wide variety of applications. Among its uses, “it will continue to improve facial scans and has the ability to replicate how a patient’s jaw functions on a daily basis,” Assured Dental Lab’s Kraus said.

Luksch said digital dentistry will continue to drive the profession, and noted an increasing interest in intraoral scanning. “The companies involved in that technology are starting to open their files and the business model is changing, so it’s more economically feasible to get involved,” he said.

Melody and Barry Finnemore are freelance writers for ODA and partners in Precision Communications. They can be reached at precisionpdx@comcast.net.
Anyone Can Play!

You don’t have to be a professional golfer to play in the Chip! for Teeth Golf Tournament on Friday, June 19, 2015 at Langdon Farms Golf Course—although opposable thumbs will help.

Anyone can play and support the ODA’s charity and programs like the Tooth Taxi and the Mission of Mercy.

Register online at www.SmileOnOregon.org or call the DFO office at 503-594-0880 today.

Support Chip! for Teeth.
Support the ODA’s charity.
The Oregon Convention Center became a time machine April 9–11 as the Oregon Dental Association celebrated its annual conference with the theme “Dentistry: Honoring the Past, Embracing the Future.”

At the early end of the timeline, a historical dental showcase in the Exhibit Hall displayed photos of equipment used decades ago by practitioners. The showcase was a sampling from the exhibit “Impressions in Time: The Growth of the OHSU School of Dentistry” that was hosted, January through April, by the OHSU Historical Collections & Archives. The full exhibit included historical materials uncovered during the dental school’s move to Skourtes Tower, including construction photographs, yearbooks and catalogs, artifacts, and a collection of unusual teeth.

The light-years of progress made since those bygone days marked the remainder of the Exhibit Hall and meeting rooms. More than 200 exhibitors displayed the latest in dental technology, oral health products, and business services for providers. Courses offered during the conference ranged from new technologies and products, to practice management and enhanced patient care. Courses also informed attendees about how to manage stress, the role dental professionals can play in recognizing and intervening in domestic violence, and the contributions that dentists have made to humanity.

New to the conference this year was the Mobile Photo Booth, in which volunteers equipped with iPads took pictures of attendees that could be viewed in a photo hub. Sponsored by the Dentists Management Corporation and the Dentists Benefits Corporation, the Mobile Photo Booth gave two lucky participants a chance to win gift cards.
Dave Mitchell’s keynote address “The Power of Understanding People, Hollywood Style!” drew rave reviews from attendees such as Kellie Butler and Tanya Langdon, who said Mitchell’s energy and humor were compelling as he spoke about communication styles that are effective both professionally and personally.

Butler, an office administrator, and Langdon, a dental assistant, work for the same practice and said the conference fosters teambuilding.

“Generally we come to regroup, get remotivated and learn new things that we can take back to the office and give to our patients,” Butler said.

“I enjoy meeting the people from the labs we use,” Langdon added. “We talk to them on the phone nearly every day, so it’s nice to see them face to face.”

Derrick Luksch, CDT, owner of O’Brien Dental Lab Inc. in Corvallis, said many exhibitors also relish the conference’s social aspect.

“The dental conference every year gives us the opportunity to get together with friends and customers that we often can’t get out to see throughout the year. It’s a gathering spot, and it’s a good opportunity to shake hands and share conversations with friends,” he said.

Amanda Koski, who is studying to be a dental assistant at Concorde Career College, was among the more than 6,600 people who attended the ODC, and said she was pleased her instructor signed her up for the event.

“I didn’t really know what to expect, and we’re studying radiology so I decided to go to a course on 3D technology,” she said. “It was actually kind of cool because...”
3D imaging can show more than 2D technology, so I hope whatever office I work for has 3D technology.”

Gary Lewellyn, DMD, has been a general practitioner for 53 years and attended his first state dental conference as a student in 1960. He’s been to more than 30 since then, and said the event is a good source of continuing education.

“In this day and age, you have to stay on top of things,” said Dr. Lewellyn, who practices in Medford. He appreciates learning about new technology such as CAD and CAM, but relishes what he calls “hands-on, eyeball” dentistry.

