



Performance Measures in Oral Health Care

page 18 House of Delegates mega-issue
discussion synopsis

page 20 Making sense of measurement



CLIENT APPRECIATION GIVEAWAY A HUGE SUCCESS!

CONGRATULATIONS
TO THE WINNER
DR MARTHA RICH
& HER ENTIRE STAFF!



WE WOULD PERSONALLY LIKE TO THANK EVERYONE WHO
PARTICIPATED IN OUR CLIENT APPRECIATION GIVEAWAY.
THE PARTICIPATION & FEEDBACK WAS OUTSTANDING.
WE RECEIVED OVER 5000 ENTRIES!

**DUE TO POPULAR DEMAND THIS WILL BE AN ANNUAL EVENT.
KEEP AN EYE OUT FOR NEXT YEAR.**

503.238.6006 800.222.6271

2532 SE HAWTHORNE BLVD, PORTLAND OR 97214

WWW.ARTISANDENTAL.COM

Focus on DENTAL METRICS

12 Are dental sealants under Medicaid just the beginning?
By Eli Schwarz, DDS

18 Quality measurements: Oregon dentistry trends and perspectives *By Kenneth L. Chung, DDS*

Making sense of measurement
20 *By Betsy Boyd-Flynn*

OHSU ASDA's successful Dive into Dentistry event promotes the dental profession to high school students and undergraduates.



Inside this Issue

11

On the cover
2015-2016
ODA Board of Trustees



Departments

- 4** From the Editor
A second-year option?
- 6** Events & Education
- 14** ODA Member Benefits of the Month
- 17** Compliance Corner
Business associates agreements and HIPAA
- 26** Oregon Dental Conference
- 27** ODC Speaker Highlight
Join the digital party!
- 30** OHSU ASDA
Dive into Dentistry
- 32** Classifieds



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

Advertising. The acceptance of advertising for publication in *Membership Matters* should not be construed as endorsement by ODA of the advertiser or of the product or service being advertised. For advertising rates and information, contact Paul Vollmer at 503-445-2222 or paul@LLM.com.

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2015. 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).

Membership Matters

Volume 21, Issue 6 • November 2015

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



Membership Matters

Editor: Barry J. Taylor, DMD, FAGD, CDE
barrytaylor1016@gmail.com

Publications Advisory Committee:
Kurt L. Ferré, DDS; Thomas J. Hilton, DMD, MS; Mehdi Salari, DMD

ODA Staff Liaison:
Christina Swartz Bodamer

Graphic Design:
Heather White, LLM Publications

Advertising Sales: Paul Vollmer, LLM Publications, 503-445-2222

Oregon Dental Association
PO Box 3710, Wilsonville, OR 97070-3710
503-218-2010 • 800-452-5628

www.oregondental.org
info@oregondental.org

Executive Director: Conor P. McNulty, CAE
cmcnulty@oregondental.org

Dentist Health & Wellness Hotline:
Support for a dentist in crisis, regardless of membership status: 503-550-0190

Oregon Dental Association

@ODApraz

www.TheToothOfTheMatter.org

OregonDental channel

Oregon Dental Association (private group)

There is no second year option



**Barry J. Taylor,
DMD, FAGD, CDE**

Editor,
Membership Matters

barrytaylor1016@
gmail.com

MANY OF MY EDITORIALS ARE INSPIRED BY A CONVERSATION WITH A COLLEAGUE. This month, it was a conversation with another clinical instructor at the OHSU School of Dentistry, Mike Carlascio, DMD.

After just two years of dental school, it is easy for a student to already have accumulated over \$150,000 in debt. Imagine the many reasons that a student may not complete dental school. Perhaps this second year dental student has become increasingly discouraged by the reality of becoming a dentist, or maybe the student has developed health issues, or has come to the realization that he or she doesn't have the manual dexterity to enjoy the profession. That student is staring into an abyss of a debt, and will now spend the next two years being motivated solely by the fact that they need the degree to pay off the debt. That is a poor motivational factor.

What if it were feasible that—at that two-year milestone—there were opt-out options for students who probably shouldn't continue in the four year program? The period from second year to third year is when the student is making the transition from the didactic courses and simulation training to the actual challenge of providing dental care to real patients. We all know it is a monumental transition. On Oregon freeways with steep downgrades, there are escape ramps for trucks to use in the event of brake failure. Entering the clinical phase of dentistry is that steep downhill grade. Can we create an escape ramp for students?

After the second year of dental school, the student has completed the majority of the basic science courses, as well as the majority of pre-clinical courses for restorative dentistry and periodontics. It would be possible for a dental school to be structured in such a manner that by the end of their second year students have also completed a large amount of hygiene clinical instruction as well. Policy could be changed so that a student who has completed their second year would qualify to take the hygiene examination board.

Second year students would have also completed significant restorative training, so they would be capable of being restorative hygienists. This would allow a student to veer off-course to an optional career as a hygienist. The student could be employed in a career where they would be

After two years of dental school, what if a student could **VEER OFF-COURSE TO AN OPTIONAL CAREER AS A HYGIENIST.**

The student could be employed in a career where they would be compensated fairly, and be able to pay off what debt they have accumulated.

compensated fairly, and be able to pay off what debt they have accumulated.

One way to help make this process work is by adding a tuition insurance that students pay annually. For example, students could buy the insurance policy as a \$1,000 surcharge on their annual tuition. At the end of year two they could resign from school and be refunded, for example, 80% of their tuition. They would still be responsible for the debt incurred for living expenses, as this is a cost they would have had regardless of student status. The student would still have to take responsibility for making a decision to leave school. It would, however, make the remaining debt more manageable. OHSU offers undergraduate degrees in nursing—after two years the student could be awarded an associate degree in oral health.

The way dental school is currently structured, students complete all of their restorative training regardless if they are going to practice general dentistry or go into a specialty. For a student who struggles with dexterity skills, it would be great if he or she could take a more direct non-restorative track to a dental specialty which does not need the same dexterity skills, but does require the same intellectual training, such as oral pathology or radiology.

Because of the cost of dental school, we have set up a system in which there is no escape for the student who does not want to complete dental school, or maybe who shouldn't complete dental school. Because of the debt incurred, the institution sets students up to be motivated by financial gain, not to be motivated by their passion and ability for the profession. This is a position in which no one benefits. 📌

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.

Building a **PROFITABLE PRACTICE**

Friday, December 11, 2015

BridgePort Brewpub



SESSION #1 **Tips & Techniques to Improve Your Practice**

with Jim Philhower

You will learn:

- Strategies for **practice growth** and **tips to effectively market your practice**
- Proven techniques to **increase new patient flow**
- How to **increase production and profitability**
- Techniques to **improve patient referrals**
- The only way to **effectively lower practice overhead**



SESSION #2 **Stay out of Jail: Avoid Coding Errors & Excel in Insurance Administration**

with Dr. Charles Blair

You will learn:

- To **identify common problems** such as: coding errors, clinical protocol issues, potentially fraudulent activities and insurance administration issues
- Through **predictive error correction**, how to **avoid typical coding errors**

BridgePort Brewpub

1313 NW Marshall St, Portland, OR 97209
(503) 241-3612

Registration 7:30–8:00am

Seminar 8:30am–3:30pm

Continental breakfast and lunch provided.

\$89 First Attendee
\$49 Each Additional Attendee

REGISTER TODAY!

Please register online at

<http://hnrsc.hn/BPP4256>

For questions please contact

Sharri Trottier at (503) 682-2609

Billing and cancellation policy: A \$25.00 administration fee will be applied to cancellations received within 14 business days prior to the seminar. All seminars will be billed at time of registration. A full refund will be issued if contact prior to 14 days in advance or for any emergency situations.

The federal government imposes certain restrictions on, and pursuant to the Sunshine Act requires public reporting of, transfers of value to a practitioner. This includes educational programs to the extent that less than a fair market value for such program is paid. Your Henry Schein representative can advise you of the reportable amount.

ADA CERP® | Continuing Education Recognition Program

Henry Schein Dental 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 education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Events & Education

Events are subject to change. Please consult the sponsoring group to confirm details.
To add your component's continuing education event, please email bendsalari@gmail.com.
Please send all other events to Cassie, cleone@oregondental.org.

November 2015

Continuing Ed., 2 Hrs: "Employment Agreements, Buy-ins, Transitions," Presented by Greg Englund, JD and Alex Trauman, JD. **Wed, Nov 18**, Moda Plaza, Milwaukie. Info: www.multnomahdental.org.

Oregon Mission of Mercy: Nov 22-23, Oregon Convention Center, Portland. Info: www.oregondental.org.

December 2015

DBIC Risk Management: Marion & Polk Dental Society. Fri, Dec 4, Roth's, West Salem. Info: Sabrina Hance, 503-581-9353, mpdentalce@qwestoffice.net.

Continuing Ed., 2 Hrs: "The Paradigm Shift—Tilted Implants for Full Mouth Reconstruction," Presented by Dr. Steve Beadnell and Dr. Carlos Ugalde. **Wed, Dec 16**, OHSU School of Dentistry, Portland. Info: www.multnomahdental.org.

Oregon Board of Dentistry Meeting: Fri, Dec 18, 1500 SW 1st Ave, 7th Floor Conf. Room, Portland. Info: 971-673-3200.

January 2016

ODA Board of Trustees Meeting: Fri, Jan 8, ODA Office, Wilsonville. Info: 503-218-2010.

Continuing Ed., 1.5 Hrs: "Pediatric Dentistry," Presented by Hai Pham, DMD. **Tues, Jan 12**, Roth's, West Salem. Info: www.mpdentalce.com.

