Oregon Dental Conference
April 7–9, 2016
Oregon Convention Center—Portland

An Event for the Entire Dental Team

Also Inside
What CE courses are required for licensure in Oregon? See page 11
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Membership Matters is an official publication of the Oregon Dental Association in support of its core purpose to advance the dental profession and promote the highest standard of oral health and oral health care.

Membership Matters
Editor: Barry J. Taylor, DMD, FAGD, CDE
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Graphic Design: Heather White, LLM Publications
WHEN DR. R.V. TUCKER WAS INTERVIEWED this past October for an article in the ADA News after receiving the American Dental Association’s Distinguished Service award, he was asked how he wanted to be remembered. Dr. Tucker replied, “A good dentist.” As we approach the Oregon Dental Conference, this is a reminder to us that we should all strive to be “a good dentist,” as Dr. Tucker demonstrated.

Our profession lost a legendary gentleman when Dr. Richard V. Tucker passed away peacefully on January 12, 2016, at the age of 93. To this day at the OHSU School of Dentistry and other dental schools, the “Tucker Technique” is the de facto method taught for preparing, seating, and finishing gold inlays and onlays. In Oregon there are still active Tucker Study Clubs, and recently a student study club was started at the OHSU dental school, and is being mentored by both current and former Tucker study club members.

Dr. Tucker gave us a collaborative learning model of excellence to share in study clubs world-wide. These study clubs provide a collaborative learning experience beyond a single technique, allowing a sustainable lifelong learning format, and a commitment to excellence. As May Chang, DDS, remarked about Dr. Tucker and the study clubs, “He was a great dentist to his patients, a master at his craft, a mentor to all who wanted to learn from him, and such a humble gentleman. I feel so fortunate to have been introduced to Dr. Tucker and the Tucker technique soon after dental school. Its principle and philosophy of conservation of tooth structure, long lasting beautiful restorations, attention to detail, and the pursuit for excellence guided the direction of my practice when I didn’t know the difference.” This legacy continues to be passed on to generations of dentists.

We are fortunate here in Oregon to have so many dentists who benefited directly or indirectly from Dr. Tucker’s hands-on study clubs. Members learn the same straightforward step-by-step discipline of achieving reproducible excellence that will benefit them in all aspects of dentistry. As Carol Kingensmith, DMD, stated, “He changed the way many of us practice dentistry by teaching us the art of discipline and precision in our work. But most importantly, in guiding us along this path of trying to be the best dentists we could be, he reminded us of the importance of collaborative learning, of kindness and humility, and service to our patients.”

As anyone who has been in a Tucker Study Club can attest, it is not necessarily the clinical skills that are taught, but the approach to dentistry that Dr. Tucker had. He is certainly an individual who will be held in high regard as a role model for any dentist. His humbleness, his care of patients, and his commitment to excellence are all elements that we should strive towards as dentists. As Tom Orazio, DMD, stated, “He was a role model who made you want to be your best.”

Many ODA members have their own memories of Dr. Tucker. Barry Evans, DMD, who started the first Tucker study club in Oregon stated, “Dick has given so much to so many of us. He showed us the path to excellence. He will be sorely missed. But all that he has taught us over the years will go on every day as we treat our patients. He has been a great mentor to all of us, not only in dentistry, but also in how to live our lives.”

Dr. Richard V. Tucker

The opinions expressed in this editorial are solely the author’s own, and do not reflect the views of the Oregon Dental Association or its affiliated organizations.
Membership Matters is seeking your assistance!

In 2016 the ADA is celebrating the 150th anniversary of the ADA’s Principles of Ethics and Code of Professional Conduct. To recognize this milestone, the Oregon Dental Association would like to publish a collection of essays written by ADA members. This essay can be a reflection on the principles and code, how the principles and code affect your daily practice of dentistry, what the principles and code mean to you and our profession, or maybe a story about ethical or professional decisions you have had to make in our profession.

We hope that the issue will be a reminder to our members of the importance of ethics and professionalism in our profession. If you’d like to submit an essay, it should be between 600–1000 words in length and the deadline is April 15, 2016.

To contribute, or for more information, please email editor BarryTaylor1016@gmail.com.

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.

Welcome New ODA Members!

Isaac Scott Edwards, DMD
Multnomah Dental Society

Dana L. Fox, DMD
Multnomah Dental Society

Philip C. Mann, DDS, MD
Washington County Dental Society

Mark G. Phillipe, DDS
Washington County Dental Society

Nasser A. Said-Al-Naief, DDS
Multnomah Dental Society

Need a Scarf?
Call ODA membership specialist, Kristen Andrews, at 503-218-2010 x110.

Kent Burnett, DDS, at a meet and greet with country/pop superstar Carrie Underwood before her New Year’s Eve concert in New York City.
ODA Board of Trustees Nominations
Nominations are now open for the following offices, to be elected by the ODA House of Delegates, Oct. 7.

- LDC (three positions, 3-year term)
- BOT At-Large Member (three positions, 4-year term)
- Speaker of the House (3-year term)
- Editor (3-year term)

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

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

Email your materials to leadership@oregondental.org, or mail to:
ODA Leadership Development Committee
Jim Smith, DMD, Chair
Nominating Sub-Committee
PO Box 3710
Wilsonville, OR 97070

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Events & Education

Events are subject to change. Please consult the sponsoring group to confirm details.

To add your component’s continuing education event, please email bendsalar@gmail.com. Please send all other events to Cassie, cleone@oregondental.org.

March 2016

ODA Board of Trustees Meeting: Sat, Mar 5
ODA Office, Wilsonville.

Continuing Ed., 1.5 Hrs: “Hot Employment Law Topics for Dental Practices in 2016,” Presented by Randall Sutton or David Briggs. Tues, Mar 8, Roth’s, West Salem.
Info: www.wacountydental.org.

Info: www.wacountydental.org.

Info: www.landelandsociety.org/programs.

Info: www.multnomahdental.org.

April 2016

DBIC Risk Management: Oregon Dental Conference. Thurs, April 7, Oregon Convention Center, Portland.
Info: www.oregondental.org.

Oregon Dental Conference: April 7–9.
Oregon Convention Center, Portland.
Info: www.oregondental.org.

ODA Board of Trustees Meeting: Sun, April 10, DoubleTree, Portland.

May 2016

Continuing Ed., 1.5 Hrs: “Implants,” Presented Dr. Scott Dyer, Tues, May 10, Roth’s, West Salem.

Continuing Ed., 1.5 Hrs: “HIV Overview for the Dental Heathcare Team,” Presented by Geoffrey L’Heureux & Renee Yandel
Tues, May 10, Lane County Community College.
Info: www.landelandsociety.org

Info: www.wacountydental.org.

Info: www.multnomahdental.org.

ODA Board of Trustees Meeting: Sat, May 21, Location TBA.

June 2016

Info: www.landelandsociety.org

July 2016


September 2016

ODA Board of Trustees Meeting: Fri, Sept 30, ODA Office, Wilsonville.

October 2016

ODA House of Delegates: Oct 7–8, DoubleTree By Hilton Hotel, Portland.

November 2016

ODA Board of Trustees Meeting: Fri, Nov 4.
The Multnomah Dental Society held a New Dentist Event on November 5, 2015, at Uptown Billiards Club. Over 100 new dentists (practicing 10 years or less), members, nonmembers and dental students were invited to attend.

It was an opportunity to provide networking and camaraderie for these young professionals and to provide information on the values of organized dentistry.

This very popular event is sponsored by the Multnomah Dental Society, with the support of vendors, to allow attendees free food and drinks, and an evening of fun with their peers.
CDA Presents
The premier dental convention in the U.S.

- $200 registration for ADA members
- 100s of ADA CERP courses
- Nearly 600 exhibiting companies
- World-class destinations

cdapresents.com
As a member of ODA, you save up to $560 on ODC registration!

- World-class CE
- Earn up to 18 credits
- An inclusive event for all members of your dental team
- Great networking event

Attending this world class conference at reduced rates is one of the many benefits reserved for ODA members.

Not yet a member of ODA? Join today: www.oregondental.org

You know what’s ‘best’ for your patients, but they continue to put off full treatment, or do one tooth at a time, or linger in the eddy of Continuing Care visits.

With all you know about your patients and the vision you have for a Comprehensive Care approach, how can you connect with their thoughts and feelings to help them make healthy choices?

How can you move beyond reminding them again and again of what you can do for them?

The Power of the
How to move your patients from denial to action
Tuesday, March 15, 2016
5:30 – 8:30 p.m.
Center for Meeting & Learning | Room 104
Lane Community College
Main Campus, Eugene
2 CE credits
details and registration at lanedentalsociety.org
Course content is appropriate for dentists and dental team members.
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What continuing education courses are required for licensure in Oregon?

Here is the information provided by the Oregon Board of Dentistry:

818-021-0060

Continuing Education — Dentists

(1) Each dentist must complete 40 hours of continuing education every two years. Continuing education (C.E.) must be directly related to clinical patient care or the practice of dental public health.

(2) Dentists must maintain records of successful completion of continuing education for at least four licensure years consistent with the licensee’s licensure cycle. (A licensure year for dentists is April 1 through March 31.) The licensee, upon request by the Board, shall provide proof of successful completion of continuing education courses.

(3) Continuing education includes:

(a) Attendance at lectures, study clubs, college post-graduate courses, or scientific sessions at conventions.

(b) Research, graduate study, teaching or preparation and presentation of scientific sessions. No more than 12 hours may be in teaching or scientific sessions. (Scientific sessions are defined as scientific presentations, table clinics, poster sessions and lectures.)

(c) Correspondence courses, videotapes, distance learning courses or similar self-study course, provided that the course includes an examination and the dentist passes the examination.

(d) Continuing education credit can be given for volunteer pro bono dental services provided in the state of Oregon; community oral health instruction at a public health facility located in the state of Oregon; authorship of a publication, book, chapter of a book, article or paper published in a professional journal; participation on a state dental board, peer review, or quality of care review procedures; successful completion of the National Board Dental Examinations taken after initial licensure; a recognized specialty examination taken after initial licensure; or test development for clinical dental, dental hygiene or specialty examinations. No more than 6 hours of credit may be in these areas.

(4) At least three hours of continuing education must be related to medical emergencies in a dental office. No more than four hours of Practice Management and Patient Relations may be counted toward the C.E. requirement in any renewal period.

(5) All dentists licensed by the Oregon Board of Dentistry will complete a one-hour pain management course specific to Oregon provided by the Pain Management Commission of the Oregon Health Authority. All applicants or licensees shall complete this requirement by January 1, 2010 or within 24 months of the first renewal of the dentist’s license.

(6) At least 2 hours of continuing education must be related to infection control. (Effective January 1, 2015.)

Continuing Education for Anesthesia Permit Holders

818-026-0040(9) - Nitrous Oxide Permit

Four (4) hours of continuing education in one or more of the following areas every two years:

- Sedation,
- Nitrous oxide,
- Physical evaluation,
- Medical emergencies,
- Monitoring and the use of monitoring equipment,
- Pharmacology of drugs and agents used in sedation.

Training taken to maintain current Health Care Provider BLS/CPR certification, or its equivalent, may not be counted toward this requirement.

Continuing education hours may be counted toward fulfilling the continuing education requirement set forth in OAR 818-021-0060(1).

818-026-0050(9) - Minimal Sedation Permit

Four (4) hours of continuing education in one or more of the following areas every two years:

- Sedation,
- Physical evaluation,
- Medical emergencies,
- Monitoring and the use of monitoring equipment,
- Pharmacology of drugs and agents used in sedation.

Training taken to maintain current Health Care Provider BLS/CPR certification, or its equivalent, may not be counted toward this requirement.

Continuing education hours may be counted toward fulfilling the continuing education requirement set forth in OAR 818-021-0060(1).

818-026-0060(12) - Moderate Sedation Permit

14 hours of continuing education in one or more of the following areas every two years:

- Sedation,
- Physical evaluation,
- Medical emergencies,
- Monitoring and the use of monitoring equipment,
- Pharmacology of drugs and agents used in sedation, or
- Advanced Cardiac Life Support (ACLS) or Pediatric Advanced Life Support (PALS).

Continuing education hours may be counted toward fulfilling the continuing education requirement set forth in OAR 818-021-0060(1).

818-026-0065(12) - Deep Sedation Permit

14 hours of continuing education in one or more of the following areas every two years:

- Sedation,
- Physical evaluation,
- Medical emergencies,
- Monitoring and the use of monitoring equipment,
- Pharmacology of drugs and agents used in anesthesia,
- Advanced Cardiac Life Support (ACLS) or Pediatric Advanced Life Support (PALS).

Continuing education hours may be counted toward fulfilling the continuing education requirement set forth in OAR 818-021-0060(1).

818-026-0070(12) - General Anesthesia

14 hours of continuing education in one or more of the following areas every two years:

- General anesthesia,
- Physical evaluation,
- Medical emergencies,
- Monitoring and the use of monitoring equipment,
- Pharmacology of drugs and agents used in anesthesia,
- Advanced Cardiac Life Support (ACLS) or Pediatric Advanced Life Support (PALS).

Continuing education hours may be counted toward fulfilling the continuing education requirement set forth in OAR 818-021-0060(1).
The ASDA District 10 Conference was held in Seattle on the University of Washington campus. The theme was “Taking It to the Maxillary.” OHSU School of Dentistry students joined with pre-dental and dental students from UW, UNLV, Roseman, University of Utah, ASDOH, and Midwestern to hear from speakers about dental services, leadership development, financial planning, and more.
Meeting Highlights
Friday, January 8, 2016

- Registration for the Oregon Dental Conference is now open.
- Dr. Ben Friberg and Dr. Olesya Salathe were appointed to the New Dentist Council.
- An OrMOM task force was created to evaluate the project over the past five years and bring back ideas for future clinics.
- The 2016-2019 Strategic Plan was adopted.
- Dr. Frank Allen was appointed to the vacant ADA Delegate at Large position.

Upcoming ODA Board of Trustee meetings:

- March 4, 8 AM
- April 10, 9 AM
- May 21, 8 AM
- July 22, 8 AM
- Sept. 30, 8 AM
- Nov. 4, 8 AM

For more information, visit www.oregondental.org, and click ‘Meetings & Events.’

ISDA’s 120th Annual Session
Navigating Your Practice
June 8-10, 2016 ♦ Boise, Idaho

Speakers
Thursday
Gordon J. Christensen DDS MSD PhD: “The Christensen Bottom Line-2016”
Noel Kelsh, RDH: “Infection Control with a Twist” & “Eliminating Boxed Thinking: Becoming a Change Agent in the Dental Office”
Christopher Verbiest: “Risk Management”
Wendy Hiral: “Practice Transitions: A Practical Roadmap”

Friday
The Madow Brothers: “ROCK Your Practice to the Top!”
Dr. Mark Benavides: “The Internet – Steps To Protect Personal, Patient and Office Privacy” & “Digital Photography for the Dental Team: From Capture to Conversion”
Dr. Salah Huwais: “Rethinking Implant Surgical Instrumentation and Introducing Osseodensification”
Dr. Lisa Alverto: “Maximizing Efficiency While Increasing Patient Satisfaction”
Implant Solutions for the Edentulous Patient

**Diagnosis and Treatment Planning for Predictable Results**

By David Little, DDS

*Dr. Little is the sixth speaker highlight in our ODC Preview Series.*

**While implant treatment planning for the edentulous patient must be comprehensive, it need not be overly complex.** Clinicians must understand and utilize various impression techniques, proper abutment and attachment selection, and effective scans and guides to best prepare for surgery. Success with implants is dependent upon an efficient visualization of treatment outcomes, proper diagnosis and treatment planning, and incorporation of advanced technologies—such as cone beam computed tomography (CBCT) or planning software—into the process.