Michael Biermann, DMD, a past ODA president who practices in Portland and teaches part time at OHSU, agreed that the conference is a convenient place to keep pace with the continuing education required to maintain licensure. He also appreciates the camaraderie of peers, including social events such as the President’s Dinner and the ODC President’s Party.

“It’s a good program this year,” he said. “I always enjoy coming.”

John Blaisdell, DDS, with Blaisdell Dental Center in Caldwell, Idaho, and president of the Idaho State Dental Association, has attended about 10 ODCs during the last 20 years and has watched it grow and improve over that time.

“This dental conference is about five times larger than ours. It’s a nice location and an excellent facility. The number of exhibitors has increased, and the value of the time spent here is well worth it,” he said.

Eric Kraus, an account representative for Assured Dental Lab in Portland, said he appreciates the visibility the Oregon Dental Conference offers for exhibitors.

“It’s a great area to be able to showcase new technology and show current and potential customers what you can offer. It allows dentists to add value to their practice and their patients,” he said.

Michele Gunness, PhD, CLP, senior technology development manager with OHSU’s Technology Transfer & Business Development office, said the conference offers the chance to evaluate new technology. “It’s a good opportunity for me to see the new products they are selling and what is being marketed,” she said.

Attendees such as Luis Garibay of Keizer, who is studying to be a dental assistant, said the conference was informative and gave him a bigger picture view of the profession—“all the things I could be,” he said. “I learned a lot.”
Memberships:

- Platinum
- Gold
- Bronze
- Additional Sponsors

Thank you!

ODA thanks all 2015 ODC Sponsors for their generous support.

ODC 2015 Attendance Breakdown

- Dentist — 1,243
- Hygienist — 1,823
- Exhibitor — 1,131
- Assistant — 753
- Administrative Staff — 468
- Assistant Student — 370
- Dental Student — 326
- Hygiene Student — 237
- Guest — 144
- Resident — 44
- Pre-dental Student — 51
- Other — 61

Attendees gave back through an on-site American Red Cross blood drive, and could pamper themselves with complementary, 10-minute head and neck or foot massages.

A course led by staff and volunteers for Medical Teams International educated attendees about dental techniques, equipment and supplies that can be used domestically and abroad to maximize production and impact in low-resource environments. And the perennial presence of the Dental Foundation of Oregon's Tooth Taxi allowed practitioners to learn more about how they can support access to care for underserved children in communities throughout Oregon.

American Red Cross

Goal: 38

Received 35 pints

41 donors

7 potential donors scheduled
5 donors deferred
9 first-time donors
Delivering Boutique Esthetics at an Amazing Price

Starting at $153

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

© 2015 Ivoclar Vivadent, Inc. Ivoclar Vivadent, IPS e.max is a registered trademark of Ivoclar Vivadent, Inc.

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

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

“We ensure consistent quality—case after case. Our remake percentage is less than 2.5—well below industry standard.” – Assured Dental Lab

“I am so pleased with the crown and bridgework you provide for me. The contours, margins and esthetics are great. I love that I no longer have to grind away the beautiful anatomy for occlusal adjustments like I used to have to do with other labs. We hardly have to do any adjustments at all.”

– Maureen Gierecki DDS, Harrison, MI

www.assureddentallab.com
877.283.5351

Quality Products at Amazing Prices. Case after Case.
Meeting Highlights

Saturday, March 7, 2015

• Trustees were given an update on the Dental Foundation of Oregon, ODA investments, and the ODA legislative agenda.
• SoFi was approved as an ODA endorsed program.
• WEO Media was approved as an ODA endorsed program.
• The 2015 ODA Strategic Plan was approved.

Sunday, April 12, 2015

• Dr. Greggery Jones was elected as ODA President Elect.
• Drs. Kim Wright, Jill Price, Barry Taylor, Jim McMahan, and Patrick Hagerty were elected as 2015 ADA Alternate Delegates at Large.
• Dr. William Trevor was elected to the Government Relations Council.
• OHSU Sterilization Services was approved as an ODA endorsed service.
• Dental quality metrics discussion was lead by Dr. Kenneth Chung.

