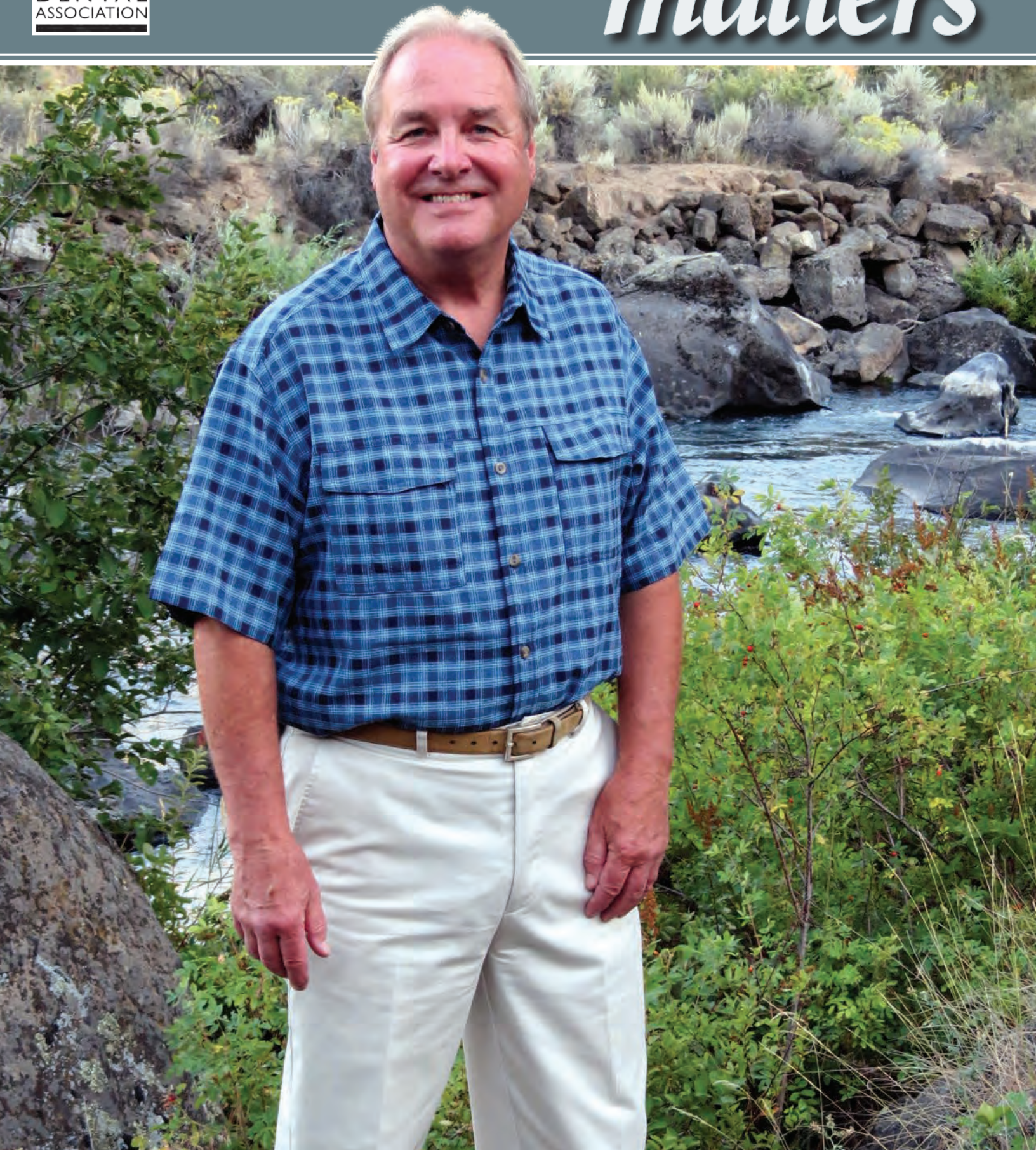




# MEMBERSHIP

## *matters*

November 2014





**WHEN IT COMES TO FLEXIBLE PARTIALS  
DURAFLEX™ STANDS ON ITS OWN.**

**DURAFLEX™**  
*PARTIALS*



- *CLINICALLY UNBREAKABLE*
- *EASY TO ADJUST & POLISH*
- *WON'T ABSORB MOISTURE*
- *STAIN AND ODOR RESISTANT*
- *THIN & TRANSLUCENT*
- *COMFORTABLE & LIGHTWEIGHT*

**Artisan**  
DENTAL LABORATORY

CALL ARTISAN TO ORDER DURAFLEX™ FOR YOUR NEXT PARTIAL.

**503.238.6006 800.222.6721**

2532 SE HAWTHORNE BLVD, PORTLAND OR 97214

**WWW.ARTISANDENTAL.COM**

# MEMBERSHIP *matters*



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.

Member Publication  
**AAD**  
American Association  
of Dental Editors

## OREGON DENTAL ASSOCIATION

PO Box 3710, Wilsonville OR 97070  
503.218.2010 • [www.oregondental.org](http://www.oregondental.org)

### Executive Director

Conor P. McNulty, CAE [cmcnulty@oregondental.org](mailto:cmcnulty@oregondental.org)

## PUBLICATIONS ADVISORY COMMITTEE

Editor Barry J. Taylor, DMD, CDE [barrytaylor1016@gmail.com](mailto:barrytaylor1016@gmail.com)

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

## ODA BOARD OF TRUSTEES

### PRESIDENT

Steven E. Timm, DMD, Central Oregon  
[drstevetimm@yahoo.com](mailto:drstevetimm@yahoo.com)

### PRESIDENT-ELECT

Joni D. Young, DMD, Marion & Polk  
[drjoniyoung@gmail.com](mailto:drjoniyoung@gmail.com)

### SECRETARY-TREASURER

Fred A. Bremner, DMD, Clackamas County  
[fbremner@comcast.net](mailto:fbremner@comcast.net)

### AT-LARGE MEMBERS

Matthew C. Biermann, DMD, MS, Washington County

K. David Carneiro, DMD, Clatsop County

Kenneth L. Chung, DDS, MPH, Clackamas County

Scott S. Hansen, DMD, Multnomah

Greggery E. Jones, DMD, MAGD, Central Oregon

James G. McMahan, DMD, Eastern Oregon

Mark D. Mutschler, DDS, MS, Multnomah

Deborah A. Struckmeier, DMD, Multnomah

Frances A. Sunseri, DMD, MAGD, Clackamas County

Thomas S. Tucker, DMD, Klamath County

ASDA REPRESENTATIVE Ericka Smith, D53

### NON-VOTING MEMBERS

Speaker of the House Jeffery C. B. Stewart, DDS, MS, Multnomah

Editor Barry J. Taylor, DMD, CDE, Multnomah

### ADA Delegates at Large

Karley R. Bedford, DMD, Multnomah  
position open

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

The acceptance of advertising for publication in *Membership Matters* should not be construed as endorsement by ODA of the advertiser or of the product or service being advertised. For advertising rates and information, contact Paul Vollmer at 503.445.2222 or [paul@LLM.com](mailto:paul@LLM.com).

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2014. All rights reserved. No part of this publication may be reproduced, reprinted, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of the editor and the author.

Periodicals postage paid at Wilsonville, Oregon, and at additional mailing offices. POSTMASTER: Send address changes and all correspondence to: *Membership Matters*, PO Box 3710, Wilsonville, Oregon 97070-3710; 503.218.2010 or 800.452.5628 (toll-free in Oregon).

# TABLE OF CONTENTS

Volume 20, number 6  
November 2014

## ON THE COVER

Steven E. Timm, DMD  
2014–2015 ODA President



## ODA House of Delegates Recap

- Election Results
- President's Awards
- Leadership & Service Awards
- Incoming President's Address
- Resolution Results
- Mega Issue Discussion

pages

# 14–26

## Member Communications

Technology can be a  
double-edged sword

page

# 12



## ALSO INSIDE...

- 2 ODA Calendar
- 2 Risk Management Courses
- 2 Component CE Calendar
- 3 From the Editor  
Barry J. Taylor, DMD, CDE
- 4 In My Opinion  
Scott Hansen, DMD, MAGD
- 6 News Briefs
- 11 Member Benefit of the Month  
HealthFirst

- 29 ODA Board of Trustees  
Meeting Highlights  
Sept. 26, 2014
- 30 Oregon Dental  
Conference
- 33 Dental Foundation of Oregon
- 34 OHSU School of Dentistry  
White Coat Ceremony
- 36 Dental Classifieds



# EVENTS & INFORMATION

## CONTACT US

### Letters to the Editor

Letters to the editor are welcomed.  
All letters and other submissions  
to this publication become the  
property of the Oregon Dental  
Association. Send submissions to:

Editor, Membership Matters  
Oregon Dental Association  
PO Box 3710  
Wilsonville, OR 97070-3710  
barrytaylor1016@gmail.com

### Articles

Are you interested in contributing  
to Membership Matters?

For more information, please  
contact editor, Dr. Barry Taylor:  
barrytaylor1016@gmail.com

## Oregon Dental Association

503.218.2010 • 800.452.5628 • Fax: 503.218.2009  
www.oregondental.org • info@oregondental.org

### Mailing address

PO Box 3710, Wilsonville, OR 97070-3710

### Street address

8699 SW Sun Pl, Wilsonville, OR 97070

**Dentist Health & Wellness Hotline** 503.550.0190

**DOPAC** <http://bit.ly/DOPACreport>

### Social networks

Look for the Oregon Dental Association on:



### Twitter

Follow ODA president, Steven E. Timm, DDS: @ODAPrez

**Blog** [www.TheToothOfTheMatter.org](http://www.TheToothOfTheMatter.org)

## ODA CALENDAR EVENTS & MEETINGS

For more information  
on these and other  
upcoming events, visit  
[www.oregondental.org](http://www.oregondental.org), and  
click 'Calendar' at the top  
of the page or call  
ODA at 503.218.2010.

**FEB 18, 2015**

**Dental Day at the Capitol**  
(Salem)

**APRIL 9–11, 2015**

**Oregon Dental Conference**  
(Portland)

**NOV 23–24, 2015**

**Oregon Mission of Mercy**  
(Portland)

## DBIC RISK MANAGEMENT COURSES

Current reporting period: January 2014 to December 2016

### 2015

**January 30**

Lane County – Eugene  
Mark Portman, 541.686.1175

**February 27**

Southern Oregon – Medford  
Amanda Davenport, 541.779.0017

**April 9**

Oregon Dental Conference – Portland

**October 16**

Southern Willamette – Corvallis  
Dr. Mark Swensen, 541.754.4017

**November 10**

Washington County – Beaverton  
Dr. Kathy Reddicks, 503.848.5605

### 2015, CONT.

**December 4**

Marion & Polk – Salem  
Lori Lambright, 503.581.9353

### 2016

**April 7**

Oregon Dental Conference – Portland

**December 2**

Multnomah – Portland  
Lora Mattsen, 503.513.5010

**December 9**

Central Oregon – Redmond  
Dr. William Guy, 541.923.8678

## COMPONENT CE CALENDAR

compiled by Mehdi Salari, DMD

Send your component's CE courses  
to [bendsalari@yahoo.com](mailto:bendsalari@yahoo.com).