**Diagnosis** Diagnosis is one of the most crucial steps in the treatment planning process, and all efforts to ensure its accuracy must be undertaken. This usually means integrating various forms of technology, such as digital radiographs or photographs, CBCTs, and digital impressions into the workflow. It is important to note that these means of image capturing, such as digital impressions, may be affected by other workflow steps or materials (e.g., copings), so careful consideration is warranted. Use of technologies such as these assist clinicians in ensuring proper placement of the implant in the optimal location where sufficient, stable bone exists (see Figures 1A through 1D).

**Treatment Planning** When developing a treatment plan for implant patients, practitioners must be as thorough as possible. Implant treatment should be restoratively driven, and this is best accomplished through a collaborative approach that involves all members of the team. Treatment planning software permits a predictable, esthetic outcome. The use of 3D implant planning software such as Simplant® (Materialise Dental, Glen Burnie, MD) allows clinicians to create a virtual treatment plan. When the program is used, the patient’s diagnostic information is easily captured by the software. Any treatment planning software is generally helpful to the overall process of designing the ideal implant and restoration for a patient. It can then be reviewed by the clinician, or any member of the treatment team, in 3D to better observe any anatomical factors that could influence proposed treatment. This process can also be outsourced to imaging centers, such as iMagDent (iMagDent San Antonio, TX), or dental laboratories (see Figures 2A through 2D).

**Implant Surgery** With advancements in technology come simplified workflows and helpful information to assist clinicians in everyday procedures. This is especially true with the development of surgical guides to aid in the placement of implants. These guides are used by practitioners and their teams to ensure that implants are placed in the optimal position while simultaneously minimizing risk. Using a surgical guide means that clinicians will be aided in their attempts by planning software that will allow them to see the implant in 3D and have detailed information about the conditions of the patient’s mouth and the surrounding dentition.

Surgical guides can facilitate the process by allowing team members to work together in such a fashion that collaboration is possible from the very beginning.
beginning. They can start at the end of the process by visualizing the implant and restoration in place and then work backward to identify the perfect implant placement position based on the patient’s anatomy (see Figures 3A through 3D).5

**Prosthetic Restoration Design** The development of advanced materials and systems has provided clinicians with a greater abundance of options from which to provide their patients with the ideal implant and prosthetic restoration. The advent of CAD/CAM systems has ushered in a new era of restorative materials, with zirconia and all-ceramic materials playing major roles.6 These materials can be used in both the anterior and posterior regions of the mouth, simplifying the decision-making process while sacrificing neither esthetics nor strength.7 They can also be used for custom all-ceramic abutments and frameworks for metal and all-ceramic abutments (see Figures 4A through 4D).5,6,9

With the use of CAD/CAM systems, time spent designing and fabricating implant abutments and restorations is greatly
Memberships
Oregon Dental Association

Oregon Dental Conference

ODC Prom (a.k.a. the President’s Party)
Friday, April 8, 6–10 PM
DoubleTree by Hilton Hotel Portland

$35 per person  REGISTRATION CODE F8000
This event is for all members of the dental team.

Join Prom Queen and King, Dr. Joni Young, president of the Oregon Dental Association, and her husband, Robert, for dinner and dancing at the DoubleTree by Hilton Hotel Portland on Friday, April 8.

Enjoy the versatile music of DESIGNBAND as they perform a playlist that will keep you dancing all night!

All are welcome! Make sure to purchase your tickets when you register for the ODC.

Want to learn more from Dr. Little?
Join us at ODC 2016 on April 7–9.
www.oregondentalconference.org

Conclusions

While placing implants has been viewed as a complex procedure, the proper tools, diagnosis, and treatment plan can reduce the confusion that may surround this restorative procedure. A collaborative team approach benefits clinicians as they avail themselves of the latest advances in technology to achieve the best possible treatment outcomes for their patients. Those who do choose to avail themselves of these technological benefits will find themselves greatly aided in this pursuit (see Figures 6A and 6B).

References


Figures 5 A–D
5A Titanium milled bar with processed denture teeth, facial view
5B Occlusal view
5C Full zirconia milled restoration
5D Upper and lower full-contour Zirconia restorations fabricated with titanium sleeves on abutments

Figures 6 A–B
6A Custom patient-specific zirconia abutments
6B Final restorations for teeth #7 and #10

Reduced, but esthetics are not in any way compromised. In fact, restoration esthetics are often tremendously improved, as CAD/CAM software and systems allow clinicians to design the abutment and the restoration. The optical qualities of CAD/CAM processed materials permit restorations to blend in well with the patient’s surrounding natural dentition. Finally, CAD/CAM systems allow for greater ease of fabrication while simultaneously providing a high level of biocompatibility, durability, accuracy, and longevity when designing and milling implant abutments and restorations (see Figures 5A through 5D).
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REGISTER FOR ODC 2016

Register online at OregonDentalConference.org

The quickest, easiest, and most cost-effective way to register is online at www.oregondentalconference.org.

- Finalize your schedule instantly
- Secure your place in limited-attendance sessions immediately

PREFER NOT TO REGISTER ONLINE?

Download the registration form at www.oregondentalconference.org.

Print the form, complete it, and return via fax or mail with your payment. Please be advised that there is a $25 processing fee for faxed or mailed registrations.

REGISTRATION MATERIALS

Confirmation of registration will be sent to individual registrants after processing. A packet containing name badges for all participants will be mailed prior to the conference to all primary registrants who register by March 4, 2016. Those registering after March 4 may pick up their name badge in the Holladay Lobby of the OCC during registration hours.

REFUNDS, TRANSFERS, AND CANCELLATIONS

All refund, transfer, and cancellation requests must be submitted in writing. If cancellation occurs after preregistration materials have been mailed, badge(s) must be returned with the written request. A $25 handling fee will be charged for all refunds. Refund requests will not be granted, for any reason, after 11:59 pm on March 25, 2016.

REGISTER ON-SITE AT ODC

Registration will be available in Pre-Function A at the Oregon Convention Center during the hours listed below. Dentists who are not members of ODA will need to show their ADA card to receive the ADA member rate.

Thursday, April 7: 7 AM – 6 PM
Friday, April 8: 7 AM – 6 PM
Saturday, April 9: 7 AM – 1 PM

EARLY BIRD DEADLINE: MARCH 4, 2016
Register by March 4 for early bird pricing and to receive your conference materials prior to ODC.

MAIL/FAX DEADLINE: MARCH 25, 2016
If you are registering after March 25, you must register online at oregondentalconference.org, or on-site in Pre-Function A of the Oregon Convention Center, April 7-9.

**Dentist Registration Categories & Fees**

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<th>CATEGORY</th>
<th>Conference Badge</th>
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<td>EARLY Before 3/4</td>
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<td></td>
<td>ON-SITE Before 3/4</td>
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<tr>
<td>ODA member</td>
<td>$280</td>
<td>$395</td>
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<td>ADA 11th district member (AK, ID, MT, WA)</td>
<td>$280</td>
<td>$395</td>
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<tr>
<td>ADA retired or life-retired member</td>
<td>$280</td>
<td>$395</td>
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<tr>
<td>ADA federal dentist</td>
<td>$280</td>
<td>$395</td>
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<tr>
<td>Oregon specialty partner group dentist (OAPD, OSAE, OSOMS, OSP only)</td>
<td>$280</td>
<td>$395</td>
</tr>
<tr>
<td>Retired volunteer dentist in Oregon (with DV license)</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td>ADA member dentist outside 11th district (not from OR, AK, ID, MT, WA)</td>
<td>$310</td>
<td>$450</td>
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<tr>
<td>Non-ADA member</td>
<td>$805</td>
<td>$955</td>
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<td>International dentist</td>
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**Non-Dentist Registration Categories & Fees**

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<td>Hygienist; Assistant; Administrative Staff; Laboratory Tech</td>
<td>$95</td>
<td>$185</td>
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<tr>
<td>Student (dental student; dentist resident; pre-dental student; hygiene student; assisting student; lab tech student)</td>
<td>$0</td>
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<td>Non-dental guest (spouses, children over 18)</td>
<td>$95</td>
<td>$185</td>
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Visit the Exhibit Hall for FREE!

If you’re an ODA member, you can visit the Exhibit Hall for FREE on Saturday, April 9. See page 22 for details.
An Event for the Entire Dental Team

April 7–9, 2016
Oregon Convention Center—Portland

The Oregon Dental Association (ODA) is proud to present their 124th annual session. This conference is the concurrent meeting of the ODA, the Oregon Academy of General Dentistry (OAGD), the Oregon Academy of Pediatric Dentistry (OAPD), the Oregon Dental Assistants Association (ODAA), the Oregon Dental Executives’ Association (ODEA), the Oregon Dental Hygienists’ Association (ODHA), the Oregon Society of Oral & Maxillofacial Surgeons (OSOMS), the Oregon Society of Periodontists (OSP) and the Oregon State Association of Endodontists (OSAE), as well as a place for laboratory technicians from throughout the Northwest to meet.

Early registration deadline:
March 4, 2016
www.OregonDentalConference.org

Get the ODC App!
Scan this QR code or search for ‘Oregon Dental Conference’ in the app store on your Apple or Android device.

ADA CERP®
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Our 124th annual meeting will be held at the Oregon Convention Center in Portland, April 7–9, 2016. I would like to extend a personal invitation to all dentists, staff, exhibitors, and friends of dentistry to attend this conference.

We have some great activities and scientific sessions planned for you. Don’t miss Thursday’s Trade Show Grand Opening Reception, for a chance to win an Apple watch or an overnight stay at The Allison Inn & Spa! Please join me Friday morning at the ODC General Session where keynote speaker, Dave Weber, will share the 12 keys to setting your practice apart!

As always, the Exhibit Hall is a one-stop shopping ground with over 200 exhibitors participating. Please bring your shopping list and support the exhibitors who support the conference—and ultimately the ODA.

I also invite you to join me at the first ever Oregon Dental Conference Prom (a.k.a., the President’s Party) at DoubleTree by Hilton Hotel Portland on Friday night. Enjoy a dinner buffet before dancing to the music of DESIGNBAND, graciously sponsored, in part, by Delta Dental of Oregon.

I look forward to seeing you at the 2016 ODC, April 7–9!

## Important Dates & Deadlines

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### Preregistration Deadline
Register by March 4 to receive a tuition discount and conference materials prior to ODC.

### Hotel/Lodging Cut-off
Discounted ODC rates are available at multiple hotels through March 14. Visit www.oregondentalconference.org for more information.

### Course Handouts Online
Course handouts will be available online at www.oregondentalconference.org and through the ODC Mobile App, starting two weeks prior to the conference. Handouts will not be printed for distribution on-site. If you wish to have ODC handouts available for reference during courses, please be sure to download them in advance.

### Refund, Transfer, and Cancellation Deadline
All refund, transfer, and cancellation requests must be submitted in writing. If cancellation occurs after preregistration materials have been mailed, badge(s) must be returned with the written request. A $25 handling fee will be charged for all refunds. **Refund requests will not be granted, for any reason, after 11:59 PM on March 25, 2016.** Transfers will be accepted anytime without penalty.

### Mail/Fax Registration Closed
Anyone registering after March 25 must register online or on-site in Pre-Function A of the Oregon Convention Center.

### On-site Registration
Registration will be available in Pre-Function A at the Oregon Convention Center during the hours listed below. Dentists who are not members of ODA will need to show their ADA card to receive the ADA member rate.

**ON-SITE REGISTRATION HOURS**
- **Thursday, April 7** 7 AM – 6 PM
- **Friday, April 8** 7 AM – 6 PM
- **Saturday, April 9** 7 AM – 1 PM

### Seminar seating
All attendees must select their courses during registration to ensure there is adequate seating. Room assignments will be based on preregistration numbers. Due to fire code regulations, once a course is full, attendees will not be allowed to sit on the floor or bring chairs from another room. For workshops and courses with limited seating, there will be a 5-minute grace period before your seat is released to a waitlisted attendee. Please set all electronic devices to ‘silent’ during courses.

### Course handouts
Course handouts will be available online at www.oregondentalconference.org, and through the ODC Mobile App, starting on March 24, 2016. They will not be printed for distribution on-site. If you wish to have ODC handouts available for reference during courses, please be sure to download them in advance.

### Cancellations and transfers
All refund, transfer, and cancellation requests must be submitted in writing. If cancellation or transfer occurs after preregistration materials have been mailed, badge(s) must be returned with the written request. A $25 handling fee will be charged for all refunds. **Refund requests will not be granted, for any reason, after 11:59 PM on March 25, 2016.** Transfers will be accepted anytime without penalty.
Join us for Friday’s General Session, presented by humorist, **Dave Weber**

**The X Factor: 12 Keys to Set Your Practice Apart**

What is it that makes your practice stand out from all the rest?

It is your **DENTAL TEAM** that makes the difference. Discover the 12 keys that every member of the highest performing dental teams all know and implement every day.

Come laugh and learn as humorist **DAVE WEBER** brings his one-of-a-kind lecture to help bring about amazing results in both your professional and personal lives… The X factor!

**Friday, April 8:**
7:30 – 8:30 AM

**RECOMMENDED FOR:**
Entire Dental Team

**COURSE NUMBER:**
7190
Trade Show Grand Opening Reception
Thursday, April 7, 3:30 – 6:30 PM
Take a “Tour of the Pacific Northwest” and sample the area’s best beer and wine. Enjoy tasty food and drinks while networking with your colleagues and shopping in the exhibit hall.

Enter to win an overnight stay at the Allison Inn & Spa, or an Apple Watch! Drink and drawing tickets will be distributed at the conclusion of Thursday’s classes.

The drawings will take place between 5:30 and 6 PM. Need not be present to win.

New Dentist Reception  Friday, April 8, 4 – 6 PM
Enjoy great music and hors d’oeuvres while visiting with colleagues and the exhibitors after a day of courses. While this is a great opportunity for those dentists who have been practicing for 10 years or less to network, everyone is welcome and encouraged to attend.

OHSU Student Table Clinic Competition
Saturday, April 9, 10 AM – 1 PM
Join OHSU School of Dentistry students as they compete for cash prizes with tabletop demonstrations focusing on either clinical application and technique or basic science and research. Sponsored by the Oregon Dental Association and Dentsply.

Case CAT Presentations  Saturday, April 9, 10 AM – 1 PM
Participating OHSU dental students will use the best clinical evidence found in existing literature to answer a clinical question about one of their patients. Students will present their findings to judges, and cash prizes will be awarded to the top Case CAT presenters. Stop by and show your support for the future of dentistry! Sponsored by the Oregon Dental Association.