Upcoming Board of Trustee meetings:

<table>
<thead>
<tr>
<th>DATE</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 30</td>
<td>Skamania</td>
</tr>
<tr>
<td>July 24</td>
<td>ODA</td>
</tr>
</tbody>
</table>

WE SELL DENTAL PRACTICES.

Buck Reasor, DMD

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

Why Choose Reasor Professional Dental Services

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

Experience. For the last 10 years Buck has skillfully guided many dentists through a successful practice transition experience.

Reasor Professional Dental Services

503-680-4366
info@reasorprofessionaldental.com www.reasorprofessionaldental.com
Years of Great Service to the Foundation

Charlie LaTourette to retire in June

“The DFO has been lucky to have such a GREAT LEADER for all these years. Charlie is leaving the Foundation in a much stronger place than when he started and we are grateful for his DEDICATION and SERVICE.”

—Dr. Weston Heringer, Jr., DFO President
The Dental Foundation of Oregon (DFO) has made considerable strides since Charlie LaTourette came on board in October of 2008 as the foundation’s first full-time executive director. With the addition of the Tooth Taxi program in September 2008, his challenge was to establish financial support and partnerships to keep the van operating with a full time staff and to increase visibility and overall support for the foundation.

LaTourette rolled up his sleeves and got to work. Over his next few years, through increased outreach, additional programs, and focused grant writing, the DFO was able to secure over two million dollars dedicated for the Tooth Taxi. He established good relationships with many of the Oregon foundations, who continue to provide funding for the Tooth Taxi, and the American Academy of Pediatric Dentists Foundation which gave the Tooth Taxi program two $20,000 grants.

Over the last seven years, LaTourette has been present at local component societies around the state and regularly attended the annual ODA House of Delegates meetings, raising awareness and further engaging the dental community in the ODA’s charity.

To reach a greater statewide audience, LaTourette applied, and the DFO was accepted, into the Oregonian’s Season of Sharing and the Willamette Week Give Guide, which helped introduce the DFO/Tooth Taxi to hundreds of new non-dental donors and generated over $52,000 dollars for the program over five years. Combined with increased awareness and renewed annual DFO events like the golf tournament, car raffle, and many more—greater awareness and exposure for the charitable efforts of the dental community have benefitted all dental professionals in Oregon.

As a founding member of the Oral Health Funders Collaborative, LaTourette, along with the Oregon Community Foundation, Providence, Kaiser, and others, worked to explore ways to maximize the impact of oral health grants, shared information and best practices, and helped shape the conversation around oral health in Oregon.

As part of the DFO, LaTourette strived to help low-income children and to leave the foundation in a stronger position than when he started. Given the success of the Tooth Taxi, fundraising outreach efforts, a broader base of donors, increased engagement from the dental community, new and stronger relationships with foundations and a greater awareness of the foundation in the larger community, he has done just that.

We congratulate Charlie LaTourette on his accomplishments and wish him all the best in his retirement.
Dental students gain public speaking experience during ODC

By Melody Finnemore

Of the hundreds of students who attended the Oregon Dental Conference, a select few had the opportunity to gain experience that was unique to this year’s event.

A half dozen students from the OHSU School of Dentistry served as conference speakers on April 11 during sessions that combined public speaking experience for them and leading-edge information about patient care for the audience.

Steven Gold, DDS, an assistant professor in OHSU’s department of restorative dentistry and a group practice leader, evaluates fourth-year students annually as they give comprehensive care presentations that are required as part of their coursework. During the presentations, students chronicle the first time they examine a patient in OHSU’s Dental Clinics, the treatment plan they create for that patient, and the results of the treatment.

As he listened to the presentations last year, Dr. Gold realized that they were similar to a continuing education session, and that the information shared would be a perfect fit for the dental conference.

“I was listening to the students and I was thinking, ‘I’m learning a lot and hearing things that I may have forgotten, or that may be new information,’” he said.

