

2015 Oregon Mission of Mercy

page 14 | Continuing
the tradition
of service

N O W O F F E R I N G

STZ SUPER TRANSLUCENT ZIRCONIA

M A D E B Y
NATURE

M A D E B Y
ARTISAN

- ANTERIOR CROWNS, POSTERIOR CROWNS & IMPLANTS
- IDEAL FOR BRUXISM, CLENCHING & GRINDING
- NO CHIPPING & KIND TO OPPOSING DENTITION
- LIFELIKE, NATURAL & BIOCOMPATIBLE
- ALTERNATIVE TO e.max

Artisan
DENTAL LABORATORY

800.222.6721
503.238.6006

W W W . A R T I S A N D E N T A L . C O M

➤ Hillsboro dentist, Dr. Greg Hartman, treats a patient at the 2015 Oregon Mission of Mercy in Portland.



Inside this Issue

On the Cover

Continuing the tradition of service

OrMOM 2015 treated 1,090 patients over two days in November at the Oregon Convention Center.

14



Dr. Ramos organized a fun run in Prineville to support the Tooth Tax

Dr. Peterson retires from the DFO Board of Directors after a lifetime of service



Departments

- 4 **From the Editor** *Moderate sedation justifies a member-driven association*
- 6 **Events, Education, Nominations**
- 8 **In My Opinion** *Dr. Steven Gold*
- 12 **Compliance Corner** *Anesthesiology rule changes*
- 13 **ODA Member Benefit of the Month** *Giving back within your profession*
- 30 **Oregon Dental Conference**
- 31 **ODC Speaker Highlight** *Sedation in dentistry*
- 34 **ASDA Vendor Fair**
- 35 **Dental Foundation of Oregon**
- 36 **Classifieds**

28



In your practice:

Learn about Oregon's new statewide sick leave law



Membership Matters

Volume 21, Issue 8 • January 2016

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, 2016. 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 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

@ODAPrez

www.TheToothOfTheMatter.org

OregonDental channel

Oregon Dental Association (private group)

Moderate sedation justifies a member-driven association



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

Editor,
Membership Matters

*barrytaylor1016@
gmail.com*

THE NEED FOR AN ASSOCIATION MADE UP OF ACTIVE MEMBERS TO REPRESENT THE DENTAL PROFESSION was made evident at the American Dental Association House of Delegates in Washington D.C. this Fall. It would be delusional to not acknowledge that members question the financial cost of being a member of the tripartite system, and non-members have cited cost as the reason for not joining. Herein lies the problem; it is not that membership is too expensive, it is that dentists don't realize the value and importance of membership.

What if your state dental board passed new regulations that would severely impact how you practiced dentistry? Specifically how you use moderate sedation in your practice. When you call the Board to find out why they made the changes, they state that they made their decisions based on policy approved by the ADA. The worst case scenario is that you discover that the staff at the ADA came up with a policy with input from a few dentists.

Luckily what happened in Washington D.C., at the ADA House of Delegates was a demonstration of the importance of participation by active members. Resolution 77 would have made significant changes to the "ADA Sedation and Anesthesia Guidelines and the Teaching Guidelines." If the delegates had passed the resolution, then the continuing dental education in the guidelines for moderate sedation would have increased from the recommended 24 hours to 60 hours. There were other changes as well, in regards to assessment of the patient, and also for patients under the age of 12.

This editorial isn't about whether the proposed new guidelines were correct or not; this is about why it is important to have a member-driven association. As painful as the House of Delegates process was at times, it does work. So how does a resolution become a policy? The process starts at ADA Council on Dental Education and Licensure (CDEL), which is made up of ADA members as well as ADEA and ADDR members. Under that council is the Committee on Anesthesia which is also made up of ADA members. The Committee on Anesthesia crafted new guidelines which were then approved by the CDEL and moved forward to the ADA Board of Trustees as Resolution 77 (revision of Guidelines for the Use of Sedation and General Anesthesia by Dentists and

As a member of organized dentistry, you play a role in **SHAPING POLICIES THAT AFFECT HOW WE PRACTICE DENTISTRY.**

the Guidelines for Teaching and Pain Control...) The Board then forwarded the resolution to the 2015 House of Delegate for debate and a vote. We all are clear now to see how ADA policy is set, right?