Continuing Ed., 1.5 Hrs: "Implant Site Analysis & Development," Presented by Jay Malmquist, DMD. **Tues, Jan 12**, Stockpot Broiler, Beaverton. Info: www.wacountydental.org.

ODC Speaker Host Training:

Thur., Jan 14, ODA Office, Wilsonville (or via conference call). Info: 503-218-2010.

Continuing Ed., 2 Hrs: "Dentofacial Esthetics," Presented by Judah Garfinkle, DMD. **Wed, Jan 20**, OHSU School of Dentistry, Portland. Info: www.multnomahdental.org.

February 2016

Continuing Ed., 6 Hrs: "Contemporary Esthetic Dentistry," Presented by Roberto P. Macedo, DDS, PhD. **Fri, Feb 5**, Valley River Inn, Eugene. Info: www.lanedentalsociety.org/programs.

Continuing Ed., 1.5 Hrs: "Cardiology & Dentistry," Presented by Priya Kansal, MD. **Tues, Feb 9**, Roth's, West Salem. Info: www.mpdentalce.com.

Continuing Ed., 1.5 Hrs: "Investment & Portfolio Analysis," Presented by Jeff Auxier. **Tues, Feb 9**, Stockpot Broiler, Beaverton. Info: www.wacountydental.org.

March 2016

ODA Board of Trustees Meeting: Sat, March 5, ODA Office, Wilsonville. Info: 503-218-2010.

Continuing Ed., 1.5 Hrs: "Hot Employment Law Topics for Dental Practices in 2016," Presented by Randall Sutton or David Briggs. **Tues, March 8**, Roth's, West Salem. Info: www.mpdentalce.com.

Continuing Ed., 1.5 Hrs: "Review of Infectious Diseases," Presented by Erin Bonura, MD. **Tues, Mar 8**, Stockpot Broiler, Beaverton. Info: www.wacountydental.org.

Continuing Ed., 2 Hrs: "Managing Dentin Hypersensitivity: A continuous care strategy," Presented by Monica Monsanto, RDH. **Wed, March 16**, McMenamins Kennedy School, Portland. Info: www.multnomahdental.org.

April 2016

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

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

ODA Board of Trustees Meeting: Sun, April 8, DoubleTree, Portland. Info: 503-218-2010.

May 2016

Continuing Ed., 1.5 Hrs: "Implants," Presented by Dr. Scott Dyer. **Tues, May 10**, Roth's, West Salem. Info: www.mpdentalce.com.

Continuing Ed., 1.5 Hrs: "The Science of Composite Bonding," Presented by Carmen Phiefer, DDS, PhD. **Tues, May 10**, Stockpot Broiler, Beaverton. Info: www.wacountydental.org.

Continuing Ed., 2 Hrs: "Table Clinics," Presented by Multnomah Dental Society. **Wed, May 18**, Multnomah Athletic Club, Portland. Info: www.multnomahdental.org.

ODA Board of Trustees Meeting: Sat, May 21, Location TBA. Info: 503-218-2010.



oregon dental
ASSOCIATION

PRESIDENT

Joni D. Young, DMD
Marion & Polk
drjoniyoung@gmail.com

PRESIDENT-ELECT

Gregg E. Jones, DMD, MAGD
Central Oregon

SECRETARY-TREASURER

Fred A. Bremner, DMD
Clackamas County

AT-LARGE MEMBERS

Matthew Biermann, DMD, MS, Washington County
Bruce Burton, DMD, Mid-Columbia
Kenneth Chung, DDS, MPH, Clackamas County
Brad Hester, DMD, Eastern Oregon
James McMahan, DMD, Eastern Oregon
Mark Mutschler, DDS, MS, Multnomah
Nicole Olivares, DDS, Multnomah
Deborah Struckmeier, DMD, Multnomah
Frances Sunseri, DMD, MAGD, Clackamas County
Thomas Tucker, DMD, Klamath County

ADA DELEGATES AT LARGE

Hai Pham, DMD, Washington County
Karley Schneider, DMD, Multnomah

OHSU-ASDA REPRESENTATIVE

Michelle Crabtree, DS3

NON-VOTING MEMBERS

Jeff Stewart, DDS, MS, Multnomah,
Speaker of the House
Barry Taylor, DMD, CDE, Multnomah, Editor

2015-2016 Board of Trustees



Dental Foundation of Oregon Give a Grin Challenge

DFO's Annual Giving Campaign

Help us reach our goal and give Oregon's children something to smile about.

What is it?

Give a Grin is an annual fundraising challenge for the Dental Foundation of Oregon (DFO). It's a simple, efficient, and effective way for you and your business to help end childhood tooth decay, and give Oregon's children a new beginning.

Your support sends the powerful message that DENTISTRY IS GIVING BACK.

Results!

Together with your help, we have:

PROVIDED 8,958
APPOINTMENTS
on the Tooth Taxi

SCREENED 16,923 CHILDREN

GIVEN
over \$5 million
worth of value in
free dental services

EDUCATED
17,426 STUDENTS
about the importance
of good oral hygiene



*"Give a Grin" and we'll
send you a picture of a
child who received
care thanks to your
contribution.*

GOAL!
\$125,000



\$100,000

\$80,000

Currently
at \$71,188!

\$60,000

\$40,000



Donate today and help thousands of low-income and uninsured children on the Tooth Taxi in 2016!

HOW TO DONATE

ONLINE SmileOnOregon.org

BY CHECK Mail to: DFO
PO Box 2448
Wilsonville, OR 97070

Thank you for your support!



THE DENTAL
FOUNDATION
OF OREGON

NO OTHER LAB IS AS COMMITTED TO YOUR SUCCESS

- Full Service Dental Laboratory
- 100% Made in the USA
- Technician Owned and Operated Since 1969
- Tucker Gold Study Club Member for 25+ Years
- Inventors of TRUfit®, our patented proprietary manufacturing process

IF OUR CUSTOMERS ARE SUCCESSFUL
THEN SO ARE WE! THAT'S OUR GUIDING PRINCIPLE

O'Brien
DENTAL LAB, INC.

At O'Brien, we've built an unmatched team of professionals who strive to deliver the highest level of service, education, innovation, and reliability. If our customers are successful, then so are we. That's the guiding principle in how we operate our company. We support your practice with everything from case consultation to continuing education. No other dental lab is as committed to your success! O'Brien Dental Lab is your partner for *Successful Dentistry.®*

O'Brien Dental Lab, Inc.
4311 SW Research Way
Corvallis, Oregon 97333

www.obriendentalab.com
customerservice@obriendentalab.com
800.445.5941 541.754.1238 (f)541.754.7478

TRUfit®
PRECISION DENTAL RESTORATIONS



Welcome new ODA members!

Jeffrey Batesole, DDS • Eugene
Lane County Dental Society

Daniela Diaz, DMD • Central Point
Southern Oregon Dental Society

Minh Q. Hoang, DMD • Eugene
Lane County Dental Society

John A. Holland, DDS • Salem
Marion and Polk Dental Society

Jose L. Javier, DDS • Portland
Multnomah Dental Society

Cyrus J. Lee, DMD • Beaverton
Washington County Dental Society

Joshua T. Myers, DDS • Winston
Umpqua Dental Society

**Tochukwu Onwuachusi-
Okeke, DDS** • Newberg
Washington County Dental Society

Aaron J. Rinta, DMD • Portland
Multnomah Dental Society

Ellie E. Song, DDS • Portland
Multnomah Dental Society

Ashley B. Swan, DMD • Bend
Central Oregon Dental Society

Nhu-Ha L. Tran, DMD • Gresham
Multnomah Dental Society

Mark A. Villanueva, DDS • Portland
Multnomah Dental Society



Need a Scarf?

Call ODA membership
specialist, Kristen Andrews, at
503.218.2010 x110.

Want to see your picture here?

Email kandrews@oregondental.org.

Join the Molar Movement

#FightEnamelCruelty



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

For more information, or to email your photo to us, contact ODA
Membership Specialist Kristen Andrews at 503-218-2010 x110
or kandrews@oregondental.org.

➤ The Molar Movement
scarf is traveling
all over and is even
receiving invitations
to weddings! Thank
you to ODA members
**Vanessa Browne
Peterson, DDS**, and
**Andrew Peterson,
DMD**, for sharing these
photos of your big day
with the ODA and the
Molar Movement scarf.
Congratulations!



Assured Dental Lab®

Delivering Boutique Esthetics at an Amazing Price

Starting at **\$153**



IPS e.max

Now accepting
.STL files

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

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

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

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

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

— Maureen Gierucki DDS, Harrison, MI

NADL
National Association of
Dental Laboratories

Assured Dental Lab®

www.assureddentallab.com

877.283.5351

Quality Products at Amazing Prices. Case after Case.

2015–2016 ODA Board of Trustees

Back row, from left:

Kenneth Chung, DDS, MPH
Thomas Tucker, DMD
Bruce Burton, DMD
Brad Hester, DMD
Steven Knapp, DS2
James McMahan, DMD

Middle row, from left:

Karley Schneider, DMD
Deborah Struckmeier, DMD
Mark Mutschler, DDS, MS
Frances Sunseri, DMD, MAGD
Matthew Biermann, DMD, MS
Michelle Crabtree, DDS

Front row, from left:

Barry Taylor, DMD, CDE
Fred A. Bremner, DMD
Joni D. Young, DMD
Gregg E. Jones, DMD, MAGD
Jeff Stewart, DDS, MS

Not pictured:

Hai Pham, DMD
Nicole Olivares, DDS



Need HELP? Facing ADDICTION or CRISIS?