Wall of Wine
The ever so popular Wall of Wine is back and bigger than ever! Proceeds support the programs of the Dental Foundation of Oregon. Sponsored by Lanphere Construction & Development.

$20 contribution: Select from 300+ bottles, valued from $15–$200.
Games of chance are not considered a tax deductible donation under IRS regulations.

American Red Cross Blood Drive
Friday, April 8, 10 AM – 3 PM
Help Save a Life by donating blood at the ODC. The American Red Cross will be holding a blood drive at in Exhibit Hall B. Appointments are strongly recommended and can be made online at www.redcrossblood.org.
Use sponsor code: oregondental

Exhibit Hall Hours
Thursday, April 7:  11:30 AM – 6:30 PM
Friday, April 8:  10 AM – 6 PM
Saturday, April 9:  9:30 AM – 1 PM

Also in the Exhibit Hall

Mobile Photo Booth
Two volunteers equipped with iPads will be combing the convention center to take photos of you and your colleagues.

Users will receive an electronic copy of the photo and be able to view it on the ODA and DMC Facebook and Twitter feeds. To view your photo and to pick up a souvenir, visit booth #525. Sponsored, in part, by DBC and DMC.

Free Massages!
Get a complimentary 10-minute head and neck massage by trained masseurs and put your feet up on a foot-massager. Masseurs will be located throughout the exhibit hall during hall hours.

Trade Show Raffle
Every year, exhibitors sponsor amazing raffle prizes for attendees. While shopping in the exhibit hall, you may come away with some great prizes to go along with your purchases!

Visit the Exhibit Hall for FREE!
If you’re an ODA member, you can visit the Exhibit Hall for FREE on Sat., April 9.

ODA members wanting an ‘Exhibit Hall Only’ badge can visit over 200 exhibiting companies for free on Saturday! To take advantage of this special offer, visit the on-site registration desk in Pre-Function A of the Oregon Convention Center on Saturday, April 9. Advance registration is not available. Offer restricted to ODA member dentists.
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<th>COURSE TITLE</th>
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<td>A 360 Slam Dunk Guide for Successful Teams: Complex Treatment Planning</td>
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<td>Take this Job and Love It!</td>
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<td>Serving the Oral Health Needs of Asian, Indian, and Middle Eastern Patients</td>
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<td>Comprehensive Care from the Perspective of Our Future Dentists</td>
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<td>The Clinical Management of TMD</td>
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<td>Risk Management (as a stand alone course)</td>
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<td>Not Fast Is in the Past! Accelerated Orthodontic Tooth Movement Is Now a Reality</td>
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<td>The Four C's in Solving the Caries Puzzle!</td>
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<td>Medical Teams International: At Home and Abroad</td>
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<td>Nutrition, Lifestyle and Perio: An Approach that Can Change the Life of Your Patients and Maybe Even Your Own</td>
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<td>They Didn't Teach Us THAT in Dental School: Developing a Passionate, Motivated, and Efficient Team</td>
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<td>Your Sleep-Deprived Patient: &quot;I Sleep So Poorly!&quot;</td>
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<td>Communication, Coding and Collections: The Three C's of the Profitable Practice*</td>
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<td>Sugar Bugs and Sleepy Juice: A Potpourri of Pediatric Dental Pearls</td>
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<td>Drug Reactions and Interactions Important in Clinical Dentistry</td>
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<td>Annual OSHA Training and Update: Keeping it Real</td>
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<td>Perio Patient Information Management: The Science, the Forms and the Motivation to Improve Your Patient Outcomes and Practice Incomes</td>
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<td>Optimize your Practice: Understanding Dental Benefits, the CDT Code, and More*</td>
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### COURSE TITLE

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<thead>
<tr>
<th>COURSE NUMBER</th>
<th>CE CREDITS</th>
<th>PRESENTER(S)</th>
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<tr>
<td>7163</td>
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### Oregon Dental Conference

#### Saturday - Full Day Courses

- **Diagnosis and Management of Trigeminal Nerve Injuries and Major Complications of Minor Dental Surgery**
  - Course Number: 7163
  - CE Credits: 6
  - Presenter: Bagheri
  - Time: 8 AM - 4 PM
  - Group: OSDMS

- **The New Platform: An Entirely New Way to Ignite Your Team’s Potential**
  - Course Number: 7169
  - CE Credits: 6
  - Presenter: Eitel
  - Time: 8 AM - 4 PM
  - Group: ODEA

- **Save the Tooth or Place a Dental Implant?**
  - Course Number: 7181
  - CE Credits: 6
  - Presenter: Rosen
  - Time: 8 AM - 4 PM
  - Group: OSP

#### Saturday - Morning Courses

- **Infection Control Teamwork: How To Meet CDC Guidelines**
  - Course Number: 7165
  - CE Credits: 2
  - Presenter: Canham
  - Time: 8 - 10 AM
  - Group: ODA

- **CPR for the Health Care Provider**
  - Course Number: F8010
  - CE Credits: 3.5
  - Presenter: EMT Associates
  - Time: 8 - 11:30 AM
  - Group: ODA

- **Local Anesthesia—Technique and Pharmacology: What’s Current? What’s Coming?**
  - Course Number: 7170
  - CE Credits: 3
  - Presenter: Hawkins
  - Time: 8 - 11 AM
  - Group: ODA

- **Simple Tips on Going Green in the Dental Practice**
  - Course Number: 7172
  - CE Credits: 3
  - Presenter: Henry
  - Time: 8 - 11 AM
  - Group: ODA

- **Crown and Bridge GPS: Navigating the Maze of Indirect Dentistry Today**
  - Course Number: 7174
  - CE Credits: 3
  - Presenter: Kachalia
  - Time: 8 - 11 AM
  - Group: ODA

- **Direct Restorative Materials and Techniques: When Does ‘State of the Art’ Become ‘Standard of Care’?**
  - Course Number: 7176
  - CE Credits: 3
  - Presenter: Latta
  - Time: 8 - 11 AM
  - Group: ODA

- **From Risk to Results: Periodontal Instrumentation for the Advanced Practitioner**
  - Course Number: 7178
  - CE Credits: 3
  - Presenter: Monsantofils
  - Time: 8 - 11 AM
  - Group: ODA

- **Optimize Your Practice: Understanding Dental Benefits, the CDT Code, and More**
  - Course Number: 7180
  - CE Credits: 3
  - Presenter: Riggins
  - Time: 8 - 11 AM
  - Group: ODA

- **Dental Assisting Potpourri**
  - Course Number: 7182
  - CE Credits: 3
  - Presenter: Stewart
  - Time: 8 - 11 AM
  - Group: ODA

#### Saturday - Afternoon Courses

- **Medical Emergency Update**
  - Course Number: 7164
  - CE Credits: 4
  - Presenter: Beadnell
  - Time: 12 - 4 PM
  - Group: ODA

- **HIPAA: What’s New and What Do I Have to Do?**
  - Course Number: 7166
  - CE Credits: 1.5
  - Presenter: Canham
  - Time: 12 - 1:30 PM
  - Group: ODA

- **Optimizing Your Dental Potential: Power Table Discussion and Thought Exchange**
  - Course Number: 7168
  - CE Credits: 2
  - Presenter: Dental Industry Thought Leaders
  - Time: 1 - 3 PM
  - Group: ODA

- **CPR for the Health Care Provider**
  - Course Number: F8011
  - CE Credits: 3.5
  - Presenter: EMT Associates
  - Time: 12:30 - 4 PM
  - Group: ODA

- **Oral/IV Sedation for Dentistry: “How-to” Applications, Clinical Pharmacology, and Controversies**
  - Course Number: 7171
  - CE Credits: 3
  - Presenter: Hawkins
  - Time: 1 - 4 PM
  - Group: ODA

- **Battling and Beating the Demons of Dental Assisting**
  - Course Number: 7173
  - CE Credits: 3
  - Presenter: Henry
  - Time: 1 - 4 PM
  - Group: ODA

- **Stop Watching and Start Managing: Managing and Treating Disease Conservatively vs. Watching It**
  - Course Number: 7175
  - CE Credits: 3
  - Presenter: Kachalia
  - Time: 1 - 4 PM
  - Group: ODA

- **Indirect Restorative Materials and Techniques: When Does ‘State of the Art’ Become ‘Standard of Care’?**
  - Course Number: 7177
  - CE Credits: 3
  - Presenter: Latta
  - Time: 1 - 4 PM
  - Group: ODA

- **A Radiology Portfolio: Techniques for Success**
  - Course Number: 7179
  - CE Credits: 3
  - Presenter: Monsantofils
  - Time: 1 - 4 PM
  - Group: ODA

- **Essentials for the Esthetic Team**
  - Course Number: 7183
  - CE Credits: 3
  - Presenter: Stewart
  - Time: 1 - 4 PM
  - Group: ODA

### Oregon Dental Conference - Raffle Information

**One Lucky Winner Will Win A New Toyota**

We know you like options so we are leaving it up to you to decide – which will you choose?

- **2016 Camry SE**
  - MSRP: $26,365

- **2016 RAV4 LE AWD**
  - MSRP: $26,650

- **2016 Prius 3**
  - MSRP: $26,600

The car raffle drawing held in the Exhibit Hall during the Oregon Dental Conference at the Oregon Convention Center, Sat. 4/09/16

Go to [SmileOnOregon.org](http://SmileOnOregon.org) under News & Events to learn more.

The Dental Foundation of Oregon | P.O. Box 2448 | Wilsonville, OR 97070 | 503.594.0880 | Foundation@SmileOnOregon.org
Review of CDC Guidelines for Infection Control in Dental Health-Care Settings

PRESENTED BY: Samuel Barry, DMD
RECOMMENDED FOR: D HA OM LT
1 - 5 pm  COURSE NUMBER 7102  ODA course  CE CREDITS 4
NOTE: This course is also offered on Saturday.

Medical emergencies can and do occur in dental practices every day. Over the next 15 years, the segment of the population who are at highest risk for medical emergencies—those 65 and older—will become a larger percentage of our patients. The entire dental team must be prepared to recognize and respond to a variety of medical emergencies which could be precipitated by the stress of the dental environment.

This course will discuss the diagnosis, prevention, and management of common medical emergencies that might occur in dental offices. This four-hour course is appropriate for the entire dental team and meets the medical emergency education requirement of the Oregon Board of Dentistry for license renewal and anesthesia permits.

At the conclusion of this course, attendees will:
- Be able to identify those at increased risk for specific medical emergencies
- Be able to diagnose the common medical emergencies based on the signs and symptoms demonstrated by a patient
- Develop a rational approach to the management of medical emergencies in general as well as the specific protocols for managing each medical emergency discussed
- Be able to identify modifiable risk factors for medical emergencies and understand methods to prevent their occurrence in the dental environment

OSAE COURSE

Restorative Endodontics
A Modern Standard of Care for Long-Term Success—Workshop

PRESENTED BY: Lynne Brock, DDS, CAGS, FACD
RECOMMENDED FOR: D
1:30 - 4:30 pm  COURSE NUMBER F8001  OSAE course  CE CREDITS 3
NOTE: Attendees must attend morning lecture to participate in workshop.

A new instrumentation and obturation system (ESX®) will be introduced that incorporates the morning lecture concepts. The principal scientific concepts for successful endodontics will be presented as well as new technology and techniques that emphasize responsible shaping and HA (hydroxyapatite) bonding inside the root canal. This presentation is a must see for those practitioners committed to clinical efficiency without sacrificing quality care for their patients.

At the conclusion of this course, attendees will:
- Understand how to properly use the ESX® NiTi rotary file and instrumentation system

CONTINUES IN NEXT COLUMN
Recognize the correct way to use an ultrasonic, in the pursuit of hidden canals
• Completely understand the term, “hydraulic condensation,” and its application during obturation
• Gain insight into the use of the new bioceramic materials in both surgical and non-surgical endodontic care
• Become familiar with a novel and very efficient (drillless) post preparation technique

Restorative Materials Update 2016
PRESENTED BY Jeff Brucia, DDS
RECOMMENDED FOR D A LT
9 AM - 12 PM COURSE NUMBER 7106
ODA COURSE CE CREDITS 3
SPONSORED, IN PART, BY Kuraray Dental Ultradent Dental Products VOCO America

Restorative care demands continuous learning in the areas of material science and restorative technique. The continuous evolution in adhesive materials and techniques combined with the ever-increasing demands for aesthetic restorations has made tooth colored dentistry a quality option for every treatment plan. The numerous choices in restorative materials has confused the clinician as to what is best indicated in a given situation. This lecture course provides an overview of the restorative options you should be considering today as well as a comprehensive discussion of the ever-changing world of dental adhesives.

During this course, attendees will:
• Review the options available in adhesive systems including the new advancements in Glass Ionomers and light curing units
• Eliminate the frustration of post-operative sensitivity and restorative failure
• Discuss the materials and techniques for the direct restoration
• Techniques and material selection for near or direct pulp exposures

Mastering Adhesive and Restorative Dentistry
PRESENTED BY Jeff Brucia, DDS
RECOMMENDED FOR D A LT
1:30 - 4:30 PM COURSE NUMBER 7107
ODA COURSE CE CREDITS 3
THIS COURSE IS SPONSORED, IN PART, BY Kuraray Dental Ultradent Dental Products VOCO America

A full spectrum of options for bonding indirectly-created restorations greatly expands dentin bonding’s role in the contemporary restorative practice. A brief review of dentin bonding techniques and materials will kick off a comprehensive presentation on the careful planning and systematic coordination of the preparation, temporization, laboratory fabrication, and placement of these restorations. Inlays, onlays, veneers, and full coverage restorations, adherent to the tooth to emphasize health and aesthetics, will continue to increase your patients’ expectations in your delivery of quality care.

During this course, attendees will:
• Review current dentin bonding systems best indicated with the indirect restoration
• Learn techniques for the preparation, impressions, temporization, lab communication, material selection, and cementation of indirect restorations
• Learn the step-by-step technique for the repair of a fractured porcelain restoration
Peri-Implantitis: It’s Here!
Now What Do We Do With It?
How Do We Manage It?
PRESENTED BY: Winthrop Carter, DDS, FICD
RECOMMENDED FOR: D H A 0M
9 AM - 12 PM COURSE NUMBER 7108
ODA COURSE CE CREDITS 3

The placement of, and restoration, of dental implants are considered to be therapeutic treatment modalities. As such, implant dentistry is not considered to be a recognized ADA dental specialty. All dentists are potentially able to engage in implant dentistry. The presupposition is that all dentists who are providing implant therapy for their patients have received training to be able to provide implant therapy within an accepted standard of care.

The definition of peri-implantitis and its subsequent diagnosis will be discussed during the course. How do you recognize if peri-implantitis is occurring with the implants and restorations you are managing in your private practice? When peri-implantitis is diagnosed, how are you going to intervene therapeutically? The course will explore non-surgical therapy and surgical therapy if you will retain the implant(s).

Implant maintenance will then be explored and discussed. What are the costs involved when treating peri-implantitis for your patients? Should you guarantee your therapy? Should you give a patient some sort of warranty?