**TUES, DEC 9** Marion & Polk **CE HRS: 2**

**Differential Diagnosis of Periradicular Disease:** Jeff Stewart, DDS, MS

**LOCATION:** Salem (Airport—Main Terminal)

**INFO:** [www.mpdentalce.com](http://www.mpdentalce.com) or [mpdentalce@qwestoffice.net](mailto:mpdentalce@qwestoffice.net)

**WED, DEC 17** Multnomah **CE HRS: 1.5**

**Treatment Planning Issues for Maxillary Anterior Immediate Implants**

Steven Beadnell, DMD

**LOCATION:** Portland (McMenamin's Kennedy School)

**INFO:** [www.multnomahdental.org](http://www.multnomahdental.org) or [lora@multnomahdental.org](mailto:lora@multnomahdental.org)

### 2015

**TUES, JAN 13** Marion & Polk **CE HRS: 2**

**Sleep Apnea:** Marty Johnson, MD

**LOCATION:** West Salem (Roth's)

**INFO:** [www.mpdentalce.com](http://www.mpdentalce.com) or [mpdentalce@qwestoffice.net](mailto:mpdentalce@qwestoffice.net)

**TUES, JAN 13** Southwestern Oregon **CE HRS: 1.5**

**OSHA/HIPAA Compliance Training:** Roger Harding

**LOCATION:** Coos Bay (Red Lion) **INFO:** Dr. Roger Sims, 541-267-5867

**TUES, JAN 13** Washington County **CE HRS: 1.5**

**Fraud Protection and Retirement Planning**

Bill Douglas, CPA, and Nelson Rutherford, CPA

**LOCATION:** Beaverton (Stockpot Broiler)

**INFO:** [www.wacountydental.org](http://www.wacountydental.org) or [wcdskathy@comcast.net](mailto:wcdskathy@comcast.net)

**WED, JAN 21** Multnomah **CE HRS: 1.5**

**Treatment Planning Issues in Maxillary**

**Posterior Implants:** Steve Beadnell, DMD

**LOCATION:** Portland (McMenamin's Kennedy School)

**INFO:** [www.multnomahdental.org](http://www.multnomahdental.org) or [lora@multnomahdental.org](mailto:lora@multnomahdental.org)

**TUES, FEB 10** Marion & Polk **CE HRS: 2**

**Orthodontics:** Bart Carter, DMD, MS

**LOCATION:** West Salem (Roth's)

**INFO:** [www.mpdentalce.com](http://www.mpdentalce.com) or [mpdentalce@qwestoffice.net](mailto:mpdentalce@qwestoffice.net)

**TUES, FEB 10** Southwestern Oregon **CE HRS: 1.5**

**Oropharyngeal Carcinoma:** Steven Shimotakahara, MD

**LOCATION:** Coos Bay (Red Lion)

**INFO:** Dr. Roger Sims, 541.267.5867

**THURS, FEB 19** Multnomah **CE HRS: 1.5**

**It's Your Life: Establishing Your Personal & Professional Game Plan**

John Rosenthal, DMD & Jess Gogumil, CPA

**LOCATION:** Portland (McMenamin's Kennedy School)

**INFO:** [www.multnomahdental.org](http://www.multnomahdental.org) or [lora@multnomahdental.org](mailto:lora@multnomahdental.org)

**TUES, MAR 10** Marion & Polk **CE HRS: 2**

**Sedation & Drug Updates:** Ore. Board of Dentistry

**LOCATION:** West Salem (Roth's)

**INFO:** [www.mpdentalce.com](http://www.mpdentalce.com) or [mpdentalce@qwestoffice.net](mailto:mpdentalce@qwestoffice.net)

**TUES, MAR 10** Southwestern Oregon **CE HRS: 1.5**

**Oregon Pacific Financial Advisor Presentation**

Ronald Nauman, ChFC

**LOCATION:** Coos Bay (Red Lion)

**INFO:** Dr. Roger Sims, 541.267.5867

**TUES, MAR 10** Washington County **CE HRS: 1.5**

**Malpractice War Stories**

David Miller & Robert Wagner, Attorneys

**LOCATION:** Beaverton (Stockpot Broiler)

**INFO:** [www.wacountydental.org](http://www.wacountydental.org) or [wcdskathy@comcast.net](mailto:wcdskathy@comcast.net)

**FRI, MAR 13** Lane County **CE HRS: 6**

**Oral Radiology:** Shawneen Gonzalez DDS, MS

**LOCATION:** Eugene (Valley River Inn)

**INFO:** [www.lanedentalsociety.org/programs](http://www.lanedentalsociety.org/programs)

**WED, MAR 18** Multnomah **CE HRS: 1.5**

**Tooth Resorption, Diagnosis, Treatment**

Salwan Adjaj, DMD

**INFO:** [www.multnomahdental.org](http://www.multnomahdental.org) / [lora@multnomahdental.org](mailto:lora@multnomahdental.org)

**TUES, MAY 12** Lane County **CE HRS: 2**

**Oral Oncology**

Wayne Ormsby, MD, and Haidy Lee, MD

**LOCATION:** Eugene (Valley River Inn)

**INFO:** [www.lanedentalsociety.org/programs](http://www.lanedentalsociety.org/programs)

# There's nothing 'easy' about a radiograph



Barry J. Taylor, DMD, CDE

---

*The complexity  
of the diagnosis  
actually began with  
the radiograph.*

---

**T**HERE IS A COMMON MISCONCEPTION about dentistry that many of the services we provide are simple, easy, and quick.

A consultant once told me to never tell a patient that a procedure was “easy.” From a patient’s perspective, a tooth breaks and they schedule an appointment with the dentist to fix it. The patient arrives at the appointed time, gets seated by a dental assistant—who often takes a bitewing and periapical radiograph of the tooth—and soon the dentist arrives in the room. After a brief oral exam, the dentist informs the patient that the tooth needs a crown. To the patient, this was quite easy for the doctor to do. After all, the patient already knew the tooth was broken and would need a crown.

The complexity of the diagnosis actually began with the radiograph. The patient sees the radiograph as a cumbersome necessity of the procedure. In the above scenario, the dentist

didn’t even mention to the patient that the radiograph had been examined, and that a diagnosis had been made based on that radiographic examination. In a haste, the doctor didn’t go into detail about how he or she had made her diagnosis. What did the doctor assess when examining just this one radiograph of a single tooth?

To begin with—unless there are no adjacent teeth or opposing teeth—the dentist was actually examining as many as eight teeth, not including distal and mesial views of other teeth. In that moment of assessment, the doctor’s eye may first scan the general bone height and make an assessment—not a diagnosis—of the patient’s periodontal health. The enamel of each tooth would be observed for decay on other teeth in the imaged area. The margins of existing restorations would be observed for signs of recurrent decay. Did this tooth break because the patient was

getting recurrent decay on more than just one restoration; did a change in medication cause xerostomia and thus increase the patient’s susceptibility to caries? If decay is present, what is its proximity to the pulp of the tooth?

Anatomical landmarks would be mentally noted in the radiograph examination—proximity to the maxillary sinus; location of the mental nerve; location of the inferior alveolar canal—to name a few more common landmarks. If the tooth is non-restorable, will there be complications with an extraction? Is an implant going to be a feasible option if the tooth is extracted? Do the roots of the tooth extend into the maxillary sinus; is that the mental nerve or a periapical radiolucency?

As the doctor’s focus narrows on the broken tooth, the observations are specific to the needs of treatment. What is the crown-to-root ratio of the broken tooth? Looking at the bitewing, the practitioner will mentally note if the margins of a crown will violate the biological width. Will the dentist need to inform the patient about follow-up appointments needed for crown lengthening? Is there viable tooth structure remaining, or has the tooth broken in such a manner that crown lengthening is indicated to increase tooth structure to retain the crown?

There is a great deal of knowledge learned from examining a dental radiograph. Not only has the dentist taken a course specifically on dental radiology, but he or she has also taken courses that deal directly with dental imaging, such as oral pathology. I can think of no clinical course taught in dental school that *does not*, in some way, include dental radiology. It is because of this knowledge base that the ADA’s *CDT 2015 Dental Procedure Codes* explicitly states under the title of Diagnostic Imaging: “should be taken only for clinical reasons as determined by the *patient’s dentist*” (emphasis added). ●

Barry J. Taylor, DMD, CDE, is editor of *Membership Matters*. He can be reached via email at [barrytaylor1016@gmail.com](mailto:barrytaylor1016@gmail.com).

*The opinions expressed in this editorial are solely the author’s own, and do not reflect the views of the Oregon Dental Association or its affiliated organizations.*

## The more things change...



Scott Hansen,  
DMD, MAGD

**HAD THE OPPORTUNITY TO** attend the ODA's House of Delegates this past weekend, watching the business of the association get done. During the meetings, there were several comments made about how "dentistry is changing," whether it be how care is delivered, who delivers it, the role of dentists in health care, where dentists work, how they are educated, etc. I still consider myself a young dentist, but I was feeling old as many of the comments brought back memories of things I have been hearing for nearly 30 years in the profession. I remember being a fourth year dental student, being involved with the ODA as a student representative, and attending meetings where they were talking about how the practice of dentistry will change radically as we will use cloned enamel to fill teeth, give patients vaccines to eliminate decay (am I stupid or don't vaccines work only on viruses?), and use "drill-less" dentistry to place all fillings. At OHSU, I was the first student guinea pig that Dr. Kenny Cantwell used to place the new all-porcelain DICOR inlays in some poor freshman dental student. It was touted as "revolutionary" and better than gold. (Four years later in my study club, mentored by Dr. Cantwell, he showed us slides of ugly, fractured DICOR onlays that he oversaw being replaced in a senior dental student with gold onlays. I never had the heart to tell him that I was the one who had placed them.) Dr. "Jumpin'" Jack Mitchell gave us some good advice: Don't be the first one on the block to try new things; let someone else test it out and see if it really is worth using. I think that advice applies to products, procedures, delivery methods, and educational trends.

I am all for any change that will help me treat my patients better. I have seen many changes in my short career that have been significant: digital x-rays, implants that integrate with bone, rotary root canal files, bone grafting, warm gutta percha, electric handpieces, lasers, cone beam CTs, PTFE sutures... I could go on for a while. These have changed the way I treat patients and have improved the quality of care they

receive. Change can be good. But not all change is necessarily good. I have patients in my practice with Class V gold foils that have been in place for more than 50 years. Have you seen a 30-year-old Class V composite or glass ionomer restoration? I have yet to see a full gold crown fracture. I remember Dr. Mike Hardin—when we taught together at the dental school—showing students his own #14 that had a PFM crown on it. The porcelain had fractured off, and he left it like that to show patients that gold was a better posterior restoration. (Yes, I know that all you gnathologists out there will say that it was the occlusion that caused the fracture. That might be true, but a gold crown never fractures.) I have seen four or five "This is the best porcelain ever" products come and go. Will zirconia be the final answer? I don't know. But Dicor and Procera sure looked promising in their day.

I have watched as the way dental care is paid for has evolved and changed through the years—from fee for service, to capitation, to direct reimbursement, to preferred providers, to coupons, to free government clinics. Have any of these really increased access to care? Are we treating a larger percentage of the population now than we were 40 years ago? I don't know.

I have seen dental schools change the way they educate students—going from procedure requirements to treating the "whole patient." Continuing education is changing from attending lectures or study clubs to taking classes online or attending webinars. I have been involved with some of the changes and as the groups I have been involved with try to deliver education in a way will attract younger dentists, I wonder if these new methods are actually better, or just more acceptable.

There was a lot of talk at the ODA House of Delegates about how dentists should be paid for their knowledge and how we should use that knowledge to educate patients about tooth decay and how to prevent it. I completely agree that caries is preventable. But I also know that people are people, and knowledge

*Dr. Hansen is a general dentist in Gresham. You can contact him at [hansen.scott@juno.com](mailto:hansen.scott@juno.com)*

*The opinions expressed in this article are solely the author's own, and do not reflect the views of the Oregon Dental Association or its affiliated organizations.*



*I have watched as the way dental care is paid for has evolved and changed through the years—from fee for service, to capitation, to direct reimbursement, to preferred providers, to coupons, to free government clinics.*

***Have any of these really increased access to care?***

***Are we treating a larger percentage of the population now than we were 40 years ago? I don't know.***

without application is worthless. How many of us know that speeding, smoking, drinking too much alcohol, or overeating is dangerous or unhealthy? Yet, we indulge in habits or activities like these all the time. Don't we know better?

I remember hearing Dr. Gordon Christiansen once ask his audience, "How many of you smoke or drink? You know that is unhealthy and yet many of you do it. Don't get upset with your patients because they don't floss. They know it is healthier for their teeth if they do. They know. They are just like you, though. They choose what they want to do or not do." We can't make our patients change their behavior. Of course, we should educate them. Some *will* change. Many will not. That is human nature. Mankind has more knowledge than ever, yet, I still see poverty, wars, sickness, greed, man's inhumanity to man that applied knowledge could and should end. But it doesn't. Do we think that we are special and that our knowledge will miraculously change human behavior?

I may be way off and so old fashioned that what I say should be laughed at and ignored. Much of what I say is. But, I believe that some things shouldn't change. The quality of care I provide for my patients is highly dependent on my skills. Skills take time to develop. Dental schools and study clubs and C.E. lectures still need to focus on teaching us and helping us improve those skills. Yes, we need to learn new things. But if we spend all of our time focusing on collaboration, treating the "whole"

patient, solving access to care issues, and other "in vogue" issues, then we may not be giving our patients the quality care they deserve.

I have a hard time believing that tooth decay is on its way out, like polio. I would love to be wrong. But, until that happens, dentists will be "technicians," treating decay, broken teeth, oral lesions, and other oral diseases and problems that will require trained and qualified "doctors" to treat. I want to pay my dentist for his knowledge, but also for his skill. I don't particularly like going

to the dentist, so I want my dentist to provide me the best, longest lasting restorations possible. Call me old fashioned.

Change is inevitable. But my hope would be that the change WE DO is for the better. Before we embrace change, let's make sure it is worth it. Will it improve the way we treat our patients? Will it help us provide higher quality care? Will it provide better trained dentists? Will it stand the test of time? If not, I hope we remain old fashioned. ●

Letters to the editor and opinion pieces are welcomed. All letters and other submissions to this publication become the property of the Oregon Dental Association. Send submissions to: Editor, Membership Matters, Oregon Dental Association, PO Box 3710, Wilsonville, OR 97070, or email [barrytaylor1016@gmail.com](mailto:barrytaylor1016@gmail.com).