Please contact the Dentist Health & Wellness Hotline.

ODA volunteers are on call, 24 hours a day to provide confidential, caring assistance for help in dealing with substance abuse and addiction, disability, litigation stress, and mental health challenges. ODA member dentists recognize the essential human dignity of all those who suffer from chemical dependency or mental disorders.

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

24-hour support: 503.550.0190



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



Eli Schwarz, DDS
MPH, PhD, FHKAM,
FCDShK, FACD,
FRACDS

Professor and
Chair, Department of
Community Dentistry,
OHSU School of
Dentistry

schwarz@ohsu.edu
503-494-7603

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

Dental performance metrics

Are dental sealants under Medicaid just the beginning?

FOR THE LAST FEW YEARS, Oregon has been undergoing a health care system transformation process that has brought it to the forefront of progressive states in the nation. This is now linked to the implementation of the Affordable Care Act which has expanded opportunities and access to health care for the Medicaid population. Vulnerable and at-risk populations, characterized by Medicaid coverage, have repeatedly been found to experience inadequate access to and lower quality of oral health care. Although the Institute of Medicine and a growing number of advocates and experts have identified the need for large scale efforts to integrate oral health and general medical care in order to address these inequities, actual change has been slow.

The state of Oregon, however, has made an ambitious step toward oral health integration. In contrast to most models of Accountable Care Organizations and other Medicaid reforms, Oregon's Coordinated Care Organization (CCO) model elevates the importance of dental care and oral health. The integration of dental care, implemented in 2014, has been at the forefront of the CCO design since its inception. Dental care is included in the quality measures for which CCOs are held accountable. CCOs' global budgets include funds that have been traditionally "carved out" for dental care, providing flexibility in how these dollars are spent and creating incentives to encourage efficient, coordinated delivery models. These changes are occurring on a wide scale basis: Oregon's CCOs cover over 90% of the state's Medicaid population, more than one million Oregonians.

Another component of the health care transformation has been the movement away from merely looking at how many health care services we provide for the Medicaid population, and what they cost, towards defining what outcomes we would like to see for specific disease entities and conditions. Some observers call this development "from volume to value," and this is an important underpinning of achieving the

Although we only have one dental metric in the public health system at the moment,

**QUALITY METRICS ARE
INCREASINGLY BECOMING
PART OF THE LIFE OF
DENTAL CARE PROVIDERS.**

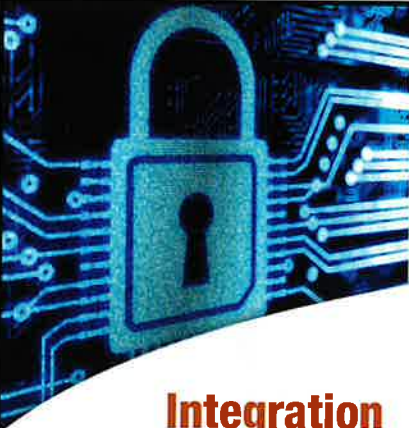
triple aim of the health care reform, better health for the population, better care for individuals, and a lower cost overall. Under the agreement between the State of Oregon and the Centers for Medicare and Medicaid—which has supported the health transformation process—the Oregon Health Authority established a Metrics & Scoring Committee in 2012 to design and monitor the 17 metrics on which CCOs performance was being evaluated.

Traditionally, the dental profession has been far behind the general health care sector in the use of diagnostic codes and quality metrics. This means that our readiness to actively engage with a nationwide evolution has been somewhat hampered. However, the work by the Dental Quality Alliance—based in the ADA, but comprising a considerable number of private and public health agencies—has put dental quality metrics on the map through their intensive development and testing work. Several quality measures in the pediatric dental realm have now been accepted by the nationwide health quality metrics organizations and thus provided a basis for us to contribute dental quality metrics to particular purposes. We were fortunate to have some of these in place when the Oregon Health Authority (OHA) established the Workgroup on Dental Quality Metrics in 2013. Although we were faced with choosing among over 100 different metrics in dental care, most of these

were untested and incidental and thus were not acceptable to include. After shortlisting and further discussion the one metric that the Metrics & Scoring Committee decided to include was the dental sealant metric. In itself a dental sealant is not an outcome measure, but rather a proxy measure for an expected health outcome—freedom of dental caries—based on existing evidence based preventive dentistry literature. The target for the CCOs is to demonstrate that at least 20% of the 6–9 year old and 10–14 year old children in their membership have received a dental sealant on a permanent molar within the last 12 months. Our first measurement period is 2015, so the success will be reported in 2016.

The dental sealant metric was reconfirmed at a recent meeting in the Metrics & Scoring Committee, where the 2014 baseline data were also discussed. Around 11% of the member children had received a dental sealant in that year, but the variation between CCOs was extreme (between 3% and 15%). We should start seeing CCOs addressing these inequities in the near future.

Although we only have one dental metric in the public health system at the moment we are aware that quality metrics are increasingly becoming part of the life of dental care organizations and insurance carriers and, by implication, dental care providers. Without doubt, we are at the beginning of a new era where dental care and the performance of the providers will be scrutinized in the same way as other health care providers are being measured. 



Your Dental IT Specialists

**Integration
Innovation
Implementation**

 **DENTECH**
DEN-TECH.COM

Tel 800.839.6595 Fax 888.386.3082
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
\$99 / per hour. Servicing available 7 days a week.

Covering all of Oregon and Washington.

**INDUSTRY KNOWLEDGE
commitment
TRUSTED ADVISOR**

"Our banker, Malcolm Hodge, is always available to us, and with his knowledge and experience, the acquisition of our practice went smoothly."

— Dr. Hamilton Sims,
Lincoln Dental,
Portland Oregon



DR. HAMILTON SIMS • Lincoln Dental

Talk to a member of our dental banking team today!

 **503.924.2312**
pcboregon.com/industry-specialties.aspx

 **PREMIER**
COMMUNITY BANK

Eight ways you **\$ave** as an **ODA Member**



1 Continuing Education

ODA members save \$560 on registration at the Oregon Dental Conference. The ODC offers 80+ courses, nationally recognized speakers, 200+ exhibitors to connect with, and 18 earnable CE units.

ODA members also save \$1,420 on registration at the ADA Annual Meeting, in addition to savings offered by local components' continuing education courses.

ODA member savings:

\$1,800



To see ALL your member benefits, go to:
<http://bit.ly/ODAmemberbenefits>



2 State Advocacy Initiatives

The ODA has passed 100% of its priority legislative agenda for four consecutive years. Including preventing dental offices from having to register as dispensaries, ODA's advocacy initiatives save members thousands of dollars annually.

ODA member savings:

\$1,000⁺



3 Peer Review

ODA members save \$3,000+ in litigation fees when utilizing this member only benefit. Peer Review ensures fairness to all parties through individual case consideration and a thorough examination of records, treatment procedures and results.

This member benefit resolution system often results in solutions which are satisfactory for both parties.

ODA member savings:

\$3,000



4 Insurance Contract Analysis

ODA members receive free contract analysis through the American Dental Association. Save an estimated \$400, as well as countless hours and potentially years of stress by utilizing the ADA service and expertise.

ODA member savings:

\$400

All dollar figures are cost approximations based on comparable services and fees available outside of the ODA and ADA.



5 Regulatory Compliance and Risk Management Resources

Regulatory compliance issues can cost a dentist between \$800 and \$30,000 in fines and/or lost income from closing the office. The ODA offers resources and support through dedicated regulatory staff, oregondental.org and the ODA Insider communications to keep members informed on regulatory compliance regulations.

ODA member savings:

\$800–\$30,000



6 ODA Insurance Products

ODA members receive a 10% dividend return on their ODA-endorsed DBIC insurance plans.

ODA member savings:

\$300



7 ODA-Endorsed HIPAA-Compliant, Encrypted Email Product

ODA Members save 20% annually on HIPAA encrypted email services. Mitigation expenses for HIPAA breaches can reach over \$100,000 (around \$214 per compromised patient record to meet compliance). This does not include the cost of contacting necessary federal and state authorities, the media, loss of personal and staff time, damage to the practitioners reputation, or lawsuits by patients.

ODA member savings:

\$100–\$100,000



8 Endorsed Refinance Product

ODA's new endorsed student debt refinance program, So-Fi, saves members an average of \$30,000* on the lifetime of their loan.

ODA member savings:

\$30,000

*SoFi reduces borrowers' rates by 1 to 3 percent on average, saving dentists an average of \$30,000 over the life of their loan.

PLUS:

A bonus benefit available only to ODA members. Sign up to be a speaker host at ODC and receive FREE registration!



Become an ODC Speaker Host and receive FREE ODC Registration

The Annual Meeting Council is holding the annual Speaker Host Dinner & Training on Thursday, January 14, 2016 at 6:30 pm at the ODA building in Wilsonville. Attendees will learn/review the responsibilities and benefits of hosting, and have the opportunity to select which speaker(s) they would like to host.

Register by January 4th with Lauren Malone (lmalone@oregondental.org or 503-218-2010 x 101). Can't attend in person? No problem, you can join us online. Ask about this option when you register.

April 7-9, 2016

Oregon Convention Center—Portland



BANKER PARTNER NEIGHBOR

DENTAL PRACTICE EXPERT

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

877-231-2265



PACIFIC CONTINENTAL®
THE RIGHT BANK®

therightbank.com



EUGENE / SPRINGFIELD

PORTLAND / VANCOUVER

SEATTLE / BELLEVUE / TACOMA

Business associates agreements and **HIPAA**

Q
&
A

Does our dental practice need a Business Associates Agreement?