At the conclusion of this course, attendees will be able to:
• Define and diagnose peri-implantitis
• Have knowledge on how to manage peri-implantitis once diagnosed in your private practice
• Have knowledge on guarantees and managing costs involved with managing peri-implantitis
• Determine how much risk you want to manage in your private practice when providing implant therapy and managing peri-implantitis

Lesions and Lifestyles
Oral Pathology Review and Update for Dental Teams
PRESENTED BY: Nancy Dewhirst, RDH
RECOMMENDED FOR: D H A
9 AM - 12 PM COURSE NUMBER 7109
ODA COURSE CE CREDITS 3

This course calibrates dental teams for improved and consistent identification and management of oral pathology. The interactive learning and review process covers terminology, clinical diagnostics, use of visual detection technology, and risk assessment. Cases are presented and stories are told, as lesions are linked with lifestyles, histories, habits and outcomes.

During this course, attendees will:
• Review and practice precise descriptive terms and methods of recording clinical lesions
• Based on clinical presentation and history, identify and assess potentially cancerous lesions
• Identify and assess tissue masses, soft tissue ulcerations and papillary lesions, relative to differential diagnosis, patient treatment/referrals and long term patient management
• Compare oral pathology detection technology, including laboratory tests and light emitting devices for visualization and photography of soft tissues
• Learn how to assess a patient’s risk for oral cancer using standardized tools

Instrument Sharpening Workshop
Never a Dull Moment
PRESENTED BY: Nancy Dewhirst, RDH
RECOMMENDED FOR: D H A
1:30 - 4:30 PM COURSE NUMBER F8002
ODA COURSE CE CREDITS 3

At the conclusion of this course, attendees will:
• Understand how to preserve optimal instrument design while sharpening
• Be able to practice with and compare various hand sharpening techniques
• Be able to use and compare various mechanical sharpening devices

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

CPR for the Health Care Provider
PRESENTED BY: EMT Associates
RECOMMENDED FOR: D H A 0M LT
9 AM - 12:30 PM COURSE NUMBER F8003
ODA COURSE CE CREDITS 3.5

This course is also offered on Friday and Saturday.

“Change is inevitable; growth is optional.” In this fast-paced, ever-changing world, dental teams must commit to taking a serious look at every aspect of the practice. With a comprehensive feedback process you gain insight into your performance, which allows you to identify opportunities for growth. Learn how to diagnose, treatment plan, and deliver optimal care, whether single tooth, quadrant, or full mouth rehabilitation. Enjoy this fast-paced, fun-filled, dynamic seminar that will super charge your practice today!

At the conclusion of this course, attendees will be able to:
• Understand the urgency to lead and re-align your practice today
• Rank the doctor and the team in the 35 key leadership issues for peak performing teams
• Consider key communication barriers, and how to overcome them
• Blend high tech and high touch relationship-based care

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

The Versatile Zygomatic Implant
A Surgical/Prosthetic Option for Advanced Maxillary Atrophy
PRESENTED BY: Eric Diersks, MD, DMD, FACS, FACD, Larry Over, DMD, MSD, FACD, FAAMP, FACP
RECOMMENDED FOR: D H A LT
1:30 - 3:30 PM COURSE NUMBER 7110
ODA COURSE CE CREDITS 2

In the 1980s, the zygomatic implant was invented by Dr. Per-Ingvar Brånemark, initially for use in cleft palate and tumor resection cases where the maxillary alveolar ridge was insufficient for the support of standard dental implants. The use of zygomatic implants has greatly expanded since then and they are truly transformative for the management of advanced pan-maxillary atrophy. If the entire maxillary alveolus is insufficient for conventional implants, quadruple zygomatic implants can be used. The great advantage of zygomatic implants over conventional implants is that they do not require an interval sinus lift. Zygomatic implants, either in quadruple configuration or combined with standard implants in the area of zone one can be performed in one operation, typically under general anesthesia. Immediate loading of zygomatic implants is also possible. The success rate of zygomatic implants has been cited as 100% in multiple peer review journals, even when immediate loading is utilized. There are multiple prosthodontic restorative options, but all include the requirement of cross-arch stabilization to other implants. It behooves all dentists to understand the utility of zygomatic implants and to consider them in treatment planning options for patients with maxillary atrophy.

At the conclusion of this course, attendees will be able to:
• Identify patients who would be suitable candidates for zygomatic implants
• Understand the potential side-effects and complications of zygomatic implant placement
• Understand the prosthodontic requirements for restoration of a zygomatic implant case

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

A 360 Slam Dunk Guide for Successful Teams
Complex Treatment Planning
PRESENTED BY: Mark Hyman, DDS, MAGD
RECOMMENDED FOR: D H A 0M LT
9 AM - 12 PM COURSE NUMBER 7111
ODA COURSE CE CREDITS 3

This course is sponsored, in part, by CareCredit

“Change is inevitable; growth is optional.” In this fast-paced, ever-changing world, dental teams must commit to taking a serious look at every aspect of the practice. With a comprehensive feedback process you gain insight into your performance, which allows you to identify opportunities for growth. Learn how to diagnose, treatment plan, and deliver optimal care, whether single tooth, quadrant, or full mouth rehabilitation. Enjoy this fast-paced, fun-filled, dynamic seminar that will super charge your practice today!

At the conclusion of this course, attendees will be able to:
• Understand the urgency to lead and re-align your practice today
• Rank the doctor and the team in the 35 key leadership issues for peak performing teams
• Consider key communication barriers, and how to overcome them
• Blend high tech and high touch relationship-based care

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Take this Job and Love It!
PRESENTED BY: Mark Hyman, DDS, MAGD
RECOMMENDED FOR: D H A 0M LT
1:30 - 4:30 PM COURSE NUMBER 7112
ODA COURSE CE CREDITS 3

This course is sponsored, in part, by CareCredit

If you often find yourself very busy, yet not as profitable as you would like, this seminar is definitely for you and your staff.

During this course, attendees will:
• Discover the critical issues involved in successful handling of the new patient

CONTINUES IN NEXT COLUMN
COURSES • THURSDAY, APRIL 7

NOTE ON CE CREDITS
No partial credit will be awarded.

“RECOMMENDED FOR” KEY:
D Dentists  H Hygienists  A Assistants  OM Office Managers  LT Laboratory Technicians

Register online: www.oregondentalconference.org

Serving the Oral Health Needs of Asian, Indian, and Middle Eastern Patients
PRESENTED BY Karin Irani, DDS
RECOMMENDED FOR D H A OM
1:30 - 3:30 pm  COURSE NUMBER 7114
ODA COURSE  CE CREDITS 2 **

Join the discussion on how increased cultural awareness can lead to a better understanding of patients’ needs and improve health care outcomes. You’ll return home with knowledge on how to improve service to diverse patients—both as individuals in a private practice setting and as whole populations within a community.

At the conclusion of this course, attendees will be able to:
- Understand subtle but important differences among diverse patients with varied backgrounds
- Dispel myths in the treatment of diverse patients and communities
- Engage in active discussion about ways to better serve diverse patients as individuals

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

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February 2016 29
At the conclusion of this course, attendees will be able to:

- energize the lives of the dental team.
- treat other patients, patient relations, and staff challenges can drain your get up and go, gotten up and left? Are your days fueled by caffeine? Are your patients wound up?

The unrelenting pressure and stress from demanding clinical treatments, patient relations, and staff challenges can drain the reserves of the most well-intentional individuals. This empowering session is uniquely crafted to balance and energize the lives of the dental team.

At the conclusion of this course, attendees will be able to:

- Discover the mind/body connection through meditation and visualization
- Make the connection between stress and your patient’s oral health
- Stop accelerated aging in its tracks by strengthening your immune system

CONTINUES IN NEXT COLUMN

The Oregon Board of Dentistry
A Review of the Must-Knows
PRESENTED BY Paul Kleinstub, DDS, MS Stephen Prisby
RECOMMENDED FOR D H A OM
9 AM - 12 PM COURSE NUMBER 7115 ODA COURSE CE CREDITS 3**

The number of board complaints has increased dramatically. In this course the Oregon Board of Dentistry (OBD) will review common complaints that come before the OBD and the resolution of those complaints. Attendees will have the chance to interact with the OBD staff and board members during this session.

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

High Tech: The Fast Lane to Easy Street
PRESENTED BY Laci Phillips
RECOMMENDED FOR D H A OM
9 AM - 12 PM COURSE NUMBER 7121 ODA COURSE CE CREDITS 3**

Do you have the technology knowledge in the office? Does everyone come and ask you how to use the equipment and software? When something goes down, does everyone look to you? Let’s spend a few hours together examining and discussing the latest and greatest technology on the market. We will look at dental as well as office and administrative technology and software. Increase your knowledge so you can be the technology guru in your office.

During this session, attendees will:

- Learn how to share your expertise in the office with the entire team
- Explore technology, both new and not so new
- Learn how technologies work in your office
- Gain knowledge and insights into the industry so you can stand on top of your game

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Communication, Coding and Collections
The Three C’s of the Profitable Practice
PRESENTED BY Laci Phillips
RECOMMENDED FOR D H A OM
1:30 - 4:30 PM COURSE NUMBER 7122 ODA COURSE CE CREDITS 3**

When the first question a patient asks is “How much will my insurance pay?”, we know our lives will revolve around insurance. Learn to step out of that mindset, and step into customer service, quality health care, and ultimately a profitable practice. Discover how excellent communication, proper coding, and above-average collections can impact your practice’s efficiency and financial health. Walk out of this high-energy course feeling energized with the realization that the revolution has just changed.

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

ODA COURSE

Estate Planning in the 21st Century
PRESENTED BY Richard Schneider, JD
RECOMMENDED FOR D H A OM
9 AM - 12 PM COURSE NUMBER 7123 ODA COURSE CE CREDITS 3*

This course will discuss the “whys” and “hows” of estate planning, including the advantages and disadvantages of wills and revocable living trusts. The course will cover planning for end of life, potential incapacity and health care decisions. Specific topics that will be covered include the complications that occur with young, irresponsible or disabled individuals, the Oregon Advance Directive for Health Care, federal health information privacy laws (HIPAA), the advantages and disadvantages of probate, digital assets and a brief introduction to advanced estate planning strategies. At the conclusion of the course, attendees should have a better idea of how to plan their estate so it will be protected and their wishes followed, for their benefit and the benefit of their loved ones.

* This course DOES NOT appear to meet the Oregon Board of Dentistry’s CE requirements.

For speaker biographies and conflict of interest disclaimers, please see the 2016 Preview Program on the ODC website, www.oregondentalconference.org.
Register online: www.oregondentalconference.org

**COURSES • THURSDAY, APRIL 7**

**NOTE ON CE CREDITS**
No partial credit will be awarded.

"RECOMMENDED FOR" KEY:
D Dentists   H Hygienists   A Assistants   OM Office Managers   LT Laboratory Technicians

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**Become the “WOW” Dental Assistant: Prepared, Smart, and Efficient**

**PRESENTED BY**  Lori Trost, DMD

**RECOMMENDED FOR**  D H A

**9 AM - 4:30 PM**  **COURSE NUMBER**  7124

ODA COURSE  CE CREDITS  6**

This course builds on examples of using dental materials and methods within the practice to promote confidence and efficiency. This program is perfect for learning what to use where and why. You will develop systems that promote chairside harmony for the patients and doctor. Raise your initiative, reduce repetition, and work happier!

At the conclusion of this course, attendees will be able to:
- Build a comprehensive knowledge of dental materials: composites, bonding agents, and impression materials
- Develop systems that complement each dental procedure
- Improve the practice workflow with your preparedness
- Become more qualified, competent, and successful

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.**

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**An Integrative Approach to Successful Staff Management**

**PRESENTED BY**  Timothy Twigg

**RECOMMENDED FOR**  D OM

**1:30 - 4:30 PM**  **COURSE NUMBER**  7125

ODA COURSE  CE CREDITS  3**

This fast paced presentation weaves together three key components that are necessary for successful staff management.

First, the infrastructure of employment law compliance. This includes basic HR principles, job descriptions and policy manuals, to ensure a solid foundation from which to grow.

Second, the recruitment process. This includes better recruiting and interviewing techniques, reference checking and background checks. We’ll also cover job matching/job selection processes to ensure hiring the right people to first time.

Third, tools for more effective staff management. This includes, for example, maximizing the potential and success of people to ensure long term retention and better job performance/satisfaction. We’ll also cover how to improve communication, as well as performance reviews, teambuilding, problem solving, conflict resolution and bonus/incentive plans.

A fundamental part of managing and retaining quality staff is creating an environment and culture that supports and acknowledges staff’s contribution, individually and collectively.

Come away with skills to:
- Achieve labor law compliance
- Hire for core competencies, attitude and compatibility
- Perform better interviews
- Implement effective reference checking procedures
- Conduct stress-free, productive performance reviews
- Resolve conflict
- Reduce stress
- Communicate more effectively

A solid foundation, good hiring practices and effective people skills have many common benefits. The most significant is a decrease in staff turnover, people-related stress and labor-related problems, and an increase in success and enjoyment.

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.**

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"RECOMMENDED FOR" KEY:
D Dentists   H Hygienists   A Assistants   OM Office Managers   LT Laboratory Technicians

**NOTE ON CE CREDITS**
No partial credit will be awarded.
Risk Management
PRESENTED BY Christopher Verbiest
RECOMMENDED FOR D HA 0M
1:30 - 4:30 PM
ODA COURSE  CE CREDITS 3**
COURSE NUMBER 7126 (as part of ODC registration)
COURSE NUMBER F8005 (as a stand alone course)
FEE: $75 for stand alone course

** This course is sponsored, in part, by DBIC

This course—updated for the 2014 to 2016 reporting period—will cover traditional risk management categories, an Oregon Board of Dentistry update, documentation, and ethics, as well as other important topics.

Three hours of approved risk management education are required for continued membership in the Oregon Dental Association. DBIC courses are recommended. Contact your malpractice carrier for dividend requirements. This course fulfills the requirements for the current three-year ODA risk management reporting period (January 1, 2014 through December 31, 2016).

At the conclusion of this course, attendees will have learned:
- To identify the top three reasons dental offices are at risk for lawsuits
- To understand how the utilization of risk management techniques can dramatically decrease the risk of a lawsuit
- To identify issues in your own practice which will reduce the risk of a lawsuit
- To identify the essential elements which must be in every dental record to allow you to comply with dental board rules
- To know the steps which must be taken to increase your chances of a favorable outcome in a dental board investigation
- To understand the documentation and procedural issues which can reduce your exposure from investigations by other state and federal agencies

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Every Clear Aligner is the Same, Right? Wrong!
PRESENTED BY Neil Warshawsky, DDS, MS
RECOMMENDED FOR D HA 0M LT
9 AM - 12 PM  COURSE NUMBER 7128
ODA COURSE  CE CREDITS 3

This is a fast-paced overview of the three ways that all clear aligner systems work. You will leave understanding the pros and cons of each system. This knowledge will be powerful as you go back to your practice, and you will understand what it will take to correct whatever comes your way. Case demonstrations will be presented along with a do’s and don’ts checklist to ensure success in your clear aligner therapy.