Integration  
Innovation  
Implementation



**DENTECH**  
DEN-TECH.COM

Tel 800.839.6595 Fax 888.386.3082  
[www.den-tech.com](http://www.den-tech.com)



- **Remote E-Backup Service**  
Our specialized, dental specific Off-Site HIPAA compliant backup service delivers the peace of mind you need.
- **Network Installation**  
Den-Tech has a decade of experience implementing countless dental technology systems.
- **Project Planning**  
Let our experienced team assist in planning the perfect technology solution for you.
- **System Support**  
Our expert staff will help your network run at peak performance year after year.
- **Service Rate**  
\$89 / per hour. Servicing available 7 days a week.



## WELCOME NEW ODA MEMBERS!

**DANIEL B. ADAIR, DDS**

Corvallis • Southern Willamette Dental Society

**NATHAN W. BAILEY, DMD**

Klamath Falls • Klamath County Dental Society

**MELISSA K. COLASURDO, DMD**

Portland • Multnomah Dental Society

**VINCENT P. COLASURDO, DMD**

Portland • Multnomah Dental Society

**DALLAS M. GERRITZ, DMD**

Salem • Marion & Polk Dental Society

**CHARLES U. HARTMAN, DMD**

Portland • Multnomah Dental Society

**JESSICA A. HENDERSON, DMD**

Prineville • Central Oregon Dental Society

**CYRUS B. JAVADI, DDS**

Tillamook • Clatsop County Dental Society

**NOOR A. KHAKI, DMD**

Beaverton • Washington County Dental Society

**WINNIE W. LAM-NGUYEN, DDS**

Grants Pass • Rogue Valley Dental Society

**LAM N. NGUYEN, DDS**

Grants Pass • Rogue Valley Dental Society

**CASSONDRA L. PHILLIPSEN, DMD**

Roseburg • Umpqua Dental Society

**MELANIE R. RAWLINGS, DDS**

Eugene • Lane County Dental Society

**NATANAEL REPTA, DMD**

Riddle • Umpqua Dental Society

**HEATHER D. ROGERS, DDS**

Tigard • Washington County Dental Society

**ANDREW T. ROLAND, DMD**

Hillsboro • Washington County Dental Society

**TRACI M. SAITO, DMD**

Portland • Multnomah Dental Society

**MADELINE I. SCHEIDT, DDS**

Portland • Multnomah Dental Society

**PAWANDEEP SEKHON, DDS**

Beaverton • Washington County Dental Society

**WYATT W. WILSON, DMD**

Portland • Multnomah Dental Society

**QUYEN V. YING, DMD**

Portland • Multnomah Dental Society

### Need help with your practice?



Moda Health Solutions is here for you.

Our business philosophy is pretty simple: Do what's best for the dentist. We can help you achieve what you want for your practice and to help you identify what it will take to get there.

We specialize in:

- ▶ Dental practices for sale
- ▶ Dental practice valuations and transition services
- ▶ Available associateships
- ▶ Dentists needing coverage
- ▶ Staff leasing

Visit our website to see what our doctors have to say, or contact Jon Schatz at 503-349-1600 or email [jon.schatz@modahealth.com](mailto:jon.schatz@modahealth.com) to learn more.

[modahealthsolutions.com](http://modahealthsolutions.com)



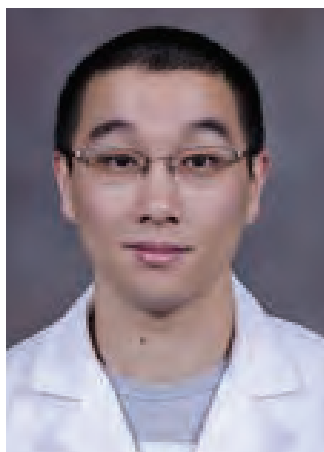
### Practices for sale

Dental practices for sale and other opportunities available in:

- ▶ Beaverton
- ▶ Gresham
- ▶ Oregon City
- ▶ Portland
- ▶ Newberg
- ▶ Tualatin
- ▶ Bandon

Check out our Facebook page and visit our website to find out first about future practices for sale and more.





Congratulations to **Jon Yih**, first place winner in the 55th Annual ADA/DENTSPLY student research competition!

## ODA/DENTSPLY Student Table Clinic Winner Snags National Award

Third year OHSU School of Dentistry student, **Jonathan Yih**, who won the April ODA/DENTSPLY-sponsored Student Table Clinic, won first place in the 55th Annual ADA/DENTSPLY student research competition in October. It is believed to be the first time in the dental school's history that a student has advanced beyond the finalist round in the national research competition.

Yih was one of two students—out of a national pool of 58—who won the Student Clinician Research competition. He placed first in the Clinical Science/Public Health category (Basic Science was the other category) for his research project, “Thiourerthane Oligomers Improve the Properties of Light-cured Resin Cements.”

For his efforts, Yih won a trophy and cash prize. After graduating from Oregon State University in 2011 with a bachelor of science in bioengineering, however, he wasn't even sure he would do research again! “It just didn't seem for me,” said the third-year dental student, a Salem, Ore., native.

But then he heard Dr. Carmen Pfeifer explain her research in a dental materials class.

“I connected with her research in biomaterials/polymers because of my bioengineering undergraduate background.” Yih talked with several other students in OHSU School of Dentistry's growing Dental Student Research Group, formed a research team, and has “had fun doing research since.”

## FACING ADDICTION?

*You're not alone.  
We can help.*

### Dentist Health & Wellness Hotline

Confidential, caring assistance for help in dealing with substance abuse and addiction, disability, litigation stress, and mental health challenges. Available to all Oregon dentists and OHSU dental students in need of help, regardless of their affiliation with the ODA.

**503.550.0190**  
**24-hour support**

## TRANSITION POINTER



GARY SCHAUB

**HELP  
Appraisals  
& Sales, Inc.**

**ADS Oregon**

P.O. Box 69155  
Portland, OR 97239

503/223-4357

GarySchaub@comcast.net

www.ADStransitions.com

### Exceptional Practice Opportunities

**Portland Downtown** Collecting about \$700,000 with a good net income. Quality focused fee-for-service practice. Four operatories. Beautiful views from all operatories.

**Wine Country** Collecting over \$1,500,000 with excellent net income. Located in the center of wine country. Only 45 minutes from Portland. Digital imaging and paperless charting. 7 ops. 34% hygiene and 5-10 implant restorations per month.

**McMinnville Area** Collecting about \$400,000 with good net income. Dentist works 3 days per week and refers out endo and OMS. 33% hygiene, digital x-ray, and 3 ops.

**Roseburg** Practice collecting \$500,000+ on three days per week. High visibility traffic location, four operatories, and newly remodeled office. Dr. retiring.

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

**Astoria** Collecting \$420,000 with good net income. Dr. retiring.

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

**Perio Practice Northern Idaho** General periodontal practice with a focus on implants. Collecting about \$1,200,000 with a good net income. 6 Adec operatories. iCAT system.

**PRACTICE TRANSITIONS MADE PERFECT!**

# CAD/CAM HAS NEVER BEEN EASIER

With **PLANSCAN** same-day restorations.

## SCHEDULE A PLANSCAN DEMONSTRATION TODAY!

See just how simple the latest digital restoration technology is. You can produce lab-quality restoration in hours instead of days — with remarkable speed and accuracy, intuitive design software, on-site milling and, of course, no impressions or powders. PlanScan is the only in-office CAD/CAM System that offers plug and play technology without a cart.



**Contact Pete Mulholland, CAD/CAM Specialist, to set up your Demo Today!**  
Cell: 503-860-3794 • Office: 503-682-2609 • email: [pete.mulholland@henryschein.com](mailto:pete.mulholland@henryschein.com)  
25589 SW Canyon Creek Road, Ste. 600, Wilsonville, OR 97070

**PlanScan**  
E4D TECHNOLOGIES

Exclusively Distributed by

 **HENRY SCHEIN®**  
DENTAL



## The 2014–15 ADA Board of Trustees is as follows:

### Officers

President: Dr. Maxine Feinberg  
(Cranford, NJ)

President-Elect: Dr. Carol Summerhays  
(San Diego, CA)

1st Vice President: Dr. Jonathan Shenkin  
(Augusta, ME)

2nd Vice President: Dr. Thomas Gamba  
(Philadelphia, PA)

Speaker: Dr. Glen Hall (Abilene, TX)

Treasurer: Dr. Ronald Lemmo  
(Wickliffe, OH)

Secretary / Executive Director:  
Dr. Kathleen O'Laughlin (Chicago, IL)

### Trustees

1st District: Jeffrey Dow, DMD  
(Newport, ME)

2nd District: Chad Gehani, DDS  
(Jackson Heights, NY)

3rd District: Andrew Kwasny, DMD, MSD  
(Erie, PA)

4th District: Jeffrey Cole, DDS, MBA  
(Wilmington, DE)

5th District: Alvin Stevens, Jr, DMD  
(Birmingham, AL)

6th District: Mark Zust, DDS  
(Saint Peters, MO)

7th District: Joseph Crowley, DDS  
(Cincinnati, OH)

8th District: Robert Bitter, DMD  
(Edwardsville, IL)

9th District: Gary Jeffers, DMD, MS  
(Northville, MI)

10th District: James Zenk, DDS  
(Montevideo, MN)

11th District: Rick Asai, DMD  
(Portland, OR)

12th District: Gary Roberts, DDS  
(Shreveport, LA)

13th District: Lindsay Robinson, DDS  
(Grass Valley, CA)

14th District: Gary Yonemoto, DDS, MS  
(Honolulu, HI)

15th District: Hilton Israelson, DDS  
(Frisco, TX)

16th District: Julian Fair, III, DMD  
(Wagener, SC)

17th District: Terry Buckenheimer, DMD  
(Tampa, FL)

## Dr. Asai elected to ADA Board

ODA past president, **Rickland G. Asai, DMD**, from Portland, was installed as the 11th District trustee to the ADA Board at the 2014 ADA House of Delegates meeting in San Antonio. Dr. Asai—who will serve a four-year term on the ADA Board of Trustees—follows Dr. Roger Kiesling, from Helena, Montana, in representing the district.

Election of the 11th District trustee rotates among the states of the 11th District as follows: 1) One of the combined states (Alaska, Idaho, Montana); 2) Oregon; 3) Washington.

Dr. Asai was first elected by the ODA Board of Trustees, last summer, to be Oregon's trustee candidate, and confirmed by the 11th District Caucus in the fall, giving him a year to prepare for the additional time and travel that comes with being on the ADA Board. When his term ends in the fall of 2018, he will be followed by a dentist from Washington.

In addition to everything he has done with the Oregon Dental Association, Dr. Asai has served nationally, at the ADA, as a member and chair of the Council on Ethics, Bylaws, and Judicial Affairs (CEBJA) and the Standing Committee on Bylaws, as well as a member of the ADA CERP Committee, and as a delegate to the ADA House of Delegates, which included spending a year on the Workforce Reference Committee. He is also on the Dental Foundation of Oregon Board of Directors and—until the fall of 2015—serves as the regent for Regency 8 of the American College of Dentists.



Dr. Asai, far left, with his wife, Betsy. To the right are Dr. Lindsey Robinson, new trustee for the 13th District, and her husband, Parker White.

Photo, courtesy ADA News. © 2014 American Dental Association

# AFTCO

■■■■■ TRANSITION CONSULTANTS

Call 1-800-232-3826 or  
visit us online at  
[www.AFTCO.net](http://www.AFTCO.net) for a  
free practice appraisal,  
a \$5,000 value!

Contact the only company  
that has sold dental practices  
with a cumulative value of over

# \$1,500,000,000

*When success matters...*

*It's time to call AFTCO!*

*Download our new AFTCO app from iTunes or Google!*

## NEWS BRIEFS

Keep up to date  
with the **ODA App!**




For Apple and Android.

Search for 'Oregon  
Dental' in the Apple App  
Store or Google Play.



# Save the Date





## Dental Day 2015

Oregon State Capitol  
Wednesday, February 18



**RISK NO. 445**

*Spicing up  
the morning  
news*

## 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.

## DBIC

Dentists  
Benefits  
Insurance  
Company

800-452-0504  
dentistsbenefits.com







# MEMBER BENEFIT OF THE MONTH

## Responsible Amalgam Disposal and Recovery

### HealthFirst

For more info, please call HealthFirst at 425.967.0100 or visit them online at [http://info.healthfirst.com/ada\\_separator.html](http://info.healthfirst.com/ada_separator.html).