One of the often overlooked HIPAA requirements is having an agreement with business associates and contractors. HIPAA rules require you to have a written agreements in place with all your business associates who have access to any patient information. These companies include: those that install, maintain or store your computers' information, billing services, law firm, CPAs, collection agencies, cleaning/building maintenance, marketers on your behalf, persons you hire to shred documents, and your electronic claims clearinghouse. HIPAA does not permit a dental practice to allow a business associate access to patient information until the agreement has been signed which contains required provisions.

If a business associate is not HIPAA-compliant and has a data breach involving your patient's information, it is the responsibility of the dental office to send notifications required under the Breach Notification Rule. A practice must have breach notification policies and procedures in place, and must update them as required by HIPAA when there is a change in the law. Oregon state data security laws are more stringent than federal HIPAA laws and require faster notification times. 📧



Lori Lambright
ODA Member
Compliance Coordinator

503-218-2010, x104

llambright@oregondental.org

Find this information online at:
📍 <http://bit.ly/ODACompliance>

This column is intended to help you to be better informed of the **rules** and **regulations** that are required of running a dental practice in Oregon.

For more information

<http://bit.ly/ODACompliance>

The *ADA Practical Guide to HIPAA Compliance* has tools to help dentists comply with privacy and security rules. <http://ebusiness.ada.org/productcatalog/findproduct>



Register Now On-Line DFO Charity Poker Tournament

Sponsored and Hosted by BnK Construction
Saturday, January 30, 2016—Moda Plaza
www.SmileOnOregon.org

Join us for a good old fashion 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.

\$25 buy-in gets you into the tournament, and a \$100 donation to the DFO is strongly suggested; tax-receipts will be provided. Beginners and couples welcome! Space is limited so register now to hold your spot.

Quality MEASUREMENTS

Oregon Dentistry Trends & Perspectives



The following is a report on the 2015 ODA House of Delegates "mega-issue" discussion.

Submitted by:
Kenneth L. Chung, DDS, MPH

Dr. Chung is Clinic Director, ComfortCare Dental Affiliate, and Associate Professor of Community Dentistry, OHSU School of Dentistry.

One hallmark of our profession is our ongoing effort to enhance and maintain the quality of dental care.

**Quality Assurance • Quality Assessment • Codes of Conduct
Standards of Care • Continuous Quality Improvement**

These terms and concepts are familiar to us in the profession. They summarize our profession's efforts to ensure that dental products/services result in improved patient and community dental health outcomes.

All clinicians believe that their patient treatment encounters and efforts should result in improved patient health outcomes. So the questions remain: Are we doing well? Are our patients healthier? Are the margins of our restorations acceptable? Is it enough to have good technical quality? What do we measure? How are the measures used? Are they appropriate or valid measures? Who should be measuring whom?

With the advent of computers and the ability to collect data, we in dentistry are now in a paradigm shift from the information era to the knowledge-based era, using the collected datasets to measure our performances. These "metrics" are under development in all arenas of dentistry where data are collectable—the insurance industry, governmental agencies, employer groups, large corporate dental groups, education and research institutions, and even the small dental practices.

Those who create and massage the metrics ultimately craft and control the definitions of health outcomes. Dental clinicians must join researchers, educators, and third-party intermediaries, and be included as active players in the metrics game.

We invited a distinguished panel of four speakers to present papers to catalyze discussion of approaches to accountable measuring of our performance as a profession. The delegates in attendance at the 2015 ODA House of Delegates explored who, why, how, when, and by whom these quality metrics were to be developed, implemented, and maintained.

The presenters successfully generated lively discussions that necessitated a gavel closure due to time constraints. ■

For a synopsis and complete presentations for the speakers, please visit
www.oregondental.org/about-us/leadership-governance/house-of-delegates



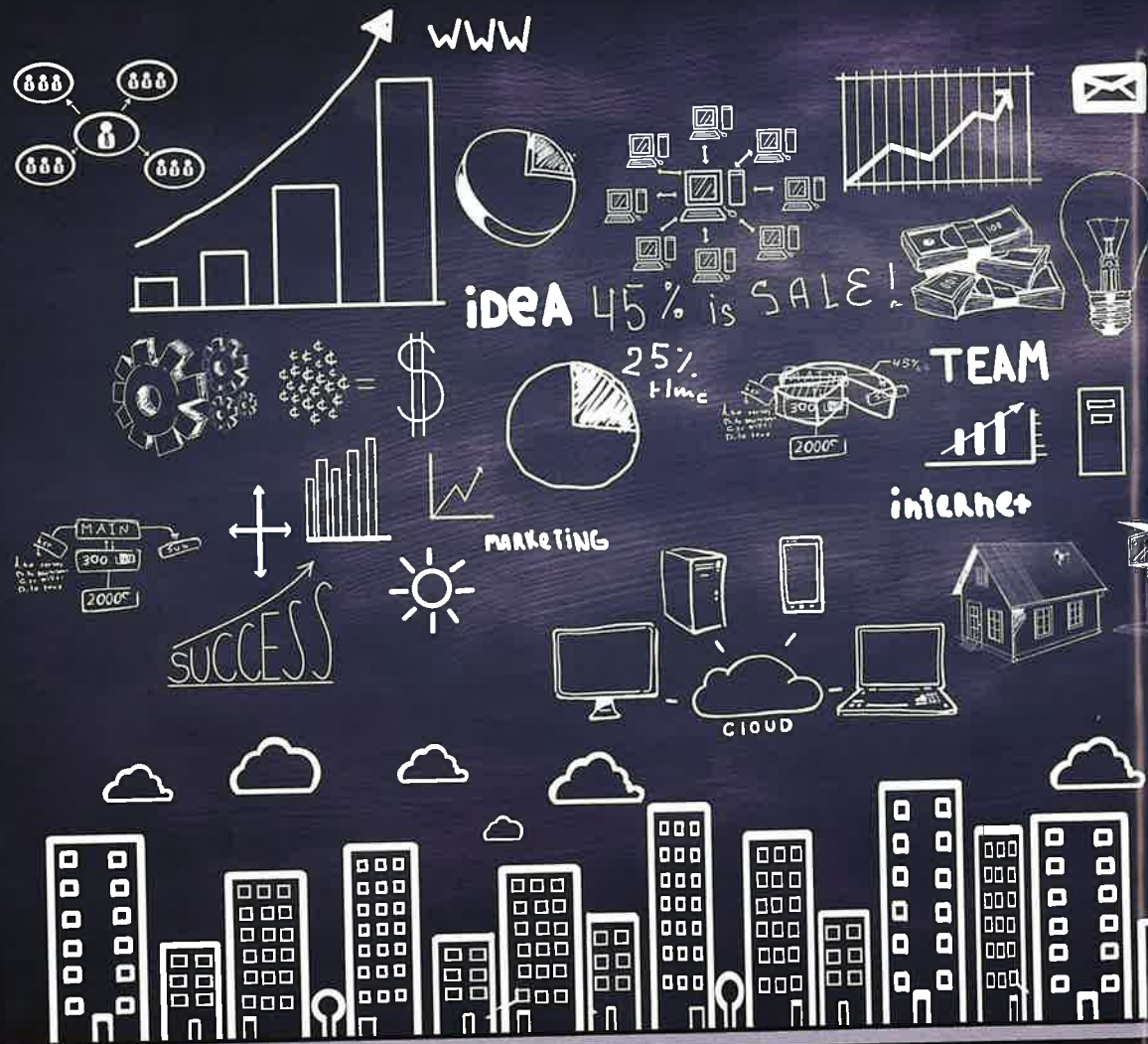
Teri Barichello, DMD, Vice President and Chief Dental Officer for Moda Health (formerly ODS Companies). Dr. Barichello is a graduate of OHSU School of Dentistry.

Alyssa Franzen, DMD, Dental Director at CareOregon. Dr. Franzen is a graduate of the OHSU School of Dentistry.

John J. Snyder, DMD, Dental Director and CEO for Permanente Dental Associates, P.C. Dr. Snyder completed his dental education at the OHSU School of Dentistry in 1986.

Denice C. L. Stewart, DDS, MHSA, Senior Associate Dean for Clinical Affairs, and Professor of Community Dentistry at the OHSU School of Dentistry. Dr. Stewart received her DDS from the University of North Carolina School of Dentistry and her Masters in Health Services Administration from the University of Michigan School of Public Health.

*Thank you to the members of our panel,
for facilitating the mega-issue discussion
at the 2016 ODA House of Delegates.*



MAKING SENSE *Measurement*



By Betsy Boyd-Flynn

It's a wave. A revolution. **A tipping POINT.**

THIS PERIOD IN THE PRACTICE OF DENTISTRY INSPIRES BIG WORDS. Some of that hyperbole is generated by something perhaps unexpected: math. Dentistry, like medicine before it, is being challenged to bring metrics and measurement fully into the profession, to demonstrate outcomes at the individual and population levels. As health reform matures, the conversation about quality measurement is taking on new urgency.

In Oregon, the health care community is three years into a massive experiment implementing Coordinated Care Organizations (CCOs) for the Medicaid population. Success hinges on coordination of *all* care including dental care, which policymakers and the federal government are betting will result in improved health for the population and reduced costs over time. Thus, it is essential to find valid ways to measure dental care as one factor in the integration of care.

continues >

MAKING SENSE of Measurement

The 36 quality measures tracked by the Oregon Health Authority

(OHA) in 2015 include a dental sealant measure for children. This measure was the first recommendation from the OHA Dental Quality Metrics Workgroup, convened from 2013–2014 to shape how CCOs could measure dental care.