What transpired at the House of Delegates was what amounts to hours of debate in regards to the resolution. A town hall meeting devoted exclusively to the resolution, a lively reference committee debate, and then more hours of discussion in each of the 17 ADA district caucuses. Over 400 delegates and an equal number of alternate delegates deliberated over the resolution. What happened when it finally came time to vote? It was referred back to the council for reconsideration and revision. It will be presented again to the House of Delegates in 2016.

As arduous as the process was, it was very democratic; ADA guidelines were vetted by a representative group within the association. The guidelines are being crafted by dentists, not by staff. When the guidelines were forwarded to a larger body of members it was evident that maybe not all the guidelines were palpable to enough of the members. So our representative body voted by a majority to send the resolution back for revision, and it will be presented for another vote at the 2016 House of Delegates.

By not being a member of the ADA, some dentists are leaving it to others to represent their best interests. The reality is that state boards and other regulatory agencies **do** use ADA policy as a guideline for rules and regulations that can and do affect how we can practice dentistry.

You can choose to leave that policy up to others to decide, or you can be a member of the ADA in order to shape those policies. That is where there is huge value to being a member. ●

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.

Tony Megale, CDT
Technical Advisor
39 Years with O'Brien

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. www.obriendentallab.com
4311 SW Research Way customerservice@obriendentallab.com
Corvallis, Oregon 97333 800.445.5941 541.754.1238 (f)541.754.7478

TRUfit®
PRECISION DENTAL RESTORATIONS



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.

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.

ODA Board of Trustees Nominations

Nominations are now open for the following offices, to be elected by the ODA House of Delegates, Oct. 7.

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

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

Interested applicants should submit a letter of interest and a one-page resume, by the deadlines listed for each position.

Email your materials to leadership@oregondental.org, or

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

Continuing Ed., 6 Hrs: "Required Course Symposium" Various Speakers. **Tues, Feb 16,** Roseburg Country Club, Roseburg.
 Info: kandrews@oregondental.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: "The Power of the Question," Presented by Mary Osborne. **Tues, Mar 15,** Valley River Inn, Eugene.
 Info: www.lanedentalsociety.org/programs.

Continuing Ed., 2 Hrs: "Managing Dentin Hypersensitivity: A continuous care strategy," Presented by Monica Monsanto, RDH. **Wed, March 16,** McMenamans 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 10, 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: "Treatment & Prevention of Peri-Implantitis," Dr. Harjit Sehgal, **Tues, May 10,** Stockpot Broiler, Beaverton. Info: www.wacountydental.org.

Continuing Ed., 1.5 Hrs: "HIV Overview for the Dental Healthcare Team," Presented by Geoffrey L'Heureux & Renee Yandel **Tues, May 10,** Lane County Community College. Info: www.lanedentalsociety.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.

July 2016

ODA Board of Trustees Meeting: Fri, July 22, ODA Office, Wilsonville. Info: 503-218-2010.

September 2016

ODA Board of Trustees Meeting: Fri, Sept 30, ODA Office, Wilsonville. Info: 503-218-2010.

October 2016

ODA House of Delegates: Oct 7-8, DoubleTree By Hilton Hotel, Portland.
 Info: 503-218-2010.

November 2016

ODA Board of Trustees Meeting: Fri, Nov 4, ODA Office, Wilsonville. 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, 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