HealthFirst offers ADA members a cost-effective amalgam recovery solution that meets the ADA's recommended best practices for the responsible handling of amalgam waste, preventing dental mercury from entering our water supply. Over 16 states have already passed amalgam separation mandates for dental practices, several more states are evaluating statewide requirements and the EPA is set to issue a national mandate by 2014. HealthFirst's amalgam recovery solution provides unparalleled levels of effectiveness and durability, combined with a lifetime warranty, a pollution fine indemnification and substantial ADA member discounts.



Some benefits of the HealthFirst amalgam separator system:

#### Worry-free compliance

- Lifetime warranty
- Wastewater pollution fine indemnification
- Low cost of ownership—only one recycle needed per year
- ISO ADAANSI 1143-2008 certified
- Reminder program takes staff out of the equation

#### Simple to use

- No cleanup or waste handling for you or your staff
- No extra flushing
- No vacuum loss before, after, or during annual dealer service
- No plumbing permit required in most areas
- No moving parts requiring replacement or service

*This column is intended to acquaint you with the benefits that you receive as a member of the Tripartite (ODA, ADA, and your component dental society).*

*More information on member benefits can be found at <http://bit.ly/ODAbenefits>.*

## We all play a part in making A LASTING IMPRESSION

You instill knowledge in those around you—while continually expanding your own horizons. At Willamette Dental Group, you'll pursue your passion for helping others as you build a career that is unlike any other. Leaders in proactive dentistry, our focus on research-backed innovation inspires us to do what's best for the long-term health of our patients. Working within this people-centered perspective, you'll have the freedom to grow your skills and create the best experience for your patients—without having to meet production goals.

**Come add your expertise to our team, and make a professional impression that endures.**

[willamettedental.com/careers](http://willamettedental.com/careers)

#findyourfreedomwdg

[nlachance@willamette-dental.com](mailto:nlachance@willamette-dental.com)

We are an equal opportunity employer.


  
**Willamette**  
Dental Group

# Member Communications

By Melody Finnemore

## TECHNOLOGY CAN BE A DOUBLE-EDGED SWORD.

Though technology has made it easier than ever before to communicate, it also has led many people to feel overwhelmed by the amount of information they receive each day. Whether it's emails, text and tweets, or magazines and newsletters, it doesn't take long for electronic and traditional inboxes, alike, to fill up with communications.



The ODA and a multitude of other associations across the country have adapted the ways they communicate with members to reflect advances in technology and members' increasing mobility, while also retaining more traditional means. Associations in myriad industries face a similar challenge, says Robb Lee, chief marketing and communications officer for the American Society of Association Executives (ASAE).

"Stakeholders have so many different information options that we all strive to get their attention. As a consequence, our reaction to that environment, I believe, has to be very thoughtful," he says. "It's easier to say 'yes' than it is to say 'no,' and the challenge is what to say 'no' to so you can deliver the result that you want to achieve."

The key, Lee says, is to focus on what forms of communication are most important to members rather than trying every communications option available. Social platforms such as Twitter, Facebook and Instagram are valuable in certain situations, such as publicizing an event, for example. Other, older standbys such as email continue to be inexpensive and effective at getting a response from members.

"We are guided by outcomes-based decision making when it comes to looking at the next



new thing and whether we should use it," Lee says. "There is a lot of discipline involved in that, and it can be difficult, because it's such an attention-based economy right now."

The ODA also has implemented an outcomes-based communications strategy with the overarching goal of making life easier for busy members who must deal with a daily deluge of information. The ODA utilizes an array of means to let members know about everything from professional networking events and continuing education sessions to legislation and new rules and regulations that impact the dental profession. Other audiences the ODA takes into consideration are component leaders, external organizations, and individuals who are not members of the association.

See the sidebar for a sampling of ODA's communication tools. ODA staff and the Board of Trustees regularly monitor the effectiveness of each method of communicating with members and evaluate what improvements should be made. ●

Melody Finne more is a freelance writer for ODA and a partner in Precision Communications. She can be reached at [precisionpdx@comcast.net](mailto:precisionpdx@comcast.net).

## Some of the ODA's communication tools

**THE ODA INSIDER** is a monthly email sent to give members timely updates on new information.

**ODA SPECIAL ALERTS** are emailed as needed to let members know about important information immediately.

**MEMBERSHIP MATTERS** is the ODA's monthly magazine and is mailed to inform members about a range of topics impacting the profession and its practitioners.

The **ODA MEMBERSHIP APP** provides members with information in a mobile format.

The **ODA RISK MANAGEMENT LETTER** is mailed to members biannually to remind them about membership requirements.

Members have the opportunity to update their contact information through an annual mailing called the **ODA MEMBER UPDATE MEMO**.

The **OrMOM VOLUNTEER eNEWSLETTER** is emailed to members and past volunteers to let them know about upcoming Oregon Mission of Mercy events.

A **FACEBOOK PAGE DEDICATED TO OrMOM** also provides event-specific information to members and past volunteers, as well as photos from OrMOM clinics held throughout the state.

Information about the **OREGON DENTAL CONFERENCE** is sent to members via email. There is also an ODC mobile app, and the conference *Preview Program* is mailed to all dental offices in Oregon and Southwest Washington.

The work of the **DENTAL FOUNDATION OF OREGON**, including the Tooth Taxi's service to children throughout the state, and the volunteers who make it possible, is shared with ODA members via e-newsletters, printed in the DFO's Annual Report, and presented on their Facebook page. Dental Foundation updates and Tooth Taxi news are often included in *Membership Matters*.

The ODA uses **SOCIAL MEDIA CHANNELS** including YouTube, Facebook, LinkedIn, Instagram, Twitter, as well as a **BLOG** ([www.thetoothofthematter.org](http://www.thetoothofthematter.org)) and the **ODA WEBSITE** ([www.oregondental.org](http://www.oregondental.org)) to broadcast news and events.





▲ **ABOVE: Multnomah Dental Society Delegation.**

Seated: Dr. Tom Pollard; Dr. Fariba Mutschler; Dr. Deborah Struckmeier; Dr. Connie Masuoka; Dr. Noel Larsen; Dr. Rebecca Kuperstein.

Back Row: Dr. Richard Garfinkle; Dr. Jack Clinton; Dr. Mark Mutschler; Dr. Jason Bajuscak; Dr. Phillip Marucha; Dr. Athena Bettger; Dr. Denice Stewart; Dr. Jill Price; Dr. Andrea Beltzner; Dr. Cynthia Pelley; Dr. Frances Sunseri; Dr. Barry Taylor; Margaret Campbell; Dr. Scott Hansen.

▲ ◀ **TOP LEFT: New Leaders.** ODA's new president (Dr. Steve Timm) and president-elect (Dr. Joni Young) took office at the conclusion of the House of Delegates.

▲ ▲ **TOP RIGHT: New Trustees.** Dr. Francis Sunseri, Dr. Deborah Struckmeier, Dr. Mark Mutschler, and Dr. Ken Chung were elected by the House to terms on the ODA Board of Trustees.



# 2014 ODA House of Delegates Recap

September 5–6, 2014

Riverhouse Hotel & Conference Center, Bend, OR

## ELECTION RESULTS

The following individuals were elected.

### [ODA Board of Trustees](#)

**Kenneth Chung, DDS, MPH**  
Clackamas County: 4-year term

**Mark Mutschler, DDS, MS**  
Multnomah: 4-year term

**Deborah Struckmeier, DMD**  
Multnomah: 2-year term

**Frances Sunseri, DMD, MAGD**  
Clackamas County: 4-year term

### [Secretary–Treasurer](#)

**Fred Bremner, DMD**  
Clackamas County

### [ADA Delegate At Large](#)

**Karley Bedford, DMD**  
Multnomah: 1-year term

### [Leadership Development Committee](#)

**Jason Bajuscak, DMD**  
Multnomah

**Thomas Pollard, DMD**  
Multnomah

**William Warren, Jr., DDS, MS**  
Klamath County

## 2014–15 ODA BOARD OF TRUSTEES

### [President](#)

**Steven Timm, DMD**, Central Oregon

### [President-Elect](#)

**Joni Young, DMD**, Marion & Polk

### [Secretary–Treasurer](#)

**Fred Bremner, DMD**, Clackamas County

### [At-large members](#)

**Matthew Biermann, DMD, MS**, Washington County

**David Carneiro, DMD**, Clatsop County

**Kenneth Chung, DDS, MPH**, Clackamas County

**Scott Hansen, DMD**, Multnomah

**Greggery Jones, DMD, MAGD**, Central Oregon

**James McMahan, DMD**, Eastern Oregon

**Mark Mutschler, DDS, MS**, Multnomah

**Deborah Struckmeier, DMD**, Multnomah

**Frances Sunseri, DMD, MAGD**, Clackamas County

**Thomas Tucker, DMD**, Klamath County

[ASDA representative](#) **Ericka Smith, DS3**

### [Non-voting members](#)

#### [Speaker of the House](#)

**Jeffery Stewart, DDS, MS**, Multnomah

[Editor](#) **Barry Taylor, DMD**, Multnomah

#### [ADA Delegates At Large](#)

**Karley Bedford, DMD**, Multnomah

*Position Open*

[more House of Delegates coverage](#) →



◀ **LEFT** Eight OHSU School of Dentistry students attended the House of Delegates meeting. Audra Gross-Allen, Thien-Y Hoang, Margaret Campbell, Travis Baskerville, Michelle Crabtree, and Melany Hancock. Not pictured: Brett and Lauren Davis.

▼ **BELOW** ODA speaker of the House, Dr. Jeff Stewart, presided over the 121st ODA House of Delegates meeting, at the Riverhouse in Bend, September 5–6, 2014.



▲ **ABOVE** Leadership & Service Pins were given to those finishing volunteer roles in the ODA. (l to r): Dr. Frances Sunseri, Dr. Mark Mutschler, Dr. David Dowsett, Dr. Deborah Struckmeier, Dr. Sean Benson, Margaret Campbell, Dr. Rick Asai, Dr. Fred Bremner, Dr. Judd Larson, Dr. Kent Burnett, Dr. Richard Garfinkle.



**Dr. Judd Larson with three of his President's Award recipients.**

▲ **ABOVE CENTER** With ODA staff in appreciation of their keeping the Association running during the transition. (l to r): Conor McNulty, Christina Swartz Bodamer, Dr. Judd Larson, Lauren Malone, Cindy Fletcher.

▲ **ABOVE** With Dr. Bill Ten Pas for his contributions to organized dentistry.

◀ **LEFT** With Dr. Kent Burnett for his efforts on the Annual Meeting Council.





## SPECIAL AWARD

In honor of **Dr. William S. Ten Pas'** upcoming retirement, and in recognition of his countless contributions to all levels of organized dentistry, the ODA's upstairs meeting space has been named the William Ten Pas Conference Center. A donation was also made to the Dental Foundation of Oregon, on Dr. Ten Pas' behalf.

◀ **LEFT** Dr. Teri Barichello and Dr. Sean Benson recognized Dr. Bill Ten Pas (center) for his contributions to the ODA and to dentistry.

## PRESIDENT'S AWARDS

ODA president, **Judd Larson, DDS**, presented the following awards for going above and beyond.

For their efforts on the Annual Meeting Council:

**Kent Burnett, DDS**  
**Larry Franz, DMD**

In recognition of their contributions to organized dentistry:

**Thomas Pollard, DMD**  
**William Ten Pas, DMD**

In appreciation of their keeping the Association running through the transition:  
ODA Staff

## LEADERSHIP & SERVICE AWARDS

Pins were awarded to the following ODA volunteers.

### Leadership

(completing term as a Council/Committee chair, officer, or trustee)

**Rickland Asai, DMD:** ADA Delegate at Large / Board of Trustees

**Sean Benson, DDS**  
Secretary-Treasurer / Board of Trustees

**Fred Bremner, DMD**  
Board of Trustees

**Kent Burnett, DDS**  
Annual Meeting Council chair

**Margaret Campbell**  
Board of Trustees

**Kae Cheng, DMD, MD**  
Board of Trustees

**David Dowsett, DMD:** ADA Delegate at Large / Board of Trustees

**Larry Franz, DMD**  
Annual Meeting Council chair

**Richard Garfinkle, DDS, MSD**  
Board of Trustees

**Judd Larson, DDS**  
President / Board of Trustees

### Service

(completing term as a Council/Committee member)

**Samuel Bobek, DMD, MD**  
New Dentist Committee

**Sheena Kansal, DDS**  
DOPAC

**Mark Mutschler, DDS, MS**  
Leadership Development Committee

**Jack Rocheld, DDS**  
Government Relations Council

**Deborah Struckmeier, DDS**  
DOPAC

**Frances Sunseri, DMD**  
Government Relations Council

**Renee Watts, DDS**  
Leadership Development Committee



Dr. Steve Timm

## INCOMING PRESIDENT'S ADDRESS

**FIRST AND FOREMOST,** I would like to express my gratitude to the Oregon Dental Association's Leadership Development Committee and the Board of Trustees for giving me the opportunity to become your 2014–2015 president. I consider it a great honor to be selected, and I will do all I can to best represent you—the members of organized dentistry—this year to all the entities that a professional organization such as ours will interact and collaborate with.