The recommendation itself reveals how rapidly the field of dental quality measurement is changing. The measure is currently based on Early Periodic Screening Diagnostic Testing, but the group advised OHA to look ahead to adoption of the Dental Quality Alliance (DQA) measures once the ADA Current Dental Terminology Risk codes are used more commonly in Oregon.

➤ Starting the conversation

In 2008, the DQA was launched by the American Dental Association; it now includes nearly 30 member organizations from multiple sectors, all working to build consensus to help advance measures that will promote the oral health of the community. Following the release this summer of the DQA's first set of pediatric

measures—already implemented by Health Resource and Service Administration, Covered California and CMS—the DQA is planning its first workshop on quality measurement at the ADA annual meeting.

Michael Plunkett, DDS, MPH, Senior Director for Dental Care Delivery at Kaiser Permanente, has been involved in the DQA, and also served on Oregon's Dental Quality Metrics Workgroup. One factor behind the choice to begin with pediatric measures, he said, is that "while we should strive for better access and equity across all groups, the best evidence and experience demonstrates that focus and investments on the maternal/child continuum has the best long term impact on outcomes and costs."

A more practical consideration pointed out by Dr. Plunkett, and others interviewed for this article, is that children are more likely to have dental coverage than adults. This means adoption of pediatric measures is more likely to be widespread. Because dental benefits for children have been included in most Medicaid programs since Medicaid's creation in 1965, there are over 40 years of data available for setting benchmarks and comparisons.

Dedication to a team can IMPACT THE FUTURE

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

willamettedental.com/careers
[#findyourfreedomwdg](#)
agrundy@willamettedental.com

We are proud to be an equal opportunity affirmative action employer.


Willamette
Dental Group

➤ Taking a wider view

Dentists have always sought to ensure their patients get great care. However, health care reform, says **Ken Chung, DDS, MPH**, has “brought to the forefront the profession’s need to measure outcomes for the community of patients we treat,” rather than only the individual patient’s care. Dr. Chung, a Milwaukie dentist in private practice, emphasized that “striving for excellence has always required that the dentist and the whole dental team focus on continuous improvement.”

That history of pursuing ever-better care is part of what calls the dental community to engage with the development of quality measures now. The word “engage” arises frequently in conversation with the community about what lies ahead. Matthew Sinnott, who is the Director of Government Affairs and Contracts with Willamette Dental, has been working in dental health policy in Oregon throughout the reform process. “Dentists need to be engaged,” Mr. Sinnott said. “At the end of the day, dentists are the experts. They may not love this evolutionary change, but they have to understand it, and leverage their expertise to begin to shape it.”

➤ Shaping the impact

“Dentists should be at the head of the dental care team, and so they need to be at the head of the discussion of where this is all going,” says **Eli Schwarz, DDS, MPH, PhD**, Professor and Chair of Community Dentistry at OHSU and former Executive Director of the American Association of Dental Research.

Dr. Schwarz also served on Oregon’s Dental Quality Metrics Workgroup and has been active with the DQA, and said that he looks forward to the influence of that work spreading to the broader dental community, though many may worry about the complexity it might bring to already-stressed practices.

The consequences of ignoring the move to measure, and failing to prepare to work in a new way—particularly in Oregon—may be significant. As policymakers seek to slow the rising cost of health care, payment models will change, too. **Denice Stewart, DDS, MHSA**, Senior Associate Dean for Clinical Affairs and professor of community dentistry at OHSU, said that “as U.S. health care continues the trend toward more outcome-based compensation... it is in the profession’s best interest to start our own conversation about which metrics should matter.”

That conversation is impacting dental education, too, says Stewart. Diagnostic codes are a foundational element of quality measurement, yet their adoption in dentistry is still lagging. “Our colleagues in other health care professions have been utilizing diagnostic codes for

continues >



DENTAL QUALITY ALLIANCE®

Improving Oral Health Through Measurement

Mission

The mission of the Dental Quality Alliance is to advance performance measurement as a means to improve oral health, patient care and safety through a consensus-building process.

Objectives

1. To identify and develop evidence-based oral health care performance measures and measurement resources.
2. To advance the effectiveness and scientific basis of clinical performance measurement and improvement.
3. To foster and support professional accountability, transparency, and value in oral health care through the development, implementation and evaluation of performance measurement.

www.ADA.org/dqa

The Dental Quality Alliance (DQA) was established by the American Dental Association to develop performance measures for oral health care.

The DQA is an organization of major stakeholders in oral health care delivery that will use a collaborative approach to develop oral health care measures.

YOUR HIPAA EXPERT

SHAWN LINDSAY

The attorneys at HBC not only assist you with your dental practice transitions and legal concerns, but we also help you comply with HIPAA, including a customized turnkey compliance package.



HARRIS BERNE
CHRISTENSEN LLP

ATTORNEYS & COUNSELORS



T: 503.968.1475 E: shawn@hbclawyers.com W: hbclawyers.com
5000 SW Meadows Road, Suite 400, Lake Oswego, Oregon 97035

years and been able to apply these in the analysis of care outcomes. These are the primary reasons that dental schools, including our own, are using diagnostic codes," said Stewart.

➤ Gathering together

Diagnostic codes, care coordination, outcomes measurement—embracing all these concepts in practice requires a level of sophistication and technology that might seem daunting for dentists in small practices. To thrive in the future, all of dentistry will need support, information and education about what all this means. If the dental community can help shape the conversation, there is a chance of avoiding the measurement fragmentation and overwhelm that has become the norm in medicine.

The ODA can be the "central campfire," as Dr. Plunkett put it, for dentistry to gather around and kick-start the conversation now, while urgency is growing. All the experts



ANNUAL SESSION

ANCHORAGE, ALASKA
SHERATON ANCHORAGE
HOTEL & SPA

FEBRUARY 19 - 20, 2016

www.akdental.org

Inspiring program and fantastic networking opportunities await you in an unforgettable location.

FEATURED SPEAKERS

Brian Novy, DDS – The Potty Mouth Predicament

Scott MacLean, DDS – Channeling New Technology to Improve the Treatment Workflow

Susan Maples, DDS – Total Health – Wellness Beyond the Mouth; Innovate with Clinical Technology

William van Dyk, DDS – Clinical Quality & Exceptional Science: How the Whole Team Works to Create Successful Practice

Erin Jack – Schedule Management in Dentistry – Fill Your Schedule, Increases Profitability!

Paula Bradison – Coding Principles: Optimizing Reimbursements Through Accurate Coding

Fun social events for you and your team – don't miss AKMOM scavenger hunt on February 20th!



ONLINE REGISTRATION AND PROGRAM INFORMATION AT www.akdental.org

interviewed for this article agreed that this trend is not going to reverse itself. Dentists may have to interact with their

“...it is in the profession’s best interest to start our own conversation about which metrics should matter...”

communities in new ways, collaborating with other health care and social service professionals to support outreach and education beyond the practice walls. In this way, dentists can continue to serve as community leaders, even as the community evolves. ■

Betsy Boyd-Flynn worked in medical associations for 14 years as a communicator and executive. She writes articles for associations as a freelancer in her spare time. She can be reached at bboydflynn@gmail.com.

PARAGON

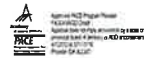
DENTAL PRACTICE TRANSITIONS

Local Consultants with a National Reach

We are proud to announce our
PARAGON practice transition consultants for Oregon:

Reed and Julie Coombs

Contact them at 866.898.1867 or
send an email to info@paragon.us.com



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

**Grow your practice
with help from
local professionals**



**PRACTICE ACQUISITION • WORKING CAPITAL • EQUIPMENT FINANCING
COMMERCIAL REAL ESTATE • PRACTICE EXPANSION**



**Oregon
Pacific Bank**

Contact your Commercial Relationship Manager today!

CASEY STEWART

(541) 858-0168

casey.stewart@opbc.com



COOS BAY EUGENE FLORENCE MEDFORD ROSEBURG opbc.com [@OregonPacBank](https://twitter.com/OregonPacBank)

Oregon Dental Conference

April 7-9, 2016

Oregon Convention
Center—Portland



Connect. Learn. Grow.

An Event for the Entire Dental Team

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.

Platinum Sponsor



 DELTA DENTAL

Gold Sponsors



Silver Sponsor



THANK YOU!

The Oregon Dental Association thanks our sponsors of ODC 2016!

For information on how you can become a sponsor, please contact Anna Velasco at 503.218.2010 or avelasco@oregondental.org

Additional Sponsors



Join the Digital Party!

What's really holding you back?

By Laci L. Phillips

Laci Phillips is the third speaker highlight in our ODC Preview Series.

SOCIETY AND DENTISTRY HAVE EMBRACED TECHNOLOGY WITH OPEN ARMS.

We communicate and perform daily tasks efficiently using the technology available today. It wasn't that long ago when we were all taking traditional film x-rays, pulling, writing, and filing a paper chart, sending paper claims and waiting for an insurance check to arrive.

Wait... what? You are still doing one or all of those?

Don't be shy—it's time to join the party; this is your year to make it happen! No more waiting and no more excuses. Grab your hats and streamers, and let's get this party started!

Let's start with the basics. The foundation to any practice is the software, right? Actually, the foundation is your hardware—it comes first. Selecting the right setup for your needs is vital to your current and future success. There are traditional PCs, all-in-ones, laptops, tablets, and iPads. Then we break it down further to servers, peer to peer and the network. A simple rule of thumb for networks is: if you have five or more computers in your dental office, you should have a dedicated server to run everything else. Working with a great IT company that knows the dental industry will help ensure a smooth implementation and a plan that can grow as you grow.