At the conclusion of this course, attendees will have learned:
- To know when it makes sense to use broad surface pressure to correct the alignment of a tooth
- To understand the concept of photomodulation and learn how specific IR light can accelerate orthodontics
- To understand the mechanism of microperforations and how it affects normal, healthy tooth movement
- To understand pulsatile technology and how it affects the histologic process of tooth movement
- To understand how the utilization of risk management techniques can dramatically decrease the risk of a lawsuit
- To identify issues in your own practice which will reduce the risk of a lawsuit
- To identify the essential elements which must be in every dental record to allow you to comply with dental board rules
- To know the steps which must be taken to increase your chances of a favorable outcome in a dental board investigation
- To understand the documentation and procedural issues which can reduce your exposure from investigations by other state and federal agencies

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Not Fast Is in the Past!
Accelerated Orthodontic Tooth Movement Is Now a Reality
PRESENTED BY Neil Warshawsky, DDS, MS
RECOMMENDED FOR D HA 0M LT
1:30 - 4:30 PM  COURSE NUMBER 7129
ODA COURSE  CE CREDITS 3

This is a fast-paced overview of orthodontics’ “new” look. Accelerated care is growing in popularity as information is being disseminated quicker via the internet. This program will delve into why today’s patient is different than they were 30 years ago and what it will take to please them. Several of the more popular concepts in accelerated care will be reviewed. It is our hope that participants will learn to harness this new concept to create safe and efficient treatment modalities for their patients.

At the conclusion of this course, attendees will:
- To understand the histologic process of tooth movement
- To understand pulsatile technology and how it affects the process of healthy normal tooth movement
- To understand the mechanism of microperforations and how it will affect normal, healthy tooth movement
- To understand the concept of photomodulation and learn how specific IR light can accelerate orthodontics
- To know the armamentarium required to institute accelerated care
- To know how to trim an aligner to build in stability

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For speaker biographies and conflict of interest disclaimers, please see the 2016 Preview Program on the ODC website, www.oregondentalconference.org.
Drugs and Dentistry
New Issues and New Solutions
PRESENTED BY Karen Baker, MS, RPh
RECOMMENDED FOR D H A
9 AM - 12 PM COURSE NUMBER 7130 ODA COURSE
Increasing numbers of dental patients have uncontrolled hypertension or diabetes with complex oral health problems. Many new cardiovascular, central nervous system, and endocrine drugs can interact with dental drugs or affect bleeding or wound healing. Patient self-medication with supplements and over-the-counter drugs has recently been recognized as potentially risky in dentistry. Consequently, more and more patients report chemical and drug allergies and intolerances. Dental professionals are frequently faced with medically complex and chemically challenged patients and need practical strategies for providing safe and appropriate care.
The purpose of this course is to identify new drug-related problems encountered in dental practice, and to outline practical management solutions. Extensive handouts will supplement discussion of intra-oral drug effects and treatment modifications involving medicated or allergic patients. Throughout the program, primary emphasis will be placed on developing consistent strategies for treating medically complex dental patients. The thorough and very current handout will greatly enhance the chairside value of this fast-paced and practical course.
At the conclusion of this course, attendees will:
• Recognize the specific dental treatment modifications necessary to prevent complications in patients with major cardiovascular or central nervous system disorders
• Be able to modify dental treatment for patients on new chronic medications for diabetes, osteoporosis, and collagen vascular diseases such as rheumatoid arthritis

Drug Reactions and Interactions
Important in Clinical Dentistry
PRESENTED BY Karen Baker, MS, RPh
RECOMMENDED FOR D H A
2 - 5 PM COURSE NUMBER 7131 ODA COURSE
Dental patients are becoming more chemically challenged, which means that clinicians must consider the dental treatment impact of chronic drug therapy or chemical exposure. This program will provide clinically useful information on identification and management of intra-oral drug and chemical effects and potential drug interactions with dental drugs. Drug-induced effects such as bruxism, increased gag reflex, osteonecrosis of the jaw, candidosis and xerostomia will also be examined. Chemical effects such as mucosal irritation, sensitivity and ulcerations will be described. Extensive handouts will supplement this fast-paced lecture with emphasis on practical clinical management of medicated dental patients.
At the conclusion of this course, attendees will be able to:
• Describe the most common causes of xerostomia, taste disorders, oral pigmentation, osteonecrosis of the jaw, chemical sensitivity, and mucositis
• Discuss dental management strategies for xerostomia, halitosis, and mucositis
• List four chronic medications that limit vasoconstrictor dosage

The Four C’s in Solving the Caries Puzzle!
PRESENTED BY Judy Bendit, RDH
RECOMMENDED FOR D H
9 AM - 12 PM COURSE NUMBER 7132 ODA COURSE
CE CREDITS 3
This program introduces a suggested caries risk assessment survey to identify individual patient risk level for dental caries. Mapping a treatment plan is only successful when the dental team understands all factors that influence the caries pattern and prevalence based on medical history, lifestyle changes, behaviors and disease factors. The program will preview several case studies that begin with CAMBRA and design a mapping to incorporate appropriate therapies and patient-applied practices to reverse early carious patterns. At the final segment of this seminar, the discussion will encourage the participants to inquire and share their successes with all latest remineralization products, and describe how they plan to improve their day-to-day practice using evidence-based science.
At the conclusion of this course, attendees will be able to:
• Execute a CAMBRA (risk assessment) within their practice protocol
• Utilize a caries detection system (according to the International Caries Detection Assessment System) to assess stages of the caries lesion
• Analyze cases to individualize their risk level to guide appropriate therapies
• Implement and recommend a calcium phosphate fluoride plan

The Myths, Legends, and Realities of OTC Products
PRESENTED BY Judy Bendit, RDH
RECOMMENDED FOR D H
2 - 5 PM COURSE NUMBER 7133 ODA COURSE
CE CREDITS 3
You bring the popcorn, and I’ll bring the entertainment along with the education. This program will explore all the myths, legends, and realities of toothbrushes, toothpastes, and mouth rinses. We will look at vintage commercials and evaluate how they have shaped our current philosophies; we’ll explain why we are so challenged with getting the right products into the hands of our patients. This course will leave you questioning many advertisements, and making wiser decisions for yourself and your patients.
CONTINUES IN NEXT COLUMN

Medical Teams International
At Home and Abroad
PRESENTED BY Dale Canfield, DMD
Tanya Eckroth, RDH, MBA
Marshall Snider
Matt Stiller
RECOMMENDED FOR D H A
9 AM - 12 PM COURSE NUMBER 7134 ODA COURSE
CE CREDITS 3**
This session, presented by volunteers and staff of Medical Teams International, will include specific and detailed reviews and demonstrations of dental techniques, equipment and supplies that can be used domestically or abroad to maximize dental production and impact in low resource environments. Representatives from local site partners will share about the impact of the dental care on the individuals they serve.
MTI meets peoples’ needs through humanitarian aid and disaster relief, regardless of their race, gender, or religion. Programs include training and education to build the capability and capacity of partners, volunteers, staff and people served in order to produce sustainable change. MTI’s philosophical approach is holistic and seeks to address the wellness of the whole person—a physical, social, mental and spiritual being.
At the conclusion of this course, attendees will:
• Comprehend the similarities, differences and scope of unmet dental needs at home and abroad
• Know how to maximize production and positive impact in low resource settings for patients with urgent dental needs
• Understand the steps required to begin volunteering and the types of equipment, supplies and logistical support provided by MTI
• Be motivated to use their skills and abilities to make a difference in the lives of the dentally underserved
** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

At the conclusion of this course, attendees will be able to:
• Look at the trends in marketing and how they effect our own decision making process
• Formulate a homecare protocol
• Evaluate and discuss the science behind many of the OTC products
• Determine what toothbrush is best for each patient (manual and electric)
• Compare and discuss the current rinses available for in-office and home use
At the conclusion of this course, attendees will identify the prizes, and products keep this class engaging and discussed. A lively mix of activities, demonstrations, stories, precautions are presented. Examples of useful checklists are recommended for presented by Keeping it Real.

Bloodborne, contact, droplet, and aerosol diseases are updated in the context of today's changing population and requirements for CE related to practice management and patient relations.

### Nutrition, Lifestyle and Perio

**An Approach that Can Change the Life of Your Patients and Maybe Even Your Own**

**Presented by** Timothy Donley, DDS, MSD

**Recommended for** DHA

**9 AM - 12 PM**

**Course Number** 7137

**ODA Course** 

**CE Credits** 3

This course will discuss the nutritional and lifestyle changes that can make an immediate difference in your patients' (and maybe even your own) oral and overall health. Maximally effective periodontal therapy is about much more than just cleaning teeth. Yes, bacteria initiates periodontal disease, but it is the host inflammatory response that adversely affects oral and overall health.

The latest research confirms that nutrition and other host modulation therapies can have significant anti-inflammatory benefits. Determine which patients have a contributing host response. More importantly, learn the changes that you can make in your treatment protocols to help your patients modulate their host response. You will leave with a clear understanding of how to incorporate a realistic nutrition and lifestyle protocol which can improve the health of your patients, your practice, and even yourself.

At the conclusion of this course, attendees will:

- Fully understand the inflammatory link between oral and overall health
- Have learned the indications and protocols for host modulation therapy
- Understand the role that nutrition can play in reducing inflammation
- Have learned what evidence-based exercise and sleep recommendations you should be making
- Understand the role that carbohydrates and fats play in oral and overall health
- Be able to develop a dietary plan that minimizes inflammation
- Be able to develop a plan for making reasonable nutritional recommendations to patients

### Dental Health and Drug Addiction

**Presented by** Charl Els, MBChB, FCPsych

**Recommended for** DHA

**9 AM - 12 PM**

**Course Number** 7139

**ODA Course** 

**CE Credits** 3

Addiction is the leading preventable cause of death and disease. This interactive session focuses on conceptualizing addiction as a prevalent, chronic, relapsing, and treatable medical disorder. It outlines the essential components of screening in dental settings, and aims to generate a deeper understanding of the principles of safe and effective treatment of substance-related and addictive disorders.

Dental health professionals are ideally placed to screen, detect, and treat (or refer) individuals suffering from this condition. Addiction is as treatable as most other chronic diseases. With early detection and appropriate management, the prognosis can be optimistic.

At the conclusion of this course, attendees will have increased:

- Knowledge of the drugs of abuse and its impact on dental health
- Skills in screening for addiction
- Confidence in applying safe and effective addiction care, or appropriate referral

### Treating Tobacco Addiction

**What Can Dental Health Professionals Do?**

**Presented by** Charl Els, MBChB, FCPsych

**Recommended for** DHA

**2 - 5 PM**

**Course Number** 7140

**ODA Course** 

**CE Credits** 3

The cigarette has been identified as the deadliest artifact in the history of human civilization. Most tobacco users know the power of addiction and want to quit. Tobacco is the leading preventable cause of death and disease globally.

CONTINUES IN NEXT COLUMN
and contributes to six of the top eight non-communicable diseases. Evidence tells a vivid and chilling story of the dire and urgent need to support cessation.

This session offers a synthesis of the empirical evidence for safe and effective treatment for the condition of addiction to nicotine, or Tobacco Use Disorder (DSM-5), also referred to as Nicotine Dependence (DSM-IV-TR). Dental health professionals are ideally placed to screen, detect, assess, and treat tobacco addiction, thereby saving lives and reducing the excess healthcare burden of tobacco. How can dental health professionals contribute to the end-game for this devastating man-made epidemic.

At the conclusion of this course, attendees will have increased:
- Knowledge of the impact of tobacco on dental health
- Skills in screening for, and assessing tobacco addiction
- Confidence in applying safe and effective care, based on clinical practice guidelines

CPR for the Health Care Provider

PRESENTED BY EMT Associates

RECOMMENDED FOR D H A OM LT

9 AM - 12:30 PM COURSE NUMBER F8008
ODA COURSE CE CREDITS 3.5

THIS COURSE REPEATS IN THE AFTERNOON:
1:30 - 5 PM COURSE NUMBER F8009
ODA COURSE CE CREDITS 3.5

COURSE LIMIT 50 participants (per session)

ADDITIONAL FEE $15
NOTE This course is also offered on Thursday and Saturday.

This is an American Heart Association class emphasizing the CABs of resuscitation, including rescue breathing, use of bag-valve mask, AED, CPR and foreign body airway removal for all age groups. The workshop will include written and skills evaluations. Re-certification is for two years.

Course attendees will receive a copy of the the American Heart Association’s required textbook, BLs for Healthcare Providers Student Manual. Please note, this text will only be distributed on-site to course attendees. It will not be available to registered individuals who are not present.

ODEA COURSE

They Didn’t Teach Us THAT in Dental School: Developing a Passionate, Motivated, and Efficient Team

PRESENTED BY Kelly Fox-Galvangi, CDA
Steven Katz, DMD, MAGD

RECOMMENDED FOR D H A OM

9 AM - 12 PM COURSE NUMBER 7141
ODA COURSE CE CREDITS 3**

The success of any practice is dependent on clarity in deciding the future direction of the practice. Patience should be exercised in developing a team with a passion for core beliefs in line with the doctor’s. There are techniques in team development that ensure the team will become motivated, and that will eliminate the drama that adds stress to any practice. Development of systems can simplify the operation of the practice and eliminate the oversights that can drag a practice down. When there is a clear vision, a perception of leadership, team empowerment and sound systems, patients will have a higher perceived value of the care, the dental practice flourishes.

CONTINUES ON NEXT PAGE
During this course, attendees will learn:

- The importance of being proactive in the current economic environment
- How a true vision can guide the daily decisions in operating a practice
- That establishing a positive culture enables the doctor, team and patients to enjoy a mutually rewarding experience
- The process in developing team trust, commitment, accountability, and attention to results
- To understand the importance of time management and how it impacts the practice
- That measurement of performance gives us the tools to make good decisions when it comes to the management of the practice
- How to develop a passionate, motivated and efficient team which can lead to practice growth, profitability and emotional fulfillment for everyone in the practice

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

**ODEA COURSE**

They Didn’t Teach Us THAT in Dental School: Strategies for Practice Growth and Treatment Acceptance

**PRESENTED BY**  Kelly Fox-Galvangi, CDA
Steven Katz, DMD, MAGD

**RECOMMENDED FOR**  D H A  OM

**2 - 5 PM**  COURSE NUMBER  7142  ODA COURSE  CE CREDITS 3**

Dentistry and the people we care for are very different than they used to be. Patients now come to us because they understand that we can truly make a difference in their lives. Whether it is improving their ability to function at a higher level at work by eliminating the distraction of pain, increasing their enjoyment of life by eliminating dysfunction, or increasing their self-esteem and social impact by improving their appearance, we must understand that our purpose is greater than fixing teeth. When patients have a higher perceived value of what we can do for them they are more receptive to considering cosmetic and comprehensive care.

This session will review the total patient experience, beginning with the initial phone call and first visit. Practice growth and success is dependent on creating a relationship, developing understanding and creating a partnership with the patient in their care. When this occurs patients eagerly accept more of the care they need and refer others to our offices.