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

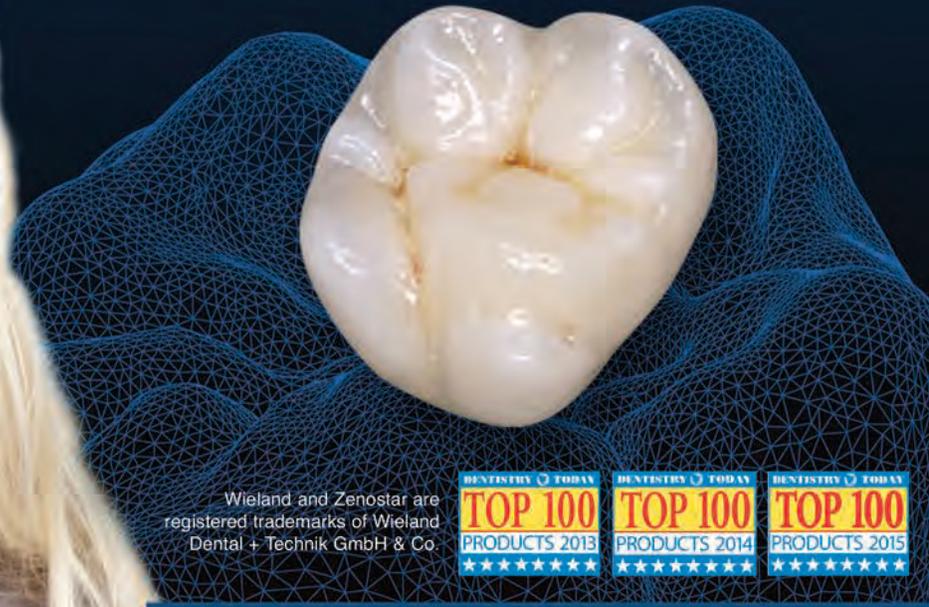
2015-2016 Board of Trustees



The Preferred Restoration of Choice for Full Contour Zirconia

WIELAND
ZENOSTAR 
FULL CONTOUR ZIRCONIA

Starting at
\$105.00
milled on site



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



Our dentists prefer Zenostar; a high translucency, pre-shaded, 100% full-milled zirconia. Zenostar is a restorative solution that not only meets the high performance demands of challenging cases but the esthetics your patients demand.

- Less than half the price of a gold crown
- Esthetic alternative to gold and PFM restorations
- 1200 MPa flexural strength
- Excellent marginal fit
- Conventional or adhesive cementation
- Polished zirconia results in exceptionally low wear to opposing dentition
- Indications: posterior crowns and bridges, implant restorations and crowns with limited occlusal clearance

"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



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

Assured Dental Lab®

www.assureddentallab.com

877.283.5351

Quality Products at Amazing Prices. Case after Case.

Twenty-seven (or so) reasons to Love Dentistry *Right Now*



Steven A. Gold, DDS, FACD, FICD

Assistant Professor,
Department
of Restorative
Dentistry, OHSU

goldst@ohsu.edu

Earlier this year, I was reading an article in the *Willamette Week* titled “Twenty-seven Reasons to Love Portland Right Now”. As a happy 6-year resident of Stumptown, PDX, River City, or whatever your favorite moniker for Portland is, I didn’t find it hard to buy into this list and even come up with a few reasons of my own to add. Even the most die-hard of Portlandia-hating Oregonians would surely find a few items on the list to love about our state’s largest city. And so that article got me thinking.

If we can come up with a list of 27 things to love about Portland, then it should be a piece of cake to come up with a similar list of things we love about the dental profession. After all, dentistry is way too hard a profession to do it and not love it. And so with that spirit in mind, I present to you the list of 27 (or so) things to love about dentistry right now.

➤ **Cast Gold**

All patients want tooth-colored restorations and the price of gold is sky high, so cast gold restorations are dead, right? *I suppose it depends on your point of view.* When the DL cusp of a short lower second molar breaks off, there is only a small occlusal amalgam in the tooth, and the patient is a bruxer who wants longevity over esthetics, what restoration is better than a cast gold onlay? Need more convincing? What material would dentists choose in their own mouths?

➤ **Endodontists**

It’s 3 PM on a Friday afternoon and you’re trying to get out of the office early to kick off your weekend fly fishing on the Deschutes. Just then, one of your favorite patients walks in with a toothache in #15. You take a radiograph, determine it needs endodontic treatment, and see three, maybe four, canals and a severely distally curved root. Which are you going to pick up: your handpiece or the telephone? And for the endodontist who bailed you out, stayed late on Friday for your patient, and then handled their emergency call on Sunday morning, don’t forget to bring him or her a few steelhead filets from your weekend haul (or if you caught zilch, the best bottle of Dundee Pinot you can afford).