If you have existing software that you will be running, the most important thing to remember when purchasing new hardware is to make sure you check with your practice management software and imaging software to make sure everything is compatible. So many times we see a brand new "toy" come on the market, and everyone wants that toy. However, what we all fail to realize is that it may not work with the software you are using.

Working hand in hand with your hardware foundation is your software. Software can be such a broad term, and there are many types of software you will be running in the practice. The most important software choice you will make is your practice management software. There is PC-based software such as Eaglesoft, Dentrix, Softdent and Open Dental. There is web-based software such as

Curve Hero and Dentrix's new ASCEND, and there is Mac-based software such as MacPractice. The nice part is you have many options. The difficult part is you have many options. So how do you find the perfect software for you and your practice? You make a list of what you need to accomplish on a day-to-day basis, the needs and the wants. Then you look at all the software on the market, you talk to others that have the software, and then you make an informed decision.

The second software purchase will be imaging software. It is sometimes easiest to stay in the family when purchasing your imaging software, such as Softdent and Carestream, Eaglesoft and Schick or Dentrix and Dexis. However, you certainly don't have to. You can now mix and match. This is another reason why you need an IT company that knows dental—these expert companies can help guide you to the proper settings to make sure everything works together.

There are two more pieces of software I recommend to every dental practice: Microsoft Office and QuickBooks. Word will be used for correspondence, Excel will be used for reporting, and PowerPoint will be used for presentations and patient education. QuickBooks is the perfect accounting software for small businesses.

This is starting to get exciting now! Once you have your hardware and software in place, don't forget to take the time to customize the software so it meets your needs. There are typically four to five spots in each practice management software that will benefit from a bit of customization. For example the appointment book or the scheduler will need to be set up for the correct columns or chairs. No office is complete without block scheduling for both the doctor and for the hygienist. The clinical chart will need to have multi codes specifically for your office and the "quick buttons" will need to have a specific code attached to each of them. Don't forget to use the conditions or diagnostic codes, too.

Customizing your clinical notes will prove to be the biggest efficiency gain in this project. Electronic clinical notes are so much easier and exciting now!

continues on next page



Laci L. Phillips is co-founder, coach, and speaker for Practice Dynamics. Her coaching emphasis is with systems, team, and technology, and creating balance-driven success. She works with dentists and teams across the country. Laci Phillips can be reached at 888-425-3235, x701 or laci.phillips@practicodynamics.net



April 7–9, 2016
Portland, Oregon

continued from previous page

We have the ability to enter a template note that can be used for each code or each visit. The note can then be edited to document what actually happened in the chair with each patient. In addition to clinical notes, it's imperative that you and your team don't lose sight of documenting other types of notes and patient communication. For example, any conversation that has to do with money or insurance should go in the ledger or the account.

Finally, take a look at the suite of electronic services that complement your practice and get

them started today. Almost everything we do in the office can be done electronically—from insurance to patient billing. We have e-verify, e-claims, e-attachments, ERA, and e-billing that make the entire insurance department run more efficiently. There are additional patient communication software packages that help you collect electronic forms, send surveys, send appointment reminders and even newsletters.

We have shopped for basics; the hardware and the software. We have decorated with the practice management software, administrative and accounting software. We have done our prep work with customization of the software.

We have set out the party favors with the electronic services. Now it is time to invite your party guests, your team, and join the party of 2015! There is no better time to start! 🎉

***Like what you just read?
Want to learn more?***

Join us at ODC 2016 on April 7–9.

Learn more at www.oregondental.org.



Take risks
in life, not with
your practice.

DBIC provides insurance and risk management for dentists. Call today to learn how we can protect your practice.
800-452-0504 | dentistsbenefits.com

DBIC
Dentists
Benefits
Insurance
Company

oregon dental
ASSOCIATION
ENDORSED PROGRAM

Savings that make you smile.

Get a discount on select Sprint monthly service simply because of where you work.



**SPRINT
DISCOUNT
PROGRAM**

23%

Discount for employees
of **All Oregon Dental Offices**

Applies to select regularly priced Sprint monthly service.

Please provide paystub/badge
to verify employment.
Already a Sprint Customer?
Update your discount at:
sprint.com/verify

Use this code for the Sprint Discount Program.
Corporate ID: HCVRT_ZZZ

SPRINT.COM/HEALTHCAREDISCOUNTS

General questions on the program?
pnwsprindiscountprogram@sprint.com

Visit a local Sprint Store:
sprint.com/storelocator
Call: 866-639-8354

Activ. Fee: \$36/line. Credit approval req. Early Termination Fee (sprint.com/etf): After 14 days, up to \$350/line. SDP Discount: Avail. for eligible company employees, org. members or agency employees (ongoing verification). Discount subject to change according to the company's, org.'s or agency's agreement with Sprint and is avail. upon request for select monthly svc charges. Discount only applies to Talk 450 and primary line on Talk Share 700; and data service for Sprint Family Share Pack, Sprint \$60 Unlimited Plan and Unlimited, My Way, Unlimited Plus Plan and Sprint Family Share Plus plans. Not avail. with no credit check offers or Mobile Hotspot add-on. Sprint Buyback: Offer ends 12/31/15. Limit of 5 returned devices per active mobile number during one 12 month period. 3 per transaction. Phone must be deactivated and all personal data deleted before recycling. Device will not be returned. Credit varies depending on phone condition and valuation. Credit applied to store purchase or account within 3 invoices. Also available at sprintbuyback.com. Other Terms: Offers and coverage not available everywhere or for all devices/networks. Restrictions apply. See store or sprint.com for details. © 2015 Sprint. All rights reserved. Sprint and the logo are trademarks of Sprint. Other marks are the property of their respective owners. N065159

Take advantage of tax breaks now

Could your practice benefit from a new intra-oral camera? What about a 3D cone beam machine or updated management software?

Call our experienced sales team to learn about:

- ▶ Secure hardware and software solutions
- ▶ Digital sensor packages
- ▶ Direct integration (DI) digital x-ray sensors
- ▶ End of year specials on 3D imaging machines

Section 179 may allow you to deduct up to \$25,000 on equipment purchases. Time is running out! Purchases must be made by Dec. 31, 2015.

DMC
Dentists Management Corporation

dmcdental.com

11958608 (10/15)



Replace/refresh your noncompliant computer hardware by Dec. 31, 2015 and receive a 20% discount!

Contact DMC sales at 800-368-6401 or sales@dmcdental.com for an equipment consultation and a free copy of DMC's Anti-Virus eBook.

Dive Into Dentistry

By Amberena Fairlee, DS2

DIVE INTO DENTISTRY is the OHSU ASDA chapter's biggest pre-dental event. This year, the event took place over a day and a half, beginning on Friday, June 12, from 6 to 9pm, and running all day Saturday, June 13. About 30 students participated, ranging in age from high school to undergrads who have already submitted applications to dental school. The students came from all over Oregon, and the region, with a few students coming from Washington and Arizona. We also had about 15 dental student volunteers to help lead activities. Dr. Tom Galbraith, **Dr. Dennis Nicola**, and Dr. Eric Moore attended the event as faculty overseers and they offered constructive and kind advice to the participants.

The first night of the event, we started with dinner and a presentation on how to take alginate impressions and how to fabricate bleach trays. After that, the participants were given a tour of the CLSB

and the School of Dentistry facilities. For the 90 minutes of the evening, the participants took alginate impressions on each other and learned how to pour them up in stone.

The second day of the event began with a presentation about basic restorative dentistry, prosthodontic options, and dental anatomy from **Noelle George** and **Ty Mortenson**. After the presentations, the students went into the Sim Clinic and prepared mounted typodont teeth for crowns. After they completed their preparations, they used wax to build back the anatomy of the teeth. During lunch, we had an impromptu Q & A session between



SmartCrown™

Ca²⁺

F⁻

PO₄³⁻

World's Only Caries Inhibiting & Remineralizing Crown

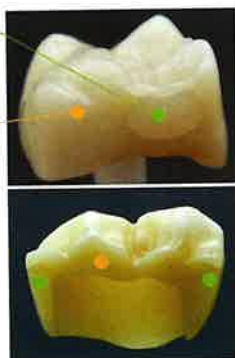
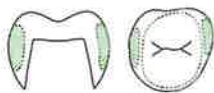
Preventive

from Glass ionomer

+

Restorative

from Zirconia
or Glass-ceramic



THE CAVITY-FIGHTING CROWN

Origin SmartCrown dental crowns & bridges have dental caries inhibiting RMGI (resin-modified glass-ionomer) applied inside the non-load-bearing pocket provided, preferably, on or around the mesial and/or distal area of the crown. Due to the fluoride releasing and recharging feature of RMGI materials, the SmartCrown has both Preventive & Restorative function built in to one crown.

Shikosha Dental Laboratory is the Certified SmartCrown Lab
In the Northwest. Call us today for more information!
P 503.238.7117 • TF 800.547.8539 • WWW.SHIKOSHA.COM



Shikosha
DENTAL LABORATORY



◀ Student volunteers, from left to right: **Travis Basterville**, **Amberena Fairlee**, **Travis Davis**, **Alayna Schoblaske**, **Britta Martinez**, and **Jennifer Reynolds**.

◀◀ High school and undergraduate student participants working on waxing to build tooth anatomy.

▼ **Dr. Nicola** and **Dr. Galbraith** instructing the student participants on crown preparations and waxing.

the participants and the dental students, where we answered questions about applying to dental school and life as a dental student. Following lunch, the students were led back into the Sim Clinic where they learned how to trim the stone casts they poured up the night before. They used the vacuum former machines to fabricate bleach trays and they trimmed them for their patients. To conclude the event, **Alayna Schoblaske** gave a presentation about basic radiology interpretation and had an activity where the participants got to identify caries, bone loss, and dental anomalies.