The ODA’s Annual Meeting Council, which organizes the dental conference, embraced the idea of the student presentations. A member of the council, Dr. Gold said the experience was invaluable for the students because it provided a forum to hone their public speaking
skills while explaining how they determined a patient’s course of treatment and how the patient responded to it. In addition, the students earned a fee for speaking during the conference.

“They (got) paid an honorarium like the other speakers, and they can put on their resume that they were a paid speaker at a major dental conference,” Dr. Gold said. “Some of them are going on to specialty residency programs and may start doing more of this type of thing.”

When interviewed the day before the presentations, Dr. Gold said he expected several members of the audience to be OHSU School of Dentistry alumni. During a Q&A panel session following the presentations, course attendees had the opportunity to ask the students about the dental school’s new home in Skourtes Tower and their experiences as students there.

This was the first ODC for Soroush Amali, a third-year dental student, who said he appreciated the audience of seasoned practitioners who listened to the presentations.

“I kind of jumped at the opportunity because it sounded like it was going to be an exciting experience,” he said. “It was kind of humbling to see all of these people in the audience and know they are practitioners who are very good at what they do, like I hope to be someday.”

Amali spoke about creating a treatment plan for a patient with cancer. During the Q&A, some clinicians posed questions and made suggestions that he felt will guide him through future treatment plans for cancer patients.

Fourth-year student Owen Trinh said public speaking did not come naturally for him at first, but practice and mentoring from others have helped him come to enjoy it. He has learned that public presentations are a powerful tool to share ideas with others, and they are particularly effective if the speaker can engage the audience with concise narratives and key details supported by high-quality clinical photos.

“The ODC experience laid the foundation for future presentations that I expect to deliver during my prosthodontics training,” Trinh said. “In the long term, I intend to practice advanced prosthodontics full-time, and to gradually transition to either pre- or post-doctoral teaching part-time. Observing other presenters gave me a good perspective of which presentation style I think would work well for academic purposes, compared to the style that would work well for other types of public engagement.”

Seth Monson, also a fourth-year student, said speaking during the conference taught him and some of his fellow colleagues that they had a flare for the educational side of dentistry. “Through poster presentations and CE courses, I found an avenue of dentistry that sparked my interest. I have to thank the ODC hosts, organizers, and Dr. Gold for the opportunity,” said Monson.

Melody Finnemore is a freelance writer for ODA and a partner in Precision Communications. She can be reached at precisionpdx@comcast.net.
SEEKING ASSOCIATE DENTIST IN DOWNTOWN PORTLAND, OREGON. Our private practice at West End Dental provides implant, sedation, endodontic, cosmetic and surgical dentistry. Dr. Jim Krippearne graduated from OHSU dental school in 1988 then joined his father’s practice in 1990 after completing two years post graduate training at UTHSCSA. We have well respected, long-term employees and are looking to hire someone who will blend well with the rest of our team. We are seeking a personable, patient-focused, driven associate dentist. Must have at least two years of experience. No partnerships available. Part-time position up to 50% with full benefits. Considering joining our Team? Give us a call at 503-327-4396 or email us at tnguyen@tcdendodontics.com.

GREEN APPLE DENTAL IS LOOKING FOR a part-time or full-time dental associate. Be a part of a team without going corporate. We are looking for a talented general dentist to join us who has at least 2 years of experience in private practice. This dentist should be proficient in all phases of dentistry. Please email your resume to drkang@greenappledental.com.

DR. TODD COCKRELL IS LOOKING FOR AN EXPERIENCED General Dentist to join his beautiful family practice in Jantzen Beach. This top notch Dentist would practice broad scope General Dentistry treating approximately 10-12 patients a day in a PPO/FFS (no Medicaid) environment. Office is modern with Cerec®Omnicam, intra-oral cameras, soft tissue lasers, and digital charts/x-rays. First class work environment with an emphasis on quality versus quantity while keeping patients for life. Excellent income potential with full benefits, malpractice insurance, CE, and 100% of lab fees paid. Contact Tiffany Hart, brownti@paden.com for more details.