➤ **Ceramics**

All patients want tooth colored restorations and the price of gold is sky high, so all ceramic restorations

are the material of choice, right? I suppose it depends on your point of view. It’s tough to keep up with all the options for ceramic restorations today. Zirconia, lithium disilicate, monolithic, layered, milled, pressed? While confounding, the good news is that there is an option for almost every situation. With esthetics and strength improving with every passing year, and data now available showing longevity comparable to metal based restorations, is there any reason to consider anything other than ceramics? (See Cast Gold!)

➤ **The Oregon Dental Conference (ODC)**

World class continuing education, an extensive exhibit hall where you can see and hold the latest dental products, camaraderie with your colleagues from all over the state, and the chance to write off a weekend in Portland (you better make your dinner reservations at Ava Gene’s, Grüner, or Beast well in advance!). Why wouldn’t you take advantage of the Pacific Northwest’s best dental conference?

➤ **The ADA**

Criticize the ADA all you want, but simply said, the ADA is the embodiment of the dental profession. They represent you to the world in many positive ways whether you’re a member or not so if you’re not a member, shame on you. And if you are a member, and think the ADA needs to do things differently, get into leadership and make the changes yourself. *You are the ADA*, and the ADA is the reason we are able to practice dentistry the way we do today.

➤ **Implants**

Oh osseointegration, how do we love thee, let us count the ways. 1) No grinding down of perfectly good teeth adjacent to an edentulous space. 2) Not having to say “removable” to a patient ever again. I guess we don’t have to count any higher than 2, do we?

➤ **Dental hygienists**

In case you haven’t noticed, today’s dental hygienists are better than you are at cleaning teeth. Oh and by the way, they know that we don’t say “cleaning teeth” anymore. They are also trained to evaluate the patient’s periodontal condition, discuss treatment, identify restorative treatment needs and help us treatment plan. Sure they want to be paid handsomely, but with all the extra money you’ll be

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.

making doing the restorative treatment they are finding for you and not prophies, you can and should pay them.

➤ **Oregon Board of Dentistry**

No it's not a typo or a mistake that the OBD made the list. Not picking on Oregon, but all state dental boards are like the J.R. Ewing of the profession—the guy we love to hate. What you may not realize is that in its mission to serve and protect the public, the Board actually helps dentists. Of the 250–300 cases that are opened annually by the Board, surprisingly only about 15% of cases result in disciplinary action! That means 85% of the cases are dismissed. Furthermore, there are members of our profession on the board—good, hard working members. And who would you rather have directing the process when a patient makes a complaint, these colleagues or the patient's attorney?

➤ **Oral Pathologists**

Dentists unanimously are thankful to have escaped Oral Pathology class in

dental school, and even more thankful to have passed the OPATH section of the National Boards. A slightly smaller number—say 99.5%—were really thankful that we never had to look at another slice of stained tissue and tell with any certainty whether it was a giant cell granuloma, an ossifying fibroma or a compound odontoma. What on earth, then, would possess the other 0.5% to declare, "I want to identify pathology in tissue specimens for a living!?" We will likely never know the answer to that. To do so would be to understand the mind of an oral pathologist, a task as daunting as understanding string theory. One thing is for certain: we're eternally grateful oral pathologists exist, so we can sit our patient down and tell him with confidence that the bump he had cut off his tongue last week isn't cancer.

➤ **CAD/CAM**

Remember 15 or 20 years ago, the first time we saw a CAD/CAM unit take a digital impression and mill a restoration in a

half an hour. We no doubt said that's the coolest thing ever, even as we assumed that the restoration it was churning out was just a glorified provisional. But those restorations have turned out to no be just glorified provisionals, and the research is showing this. On a daily basis, CAD/CAM doubters are becoming believers. So it looks like we're back to CAD/CAM being just the coolest thing ever.

➤ **Dental Assistants**

Dental assistants do way more than we realize, on a regular basis. But if you need a simple way to remember how grateful you are for them, try doing four-handed dentistry two-handed...while running a load of instruments through the sterilizer. Then clean up after yourself.