In order to highlight my first point, let me tell you a little about myself and my family. I am a second generation general dentist, having practiced for some 36 years now. My father was a Minnesota graduate, owed the Air Force two years after graduation, and then found a general dental practice for sale in a sleepy little mill town called Bend.

As my father integrated into the community, his best friends—and thus the families that us kids spent a lot of time with—were a physician, an insurance broker, an architect, and several area dentists, one of which would become his business partner when they formed their group practice. The physician began the process whereby the St. Charles hospital system would grow into the largest regional medical system east of

the Cascades. The architect designed several buildings in the Bend area, including the dental office where I still practice, and the church where our family attended. The insurance broker involved himself in politics and went on to serve in the Oregon legislature. My father's business partner served on the city council and as mayor of Bend. Another of his best friends served on the Oregon Board of Dentistry for many years. Yet another became president of the Oregon Dental Association.

Oh, and my dad? Coach to five children, Little League baseball commissioner, Junior Chamber of Commerce president, Kiwanis member and officer rotation, Oregon Centennial Committee, ski patrol director, hospital dental director, church president and building committee chairman, and...ADA life member.

My point to the preceding narration is the importance of mentoring, which I believe is a key component of maintaining and growing our association. The architect spent many hours at our house, talking about the buildings that would impact our family, as well as his profession (and ultimately convincing me *not* to become an architect). The insurance broker made sure I spent at least one day every session as a page in the legislature. My father's business partner made sure I joined Rotary when I came back to join their practice, and they both made sure I attended the first Central Oregon Dental Society meeting that year—and, of course, signed me up for a committee position.

The other local ODA members took it from there, as you might imagine. Eventually the state association came knocking, with mentors such as **Drs. Bill Ten Pas, Mike Biermann, Rick Asai, Teri Barichello, Sean**

**Benson,** and many other dedicated volunteers who have served the ODA for many years.

Which brings me to my next point—*member engagement*. While it may be a modern buzzword, it has always been around: my generation's iteration would be *involvement*. You may already be connecting the dots to my punchline—*mentoring most often leads to engagement/involvement*.

To that end, the ODA has recently added Kristen Andrews to the staff to specifically serve as our member engagement coordinator. She will not only be available to our individual members but also to our component societies to assist them in any way. Kristen has already collaborated with Lauren Malone to formulate a member engagement program that was presented to the Trustees at our most recent meeting, with great anticipation and excitement about its potential for our members. I would ask that you—as members and leaders of our association—give Kristen your support and assistance when she asks, and watch for the outline of the plan soon in one of the ODA publications.

In addition to Kristen, the ODA just hired Lori Lambricht to serve as our member compliance coordinator. She has worked in a dental office and will be a resource for our members with their regulatory and compliance questions. We look forward to Lori's expertise in serving our members' needs.

In my progression up the ladder of leadership, on behalf of the Oregon Dental Association, I have had many opportunities to interface with volunteer leaders from other states and discuss their victories as well as their defeats. We are not alone in the issues we face as a profession—all states are addressing some form of change to the way dentistry is and will be practiced.



It is my opinion, and the opinion of many of these leaders, that we now have a national organization—the American Dental Association—that has the staff, resources, and political firepower to recognize, react, and influence the decisions that affect the way we practice and interact with our patients.

While it might not be swift, and it might not be exact, we are making inroads, and we can thank the staff and volunteers at the national level for their contributions to that process. You can access the many programs, services, and information that the ADA provides you and I—the member—on [www.ada.org](http://www.ada.org). It will be well worth your time, I promise you.

Last, but far from least, I would like to commend our incredible ODA staff for their dedication and hard work on behalf of our association. They truly have the best interests of the dental profession in mind. We have gone through a significant transition the last two years, from the replacement of our retiring executive

director, to the retirement of several of our long-term key staff, to the re-structuring of our governance process. The ODA staff have been lockstep with us all the way—unwavering, fully supportive, and totally committed to the success of the association. For that, we owe them a huge thank you!

And a large thank you to the many member volunteers who donate hours and hours to the various activities, committees and councils of the association; we all owe them a debt of gratitude as well.

This is your association. Together we can make it stronger: more relevant and more responsive. But we need all of you, and we need your fellow practitioners who have not yet seen the benefits of membership. I ask all of you to *mentor, engage, involve, and serve*. **Let's all do our share!** ●

Dr. Timm is a general dentist in Bend, Oregon. He was sworn in as ODA president at the 2014 House of Delegates meeting in Bend. He can be reached at [drsteventimm@yahoo.com](mailto:drsteventimm@yahoo.com).



**OLD SCHOOL**

*customer service*

*meets*

**LEADING EDGE TECHNOLOGY**

SINCE  
**1982**

## BECAUSE SOME THINGS NEVER GO OUT OF STYLE

DAISY practice management system offers:

- ▶ Protection against embezzlement
- ▶ Speedier digital tools and services
- ▶ Clinical charting with safeguards
- ▶ Data protection and backup

Contact Rebecca Lanxon at 855-637-6397 to connect with service tailored to you.

[dmcdental.com](http://dmcdental.com)



**DMC**  
Dentists Management Corporation



## Grow Your Practice, Maximize Profit & Enjoy Life with Jones & Roth

### Financial Management

Tax Mitigation Strategies  
Comprehensive  
Financial Planning  
Practice Appraisals  
& Assessments

### CPA Services

Tax Planning & Preparation  
Evaluation of Key  
Performance Indicators  
Practice Start-up  
Consulting

### Retirement Strategies

Customized Programs  
Dedicated Retirement  
Services Team  
Independent Advice  
& Guidance

**Jones & Roth**

Oregon Dental CPAs

BEND 541-382-3590

EUGENE 541-687-2320

PORTLAND 503-648-0521

[www.OregonDentalCPAs.com](http://www.OregonDentalCPAs.com)

**DentalPost**

Visit [www.DentalPost.net](http://www.DentalPost.net) to learn more

Connect with us!



## Find Your Next Employee With DentalPost!

The Premier

Mobile & Online Dental Industry Job Board

*Look what  
we have to  
help you!*

### POST

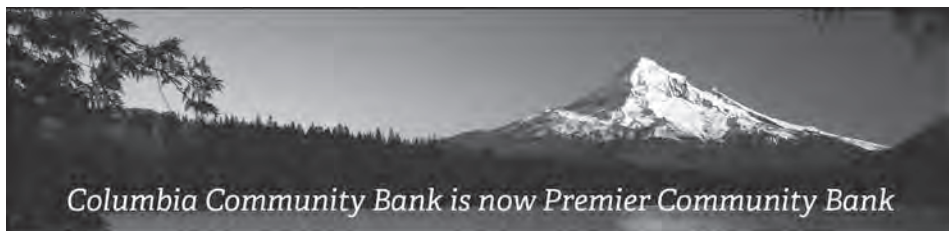
- Post your available jobs
- Postings syndicated on facebook, linkedin, twitter, indeed.com and more

### SEARCH

- Search resumes online and on your mobile device
- View candidates photo, personality test, culture, values, skills, and more!

### HIRE

- Hire right from our site
- View applications anywhere, anytime



*Columbia Community Bank is now Premier Community Bank*

## BANK ON EXPERIENCE... BANK WITH CONFIDENCE.

Malcolm Hodge is experienced in providing banking services to the dental industry, and his knowledge and personable style leave our clients confident they made the right choice with Premier Community Bank. Contact Malcolm at our Tigard office, 503.924.2312, or via e-mail at [malcolm.hodge@pcboregon.com](mailto:malcolm.hodge@pcboregon.com).



Hillsboro.....503.693.7500  
Tanasbourne.....503.924.2320  
Durham Rd./Tigard.....503.924.2312  
Forest Grove.....503.992.8600



**PREMIER**  
COMMUNITY BANK

[WWW.PCBOREGON.COM](http://WWW.PCBOREGON.COM)





▲ **ABOVE** The 2014 Reference Committee heard testimony from the House and filed a report to help with the voting process. (l to r): Dr. Pat Hagerty, Dr. Jesse Hollander, Dr. Cynthia Pelley, Dr. Olesya Salathe (chair), Dr. Barry Taylor, and Dr. Jeff Reddicks



▲ **ABOVE** Dr. Richard Fixot and Dr. Greg Jones



▲ **ABOVE** Dr. Roger Kiesling (podium at right), 11th District trustee, giving the Oath of Office to those elected during the House of Delegates.



## ODA HOUSE OF DELEGATES 2014

# RESOLUTION RESULTS

The following resolutions were discussed. If something is in **red**, below, then it is a change to the ODA Bylaws; if it is ~~crossed-out~~, then that item has been struck and, in some cases, replaced with the other text in red.

### BOT-1-14: Cost of Living Dues Increase

#### PASSED

**Resolved**, that ...the ODA Bylaws be amended as follows:

#### 2.04C Amount.

#### 2.04C-1 Active Members.

- (a) Generally. Dues for active members shall be ~~\$761~~ **\$777** per year (which includes \$20 to the Dental Foundation of Oregon and \$130 to DOPAC), plus any dues required for transmittal to the American Dental Association and component societies. The member may reassign the \$130 DOPAC contribution to the ODA General Budget Issues Fund or the ODA General Budget. The member may reassign the \$20 Dental Foundation of Oregon contribution to the ODA General Budget Issues Fund, the ODA General Budget, or DOPAC

### BOT-2-14: Change in Trustee Duties

#### PASSED

**Resolved**, that ...the ODA Bylaws be amended as follows (see 4.01A-1(g)):

## CHAPTER IV – BOARD OF TRUSTEES

### SECTION 4.01 DUTIES AND COMPOSITION

#### 4.01A Powers, Duties and Number.

The business property and affairs of the Association shall be managed by a Board of Trustees of 18 members, each of whom shall be an active, life or retired member of the Association. The Board of Trustees shall perform the duties of a Board of Directors as defined in the Oregon Nonprofit Corporation Law.

#### 4.01A-1 Generally.

- (a) Approval of applications for membership or other status from graduate students.
- (b) Approval of the appointment of council members.
- (c) Employment and/or termination of employment of the executive director.
- (d) Approval of life members.
- (e) Function as the Finance Committee, chaired by the Secretary-Treasurer, in providing supervision of the financial activities of the Association, including preparation of budgets, arranging for audits, presenting financial reports, authorization of non-budgeted expenditures, and

making decisions with respect to the retention of fiscal records.

- (f) To monitor the formulation and implementation of the long-range Plan of the Association.

- (g) Approval of ~~Oregon Dental Conference speakers-~~  
**Association endorsements.**

- (h) Amending the articles of incorporation in the limited circumstances permitted by ORS 65.434, authorizing or recommending to the Delegates voluntary dissolution, a plan of merger or consolidation, or the sale, lease, pledge, exchange, transfer or mortgage of all or substantially all of the assets of the Association, revoking a pending dissolution, or adopting a plan for distribution of assets.

- (i) Determining the existence of total disability of a member for purpose of remission of dues.

- (j) Recommending candidates for appointment to the Oregon Board of Dentistry, per section 7.03 in these bylaws.

- (k) Election and removal of directors and approval of the amendment of the Health Services Group, Inc., per section 7.02 in these bylaws.

- (l) Election or removal of directors of for-profit corporations, the stock of which is owned by the Association, and approval of the amendment of the Articles of Incorporation of such corporation, per section 7.05 in these bylaws.

- (m) Authorizing distributions from the Oregon Dental Association Board Designated Fund.

- (n) Election, appointment, removal or filling of vacancies for any board committee.

- (o) Election and removal of the dental directors, and the amendment of the bylaws of the Dental Foundation of Oregon.

### GRC-1-14: Patient Licensure Exams

#### PASSED

**Resolved**, that ...

ODA shall create a task force of stakeholders to be appointed by the Board of Trustees to explore non-live patient licensure examination options and report back to the HOD in 2015, supplying both a written and in person report of its findings and recommendations.



A copy of the complete, updated ODA Bylaws and Articles of Incorporation can be found on the ODA website ([www.oregondental.org](http://www.oregondental.org)) by following this path: Member Resources > Governance > Bylaws.

## LDC-1-14: Graduate Student Members

### PASSED

**Resolved**, that ...the ODA Bylaws be amended as follows:

#### 2.01F Graduate Students (Post-Doctoral Students)

##### 2.01F-1 Qualification.

Any graduate of an approved dental school who was a pre-doctoral student associate in this Association in the immediately preceding academic year or is a member of or is eligible for membership in another constituent society may become a post-doctoral student associate of this Association in the manner specified in the Membership Application Review Guidelines, if he/she is engaged full time in:

- a) An advanced training course of not less than one academic year in a CODA accredited school,
- b) An internship or residency program approved by the American Dental Association Council on Dental Education and Licensure, or
- c) Activities furthering the objectives of this Association, upon recommendation of the Dean of the School or the appropriate administrator of the internship, residency program or other activity, and approval of the Board of Trustees, including any extension program.