Overall, the event was a huge success! The students were enthusiastic and enjoyed getting to learn about dentistry and dental school. The dental student volunteers were incredibly helpful, and, along with the faculty dentists, served as mentors for the participants. ●



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.

Reasor7Professional^{LLC}
Dental Services

Reasor Professional Dental Services 503-680-4366

info@reasorprofessionaldental.com www.reasorprofessionaldental.com



DENTAL OPPORTUNITIES

GENERAL DENTISTRY

PRIVATE DENTAL PRACTICE; EXCEPTIONAL OPPORTUNITY to join a well-established practice. Associate wanted for 3-4 days a week. Technologically progressive office. We use CBCT, CEREC and offer an excellent compensation package based on production, percentage dependent on experience. We are patient focused and looking for a team player that shares a commitment to making dentistry a positive experience; doctor should be comfortable performing most aspects of general dentistry. www.mintdentalworks.com.

TIGARD FAMILY DENTAL IS LOOKING FOR A FULL TIME ASSOCIATE DENTIST. Ideally the perfect candidate would have a completed GPR and/or 2 or more years of experience. We offer competitive compensation including medical benefits & 401k. Please email resume & references for consideration to tigardfamilydental@gmail.com

BUSY FAMILY PRACTICE IS IN NEED OF AN ASSOCIATE DENTIST to join our team. We've been voted Roseburg's Reader's Choice #1 Favorite Dentist for the past 6 years. Candidate must possess an excellent work ethic, friendly chair side manner and a team player attitude. Continuing Education is offered and encouraged. Guaranteed base pay with great incentive potential. We handle the marketing and new patient generation. Contact us today! jody@drandol.com.

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

EARN UP TO \$220,000/YEAR+! SEEKING ASSOCIATE DENTIST in Burlington, WA! Great Respect, Benefits & Bonuses! Fast growing, privately owned dental office seeking a talented & enthusiastic Associate Dentist to join us full time: • Great Income Potential & Opportunity for advancement! • Excellent Benefits • Educational Support & Training! • Morning, Evening & Saturday Hours • Earn as high as \$220,000/yr. ...plus bonuses! \$588 restorative production/exam average, you see 125 hyg. patients/mo., you get 30% of production. • No patient cherry picking by senior dentists. Contact Dr. Hilde at 360-391-1201 or Jason@hildefamilydentistry.com

DENTAL OPPORTUNITIES

GENERAL DENTISTRY

MEDFORD, OREGON'S PROVIDER FOR FEE-FOR-SERVICE MEDICARE and general dentistry, Rogue Valley Dental Center, is seeking a dentist to help expand our growing practices. Potential future purchase. Call Shannon or Kim at 541-779-4517 for details.

FULL TIME POSITION AVAILABLE IN PRIVATE PRACTICE in Vancouver, WA. Office is a solo practice. Pay is 30% is production. Must be comfortable with extractions and endo. Please email resume to declinic@gmail.com.

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

DENTAL OPPORTUNITIES

PEDIATRIC DENTISTRY

MY KID'S DENTIST HAS EXCELLENT PART TIME and full-time opportunities for a pediatric dentist to work in our Gresham and Sherwood affiliated offices. My Kid's Dentist offers excellent income including a daily guarantee, comprehensive benefits and a great work/life balance. Please contact Ed at 949-842-7936 or e-mail looname@pacden.com.

DYNAMICALLY GROWING DENTAL ORGANIZATION SEEKING AN ASSOCIATE. Full-time or part-time. High-energy organization with a reputation for providing excellent care and patient service. Our beautiful, state-of-the-art dental offices are located in scenic Portland, OR. Very competitive compensation and benefits. Applicants are invited to send C.V. to 360-573-4022, email ted@dentalservicellc.com or call 360-571-8181 x201.

ARE YOU A FUN AND CHARISMATIC PEDIATRIC DENTIST? Share your expertise and patient/family focus with multiple local communities in West Portland! 2 to 3 days a week. Contact griffint@interdent.com or 360-449-5618.

SUPPORT STAFF OPPS

DENTAL ASSISTANTS

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical & mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We have the need to an experienced Dental Assistant. **RESPONSIBILITIES:** Assist Dentist; Keep operation area clear; Retract tissue, tongue and cheek; Maintain aseptic conditions; Check for patient distress; Place/remove rubber dam, apply topical fluoride; Operate dental x-ray equipment, develop/mount/store film; Complete required sterilization; Maintain dental equipment, operatories, and lab area; Package/sterilize instruments; Change sterilization/disinfectant; Change x-ray solution; clean developer; Clean/lubricate hand pieces; Maintain patient charts/records; Record information; Help compile pre-authorization documents; Provide estimates; Assist with wellness/community activities; Assist with screening; Instruct basic dental care or post-operative care; Participate in dental hygiene education. **REQUIRED QUALIFICATION:** Graduation from an accredited Dental Assistant trade program; Certified Dental Assistant certificate; Radiology Infection Control certificate; Minimum of 1 year of work experience as Dental Assistant; First aid/CPR; Knowledge of disease prevention/basic dental techniques; Knowledge of various dental instruments and machines; Familiar with Native American culture preferred. To apply, please respond to this posting with your cover letter, resume, a salary requirements to jobs@naranorthwest.org or by fax 503-224-4494. Requires a minimum of two years sobriety and clean time; employees are asked to commit to modeling a drug and alcohol free life. All potential hires are required to pass a pre-employment (post-offer) drug screen and criminal background check. Our agency is fully committed to supporting sobriety and as such it is a requirement that all new hires agree to model non-drinking, no-illicit drug use or prescription drug abuse behavior. **EOE:** Within scope of Indian Preference, all candidates receive equal consideration. Preference in hiring is given to qualified Native Americans in accordance w/the Indian Preference Act (Title 25, US Code, Section 472 & 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org

Thinking about a move?

- Dental Opportunities
- Space Available
- Practices for Sale
- Equipment for Sale

www.ODAclassifieds.org



continues on page



1-800-645-7590

Aaron Pershall - Randy Harrison



Specializing in the Sale, Transition and Appraisal of Dental Practices throughout the Pacific Northwest

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

PORTLAND, OR – G/P poised for growth in a nice, 5-op office in SE Portland. Good easy access location.

BEND, OR PEDO – Pedodontist retiring after 30+ wonderful years. Very nice office in a great location.

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

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

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

WILLAMETTE VALLEY – Very high profit G/P, collecting \$500K+, located between Eugene and Portland.

WILLAMETTE VALLEY, OR – G/P collecting \$31K+ in a very nice office in a excellent location.

S. OREGON ORTHO – Wonderful, long established ortho practice and building opportunity.

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

WESTERN OREGON OMS – Dr. retiring from 30+ years serving the community. He is flexible to the transition needs of the new owner. He has a strong referral base serving a population of about 250,000. This is a high profit practice with average collections of \$1.3M for the last 5 years, on 170 days/year in office. Exceptional 5-year old, spacious 5-op office with state of the art equipment, including a Kodak Carestream 3DCTscan connected to all work stations. There are 2 Level II hospitals, 2 surgery centers and a VA Hospital close by.

PORTLAND, OR – Excellent G/P collecting about \$20K with high profit. 4 ops and wonderful location!

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

ANCHORAGE, AK – Excellent practice collecting about \$900K. Practice has a pedodontic emphasis but the production mix is varied.

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

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

FAIRBANKS, AK – Associate wanted for busy Endo practice!

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

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

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

WEST PUGET SOUND PERIO – Great practice with an emphasis on implants, collecting almost \$450K. 4 ops, Pano and more!

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

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

SUN VALLEY AREA – Part-Time practice with great potential as a satellite! Close to world class skiing and excellent recreation!

www.PracticeSales.com

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

continued from page 32

SUPPORT STAFF OPPS

RECEPTIONISTS

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical & mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We have an immediate need for an experienced Dental Receptionist: **RESPONSIBILITIES:** Reception for the dental clinic; Schedules all dental appointments using Dentrix; Obtains basic patient information; Records patient information; Ensures patient eligibility; Ensures patient charts are prepared; Assists patients with insurance benefits; Determines patients benefits by contacting insurance company, collecting uncovered portions from patient or setting up payment plans in coordination with the billing department; Determines and collects payments; Maintains a receipt/log of money collected; Ensures patient treatment information is accurately and timely entered into Dentrix system or patient chart; Ensures dental staff schedules are accurate; Provides administrative/clerical support; Orders supplies; Prepares Material Requisitions; Prepares correspondence; Maintains/prepares weekly/monthly dental report; Ensures confidentiality; Restocks patient rooms; Other duties assigned; **QUALIFICATIONS:** Minimum of two years specialized job skills/training; First aid/CPR; Knowledge of office systems; Prefer knowledge of RPMS or Dentrix; Knowledge of Native American culture preferred; To apply, please respond with your cover letter and resume jobs@naranorthwest.org or by fax to 503-224-4494. Requires a minimum of two years sobriety and clean time; employees are asked to commit to modeling a drug and alcohol free life. All potential hires are required to pass a pre-employment (post-offer) drug screen and criminal background check. Our agency is fully committed to supporting sobriety and as such it is a requirement that all new hires agree to model non-drinking, no-illicit drug use or prescription drug abuse behavior. EOE: Within scope of Indian Preference, all candidates receive equal consideration. Preference in hiring is given to qualified Native Americans in accordance w/the Indian Preference Act (Title 25, US Code, Section 472 & 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org

SPACE AVAILABLE/WANTED

FREE STANDING DENTAL OFFICE BUILDING AVAILABLE FOR LEASE. 4 operatories. The office building is in Albany, OR near the hospital and downtown area. 1400 sq. feet. Contact wmanning@peak.org.