➤ **Our Patients**

The reason we do what we do. They become more than the people we treat. They become the family who give us the privilege to care for them. 🍷



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



9510646 (2/15)

What would YOU do with **23 EXTRA DAYS?**

Digital Impressioning is changing the face of dentistry and giving you more time to do what you love...

In a statistical analysis, dental practitioners and researchers determined Digital Impressioning can be up to **23 minutes faster** than conventional impressions, when taking the total time needed for preparation and clean up into consideration.*

**Patzelt et al. (2014). The time efficiency of intraoral scanners: An in vitro comparative study. Journal of the American Dental Association, 145, 542-551.*

3M
True Definition Scanner

PLANMECA
PlanScan

3shape
TRIOS 3



What is Digital Workflow Worth?

Save **23 minutes** per Impression x 2 Impressions per day = **46 minutes saved**

x 240 workdays a year = **11,040 minutes saved**

11,040 minutes / 60 = **184 hours saved**

184 hours / 8 hour workdays = **23 DAYS**



The average cost of Digital Impression materials + trays according to the ADA = **\$30 per Impression**

The average practice performs 2 impressions/day = **40 per month**

Material costs saved by using Digital Impressioning = **\$1,200 per month savings**

\$1,200 savings per month x 12 months = **\$14,400 A YEAR**

Saving You Time **AND** Money

Henry Schein Dental offers the most comprehensive portfolio of digital impression scanning solutions. Find out which solution is right for your practice.

Call CAD/CAM Specialist, **Ryan Isaacs** at **1.937.681.9260** or ryan.isaacs@henryschein.com for more information.



Membership Matters is seeking your assistance!

In an upcoming issue of *Membership Matters*, we will be celebrating the 150th Anniversary of the ADA's *Principles of Ethics and Code of Professional Conduct*. We are seeking contributors who would like to write an essay (maximum word count 600) about ethics and/or professional conduct.

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

Join the Molar Movement #FightEnamelCruelty



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

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



Leah Hickson, DMD, and John Robinson, DMD, show their respective school and ODA pride at the 2015 Civil War at Autzen Stadium in Eugene, Oregon.



Need a Scarf?

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

Want to see your picture here?

Email kandrews@oregondental.org.



Anesthesia Rule Changes



Lori Lambright
ODA Member
Compliance Coordinator
503-218-2010, x104
llambright@oregondental.org

Q & A

Are there any new rule changes regarding anesthesia that took effect this year?

The Oregon Board of Dentistry voted to make **seven rule changes to anesthesia**, effective January 1, 2016.

1. Presumption of Degree of Central Nervous System Depression (818-026-0020)
2. Nitrous Oxide Sedation (818-026-0040)
3. Minimal Sedation Permit (818-026-0050)
4. Moderate Sedation Permit (818-026-0060)
5. Deep Sedation (818-026-0065)
6. General Anesthesia Permit (818-026-0070)
7. Office Evaluations (818-026-0110)

View the details of these changes online:

www.oregon.gov/dentistry/docs/Rules/20160101RuleChanges.pdf

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.

Not all open space **NEEDS FILLING**

At Willamette Dental Group, you'll discover the freedom you need to achieve your professional aspirations. As leaders in proactive care, our focus on research-backed innovation frees us to do what's best for our patients' long-term health. This progressive approach ensures that when you join us, you'll have the flexibility, training, and support you need to do the best work of your life—and not have to meet production goals. With nine dental locations across the Pacific Northwest, you'll find the perfect place to foster your ongoing professional growth. **Join us, and experience the freedom that comes with a refreshed perspective.**

willamettedental.com/careers
#findyourfreedomwdg
agrundy@willamettedental.com

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

Willamette
Dental Group

Giving back within your profession

Being a member of the ODA makes it easy to give back to the community through your profession. Whether by hosting projects like Oregon Mission of Mercy, by connecting our members to affiliated groups that provide care, like the Tooth Taxi, or by connecting local dentists with projects in their own communities, **organized dentistry has a long history of giving back.**



Oregon Mission of Mercy

www.oregonmissionofmercy.org

Mission of Mercy is a dental clinic with portable dental stations set up in a large public arena. Dental screenings and services are provided on a first-come,

first-served basis, at no charge to those who attend. MOM combines the donated services of hundreds of dentists, dental hygienists, dental assistants, dental lab technicians, and an array of other volunteers to provide these free dental services.