##### 2.01F-2 Privileges:

Graduate students shall be entitled to the privileges listed in 2.01A-2 for active members

#### 2.02E Graduate Students

##### 2.02E-1 Qualification:

Any graduate of an approved dental school who was a pre-doctoral student associate in this Association in the immediately preceding academic year or is a member of or is eligible for membership in another constituent society may become a post-doctoral student associate of this Association in the manner specific in the Membership Application Review Guidelines, if he/she is engaged full time in:

- a) An advanced training course of not less than one academic year in an accredited school;
- b) An internship or residency program approved by the American Dental Association Council on Dental Education, or
- c) In activities furthering objects of this Association, upon recommendation of the Dean of the School or the appropriate administrator of the internship, residency program or other activity, and approval of the Board of Trustees, including any extension program.

##### 2.02E-2 Privileges:

~~Graduate students shall not be entitled to vote or hold office, but otherwise shall be entitled to the privileges listed in 2.01A-2 for active members~~

#### 5.01A Selection

##### 5.01A-1 Designation and Qualification

The elected officers shall be a president, president-elect, and secretary-treasurer, each of whom shall be an active, life, ~~graduate student~~, or retired member in good standing.

## LDC-2-14: Selection of ODA President Elect

### PASSED

**Resolved**, that ...the ODA bylaws be amended as follows

### Chapter V - ELECTED OFFICIALS

#### Section 5.01A-2 Election.

The president and president-elect shall be elected annually by the ~~voting members of the~~ Board of Trustees, from the at large ~~and ex-officio~~ trustee positions at ~~the summer~~ a meeting prior to the House of Delegates meeting. The president each year shall be the president-elect from the preceding year if he/she remains qualified and willing to serve. The student trustee ~~and the secretary-treasurer are~~ is not eligible for election as president-elect. ~~The president-elect~~ shall take office the day after the annual meeting of the House of Delegates. Should an ex-officio member be elected as president-elect, their previously held position shall be filled at the House of Delegates and the remaining 12 at-large positions shall be filled as need. The secretary-treasurer shall be elected by the House of Delegates.

## LDC-3-14: Student Involvement

### PASSED

**Resolved**, that ...the ODA bylaws will be amended as follows:

#### 2.02D Undergraduate Students (Pre-Doctoral Students)

##### 2.02D-2 Privileges.

Except for the undergraduate student trustee and the undergraduate student delegate to the House of Delegates provided for in Chapter III, undergraduate students shall not be entitled to vote or hold office. They shall receive the publications of the Association and shall be entitled to participate in the Association's insurance programs, in accordance with their terms, and shall receive notice of and be entitled to participate in other Association activities open to non-voting categories. ~~Each ODA Council may have up to two student advisors appointed by the president.~~ ●

## MEGA ISSUE DISCUSSION

# Coordinated Care Organizations

By Thomas Tucker, DMD

**THIS YEAR'S HOUSE OF DELEGATES mega issue discussion was an informational presentation, followed by a panel question and answer session, regarding Oregon's implementation of the Affordable Care Act (ACA).**

### Background about CCOs

Born from several legislative bills originating in both the House and Senate, under the direction of the Oregon Health Authority, the health system transformation in Oregon will be delivered via Coordinated Care Organizations (CCOs). The simply stated goal of this change is three-fold: deliver better care, resulting in better health, at a better (lesser) cost.

It is estimated that the government pays for nearly 60% of all health care costs in this country. This encompasses eligible employees of city, county, state, federal, Medicaid, Medicare, military, Veterans Administration, and native tribes. In an attempt to control the escalating cost of medical care, and to provide access to care for more of our citizens, the Affordable Care Act (ACA) became law.

In Oregon, this care will be delivered by 16 CCOs that have contracted individually with the Oregon Health Authority. They will operate with a "global budget" that will provide coverage for physical, mental, and oral health. Dentistry's share of this budget is approximately six percent. Over the first three years—with a total budget of \$1.9 billion, dentistry will receive \$120–\$130 million to provide care for these patients.

With a current enrollment of over 980,000 people—and expectations that this number will increase—approximately 27 percent of Oregon's residents are eligible for coverage by a CCO. This means that more than 1 in 4 Oregonians will receive their care via a CCO.

Initially the CCOs have subcontracted with nine Dental Care Organizations (DCOs). This will be the model for the first three years. Because these individual DCOs have varying contracts with their CCO, payment for dental services is at the discretion

Dr. Tom Tucker, from Klamath Falls, facilitated the mega-issue discussion at the ODA House of Delegates meeting.



of the DCO. It may compensate its dentists with a fee-for-service model or with a capitated rate per insured individual.

### Panel Q&A

Following this brief introduction, the delegates were addressed by three extremely knowledgeable and qualified individuals who represent three of the largest DCOs. **Dr. William Ten Pas**, senior vice president at MODA Health, **Dr. Mike Shirtcliff**, president and CEO of Advantage Dental Plans, and Deborah Loy, OHP services director at Capital Dental, comprised the panel.

Each gave opening remarks about their participation with the various CCOs. It was the general consensus that this delivery model, which expects providers to be responsible for the desired outcomes, including cost savings, will be critically evaluated by the profession. It is also likely to be of interest to more traditional indemnity insurance plans if it is deemed a success.

It was suggested that this could be developed as an alternative low cost option and that large insurers such as the Oregon Educational Benefit Board and the Public Employees Benefit Board could be interested. This is, however, only an early assumption of what may lay ahead if this delivery model is regarded as successful.

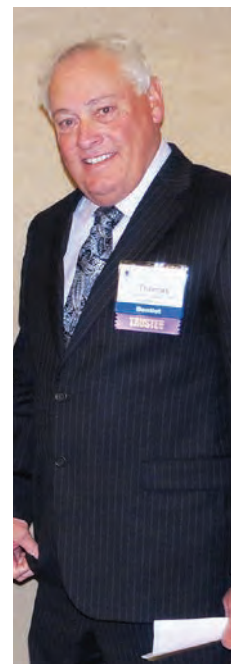
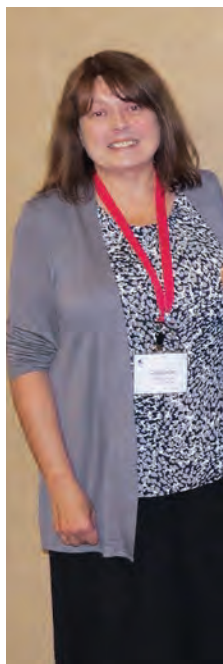
Panel members responded to many varied comments and questions. At the end of the discussion, there were still individuals at the microphones wishing to continue the session. We regret that not all questions could be answered, but believe that the subject was of considerable interest, and will likely be a future topic of discussion and conversation.



We thank our panel participants for their willingness to contribute to this mega issue discussion. It was encouraging to see our dental leaders, from varied backgrounds, united in their representation of organized dentistry, and its continued commitment to dental care that always puts the doctor-patient relationship and quality dental care as the most important outcome.

We also thank our delegates for their interest and willingness to discuss this topic. The ODA Board of Trustees is committed to our members and welcomes any comments or suggestions about this issue or ideas for additional topics in the future. ●

Thomas Tucker, DMD, is a general dentist in Klamath Falls. He can be reached at [ttucker041@gmail.com](mailto:ttucker041@gmail.com).



Mega-Issue panelists included (l to r): Deborah Loy, from Capitol Dental, **Dr. Mike Shirtcliff**, from Advantage Dental, and **Dr. Bill Ten Pas**, from ODS. **Dr. Tom Tucker**, far right, facilitated the discussion.



# PRACTICE PARTNER



As the saying goes, practice makes perfect. So if you are looking for a practice partner who understands the business needs of dental professionals, look no further than Pacific Continental Bank. Our bankers not only speak your language, their practice knowledge is perfect for you and your business. Who says we can't be more than a bank?

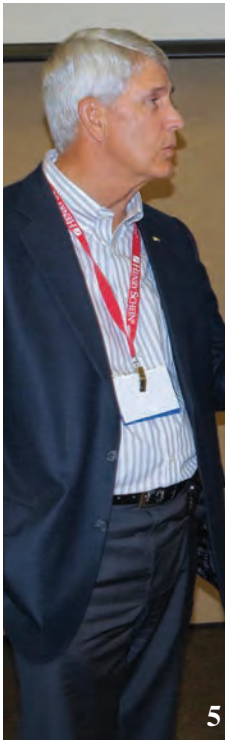
Pacific Continental Bank. Focused on business. Passionate about community.

EUGENE / SPRINGFIELD  
PORTLAND / VANCOUVER  
SEATTLE / BELLEVUE / TACOMA

877-231-2265  
[therightbank.com](http://therightbank.com)







1) Dr. Fred Scott; Dr. Matthew Biermann; Dr. Richard Garfinkle

2) Margaret Campbell

3) Dr. Gary Templeman

4) Dr. Kurt Ferré

5) Dr. Roger Kiesling, 11th District trustee, from Montana

6) Dr. Jim Walker

7) Dr. Patrick Hagerty

8) Dr. Josephine Stokes; Dr. Amy McDaniel

9) Dr. Michale DesJardin

10) Dr. Dana Yip; Dr. Jeremy Kato; Dr. Randall Glenn





**Dental  
Commerce  
Corporation**

## Invest in your practice

Dental Commerce Corporation, a Moda Health subsidiary, offers practice financing with flexible, tailored terms of one to 10 years for use in:

- Working capital
- Equipment purchases
- Practice remodeling and updating
- Practice acquisition

For more details, call 503-412-4200 or email [greg.hansen@dentalcommercecorporation.com](mailto:greg.hansen@dentalcommercecorporation.com).



[www.dentalcommercecorporation.com](http://www.dentalcommercecorporation.com)

**moda**  
HEALTH



5128859 (9/13)

## WE SELL DENTAL PRACTICES.

### Buck Reasor, DMD

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



### Why Choose Reasor Professional Dental Services

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

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

**Reasor Professional<sup>LLC</sup>**  
Dental Services

**Reasor Professional Dental Services 503-680-4366**

[info@reasorprofessionaldental.com](mailto:info@reasorprofessionaldental.com)

[www.reasorprofessionaldental.com](http://www.reasorprofessionaldental.com)





No touch crown is  
Thank

looked  
truly thank you  
the contact

Quality of service & craftsmanship: Thank you so much  
making these PFMs (6.8.11) for my pa  
margins were great, interproximate per  
occlusion only needed minor refinement  
always impressed w/ your customer serv  
has been consistent since I was a Pres  
to Craig all

O'Brien  
DENTAL LAB, INC.  
Quality of service & crafts  
use of service & craftsmanship:

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Very nice  
didn't have to touch a thing  
I had to touch a thing  
didn't have to touch a thing  
I had to touch a thing  
I had to touch a thing  
I had to touch a thing

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: looks great  
perfect shade

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: The patient commented "I  
can't believe how perfect it is  
you!"

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Excellent work! No adjustments  
were needed interproximally + margins  
were solid. Thank you for getting  
the PFM and FGC in the same  
day. O'Brien Dental Lab has proven  
to go above and beyond to get  
lab cases back on time for early and  
produces quality work. Thank you!

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Fantastic job guy.  
Color match  
was AMAZING  
Thanks!  
so much!!

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Fit perfect; no adjustments

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: perfect  
fit

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: you. Cho

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Thank you!  
communication.  
for the excellent work.  
Great craftsmanship.  
I appreciate it.

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Excellent as usual!  
Thank you for working on this case,  
always a pleasure. Your craftsmanship  
professionalism is bar none.

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: PERFECT FIT! NO ADJUST  
NEEDED. THANK YOU FOR ALL YOUR  
CARE AND ATTENTION REGARDING  
CASE. PT WAS PLEASED WITH  
RESULT!!

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Excellent  
Nice final case  
Contours & appearance

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Excellent esthetics  
no adjustments required

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Excellent crown  
Contours & occ.  
Contact area perfect.

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Amazing crown!!  
This crown was a fine line  
High quality lab work.

O'Brien  
DENTAL LAB, INC.  
Quality of service & craftsmanship: Great margins  
Perfect shade



## Meeting highlights

September 26, 2014

► Trustees underwent an orientation session at this, their first, board meeting of the new board year, from both ODA counsel and the ODA executive director.

► **Dr. Eric Burgin** reported on the Large Group Practice Conference that he attended with **Dr. Nicole Olivares**, on behalf of the ODA, in California on September 6.

► **Dr. Doug Hadnot**, from Montana, the 11th District representative to the ADPAC Board, talked about the American Dental Political Action Committee. **Dr. Roger Kiesling**, 11th District Trustee, also from Montana, reported on the goings on at the ADA.