PRACTICES FOR SALE

G/P PRACTICE FOR SALE, NORTH-CENTRAL OREGON COAST. Three operatories with digital X-rays. Annual collections over \$585,000. This well established practice has been in the area for 34 years. Excellent collection policy in place. Well trained staff will continue with the practice and assist with the transition. Great opportunity for a young dentist as the selling dentist refers out most endo and oral surgery. Excellent hygiene program in place that produces 40% of the production. Building is in an excellent location with great visibility and would be available to the buyer to purchase. Contact: Buck Reasor, DMD. Reasor Professional Dental Services, info@reasorprofessional.com, 503-680-4366.

PRACTICES FOR SALE

EASTERN OREGON - GENERAL DENTIST RETIRING after 30+ years. the 1400 sf building is in a great location and can be purchased with practice. Doctor refers out most endodontic, perio, and surgery. \$382,000 in collections with adjusted net of \$176,000. Contact Henry Schein Professional Practice Transitions representative, Blaine Brown, blaine.brown@henryschein.com, 208-841-4598. #OR104.

G/P PRACTICE FOR SALE IN MEDFORD, OREGON. Annual collections over \$740,000. 3 fully equipped operatories plus 2 more plumbed for expansion. Office, digital X-rays, and digital pano. Outstanding collections policy. Way above average cash flow. Well trained staff will stay with practice and assist with the transition. Office located a very busy street with great visibility. Contact: Buck Reasor, DMD. Reasor Professional Dental Services, info@reasorprofessional.com, 503-680-4366.

NATIONWIDE DENTAL PRACTICES FOR SALE. BUYERS & SELLERS WANTED. Free consultations! 100% dental practice financing. Call ProMed Financial 888-277-6633. www.promed-financial.com.

G/P PRACTICE FOR SALE IN MEDFORD, OREGON: 1,700 SF office with 4 fully equipped operatories. Annual collections over \$375,000 on a 3 day work week. Annual collections increased over 11% last year. Outstanding collection policy. Amalgam free practice. Well trained staff will stay with the practice and assist with the transition. Digital X-rays and digital pano. Excellent location with great signage and outstanding visibility. Contact: Buck Reasor, DMD. Reasor Professional Dental Services, info@reasorprofessional.com, 503-680-4366.

PRACTICES FOR SALE

EASTERN OREGON: ENDODONTIC PRACTICE FOR SALE Fully digital with Dexis sensors and Cone Beam, two operatories with microscopes. Collecting \$369,000; asking \$210,000. The 2,200 s/f building can be purchased or leased. Contact Henry Schein Professional Practice Transitions representative Blaine Brown, blaine.brown@henryschein.com, 208-841-4598. #OR103.

G/P PRACTICE, SOUTHERN OREGON: 3-OP, 4th floor all with garden views, lab, attractive professional comp 360K gross, 3.5 day week, fee for service, great potential growth, Sunny location with amazing recreation, located I-5 corridor. Motivated Seller. dj.dental1555@gmail.com

EQUIPMENT: SALE / SERVICE

BRAND NEW SCICAN STATIM 7000 AUTOCLAVE: \$5600 and PrepStart kit \$2380, Wand STA (+ supplies) \$1500 S&H. Email sandi_sb@hotmail.com.

KODAK / CARESTREAM & SCHICK: INTRAORAL X-RAY SENSOR REPAIR. We specialize in repairing Schick C & Kodak / Carestream RVG 5100 & 6100 dental X-F sensors. Repair and save thousands over replacement cost. WE PURCHASE OLD/BROKEN sensors! www.RepairSensor.com, 919-924-8559.

GENDEX & DEXIS INTRAORAL X-RAY SENSOR REPAIR We specialize in repairing Gendex and Dexis dental X-F sensors. Repair & save thousands over replacement cost. We purchase old/broken Sensors! www.RepairSensor.com, 919-924-8559.



Lane County Dental Society
presents

Roberto P. Macedo DDS, PhD
speaking on



The ABCs of Contemporary Esthetic Dentistry

Friday, February 5, 2016 8:00 a.m. – 3:30 p.m.

includes breakfast & lunch

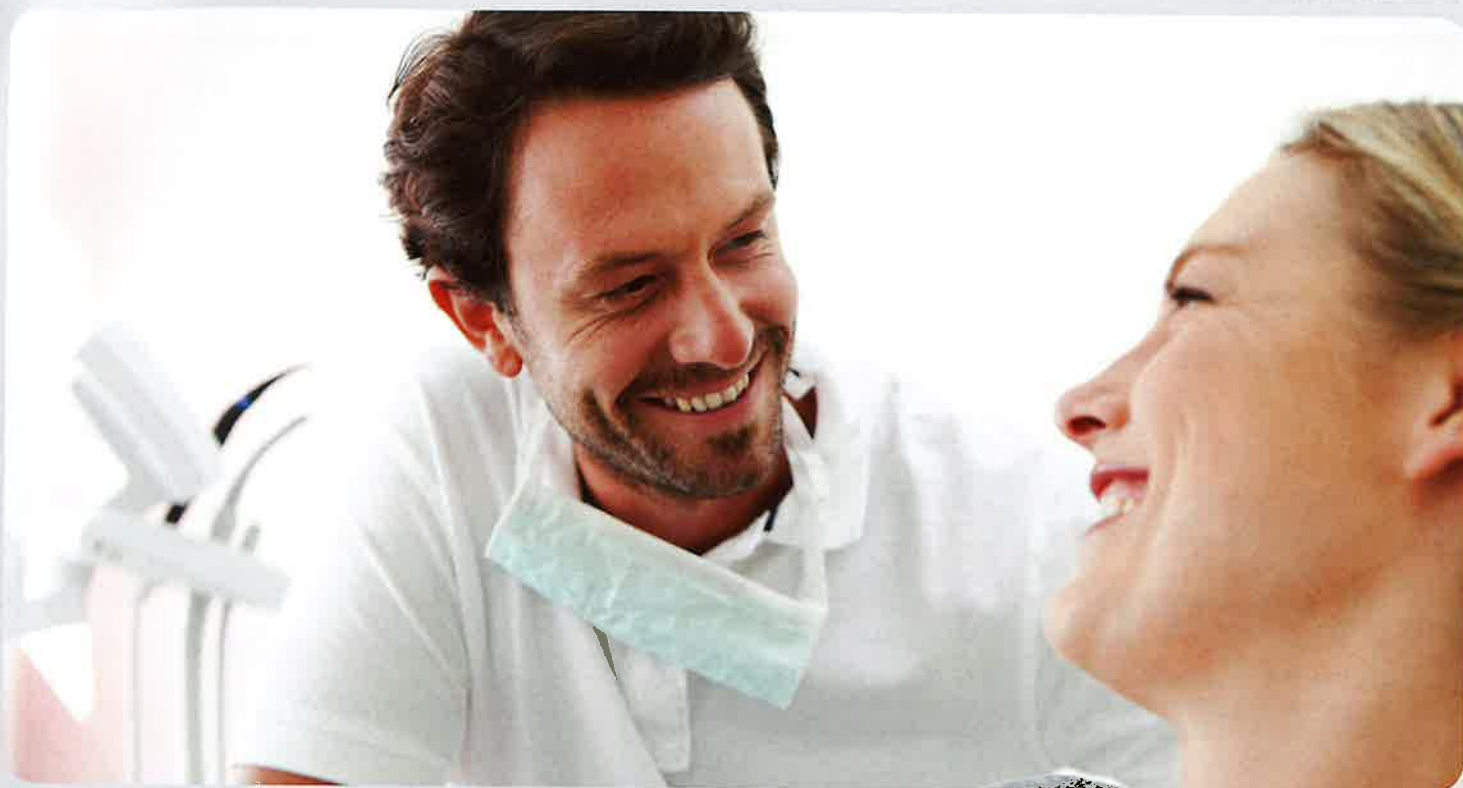
Valley River Inn 1000 Valley River Way Eugene

6 CE credits

Course content is appropriate for dentists and dental team members.
Free Tuition for Members and Associate Members* with advance registration
Nonmember Dentists \$200 - Dental Staff \$80 - Students & Nonprofit Staff \$40

*2016 Associate Memberships are available for member dentists from other Oregon dental societies. Visit our website for details.

Registration opens December 1st
at lanedentalsociety.org



**Dental
Commerce
Corporation**

Providing quality financial solutions

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

Dental Commerce Corporation offers financing with flexible, tailored terms covering the following:

- Working capital
- Equipment purchases
- Practice remodeling and updating
- Practice acquisition
- Commercial real estate

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

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

dentalcommercecorporation.com



Need help with staff management?

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

As your PEO, we take care of:

- Health benefits
- Workers' compensation claims
- Payroll and payroll tax compliance
- Unemployment insurance claims
- Retirement plans
- Hiring, firing, recruitment and disciplinary action

For more details, call 855-637-4636 or email mhs-info@modahealthsolutions.com.

modahealthsolutions.com

Membership Matters
is an official publication of:

Oregon Dental Association
PO Box 3710
Wilsonville, OR 97070-3710
www.oregondental.org
503-218-2010



Phone: (866) 348-3800

Fax: (866) 348-3809

www.mydentalbroker.com

info@mydentalbroker.com



Paul Consani



Wendy Hirai



Joe Consani



Denise Jones



Dick Barnette



Jack Miller DMD

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