During this course, attendees will learn:

- Patients no longer come to our offices for us to “fix their teeth”
- Patients want to believe that we can make a difference in their lives
- The importance of relationships and understanding cannot be understated in raising the perceived value of care
- Exceeding patient expectations inspires trust and confidence
- We should focus less on the “chief complaint” and more on dental conditions effect our patients’ lives
- Verbal skills to counter patients’ apparent objections to treatment
- How hygiene can contribute to practice profitability, by building emotional desire for comprehensive and cosmetic dentistry

CONTINUES IN NEXT COLUMN

- That patients who believe us, like us, and trust us are more likely to make decisions about care independent of insurance restrictions
- It is important to incorporate and embrace technology to achieve practice growth
- There are many ways to improve the promotion of our practices in the rapidly expanding digital environment

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Can Your Dental Team Help Defend You in a Malpractice Lawsuit?

**PRESENTED BY**  Mitch Gardiner, DMD

**RECOMMENDED FOR**  D H A  OM

**9 AM - 5 PM**  COURSE NUMBER  7143  ODA COURSE  CE CREDITS 6**

Clinical documentation has been proven to be the gold standard in defending malpractice lawsuits. This program will show how the entire dental team is of critical importance in defending the dentist. The dental staff, as well as the treating dentist, need to understand what the accepted standards of care are for the many clinical situations faced in the office daily. They will learn how to document that those standards were met. Dentists and their staffs will have the rare opportunity to review and analyze actual malpractice cases and they will understand how documentation helped to win or lose these lawsuits in court. Program participants will leave with a fresh perspective of what needs to be documented and the reasons for this documentation.

At the conclusion of this course, attendees will have learned:

- What the standards of care are for clinical documentation
- How the entire dental staff needs to work as a team to make their documentation meet accepted standards of care
- The critical importance of record keeping in defending dentists in court
- How good record keeping will improve the quality of care provided to your patients
- Why, where, and how to obtain a legal informed consent, and why it is critically important to have one

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Local Anesthesia—Technique and Pharmacology

**What’s Current? What's Coming?**

**PRESENTED BY**  Mel Hawkins, DDS, BScD(AN)

**RECOMMENDED FOR**  D H A

**9 AM - 12 PM**  COURSE NUMBER  7144  ODA COURSE  CE CREDITS 3

Local anesthesia pharmacology is technique, and local anesthetic technique is pharmacology. The attendee will learn to enhance local anesthesia techniques via the clinical application of modern pharmacology and multi-tasking with advanced block approaches and infiltration. The Acknow, Gow-Gates, Conventional Inferior Alveolar block techniques, including lingual infiltration of mandibular permanent molars are shown. Product selection, what’s new including the current status of articaine, reversal agents, buffering systems, inhalational local anesthetics, what’s upcoming, and much more is presented.

At the conclusion of this course, attendees will be able to:

- Appreciate and review the anatomy of local anesthesia
- Understand the influence of tissue and product pH
- Multitask with combinations of techniques, volume and make intelligent choices as to which local anesthetics might be used and when
- Understand vasoconstrictors, their drug interactions, blood pressure influences and what to use, what not to use and why
- Apply 12 tips and tricks learned over 30+ years—often learned the hard way
- Assess and critique case reports and respond to, “what would you do now, Doctor?”

**Oral/IV Sedation for Dentistry**

How-to Applications, Clinical Pharmacology, and Controversies

**PRESENTED BY**  Mel Hawkins, DDS, BScD(AN)

**RECOMMENDED FOR**  D H A

**2 - 5 PM**  COURSE NUMBER  7145  ODA COURSE  CE CREDITS 3

NOTE  This course is also offered on Saturday.

Sedation is the practice-builder of modern day dentistry. Learn sedation pharmacology and how to apply it clinically in practice. Mistakes and solutions from more than 30+ years of private practice are shared. Consider how to incorporate and/or improve a sedation protocol into a team approach; case reports will be shared. State dental board regulations will be compared and contrasted; the questions on how to legally protect the dentist and their practice, and what one’s professional sedation fees should be, will also be addressed.

At the conclusion of this course, attendees will be able to:

- Understand the definitions of sedation—established and recently published by the ADA
- Comprehend the pharmacology of sedatives administered in dentistry
- Treat the apprehensive child
- Have an understanding of fees, values, and responsibilities
- Assess situational problems, mistakes made, and hindsight solutions in over 30 years of four-day-a-week private practice

**Medical Emergencies**

**PRESENTED BY**  David Howerton, DMD
Gabriel Kennedy, DMD

**RECOMMENDED FOR**  D H A  OM

**1 - 5 PM**  COURSE NUMBER  7146  ODA COURSE  CE CREDITS 4

If a medical emergency occurs in your office, preparation is the key for the entire office team. This course will emphasize recognition and prevention of medical complications that may lead to a medical emergency in your office. We will discuss specific medical emergency situations and management. This course meets the medical emergency and anesthesia permit requirements for the Oregon Board of Dentistry license renewal.

At the conclusion of this course, attendees will have a straightforward approach on how to handle various medical conditions and medical emergencies they may encounter in the office.

During this course, attendees will:

- Learn the importance of a dental office emergency plan
- Understand the best way to prevent a medical emergency is by review of patients' medical history and physical examination

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For speaker biographies and conflict of interest disclaimers, please see the 2016 Preview Program on the ODC website, www.oregondentalconference.org.
Diagnosis and Management of Epithelial Dysplasia and Oropharyngeal Squamous Cell Carcinoma

PRESENTED BY Cynthia Kleinegger, DDS, MS  
F. Jim Kratochvil, DDS  
Daniel Petrisor, DMD, MD, FACS  
Jeffery Stewart, DDS, MS  

RECOMMENDED FOR  D  H  A  
9 AM - 12 PM  
ODA COURSE  
CE CREDITS  3  

THIS COURSE REPEATS IN THE AFTERNOON:  
2 - 5 PM  
ODA COURSE  
CE CREDITS  3  

Early detection and diagnosis continues to be the most significant factor affecting the survival rate among people with oropharyngeal squamous cell carcinoma. This course will discuss early detection of this disease with emphasis on identification of soft tissue abnormalities that should raise suspicion for squamous cell carcinoma or a lesion with malignant potential (epithelial dysplasia). The risk factors for these conditions will also be addressed.

Discussion will include the importance of submitting high quality biopsy specimens from suspicious lesions, along with pertinent patient history, and the interpretation of a biopsy report. The microscopic features that result in a diagnosis of epithelial dysplasia or squamous cell carcinoma will be reviewed.

This course will also address management of the patient with a diagnosis of epithelial dysplasia and current staging and management of head and neck squamous cell carcinoma, to include current therapies for treatment including robotic surgery, and reconstructive/rehabilitative options.

At the conclusion of this course, attendees will be able to:
- Identify soft tissue abnormalities suspicious for squamous cell carcinoma or epithelial dysplasia
- Identify the significance of various risk factors for squamous cell carcinoma
- Understand how the quality of a biopsy specimen and information provided to the pathologist affects the accuracy of a microscopic diagnosis
- Interpret a biopsy report and understand the microscopic features of squamous cell carcinoma and epithelial dysplasia
- Participate in the management of a patient with a diagnosis of epithelial dysplasia
- Understand current staging and treatment modalities for patients head and neck cancer
- Understand the reconstructive/rehabilitative options available for patients with head and neck cancer

CONTINUES IN NEXT COLUMN

Take risks in life, not with your practice.

DBIC provides insurance and risk management for dentists. Call today to learn how we can protect your practice.
800-452-0504  dentistsbenefits.com
help you communicate a little better with Spanish-speaking patients. Having a few words and phrases can at least get some communication started, so you both can be on the same course of treatment.

At the conclusion of this course, attendees will have learned:

- Correct pronunciation of Spanish words
- Many words and phrases to help communicate with Spanish-speaking patients about their dental health

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

### Implant Solutions for the Edentulous Patient

**PRESENTED BY** David Little, DDS

**RECOMMENDED FOR** D H A O M LT

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**This course is sponsored, in part, by** Dentsply Implants

Implant dentistry can improve the quality of life for fully edentulous patients. New advancements in technology and products enhance function and create the illusion of reality in patient smiles. Gain a higher level of technical knowledge and be motivated to achieve a new level of care.

At the conclusion of this course, attendees will be able to:

- Understand implant diagnosis and treatment planning solutions for the edentulous patient
- Understand impression techniques, proper abutment and attachment selection
- Present options to patients and determine a fair fee for the implant case

### Offensive Dentistry

**PRESENTED BY** Brian Nový, DDS, FADI

**RECOMMENDED FOR** D H A O M

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**This course is sponsored, in part, by** Air Techniques

Let’s face it, the idea of sitting through a course on dental caries or caries risk assessment isn’t appealing—in fact, it sounds downright boring. However, the science of clinical cariology is expanding at an astonishing rate, and this is one subject you’ll be glad you understand. Don’t let your office be the only one saying, “Brush better, don’t eat sweets, and here’s some fluoride.”

At the conclusion of this course, attendees will be able to:

- Intervene medically in the caries process
- Control caries with focused therapeutics
- Implement an effective preventive protocol for high and low risk patients
- Prolong the life of restorations in all patients

### Your Sleep-Deprived Patient: “I Sleep So Poorly!”

**PRESENTED BY** Uche Odiatu, DMD

**RECOMMENDED FOR** D H A O M LT

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As many as 30% of Americans work evening shifts, overnights, or rotating shifts; as many as 50% of suffer from some type of sleep disturbance. This sleep debt goes far beyond just giving them dark circles and bags under their eyes. From early cognitive decline and memory loss (challenges following post-op instructions, for example, or remembering daily home care) to immune system issues (hyper-inflammatory states and poor wound healing) a large number of your patients are affected by poor sleep.

At the conclusion of this course, attendees will have learned:

- The incredible healing power of a good night’s sleep
- The link between poor sleep, cognitive decline, high cortisol, inflammation, poor wound healing, and accelerated aging
- Fifteen strategies to help both you and your patients sleep deeply

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.**
TAKE CONTROL
OF YOUR ONLINE REPUTATION

88% of people trust online reviews on sites like Yelp and Healthgrades as much as personal recommendations. Word of mouth, meet word of keyboard. Doctor, meet **REPUTATION TRACKER PLUS**, the newest way to master your online reputation. Meet oversight, analytics, and influence. Meet control.

**Call for a free 30-minute consultation.**
and paperless. Learn why and how our government is involved. Examine software programs—both dental and administrative—and learn how to successfully implement both. At the conclusion of this course, attendees will:

- Have learned the difference between a chartless and a paperless environment
- Have discovered key documentation techniques for all aspects of a practice management program
- Be able to identify which technology is essential when going digital

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

### The Great Paper Debate
**Chartless vs. Paperless**

**PRESENTED BY** Laci Phillips

**RECOMMENDED FOR** DHA OM

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**NOTE** This course is also offered on Thursday.

When the first question a patient asks is “How much will my insurance pay?”, we know our lives will revolve around insurance. Learn to step out of that mindset, and step into customer service, quality health care, and ultimately a profitable practice. Discover how excellent communication, proper coding, and above-average collections can impact your practice’s efficiency and financial health. Walk out of this high-energy course feeling energized with the realization that the revolution has just changed.

**CONTINUES IN NEXT COLUMN**

### Optimize your Practice
**Understanding Dental Benefits, the CDT Code, and More**

**PRESENTED BY** Ronald Riggins, DMD

**RECOMMENDED FOR** DHA OM

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**NOTE** This course is also offered on Saturday.

Accurate and consistent procedure reporting on claim forms and understanding how dental benefits impact your practice and patients are hallmarks of a successful office. Familiarity with the Code on Dental Procedures and Nomenclature (CDT Code) enables you to document dental services, as well as recognize claim and adjudication errors. Understanding dental benefits enables you to predict common areas of tension with you, your patients and their dental benefits. At the conclusion of this course, attendees will be able to:

- Identify changes and how to use new, revised and continuing procedure codes
- Understand the CDT Code maintenance process, and how to submit their own change request
- Recognize procedure codes used to document and report common clinical scenarios
- Understand differences in dental claim and medical claim completion
- Recognize possible inappropriate CDT Code use, or misuse, by third-party payers, especially in claim adjudication

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.
Diagnosis and Management of Trigeminal Nerve Injuries and Major Complications of Minor Dental Surgery

PRESENTED BY Shahrok Bagheri, DMD, MD, FACS, FICD

RECOMMENDED FOR D OM

8 AM - 4 PM
OSOMS COURSE
CE CREDITS 6

Through discussion with the appropriate educational committee and the intended audience, competent patient care of peripheral trigeminal nerve injury in oral surgery and dentistry has been identified as a need for continuing dental education in our region. The provision of all types of dental care routinely and necessarily involves maneuvers and instrumentation in close proximity to the peripheral branches of the second (maxillary, V2) and the third (mandibular, V3) divisions of the trigeminal (fifth cranial, TN) nerve, the principal provider of sensation to the oral cavity, teeth and associated mid- and lower facial structures. Even with the best of care and despite modifications of techniques to reduce risks, injuries to peripheral branches of the TN, especially those of the V3 (lingual, LN; inferior alveolar, IAN; and mental, MN) are an everyday concern to the dentist.

In many instances, the patient who sustains a TN injury as the result of dental care is a source of self-doubt, soul-searching, and stress for the responsible practitioner. Often lost in the tension of the moment is what to do next and how to go about it in a timely and efficient manner that is in the patient’s best interest. While this situation is often a source of frustration and intimidation, the dentist is obliged to care for the patient in a forthright manner. How and when to do this is the subject of the proposed lecture.

At the conclusion of this course, attendees will be able to:
- Discuss the diagnosis of peripheral trigeminal nerve injuries related to oral surgery and dental treatment
- Discuss timing of surgical intervention of repair of trigeminal nerve injuries
- Discuss the methods of prevention of trigeminal nerve injuries

Medical Emergency Update

PRESENTED BY Steven Beadnell, DMD

RECOMMENDED FOR D H A OM

12 - 4 PM
ODA COURSE
CE CREDITS 4

NOTE: This course is also offered on Thursday.

Medical emergencies can and do occur in dental practices every day. Over the next 15 years, the segment of the population at highest risk for medical emergencies—those 65 and older—will become a larger percentage of our patients. The entire dental team must be prepared to recognize and respond to a variety of medical emergencies that could be precipitated by the stress of the dental environment. This course will discuss the diagnosis, prevention, and management of common medical emergencies that might occur in dental offices. This four-hour course is appropriate for the entire dental team, and meets the medical emergency education requirement of the Oregon Board of Dentistry for license renewal and anesthesia permits.

At the conclusion of this course, attendees will:
- Be able to identify those at increased risk for specific medical emergencies
- Be able to diagnose the common medical emergencies based on the signs and symptoms demonstrated by a patient
- Develop a rational approach to the management of medical emergencies in general as well as the specific protocols for managing each medical emergency discussed
- Be able to identify modifiable risk factors for medical emergencies and understand methods to prevent their occurrence in the dental environment

Infection Control Teamwork

How To Meet CDC Guidelines

PRESENTED BY Leslie Canham, CDA, RDA, CSP

RECOMMENDED FOR D H A OM LT

8 - 10 AM
ODA COURSE
CE CREDITS 2

Recent breaches in infection control demand that we review, update, and fine-tune our infection control knowledge, skills, and procedures. The participant will learn how to update their existing infection control practices to meet the current CDC guidelines. Examples of infection control, do’s and don’ts, as well as hands-on demonstrations will provide the participant with memorable tips.