PERMANENTE DENTAL ASSOCIATES OREGON / WASHINGTON — Our mission is to provide the best oral health care to every patient through evidence-based dentistry within a group practice setting. Excellent opportunities offered to skilled Dentists, including Specialists. For additional information, please visit: pda-dental.com or for current practice opportunities: https://pdacareers.silkroad.com/pdaext/EmploymentListings.html. Contact us, phone: 503-813-4915 or email: pdajobs@kp.org.

DENTIST ASSOCIATE OPPORTUNITY SW WASHINGTON STATE. An opportunity for an experienced Associate Dentist is open in Vancouver, WA. This is a busy, locally owned, well established, multi-dentist office. This modern, well-equipped office is very patient-oriented, great staff, excellent dentists, very stable business. We offer very competitive earning, benefits, opportunity. Email your CV to mbowercons@aol.com or fax to 360-604-7927.

DOWNTOWN PORTLAND — A PRIVATELY OWNED DENTAL PRACTICE, 2nd & Madison Dental is seeking an experienced, compassionate, piecework oriented clinician. Your duties are diagnosis and completion of prescribed treatment. Our staff takes care of the rest! The focus of the practice, and patient’s expectation, is same day treatment. 150 to 200 new patients per month. 30% of production. Call or text 949-498-3761.

— ORAL & MAXILLOFACIAL SURGEONS — LOOKING INTO PARTNERING WITH A SENIOR SPECIALIST who has a million dollar track record? Polaris Dental Specialists is a single-owner, multi-location, multi-speciality (endo/perio/O MS/pedo) practice that will mentor you into a partner. We are not “Corporate Dentistry” but rather a “Mom and Pop” practice with lots of ambition and very long teeth. Our practice is quality-oriented, paperless and equipped with microscopes and digital radiography (intraoral sensors and pano/CBCT). We are looking for an energetic Endodontist who loves people. Compensation of up to 50% with full benefits. Considering joining our Team? Give us a call at 503-327-4396 or email us at tnguyen@tcdendodontics.com.

continues
SALEM, OR – Wonderful upscale G/P collecting $400K+. Beautiful newer, 5-op office, great location.

EASTERN OREGON – Excellent practice and building opportunity! Well established, high profit, G/P collecting $600K+.

N. OREGON – Wonderful G/P opportunity producing $500K+, less than 1 hour from Portland.

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

WILLAMETTE VALLEY, OR – G/P and building opportunity in a beautiful rural setting about an hour from Portland.

WILLAMETTE VALLEY, OR – G/P collecting $315K + with very nice office in a wonderful location.

WESTERN OREGON OMS – Excellent, high profit practice in the Willamette Valley. Very nice, spacious, easy access building with good parking.

PORTLAND, OR – Excellent G/P collecting over $500K with high profit. 4 ops and wonderful location!

S. OREGON COAST – Great startup opportunity! Building and part time practice with 3 equipped ops.

S. OREGON COAST – Excellent, well established fee-for-service G/P collecting $220K+ with high profit.

S. OREGON COAST – Excellent family G/P collecting $500K+. Very nice office with newer equipment, including Eagle Soft & Schick.

OREGON COAST – Excellent G/P collecting $700K+. Very nice, well equipped, newer office in a wonderful location.

NEW! SOUTHERN OREGON – G/P collecting $1M+ with high profit. Beautiful, newer 5-op office in a wonderful location.

HOMER, AK – PRICE REDUCED! Wonderful, long established G/P collecting around $550K. Includes digital x-rays, laser, and pano.

NEW! ANCHORAGE, AK – Excellent practice collecting over $900K. Practice has Prosthodontic emphasis but the production mix is varied.

FAIRBANKS, AK – profitable G/P collecting $700K in 2013. 3 ops and great staff, ready to transition.

MAT-SU VALLEY, AK – Excellent G/P collecting almost $400K +. Newer equipment, 3 ops, pano and digital x-rays.

FAIRBANKS, AK – Associate wanted for busy Endo practice!

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

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

TACOMA, WA PROSTH – Well established practice collecting $450K+ in 2013. 7 ops, digital x-rays and a full denture lab. Building is also available!

WEST PUGET SOUND PERIO – Great practice with an emphasis on implants, collecting $550K+ in 2013. 4 ops, Pano and more!