► The Board voted to endorse the OHSU CATs program and fund it with \$2,000 for student awards.

► The Board voted to approve the OrOHC Strategic Plan with qualifications.


► Trustee liaison assignments, shown top right, were distributed and discussed. ●

Liaison Trustee	Component	Council	Activity
<b>Chung</b>	Yamhill County	Peer Review	OBOD Liaison
<b>Biermann</b>	Southwestern Oregon; Washington County	Leadership Development Committee	ODA social media
<b>Sunseri</b>	Clackamas County	Access to Care Committee	Licensure Task Force
<b>Carneiro</b>	Clatsop County	Publications Advisory Committee	Leadership Seminar Task Force
<b>Mutschler</b>	Columbia County	Member Services	Member Engagement Task Force
<b>Bedford</b>	Southern Oregon	New Dentist Committee	ODA website review
<b>Struckmeier</b>	Southern Willamette	Dentist Health & Wellness	OrMOM
<b>Hansen</b>	Mid-Columbia	DOPAC	OBOD Liaison
<b>Jones</b>	Central Oregon; Lane County	Annual Meeting Council	Tooth of the Matter blog entry
<b>McMahan</b>	Eastern Oregon	TBD	Member Engagement Task Force
<b>Stewart</b>	Multnomah	PPE / GRC / LDC	Leadership Seminar Task Force
<b>Tucker</b>	Klamath County; Rogue Valley	Membership Council	Leadership Seminar Task Force
<b>Young</b>	Marion & Polk; Umpqua	Recruitment & Retention Committee	Policy Review Task Force


# PARAGON

## DENTAL PRACTICE TRANSITIONS

**PARAGON Makes Every Transition a Win-Win**




Our Dual Representation policy guarantees all parties emerge as winners.



Dual Representation

Your local PARAGON practice transition consultant is **Mark Fleming, D.D.S.**



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



# DENTISTRY

Honoring the Past, Embracing the Future

April 9–11, 2015

Oregon Convention Center ♦ Portland

**ADA CERP®** | Continuing Education  
Recognition Program

Oregon Dental Association is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The Oregon Dental Association designates this activity for a maximum of 18 continuing education credits. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at [www.ada.org/cerp](http://www.ada.org/cerp).



## Platinum



**THANK YOU to the  
sponsors of the 2015  
Oregon Dental Conference.**

*For information on how  
you can become a sponsor,  
please contact Anna Velasco  
at 503-218-2010 or  
[avelasco@oregondental.org](mailto:avelasco@oregondental.org)*

## Gold



## Bronze



## Additional Sponsors



The historical photo (above)  
is from the Archives  
& Special Collections,  
Columbia University Health  
Sciences Library.



## Mark your calendar and plan to join us at the 2015 Oregon Dental Conference®.

- ◆ Registration Opens: January 2015
- ◆ Early Registration Deadline: March 6, 2015

## Want to better understand your staff and patients?

*Attend the General Session at the  
2015 Oregon Dental Conference®*

**DAVE MITCHELL WILL BE PRESENTING** an entertaining and enlightening keynote address at the 2015 Oregon Dental Conference. Don't miss his General Session presentation, "The Power of Understanding People—Hollywood Style! Understanding your own and others' communication styles," on Friday, April 10 from 7:30–8:30 AM.

One of Dave's most requested programs, "The Power of Understanding People" provides the tools to understand each attendee's own unique communication style. This information-filled, energizing keynote provides an ideal combination of strong content, laugh out loud humor, and audience interaction. Using applied cognitive psychology principles with humorous stories and an audience assessment tool, Dave will delight the audience with insight into how they think and their style of communicating. The attendees will gain an immediate appreciation for diverse interactive styles and begin applying the concepts in their personal and professional life.

New this year, General Session attendees will have the opportunity to further their understanding of the topic, by attending Dave's breakout session from 2–5 PM on Friday.

During the breakout session, attendees will be treated to Dave's trademark "laugh and learn" style of teaching. Building on the concepts introduced in Dave's keynote address, attendees will learn which Hollywood movie character they most behave like. Attendees will take away valuable strategies for enhancing their leadership skills, achieving greater performance levels from their staff and even improving personal relationships and conflict resolution.

Don't miss these two programs! ●



**DAVE  
MITCHELL**

Over 250,000 people have attended Dave's "enter-TRAIN-ment" seminars all over the world on topics that include leadership, customer service, selling skills, and personal performance enhancement.

Named Best Speaker of the Year by Meeting Professionals International at the 2013 World Education Congress in Las Vegas, Dave is the author of two books: *Live and Learn or Die Stupid!*, and *The Power of Understanding People*. When *The Power of Understanding People* was released in December 2013, it was immediately named Best Business Book of the Month by Amazon.

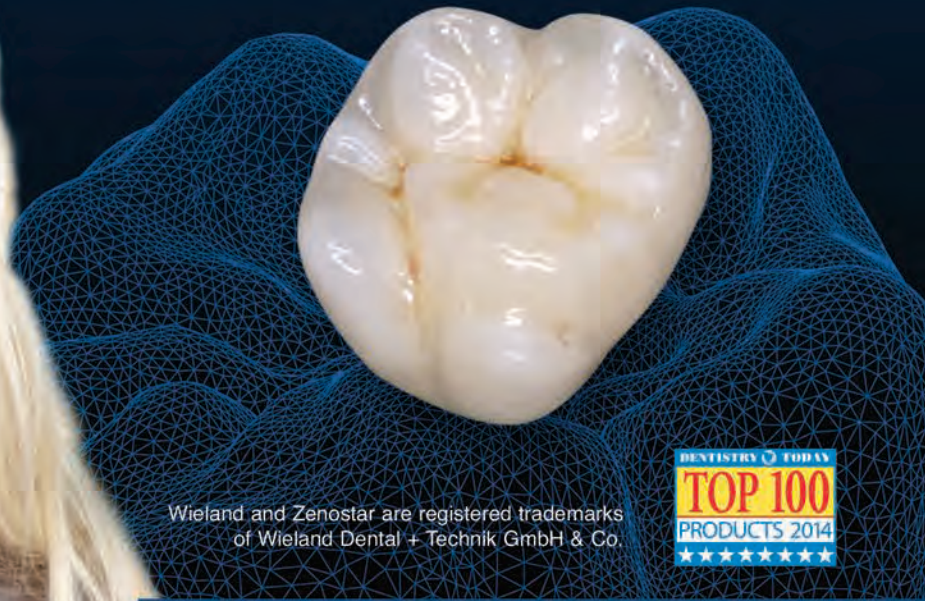
Dave Mitchell has also been designated as a Certified Advanced Wine Sommelier by the International Wine Guild.

# A Great Decision for High-Strength and Aesthetics



WIELAND  
**ZENOSTAR**   
FULL CONTOUR ZIRCONIA

Starting at \$105.<sup>00</sup>  
milled on site



Wieland and Zenostar are registered trademarks  
of Wieland Dental + Technik GmbH & Co.



**"We ensure consistent quality-case after case.  
And our dental customers appreciate it."**

— Assured Dental Lab

**Assured Dental** presents Zenostar, a high translucency, pre-shaded, 100% full-milled zirconia, which provides a versatile restorative solution that not only meets the high performance demands of challenging cases but the aesthetics your patients demand.

- Less than half the price of a gold crown
- Aesthetic alternative to gold restoration and PFM
- 1200 MPa flexural strength
- Excellent marginal fit
- Indications: posterior crowns and bridges and works well with limited occlusal clearance

*"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 Gierucki DDS, Harrison, MI



All restorations controlled under  
ISO quality management systems,  
excluding Zenostar.

**Assured Dental Lab**®

[www.assureddentallab.com](http://www.assureddentallab.com)

**877.283.5351**

Quality Products at Amazing Prices. Case after Case.





# DENTAL FOUNDATION OF OREGON

## ***You're Invited!***

### **DFO Charity Poker Tournament**

*Sponsored and Hosted by BnK Construction*

**DATE:** Saturday, January 31, 2015

**LOCATION:** Moda Plaza in Milwaukie

**REGISTER:** Online at [www.SmileOnOregon.org](http://www.SmileOnOregon.org)

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

For more information, visit [www.SmileOnOregon.org](http://www.SmileOnOregon.org).

Join us for a good old fashioned Texas Hold 'em Poker Tournament, complete with dinner, drinks, and prizes. Proceeds go to support the Dental Foundation of Oregon programs, like the Tooth Taxi.

There is a \$25 buy-in to get into the tournament, and a \$100 donation to the DFO is strongly suggested; tax receipts will be provided. Beginners and couples are welcome!

Space is limited, so register now to hold your space. If you have questions, call Charlie LaTourette at 503-594-0881 for more information.



**Register Now**  
[www.SmileOnOregon.org](http://www.SmileOnOregon.org)

## **Win a 2015 Toyota Camry SE**

**And support the ODA's charity and programs like the Tooth Taxi.**

**Plus a \$500 Cash Drawing**  
cash drawing 2/13/2015

2.5L 4 Cyl 16V w/Dual VVT-I Engine  
178 horsepower—Keyless System  
6-Speed Automatic—Bluetooth

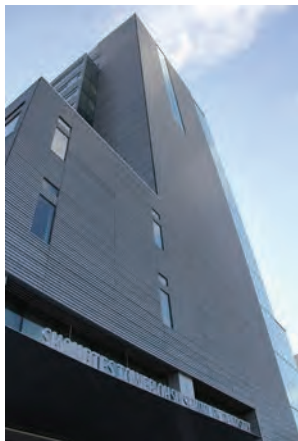


Attitude Black

**Purchase your ticket online now at [www.SmileOnOregon.org](http://www.SmileOnOregon.org)**

\$100 per ticket. Only 1,000 tickets sold. Drawing at the ODC. Need not be present to win.

MSRP: \$24,655.00 - Winner responsible for applicable taxes and fees.



## Class of 2017 Receives White Coats

By Sydney Clevenger

>> Second-year dental student **Travis Davis** (center) receives his white coat from **Steven Gold, DDS**, assistant professor of restorative dentistry, and Hawthorne Bridge group leader, at the Class of 2017 white coat ceremony, held September 12. **Peter Morita, DMD**, associate dean for patient services, is in the background at right.

(Photo by Aaron Bielek)



**THE CLASS OF 2017 WAS RECOGNIZED** and celebrated in mid-September for their symbolic transition from didactic education to the clinical care of patients. Seventy-five second-year dental students received their personalized white lab coats in a formal ceremony in the OHSU Auditorium.

The white coats were generously provided, in part, by the Oregon section of the American College of Dentistry (ACD).

"The white coat is a big step toward ethics and professionalism," said OHSU School of Dentistry Alumni Association President **Mark Alder, DMD**. "Ethics and professionalism are not just a theory anymore because you will be seeing patients for the rest of your dental careers. Dentists are held in high regard because we have high standards," said Dr. Alder. "Now is the time to develop good habits that will last the rest of your life."

Dean **Phillip Marucha, DMD, PhD**, read the nine tenets of professionalism from the wallet cards also provided by ACD: respect, beneficence, compassion, competence, integrity, justice, professionalism, tolerance, and veracity. "Dentistry is a great profession," said Dr. Marucha. "You are now at the doorway to the clinical training program. You need to learn as much as you can from faculty, staff, students, and patients to become the best dentists possible." ●

The OHSU School of Dentistry can be found online at [www.ohsu.edu/sod](http://www.ohsu.edu/sod).

The School is also on Facebook: [www.facebook.com/ohsuschoolofdentistry](http://www.facebook.com/ohsuschoolofdentistry).

Sydney Clevenger is Communications Coordinator for the OHSU School of Dentistry. She can be reached at [clevenger@ohsu.edu](mailto:clevenger@ohsu.edu).





## PROFESSIONAL PRACTICE SPECIALISTS, INC.

**1-800-645-7590**

**Aaron Pershall - Randy Harrison**



### *Specializing in the Sale, Transition and Appraisal of Dental Practices in Oregon and SW Washington*

**SALEM, OR** – Wonderful upscale G/P collecting \$500K+. Beautiful newer, 5-op office, great location.

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

**PORTLAND AREA** – Exceptional fee-for-service practice collecting \$1M+ in a wonderful upscale area.

**EUGENE, OR** – High profit G/P collecting \$1M+ in nice 4-op office.

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

**WILLAMETTE VALLEY, OR** – G/P collecting \$1.3M+ in a very nice office in an excellent location.

**WESTERN OREGON OMS** – Excellent, high profit practice with tremendous growth potential. Great high traffic location.

**PORTLAND, OR** – Excellent G/P collecting about \$1.0M with high profit 4 ops and wonderful location!

**NEW! SOUTHERN OREGON** – G/P collecting \$800K+ with high profit. Beautiful, newer 5-op office in a wonderful location.