This program will motivate the participant to strive for infection control excellence. Take-aways include: an infection control checklist, instrument processing protocol, and top resources for infection control and safety.

At the conclusion of this course, attendees will be able to:
- Develop and implement an office infection control program
- Understand how to incorporate the CDC guidelines in your practice
- Learn how to achieve a culture of infection control and safety compliance
- Identify resources for infection control and safety
- Explain how to select appropriate infection control products

CONTINUES IN NEXT COLUMN
HIPAA: What’s New and What Do I Have to Do?

**PRESENTED BY** Leslie Canham, CDA, RDA, CSP

**RECOMMENDED FOR** D H A 0M

**12 - 1:30 PM**  
**COURSE NUMBER** 7166

**ODA COURSE**  
**CE CREDITS** 1.5**

This course will familiarize the participant with the basic concepts of HIPAA as the regulations apply to dentistry. Information includes how to: comply with the new HIPAA Omnibus Rule, conduct staff training, create the necessary logs, prevent breaches, and increase awareness for prevention of cyber attacks.

At the conclusion of this course, attendees will be able to:
- Conduct a risk assessment
- Understand how HIPAA regulations apply to a typical dental office
- Recognize and prevent breaches in privacy and security
- Locate resources for HIPAA training and information
- Identify suspicious computer activity

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Got OSHA? Six Easy Steps to Office Safety!

**PRESENTED BY** Leslie Canham, CDA, RDA, CSP  

**RECOMMENDED FOR** D H A 0M

**2 - 4 PM**  
**COURSE NUMBER** 7167

**ODA COURSE**  
**CE CREDITS** 2**

This fast-paced, entertaining program is designed to familiarize the participant with the basic elements of an OSHA safety program for dentistry, while meeting the annual bloodborne pathogen and hazard communication training requirements. Take-home tools include: checklists for conducting a mock OSHA inspection, a sample exposure incident plan, and other helpful resources.

At the conclusion of this course, attendees will be able to:
- Meet OSHA training requirements for dentistry
- Recognize hazards in the dental office
- Explain how to manage an exposure incident
- Understand how to maintain and update an OSHA manual

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Optimizing Your Dental Potential

**Power Table Discussion and Thought Exchange**

**PRESENTED BY** Dental Industry Thought Leaders

**RECOMMENDED FOR** D

**1 - 3 PM**  
**COURSE NUMBER** 7168

**ODA COURSE**  
**CE CREDITS** 2**

This session is geared towards providing new dentists and dental students with the tools to maximize their early dental career potential. Join Oregon Dental Association staff, volunteer leaders, and dental industry experts in a roundtable discussion. Topics will include: advocacy, email encryption, peer review, practice financing, practice marketing, student loan management, volunteerism, and more!

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

CPR for the Health Care Provider

**PRESENTED BY** EMT Associates

**RECOMMENDED FOR** D H A OM LT

**8 - 11:30 AM**  
**COURSE NUMBER** F8010

**ODA COURSE**  
**CE CREDITS** 3.5

This course repeats in the afternoon:

**12:30 - 4 PM**  
**COURSE NUMBER** F8011

**ODA COURSE**  
**CE CREDITS** 3.5

**ADDITIONAL FEE** $15

**NOTE** This course is also offered on Thursday and Friday.

This is an American Heart Association class emphasizing the CABs of resuscitation, including rescue breathing, use of bag-valve mask, AED, CPR and foreign body airway removal for all age groups. The workshop will include written and skills evaluations. Re-certification is for two years.

Course attendees will receive a copy of the the American Heart Association’s required textbook, *BLS for Healthcare Providers Student Manual*. Please note, this text will only be distributed on-site to course attendees. It will not be available to registered individuals who are not present.

Local Anesthesia—Technique and Pharmacology

**What’s Current? What’s Coming?**

**PRESENTED BY** Mel Hawkins, DDS, BScD(AN)

**RECOMMENDED FOR** D H A

**8 - 11 AM**  
**COURSE NUMBER** 7170

**ODA COURSE**  
**CE CREDITS** 3

**NOTE** This course is also offered on Friday.

Local anesthesia pharmacology is technique, and local anesthetic technique is pharmacology. The attendee will learn to enhance local anesthesia techniques via the clinical application of modern pharmacology and multi-tasking with advanced block approaches and infiltration. The Akinosi, Gow-Gates, Conventional Inferior Alveolar block techniques, including lingual infiltration of mandibular permanent molars are shown. Product selection, what’s new including the current status of articaine, reversal agents, buffering systems, inhalational local anesthetics, what’s upcoming, and much more is presented.

At the conclusion of this course, attendees will be able to:
- Appreciate and review the anatomy of local anesthesia
- Understand the influence of tissue and product pH
- Multitask with combinations of techniques, volume and make intelligent choices as to which local anesthetics might be used and when
- Understand vasoconstrictors, their drug interactions, blood pressure influences and what to use, what not to use and why
- Apply 12 tips and tricks learned over 30+ years—often learned the hard way
- Assess and critique case reports and respond to, “what would you do now, Doctor?”

Oral/IV Sedation for Dentistry

**How-to Applications, Clinical Pharmacology, and Controversies**

**PRESENTED BY** Mel Hawkins, DDS, BScD(AN)

**RECOMMENDED FOR** D H A

**1 - 4 PM**  
**COURSE NUMBER** 7171

**ODA COURSE**  
**CE CREDITS** 3

**NOTE** This course is also offered on Friday.

Sedation is the practice-builder of modern day dentistry. Learn sedation pharmacology and how to apply it clinically in practice. Mistakes and solutions from more than 30+ years of private practice are shared. Consider how to incorporate and/or improve a sedation protocol into a team approach; case reports will be shared. State dental board regulations will be compared and contrasted; the questions on how to legally protect the dentist and their practice, and what one’s professional sedation fees should be, will also be addressed.

At the conclusion of this course, attendees will be able to:
- Understand the definitions of sedation—established and recently published by the ADA
- Comprehend the pharmacology of sedatives administered in dentistry
- Treat the apprehensive child
- Have an understanding of fees, values, and responsibilities
- Assess situational problems, mistakes made, and hindsight solutions in over 30 years of four-day-a-week private practice
SPEND YOUR TIME EXAMINING YOUR CLIENT’S TEETH, NOT YOUR COVERAGE.

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

Find an independent agent representing The Cincinnati Insurance Company by visiting cinfin.com or by calling Mike Terrell, 800-769-0548.
Simple Tips on Going Green in the Dental Practice

**ODAA COURSE**

**Presented by** Kevin Henry, MA  
**Recommended for** D H A OM LT  
**8 - 11 AM**  
**ODAA course**  
**Course Number 7172**

Going green is an often misunderstood phrase that can make people think of reverting back to the stone age, or encountering problematic inconveniences. In this fast-moving seminar, learn how other dental practices have reduced their environmental footprint, and have found the changes beneficial to their bottom line as well.

At the conclusion of this course, attendees will be able to:
- Identify areas in the dental practice where going green makes sense
- Learn how dental professionals have successfully incorporated environmentally-friendly aspects into their practice
- Learn how to effectively market this change and set your practice apart from others

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.**

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Battling and Beating the Demons of Dental Assisting

**ODAA COURSE**

**Presented by** Kevin Henry, MA  
**Recommended for** D A  
**1 - 4 PM**  
**ODAA course**  
**Course Number 7173**

Every day, dental assistants face a variety of challenges in their job. How those challenges are met can affect the professional and personal lives of these valuable team members. In this course, learn how to identify the issues that can “get under your skin,” and how to deal with them.

At the conclusion of this course, attendees will be able to:
- Identify on-the-job challenges that could affect performance and happiness
- Understand the steps that can be taken to minimize the effects of those challenges
- Understand how to have a more productive and fulfilling career as a dental assistant

**This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.**

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Stop Watching and Start Managing: Managing and Treating Disease Conservatively vs. Watching It

**ODAA COURSE**

**Presented by** Parag Kachalia, DDS  
**Recommended for** D H A OM  
**1 - 4 PM**  
**ODAA course**  
**Course Number 7175**

This course provides strategies on implementing a caries management protocol in your practice. The course will look at digital diagnostic technologies, advances in chemotherapeutic agents, as well as restorative materials and techniques that allow your patient’s health to be protected while being profitable for the practice.

During this course, participants will learn how to implement caries risk assessment and tailor treatments to a patient’s specific risk factors. Detailed information will be presented on minimal preparation technique, as well as application of appropriate restorative materials.

At the conclusion of this course, attendees will:
- Have learned how to implement caries risk assessment
- Know how to manage and prevent carious lesions
- Have gained an overview of the current marketplace of caries diagnostics
- Be introduced to minimally invasive preparation strategies
- Understand the new world of restorative materials

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Crown and Bridge GPS

Navigating the Maze of Indirect Dentistry Today

**ODAA COURSE**

**Presented by** Parag Kachalia, DDS  
**Recommended for** D A LT  
**8 - 11 AM**  
**ODAA course**  
**Course Number 7174**

This presentation will focus on the evidence base for using new materials and techniques and cover the following areas: Dental adhesives (mechanisms for bonding, proper clinical technique, self-etching systems, dual-cured systems) Composite resins (new microhybrids, flowable resins, low-shrinkage materials, technique tips for placement) and Dental curing devices (lasers, plasma arc lights, LED lights, halogen lights).

At the conclusion of this course, attendees will:
- Understand histological variances between enamel and dentin
- Understand universal adhesives: learn how they work, what is the evidence for clinical performance for each, what clinical situations may lend to use of one category over the other
- Learn about the new nano and low-shrinkage composite resins, and their features and benefits
- Understand clinical techniques for placement of anterior and posterior direct resin restorations
- Have learned the nuances regarding curing devices and factors that lead to under curing restoratives

CONTINUES IN NEXT COLUMN

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Direct Restorative Materials and Techniques: When Does ‘State of the Art’ Become ‘Standard of Care’?

**ODAA COURSE**

**Presented by** Mark Latta, DMD, MS  
**Recommended for** D  
**8 - 11 AM**  
**ODAA course**  
**Course Number 7176**

This presentation will focus on the evidence base for using new materials and techniques and cover the following areas: Dental adhesives (mechanisms for bonding, proper clinical technique, self-etching systems, dual-cured systems) Composite resins (new microhybrids, flowable resins, low-shrinkage materials, technique tips for placement) and Dental curing devices (lasers, plasma arc lights, LED lights, halogen lights).

At the conclusion of this course, attendees will:
- Understand the advancements in ceramic materials—where, when, and how
- Understand how to obtain predictable digital and traditional impressions
- Leverage CAD/CAM technology in conjunction with your dental laboratory
- Understand the evidenced based protocols surrounding cementation with respect to traditional and implant restorations

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Indirect Restorative Materials and Techniques: When Does ‘State of the Art’ Become ‘Standard of Care’?

**ODAA COURSE**

**Presented by** Mark Latta, DMD, MS  
**Recommended for** D  
**1 - 4 PM**  
**ODAA course**  
**Course Number 7177**

This presentation will focus on the evidence base for using new materials and techniques and cover the following areas: Dental cements (mechanisms for bonding, proper clinical technique, self-adhesive systems, dual-cured systems) Ceramic systems for crown and bridge and Dental impressioning.

At the conclusion of this course, attendees will:
- Understand the array of dental cements and what clinical indications are suitable for each material class
- Understand the different ceramic systems and their features benefits and limitations
- Understand clinical techniques impressioning

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From Risk to Results

Periodontal Instrumentation for the Advanced Practitioner

**ODAA COURSE**

**Presented by** Monica Monsantofils, RDH, PG Dip  
**Recommended for** D H  
**8 - 11 AM**  
**ODAA course**  
**Course Number 7178**

This course is based on current scientific literature and will provide the clinician evidence based tools and strategies for comprehensive patient care. The evidence-based decision making (EBDM) process will be discussed with regard to periodontal risk assessment protocols, salivary diagnostics, and progressive treatment planning. Advantages of ultrasonic instrumentation will be examined as demonstrated in the current research for obtaining successful clinical outcomes.

At the conclusion of this course, attendees will be able to:
- Apply the EBDM process by identifying current clinical gaps for optimal patient care
- Examine the unique relationship between oral and systemic conditions pertaining to the patient’s risk factors
- Discuss the use of salivary diagnostics for the presence of diabetes which identify C-reactive protein and other biomarkers which play a role in periodontal disease
- Clarify the role of ultrasonic instrumentation in the delivery of successful preventive and therapeutic debridement supported by current research

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For speaker biographies and conflict of interest disclaimers, please see the 2016 Preview Program on the ODC website, www.oregondentalconference.org.
Dedication to a team can IMPACT THE FUTURE

A successful mission requires teamwork to achieve its goal. At Willamette Dental Group, our mission to be the provider and employer of choice is pursued daily by our close-knit team. Our focus on service and our dedication to a common goal drives our team to work together to improve the long-term health of our patients, and ultimately, the communities that we serve. Join a team that values your service and shares your values.

Register online: www.oregondentalconference.org

COURSES • SATURDAY, APRIL 9

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A Radiology Portfolio
Techniques for Success
PRESENTED BY Monica Monsantofils, RDH, PG Dip
RECOMMENDED FOR DHA
1 - 4 PM   COURSE NUMBER 7179
ODA COURSE   CE CREDITS 3
THIS COURSE IS SPONSORED, IN PART, BY DENTSPLY Professional

Advances in technology have made a significant impact on the field of dental radiography. For dental practices to make a smooth transition to new technology, an understanding of the basic principles of intraoral radiography and the modifications to these principles required by new technology is beneficial. This course provides the dental professional with techniques to utilize with their current technology, analog or digital, to produce quality, diagnostic images on the first exposure.

At the conclusion of this course, attendees will be able to:
- Compare and contrast the differences between analog and digital technique with modifications
- Recognize advantages and limitations of new radiographic technology, digital systems, and new designs in aiming devices and holder
- Review technology changes and the impact of radiation exposure

Optimize Your Practice
Understanding Dental Benefits, the CDT Code, and More
PRESENTED BY Ronald Riggins, DMD
RECOMMENDED FOR DHA
8 - 11 AM   COURSE NUMBER 7180
ODA COURSE   CE CREDITS 3**
NOTE This course is also offered on Friday.

Accurate and consistent procedure reporting on claim forms and understanding how dental benefits impact your practice and patients are hallmarks of a successful office. Familiarity with the Code on Dental Procedures & Nomenclature (CDT Code) enables you to document dental services, as well as recognize claim and adjudication errors. Understanding dental benefits enables you to predict common areas of tension with you, your patients and their dental benefits.