BELLEVUE, WA – Highly profitable G/P collecting over $1.5M in 2014. 4 ops, digital x-rays, all in a stylish office space.

NEW! SPOKANE, WA – Associate wanted for Holistic/ Biocompatible dental practice. Approximately 26 hours per week.

NEW! BOISE AREA – Wonderful G/P practice with excellent location. Collected $500K in 2014. 5 ops, digital x-rays, and more. Cone-Beam and Cerec also available.

www.PracticeSales.com
Aaron@PracticeSales.com  RandyH@PracticeSales.com
Please call for a Complimentary, Confidential Consultation
DENTAL OPPORTUNITIES

- ORAL & MAXILLOFACIAL SURGEONS -

ORAL SURGEON NEEDED ON A PART-TIME BASIS, 7-10 days per month in our Portland area offices. Excellent income potential plus a daily guarantee, all in modern offices with trained assistants and the latest dental equipment and technology. Contact Ed at 949-842-7936 or send CV to looname@paoden.com.

PEDiatric DENtistry

LOOKING INTO PARTNERING WITH A SENIOR SPECIALIST who has a million dollar track record? Polaris Dental Specialists is a single-owner, multi-location, multi-specialty (endo/perio/OMS/pedo) practice that will mentor you into a partner. We are not “Corporate Dentistry” but rather a “Mom and Pop” practice with lots of ambition and very long teeth. Our practice is quality-oriented, paperless and equipped with microscopes and digital radiography (intraoral sensors and pano/CBCT). We are looking for an energetic Pedodontist who loves people. Compensation of up to 50% with full benefits. Considering joining our Team? Give us a call at 503-327-4396 or email us at tnguyen@tcdendodontics.com.

EQUIPMENT FOR SALE


ADEC CABINETRY—6 OPERATORIES OF TOP OF THE LINE, good condition Adec cabinetry. Also have dental compressor and vacuum. If interested, call Curtis Clark 541-740-5971.

SUPPORT STAFF OPPS

DENTAL ASSISTANTS

TOP DOLLARS AND BENEFITS FOR CREAM OF THE CROP Dental Assistant. Supportive, outgoing, efficient, enthusiastic and patient-oriented Dental Assistant wanted! We offer unbeatable wages and pay 100% of your benefits; no deduction off your paycheck. 2 weeks of paid time off each year. Monthly bonus of hundreds to a thousand of dollars/month. READ ON and see! Excellent customer service and communication skills required. Self-starter, detail-oriented, hardworking (“go the extra mile”), warm, calm, good listener and must desire challenge. Outstanding opportunities for promotion available for the right candidate (lead DA, assistant office manager) is available. Please send resume to tnguyen@tcdendodontics.com.

MISCELLANEOUS

EXTRACTION CE—FRIDAY, AUGUST 7TH, VANCOUVER. FOUR HOURS of lecture given by Dr. Murph and Fletcher. Topics covered include using a 301 elevator and Crane Pick properly, elevating flaps and surgically removing teeth. The class will be 8am to 12pm at the Holiday Inn Vancouver, 711 West Broadway. Tuition: $600. AGD Pace Accepted for FAGD/MAGD. AGD# 218239. Contact: 843-488-4357; drtommymurph@yahoo.com; www.weteachextractions.com.

SPACE AVAILABLE/WANTED

FOR LEASE. DENTAL OFFICE SPACE. McMinnville, Oregon. Move in ready. Compressor, vacuum in place. 3 ops, 1400 SF. Former specialist office. Ideal start-up or satellite for specialist or general. Call or text Joe, 503-235-5113.

PRACTICES FOR SALE

G/P PRACTICE FOR SALE IN PORTLAND METRO. 3 operatories, pano, and Dentrice digital x-rays. Annual collections of $775,000. Outstanding collection policy. Excellent staff will aid with transition and stay with the practice. Active and productive hygiene program. Contact Buck Reasor: Reasor Professional Dental Services, info@reasorprofessionaldental.com, 503-680-4366.