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

**S. OREGON COAST** – Excellent, well established, fee-for-service G/P collecting \$1.2M+ with high profit.

**S. OREGON COAST** – Great start-up opportunity! Building and part time practice with 3 equipped ops.

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

**HOMER, AK** – Long established G/P collecting around \$550K in 2013. Includes a great staff, laser, digital x-rays, and pano.

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

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

**AK PROSTHODONTIC** – Exceptional practice collecting \$1.5M+ in 2013. Seller willing to stay for longer transition.

**FAIRBANKS, AK** – Associate wanted for busy Endo practice!

**MAT-SU VALLEY, AK** – Excellent G/P collecting almost \$400K in 2013. Newer equipment, 3 ops, pano and digital x-rays.

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

**SPOKANE VALLEY, WA** – G/P collecting around \$1M in 2013. Spacious office boasts 6 ops (7<sup>th</sup> possible), pano and digital x-rays.

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

**NEW! VANCOUVER, WA** – Building and Equipment. Very nice, 5-op office with off-street parking. No practice.

**BELLEVUE, WA** – Biological dental practice collecting \$600K. Amalgam free/safe office features 7 ops (5 equipped), digital x-rays and great new patient flow.

**BELLEVUE, WA** – Highly profitable G/P on track to collect \$1.4M+ in 2014. 4 ops and digital x-rays in a stylish office. Don't miss this exceptional practice!

**www.PracticeSales.com**

**Aaron@PracticeSales.com RandyH@PracticeSales.com**

***Please call for a Complimentary, Confidential Consultation***



## DENTAL OPPORTUNITIES

### GENERAL DENTISTRY

**FULL TIME GENERAL DENTIST POSITION** in Wilsonville. I am seeking an experienced and friendly, warm, general dentist to care for adults, teens, and older children in my pediatric dental practice. Our current general dentist for the last 2 years is purchasing his own practice. Compensation has averaged \$10,000+ take home a month for the past 2 years, working 3 days per week, with a production of over 300,000 per year. This position is open immediately. It is an excellent opportunity to work in a pediatric/general integrated practice. Contact 503-582-8200 or email [jamesdu78@me.com](mailto:jamesdu78@me.com).

**GENERAL DENTIST WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Hillsboro OR and a Part time General Dentist in Beaverton OR. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

**FULL TIME GENERAL DENTIST.** Be your own boss at an established general practice in Klamath Falls, OR. Looking for dentist to run satellite office. Work 4-5 days a week, 25%-30% of production, \$500 daily guarantee. For additional information please email [yourdentist@millarddental.com](mailto:yourdentist@millarddental.com).

**GENERAL DENTISTS WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Grants pass, Medford, and Albany. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

**GENERAL DENTIST WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Portland. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

**GENERAL DENTIST WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Oregon City. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

**GENERAL DENTIST ASSOCIATE NEEDED FULL-TIME** or part-time in Portland, OR. Office is seeing approximately 50-70 new patients per month. We have a great staff. Office is located near Wholefoods, REI and is currently producing/collecting \$35,000-\$60,000 per month. Compensation is 27% of collections. Please contact George Kang, DDS for more information at 503-528-6418 or [drkang@greenappledental.com](mailto:drkang@greenappledental.com). Please also visit us at [www.GreenAppleDental.com](http://www.GreenAppleDental.com).

**PERMANENT 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: <https://pdacareers.silk-road.com/pdnext/employmentlistings.html>. Contact us, phone: 503-813-4915 or email: [pdajobs@kp.org](mailto:pdajobs@kp.org).

**GENERAL DENTISTS WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Bend, Eugene, Salem, and Medford Oregon. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

## DENTAL OPPORTUNITIES

### GENERAL DENTISTRY

**GENERAL DENTIST WANTED—GRESHAM. LARGE DENTAL GROUP** seeking F/T General Dentist in Gresham, OR. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

**SEEKING ASSOCIATE FOR PRACTICE IN CAMAS / VANCOUVER** area. Two years experience is desirable. Please email resume to [declinic@gmail.com](mailto:declinic@gmail.com).

**A REFRESHING PERSPECTIVE—WHEN YOU WORK** at Willamette Dental Group, the organization's progressive approach frees you to do what matters to you—and your patients. What makes this multi-specialty group practice unique, and better, is a commitment to proactively facilitating the best possible health outcomes. Combined with a dedication to leveraging scientific data, skill, and the experience to make them happen, when you embrace the organization's guiding philosophy, you free yourself to facilitate health outcomes—and open yourself up to a world of professional growth and success. Please visit [www.willamettedental.com/careers](http://www.willamettedental.com/careers) or send your resume to [nlachance@willamettedental.com](mailto:nlachance@willamettedental.com).

**ESTABLISHED GENERAL PRACTICE IN SE PORTLAND** grossing \$200,000/year on two practice days/week. Contact Pathways, Inc. Bob Hill @ 503 887-5430 or email [pathwaysbh@gmail.com](mailto:pathwaysbh@gmail.com).

**GENTLE DENTAL IS SEEKING GENERAL DENTIST'S** for both F/T and P/T positions in the following cities: Sandy, OR; Portland, OR; Wood Village, OR; Wilsonville, OR; and Gresham, OR. For more information or to Apply Online: <http://gentledental.catsone.com/careers/>.

**AS AN INDUSTRY LEADER, GENTLE DENTAL** provides a large network of resources, including an experienced practice management staff, cutting edge technology, and outstanding benefits to help our affiliated dentists and employees grow in their careers. Are you a Dentist just wanting to focus on building relationships with your patients and providing quality care? Apply Online: [http://interdent.force.com/careers/apex/ts2\\_\\_JobDetails?jobId=a0xi0000001ZCTwAA0](http://interdent.force.com/careers/apex/ts2__JobDetails?jobId=a0xi0000001ZCTwAA0).

### ORTHODONTICS & DENTOFACIAL ORTHOPEDICS

**ORTHODONTIST WANTED—LARGE DENTAL GROUP SEEKING** P/T General Dentist in Bend Oregon. Apply Online: <http://gentledental.catsone.com/careers/>.

### PEDIATRIC DENTISTRY

**PEDIATRIC DENTISTS WANTED—LARGE DENTAL GROUP** seeking F/T General Dentist in Medford, and Portland. We aim to provide our network of affiliated doctors and staff with a competitive benefits package, which include: medical, dental, vision, life insurance, 401K plan, CE credits, and career opportunities to advance with the company. Apply Online: <http://gentledental.catsone.com/careers/>.

## SPACE AVAILABLE/WANTED

**FOR SALE OR LEASE WITH OPTION TO PURCHASE:** First Class 5000+/- SF building in NW Corvallis with high visibility and signage. Class A Office. Orthodontic, Periodontal, and General Dentistry Offices in the complex. Highly favorable demographics for General Dentistry, Pedodontist, Oral Surgeon, Periodontist or a combination of all. This building is perfect! 3000+/- SF on main level with 7 operatories (One designed for pediatric patients). Doctor's private office, laboratory, consultation rooms, large sterilization room. Spacious reception and waiting area, children's play room. Lower level is 1980+/- SF with staff area, meeting rooms, storage areas, double car garage with utility. For a full packet of information, contact: Lanny Zoeller ALC, CRS, GRI, Principal Broker, Town & Country Realty, Corvallis OR. Email [zoellerl@proaxis.com](mailto:zoellerl@proaxis.com) or call 541-753-0880 ext. 231.

## SPACE AVAILABLE/WANTED

**BRIDGEPORT AREA, TIGARD DENTAL SPACE FOR LEASE** for a Dental Specialist. A dental space for lease is available in the growing Tigard area right off of the I-5 corridor. The office space is only 2 years old and is shared with a General Dentist. Great space for an Oral Surgeon, Orthodontist, Pediatric Dentist or Periodontist. Great location to draw from a patient base with easy access to all of Multnomah, Washington and Clackamas County. There are 5 plumbed operatories in 2400 sqft. Rent is \$5,000/month and includes all utilities. Please email [drkang@greenappledental.com](mailto:drkang@greenappledental.com) or call 503-528-6418.

## EQUIPMENT FOR SALE

**FOR SALE: ORAL SURGERY CHAIR,** New condition: \$1,000 OBO. **EMERGENCY CRASH CART**—security, top condition: \$250. Email [SmithL@aol.com](mailto:SmithL@aol.com) for photos.

## PRACTICES FOR SALE

**SE PORTLAND DENTAL PRACTICE FOR SALE.** Leasehold and Dental Equipment Only. Office has 3 fully equipped ops and is entirely digital. Office is located on SE 82nd in a very busy shopping center with signage on SE 82nd. Price is \$97,000 firm. Start your dream dental practice today! Please email [drkang@sunrisedental.com](mailto:drkang@sunrisedental.com) for more information.

**PEDIATRIC PRACTICE FOR SALE VANCOUVER AREA.** Almost \$800,000 in annual collections. 4 operatories with digital X-rays. 2,100 SF office space. Excellent location with great visibility and signage. Increase in revenue over the last 3 years. Excellent collection policy in place. Experienced and tenured staff will stay with the practice. Buck Reasor, DMD. Reasor Professional Dental Services; Cell: 503-680-4366; Fax: 888-317-7231; email: [info@reasorprofessional.com](mailto:info@reasorprofessional.com); [www.reasorprofessional.com](http://www.reasorprofessional.com); PO Box 14276, Portland, OR 97293.

**G/P PRACTICE FOR SALE. ESTABLISHED** dental practice for sale in Southern Oregon. Annual collections over \$828,000/year. Very active and productive hygiene program. Both hygiene operatories and the front office have recently been completely remodeled and updated. New computers and monitors in the operatories and new receptionist front desk as well. 2700 SF free standing building with a total of 8 operatories. Great location with plenty of parking and fabulous visibility on a very busy street. Above average discretionary earnings. Current staff will stay with the practice. If you love the outdoors then this is the practice for you. Contact Buck Reasor @ Reasor Professional Dental Services. 503-680-4366, [info@reasorprofessional.com](mailto:info@reasorprofessional.com). [www.reasorprofessional.com](http://www.reasorprofessional.com).

**G/P PRACTICE FOR SALE IN SOUTHERN OREGON.** Annual collections over \$655,000. Outstanding location on the busiest commercial street in town. Great visibility with excellent signage. 6 fully equipped operatories. Digital X-rays. Excellent collection policy. Well trained staff will stay with the practice. Possibility of building ownership later on. Contact: Buck Reasor, DMD, Cell: 503-680-4366, Fax: 888-317-7231, email: [info@reasorprofessional.com](mailto:info@reasorprofessional.com). [www.reasorprofessional.com](http://www.reasorprofessional.com).

**G/P PRACTICE FOR SALE IN NE PORTLAND.** Practice collecting over \$200,000 annually. Great facility located on one of the busiest streets in Portland. Great signage and chance to own the building. Approx. 1,500 SF building with 4 ops and room to grow. Great opportunity for an ambitious young dentist. Contact: Buck Reasor, DMD, Cell: 503-680-4366, Fax: 888-317-7231, email: [info@reasorprofessional.com](mailto:info@reasorprofessional.com). [www.reasorprofessional.com](http://www.reasorprofessional.com).

## VACATION RENTAL

**COZY 3 BEDROOM, 3 BATH,** pet friendly condo at Collins Lake Resort in Government Camp. Views of Ski Bowl slopes from living room and deck. Heated 2 car garage. Includes use of year round, heated outdoor pool and hot tub. Also, a heated larger hot tub in the woods for relaxation. [www.VRBO.com/482152](http://www.VRBO.com/482152) for pictures, details, and calendar.



Officite

# Smarter Websites for Smarter Practices

Modern online marketing works beyond the website. That's what makes an Officite website so smart. Each and every one comes ready to customize and plug into a complete Web Presence. With gorgeous designs and powerful solutions like SEO, online practice marketing becomes easier than ever.

## DEMO A WEBSITE FOR FREE

Call 855-424-5093 or visit [www.Officite.com](http://www.Officite.com)



CUSTOMIZABLE WEBSITES



SEO & PPC



MOBILE RESPONSIVE DESIGN



REPUTATION MONITORING



SOCIAL MEDIA



PATIENT EDUCATION



NEW! APPOINTMENT REMINDERS

**Officite**  
Web Presence Solutions  
for Dental Practices

[WWW.OFFICITE.COM](http://WWW.OFFICITE.COM) | 855-424-5093





Phone: (866) 348-3800

Fax: (866) 348-3809

[www.mydentalbroker.com](http://www.mydentalbroker.com)

[info@mydentalbroker.com](mailto:info@mydentalbroker.com)



Paul Consani



Wendy Hirai



Joe Consani



Denise Jones



Dick Barnette

## Let our experienced team assist you in a smooth transition!

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

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

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

**Sign up for our free monthly email List of Opportunities**

**(866) 348-3800 or [info@mydentalbroker.com](mailto:info@mydentalbroker.com)**