At the conclusion of this course, attendees will be able to:
- Identify changes and how to use new, revised and continuing procedure codes
- Understand the CDT Code maintenance process, and how to submit their own change request
- Recognize procedure codes used to document and report common clinical scenarios
- Understand differences in dental claim and medical claim completion
- Recognize possible inappropriate CDT Code use, or misuse, by third-party payers, especially in claim adjudication

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Save the Tooth or Place a Dental Implant?
PRESENTED BY Paul Rosen, DMD, MS
RECOMMENDED FOR DHA
8 AM - 4 PM   COURSE NUMBER 7181
OSP COURSE   CE CREDITS 6

The treatment of periodontally-compromised patients has become more of a dilemma today due to the advances in growth factors and endosseous dental implants. Teeth with moderate to advanced bone loss or a class II furcation, can predictably be replaced with a dental implant. In many instances, this is the treatment of choice. However, the availability of recombinant growth factors, graft materials, and scaffolds with mesenchymal cells has enabled clinicians to successfully regenerate these teeth, allowing for their maintenance. The increasing number and types of biologics today has expanded the envelope of regenerative care for teeth, implants and edentulous sites, allowing clinicians to routinely take on the most difficult of problems. This lecture will focus on how technology has influenced our treatment decisions and the ultimate one of either keeping a failing tooth or dental implant or extracting them with the subsequent placement of a dental implant.

At the conclusion of this course, attendees will be able to:
- Identify the circumstances where growth factors may enhance success
- Identify where a cell-based graft material may push our envelope of treating difficult lesions that have been thought to be hopeless
- List the steps involved for achieving optimal surface decontamination
- Discuss how treating intrabony lesions around implants and teeth are similar

Dental Assisting Potpourri
PRESENTED BY Debra Stewart, DDS
RECOMMENDED FOR DHA
8 - 11 AM   COURSE NUMBER 7182
ODA COURSE   CE CREDITS 3**

As the 21st century proceeds, dentistry is faced with many changes and challenges. The rapidly expanding duties of the clinical dental assistant makes dental assisting one of today’s diversified and challenging professions. Those who attend this workshop will gain valuable knowledge and explore some of the duties of today’s dental team.

During this course, attendees will learn:
- Documentation of dental charts
- Placement of retraction cords and hemostatic agents being used today and other products for gingival retraction to ensure a good first impression
- Minor in-house denture and partial repairs
- Barrier techniques and information on rubber dam placement

** This course appears to meet the Oregon Board of Dentistry’s requirements for CE related to practice management and patient relations.

Essentials for the Esthetic Team
PRESENTED BY Debra Stewart, DDS
RECOMMENDED FOR DHA
1 - 4 PM   COURSE NUMBER 7183
ODA COURSE   CE CREDITS 3

Cosmetic dentistry is an important part of today’s dental office, and we must strive as a team to provide the best care possible. The efficiency of today’s dental team is the vital link for today’s dental practice, especially as dentistry is faced with many new changes and challenges. By maximizing the knowledge and skills of each team member, the dental practice operates more efficiently while delivering the highest quality of care. This will allow the doctor to delegate more duties to the dental team, which frees up the doctor to deliver more treatment in the same time frame, thereby increasing the productivity of the office.

This course will cover different techniques and how to utilize each team member’s abilities to the fullest. Dr. Stewart presents quick and easy techniques, along with many helpful tidbits and pearls that can be taken back to the dental office for immediate use.

During this course, attendees will learn:
- Communication
- How to make bleaching trays and helpful hints on bleaching techniques
- How to do a smile analysis using the nine C’s of cosmetic dentistry
- Shade verification techniques
- Recordkeeping / documentation of dental charts

For speaker biographies and conflict of interest disclaimers, please see the 2016 Preview Program on the ODC website, www.oregondentalconference.org.
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“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 Gierzuki DDS, Harrison, MI

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DENTAL OPPORTUNITIES

GENERAL DENTISTRY

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical and mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We are seeking motivated and dynamic individuals who preferably have prior experience with Native American communities/people and vulnerable populations. We have an immediate need for an experienced Clinical Dentist: RESPONSIBILITIES: Ensures culturally appropriate dental services. Maintains relationship with the 9 Oregon tribes, other tribes across US, and other healthcare entities. Ensures Native community’s involvement in program design and operation. Represents NARA as needed. Participates in agency events. Develops and implements integrated system of care for dental services. Works collaboratively with all components of NARA. Ensures dental programs meet client needs. Ensures client utilization of services is appropriate. Develops/monitors client outcomes. Ensures consultation between all disciplines and external sources. REQUIRED QUALIFICATIONS: A Doctor of Dental Medicine degree or a Doctor of Dental Surgery degree accredited university. Valid license to practice dentistry issued by State of Oregon. Have or be able to obtain a Controlled Substance Registration Certificate. One year of dental clinic or professional work experience. To apply, please respond to this posting with your cover letter, resume, and salary requirements to mjobs@naranorthwest.org or by fax to 503-224-4494. Requires a minimum of two years sobriety and clean time; employees are asked to commit to modeling a drug and alcohol free life. All potential hires are required to pass a pre-employment (post-offer) drug screen and criminal background check. Our agency is fully committed to supporting sobriety and as such it is a requirement that all new hires agree to model non-drinking, no-illicit drug use or prescription drug abuse behavior. SEE: Within scope of Indian Preference, all candidates receive equal consideration. Preference in hiring is given to qualified Native Americans in accordance with the Indian Preference Act (Title 25, US Code, Section 472 and 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org.

PRIVATE PRACTICE ASSOCIATE NEEDED, ALOHA, OR. Begin April/May 2016, 4 days per week, $600 min per day or 30% of collections (whichever is greater), General Dentistry (no specialties required), mentoring from experienced Dentists, contact Jon Schatz at jonschatz@att.net or 503-349-1600.

AMAZING DENTIST OPPORTUNITY: GREHAMI. DR. JIMENEZ is looking for a top notch General Dentist to join her thriving family practice in Gresham, OR. Seeking a compassionate and highly motivated provider who wants to 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, granite surfaces, and even an 11-foot water feature. Best equipment and all digital technology, and only the best dental materials used. Our dental team and patients are the best in the business. You get to treat patients like family – no compromises. Our highest priority is patient experience, so a great personality with an unwavering focus on the patient’s well-being is paramount. But we also demand clinical excellence in general dentistry, including family and cosmetic dentistry. Our expertise in business will allow you to focus on doing what you do best while earning the income you want. Practice is family-owned and not for sale. We are busy, dynamic, and growing—you will be our third dentist—and we have a fantastic opportunity ready for you as soon as possible! Want to be part of something special? Tell us a little more about yourself by sending us an email at info@purecareddental.com.

FULL TIME GENERAL DENTIST, VANCOUVER WA. General dentist position available for busy private practice in Vancouver WA. Candidate must have at least 1 year experience. Position is for a single provider practice. Need to be comfortable with surgical extractions and molar endo. Buy out option is available. Base salary with production incentive. Please email resume to decline@gmail.com.

FT ASSOCIATE NEEDED, BROOKINGS, OREGON. brookingsdentalarts.com or 541-254-1147.

DENTIST: FULL-TIME POSITION HILLSBORO OREGON. We are seeking highly skilled and experienced dentists. This is a fantastic opportunity for the right clinician. Join a team of quality orientated professionals that you will be proud to be affiliated with. Working with Onsite Dental you get to enjoy your dental practice and practice your profession in one of our beautiful modern and fully equipped state of the art dental practices, not worrying about ordering supplies or battling receivables and staffing issues. Duties to include: Delivering excellent personalized quality dental care to our patients. To provide and educate patients on preventative care and good oral hygiene. Ability to provide cosmetic dentistry using up to date dental technology and state of the art equipment. Communicate and build a foundation of trust and respect between clinician and patient. At Onsite Dental we provide: Solid administrative and technology support and backed by outstanding management systems, your practice can reach a level of effectiveness and profitability that is beyond anything that you have experienced before. Work on the campuses of fortune 500 companies providing dental wellness programs. If you are ready to make a professional move that will be more fulfilling both professionally and financially please contact me. Suzie Que Williams, National Director of Talent Acquisitions Onsite Health – Onsite Dental, Cell: 714-588-9094. E-mail: swilliams@onsitedental.com

ASSOCIATE DENTIST WANTED: MODERN PRACTICE IN BRIDGEPORT area is seeking a general dentist for 2 days a week. This position has potential for growth and is great opportunity to work with a seasoned dentist and established clients. At least one year experience is preferred. We provide a full range of dental services including endodontics, oral surgery, and a wide range of restorative procedures. Our office has a great staff and 4 operators with room to expand. Contact: davidstreiff@alderdentalgroup.com.

GENERAL DENTIST ASSOCIATESHIP FOR 2 DAYS A WEEK. If you have worked for a corporate dental practice and want to transition to private practice, we can help you make the change you have been waiting for. If you just purchased a new practice and want to supplement your income and earn great $, work with awesome people and learn management skills/practice development we will help you gain that knowledge. Email for an interview. Desired exp. 2-10 yrs. Office locations: Salem and Sherwood. Questions? Email: wscoott@wscoott.com.

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

continue on page 50
WESTERN OREGON OMS – Dr. retiring from 30+ years serving the community. He is flexible to the transition needs of the new owner. High profit practice with average collections of $1.3M for the last 5 years, on 170 days/year in office. Strong referral base serving a population of about 250k. Exceptional 5-year old, spacious 5-op office with state of the art equipment, including a Carestream 3DCT scan connected to all work stations.

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

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

BEND, OR PEDO – Pedodontist retiring for 4+ wonderful years. Very nice office in a great location.

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

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

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

VANCOUVER, WA – Excellent, quality driven G/P collecting $600K+, in a wonderful, high traffic location.

TACOMA, WA PROSTH – Well established practice collecting $400K+ in 2014. 7 ops, digital x-rays and a full denture lab. Building also available!

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

SUN VALLEY AREA – Part-Time practice with opportunity as a satellite! Nearby world class skiing and excellent recreation!

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

FAIRBANKS, AK – Associate wanted for busy Endo practice!

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

ANCHORAGE, AK – Well established G/P collecting $500K annually. Real estate also available. Excellent opportunity to purchase a moderately sized practice! Possible merger opportunity.

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

NEW! ANCHORAGE AREA – Long-established G/P collecting around $800K annually. Highly profitable, low overhead office has 7 ops (6 equipped) and runs Eaglesoft. Seller willing to work back for purchaser if desired. Call Today!

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

ANCHORAGE, AK – Excellent G/P collecting around $1M annually. Seller is retiring and relocating; desires to sell office condo too. Recently converted to Dentrix and boasts newer equipment. Call today!

NEW! ALASKA OMS – Long-established, highly profitable, OMS practice collecting over $2.8M. Beautiful, spacious, modern office and excellent staff! Seller is well respected and willing to transition.
continued from page 48

SPACE AVAILABLE/WANTED

DENTAL OFFICE FOR LEASE. ESTABLISHED DENTAL PRACTICE in busy Clackamas area looking for a specialist to come in to take over the practice. 2500 sq ft with 6 plumbed operatory spaces. Call for details, KMO, Sue O’Halloran 503-661-8000

PRACTICES FOR SALE

G/P PRACTICE, SOUTHERN OREGON: 30P, 4TH ROOM, all with garden views, lab, attractive professional complex. 360K gross, 3.5 day week, fee for service, great potential growth. Sunny location with amazing recreation, located on 1-5 corridor. Motivated Seller. dj.dental1555@gmail.com.

ENDODONTIC PRACTICE FOR SALE IN OREGON: ESTABLISHED endodontic practice in a small university town of about 12,000, drawing from surrounding population of about 58,000. Perfect town to raise a family. Over 2200 square feet building with 4 operators; two operators 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. Plus basement storage and equipment space. Recreational opportunities abound for outdoor enthusiast. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist who wants to move. Contact email: oregonpractice@gmail.com.

DENTAL PRACTICE FOR SALE – ASTORIA OWNER willing to carry the contract, no bank loan needed, great way to start and keep expenses low, 4 Ops, the last three years’ production averaging over 1.175M. 7 fully equipped operatories. CT Scan plus digital X-rays. Excellent hygiene program in place. Accounting for over 40% of production. Outstanding staff will assist with the transition and stay with the practice. Practice has been in the same location for over 33 years. Building located on the busiest street in town with great visibility and access to plenty of parking. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessionaldental.com, 503-680-4366.

SEATTLE: UNIQUE AND EXCEPTIONAL OPPORTUNITY in the nation’s 5th fastest growing city. Practice is housed in the sole commercial space of a premier residential condo building, across the water with unobstructed views of downtown Seattle. Unique location that cannot be duplicated, with 15 years of existence, this practice offers tremendous growth and investment opportunities, ideal for two dentists who can capitalize on all the specialty work that otherwise is referred out. Commercial condos are no longer being made available in this city. Days and hours can be further expanded to leverage the value of the real estate investment in a doctor-owned and operated space. Referring out almost all specialty work, Growing hygiene department of 5 days/week and 4 days of single column restorative, the practice collected in 2015 just shy of $1.3 million. During 2015 the doctor worked just 159 days, taking 8 weeks of vacation. The approximately 1,800 sq.,foot office was built 15 years ago and is also for sale by owner. The office is pristine; contemporaneous and plumbed for a potential 5th op. Adec chairs and digital radiography. Dentrix Software and computerized throughout. All heavy equipment including water-tank rest in a separate external storage unit, gases are located in an addition closet at the outside of the building. Opportunity not to be missed for the “right pair.” Please contact Jennifer Paine at DG Transitions at 425-216-1612 or jennifer@dgtransitions.com, 503-680-4366.

ENDODONTIC, PERIO, AND SURGERY. Almost $500,000. Great hygiene program producing 1/3 of practice collecting over $310,000 annually. Outstanding staff will stay with the practice and assist with the transition. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessionaldental.com, 503-680-4366.

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. 3 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. Reasor Professional Dental Services. info@reasorprofessionaldental.com, 503-680-4366.

PRACTICES FOR SALE

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

G/P PRACTICE FOR SALE IN CENTRAL OREGON: Outstanding practice for sale with large cash flow. Annual collections over $1.175M. 7 fully equipped operatories. CT Scan plus digital X-rays. Excellent hygiene program in place. Accounting for over 40% of production. Outstanding staff will assist with the transition and stay with the practice. Practice has been in the same location for over 33 years. Building located on the busiest street in town with great visibility and access to plenty of parking. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessionaldental.com, 503-680-4366.

G/P PRACTICE FOR SALE IN PORTLAND, OR: 3 fully equipped operatories plus digital X-rays. Annual collections almost $500,000. Great hygiene program producing 1/3 of office production. Well established practice that has been in the same location for over 16 years. Located in one of the trendiest locations in Portland. Professionally trained staff will assist with the transition and stay with the practice. Perfect practice for the buyer skilled in endo and oral surgery as these procedures are referred out. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessionaldental.com, 503-680-4366.

EQUIPMENT: SALE/SERVICE

PLANSCAN CAD/CAM E4D COMPLETE MILLING SYSTEM. NEWEST Factory i7 laptop with latest Nevo scanner, milling station, job server PC, factory mill cabinet, kiovac Programat oven, staining accessories. Also included is an extra stand-alone acquisition cart with PC and scanner camera. Maintained by Henry Schein. Will have final service and packaging by HIS for new owner. Send email for photos. Price $60,000. This package is $125,000+ now without extra acquisition cart. Contact: office@ddgeardentistry.com.

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VOLUNTEERS NEEDED

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