OPPORTUNITY IN BEAUTIFUL, SCENIC NE OREGON. ESTABLISHED endodontic practice in a small university town, drawing from surrounding population of about 50,000. Two operatories with 66 microscopes. A third operator is for the occasional emergency to squeeze in; and the fourth is the CBCT room, equipped with a K9000. Outdoor opportunities abound for the hunter, fisher, skier, sailboader, boater, hiker, camper, climber, mushroomer, photographer, and I don’t know what-all. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist wanting to move. Contact email: oregondentpractice@gmail.com.

LANE COUNTY, OREGON: GROSSING OVER $4 MILLION, 16 ops, well established. 100% financing available. Call ProMed Financial 888-277-6633 [REF#0446].

G/P PRACTICE FOR SALE IN SOUTHERN, OR COAST. General dentistry practice for sale in the Banana belt in Sunny Brookings, OR. Vacation/Retirement Destination. Smaller practice collecting over $310,000 annually. Outstanding cash flow with only 50% overhead. Three ops and digital x-rays. Excellent location with great visibility located on the busiest street in town. Doctor refers out almost all endo, perio, and oral surgery. Well qualified staff will assist with the transition and stay with the practice. Contact: Buck Reasor, DMD, www.reasorprofessionaldental.com, info@reasorprofessionaldental.com, 503-680-4366.

GP NE PORTLAND PRACTICE FOR SALE. A well established busy general dentist practice in Northeast Portland on a major highway is priced to sell. Dental office is collecting $840,000 a year. Asking price is $395,000. Dental office is in a stand alone building with plenty of parking and signage. Building has been appraised for $770,000 and asking price is the same. This dental office has a healthy patient base with plenty of cash flow and an excellent associate and staff who is willing to stay on board. A building and dental office combo with this much visibility and parking in NE Portland will go fast! Call 503-528-6418 or email pdxdentist@yahoo.com for more details.

GP PRACTICE IN TIGARD, OREGON FOR SALE. Beautiful build-out with 10 dental suites (4 of them equipped). Two year old build-out in a great retail space with reserved parking. Almost new! Office is producing $430,000 a year on 3 days a week. The dental office is priced to sell at $360,000. Great opportunity with lots of potential for a veteran dentist looking to relocate their practice, a dentist looking for a 2nd office or a young doctor looking for an affordable start. Please call 503-528-6418 or email pdxdentist@yahoo.com.

G/P PRACTICE FOR SALE IN THE COLUMBIA GORGE. Annual collections over $870,000. Well trained staff will assist with the transition and stay with the practice. Excellent collection policy. Beautiful single tenant building with room to expand. 5 operatories plus digital x-rays. Contact Buck Reasor, DMD, Reasor Professional Dental Services, info@reasorprofessionaldental.com, 503-680-4366.
Providing quality financial solutions

With DCC as your practice financing partner, you can open the door for your practice to grow and your patients to thrive.

Dental Commerce Corporation offers financing with flexible, tailored terms covering the following:
- Working capital
- Equipment purchases
- Practice remodeling and updating
- Practice acquisition
- Commercial real estate

*As a bonus, DCC loan products have no prepayment penalty.

For more details, call 503-412-4200 or email greg.hansen@dentalcommercecorporation.com.

dentalcommercecorporation.com

Need help with staff management?

Moda Health Solutions is here for you. As a Professional Employer Organization (PEO), we’re your strategic partner in employment-related functions and responsibilities allowing you to concentrate on patient care.

As your PEO, we take care of:
- Health benefits
- Workers’ compensation claims
- Payroll and payroll tax compliance
- Unemployment insurance claims
- Retirement plans
- Hiring, firing, recruitment and disciplinary action

For more details, call Randy Wadsworth at 503-475-0000 or email dentaltax@gmail.com.

modahealthsolutions.com
Let our experienced team assist you in a smooth transition!

Doctors have trusted their dental practice transitions to Consani Associates Limited since 1996. Whether you are planning to sell your practice this year or are planning for a transition in the distant future, a meeting with Consani Associates Limited can provide you with valuable information from the people who know the marketplace. Call us today for your free valuation!

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

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