Dental Foundation of Oregon Tooth Taxi

www.smileonoregon.org

The Tooth Taxi is a 38' state-of-the-art dental office on wheels with two dental chairs and a full-time dentist

and staff. It visits schools throughout Oregon to provide free dental care and oral health education to uninsured and underserved children.



MTI Mobile Dental Program

www.medicalteams.org

The Mobile Dental Program provides free or low-cost urgent

dental care services to patients who lack dental insurance or any realistic way to pay for dental treatment. Fully-equipped vans are staffed by licensed dentists, hygienists and dental assistants who generously volunteer their time, MTI partners with over 300 community partners to arrange urgent care dental services.



Compassion Connect

www.compassionconnect.org

A Compassion Clinic typically offers medical, dental, and chiropractic care. Certain clinics may also provide vision and other forms of

physical care such as foot and nail care. There are also social service fairs where organizations and churches are able to network with guests to show what is offered in the area.



Give Kids a Smile

www.adafoundation.org/give-kids-a-smile

Many of ODA's local component societies host Give Kids a Smile events every February in honor of National Children's

Dental Health Month, reach out to see what your local component is planning.

We work hard to raise awareness of the great programs dentists participate in, in addition to the free care many of you provide in your own offices.

Please consider helping the ODA collect that information by reporting your charitable care with our anonymous **Charitable Care Reporting** form.



Continuing the tradition of service

Since 2010, Oregon Mission of Mercy events have provided over \$5.5 million in free dental care to nearly 9,000 patients.

By Melody and Barry Finnemore



VOLUNTEERS FOR OREGON MISSION OF MERCY turned out in force November 23 and 24, as they have done each year OrMOM has been held since 2010. Hundreds of dentists, hygienists, assistants, lab technicians, translators and an array of other volunteers gathered at the Oregon Convention Center in Portland to provide free dental care to people who cannot afford treatment.

The marked difference this year was the decrease in the number of patients, but that lower figure created an unexpected opportunity to perform a greater number of procedures for many patients, organizers said. Even with fewer patients, volunteers provided 1,090 people with \$857,092 worth of free dental care—making longtime leaders and volunteers such as **Weston Heringer Jr., DMD**, pleased that so many received such an extensive array of care.

The 6,519 procedures performed this year included cleanings, endodontic treatment, lab work, oral surgery, restorative care and X-rays, as well as oral exams, fluoride varnish, medications and other services.

Among them was Daniel Gallagher of Portland, who attended the event's first day and received four fillings. He also had two teeth pulled and replaced with temporary partial dentures. He planned to return the following day for additional work.

Gallagher said he had a negative experience with a dentist three decades ago and suffered the consequences ever since, ranging from pain from abscesses to embarrassment about decaying teeth. But the MOM event turned all that around to the positive.

continues



“Thank you for bringing back my smile.”

–Vincent, Happy Valley

“This event was a blessing to me. I thank all the staff, volunteers, and donations that made this possible.”

–Anna, Portland

“So blessed to have this service. All staff was very kind and professional. Thank you!”

–Kathy, Portland

“On a very small fixed income on Medicare disability with no dental coverage, my treatment has gone by the wayside. I cannot tell you or thank you enough for your generosity and help. Thanks all of you!”

–Patty, Tigard

“Great program. Wonderful volunteers. Wonderful services.”

–Laurinda, Walla Walla

“This was a true blessing. Everyone was amazing. Thanks to all the doctors and volunteers.”

–Ashley, Portland



Mission of Mercy VI

November 23–24, 2015

Portland, Oregon



"I get to smile again for the first time in 30 years," he said. Gallagher's sister, Beverly, noted that both she and her brother benefited from the kindness and expertise they experienced during MOM.

"It will help him (Daniel) because he doesn't want to smile. He has social anxiety issues and it took quite a bit to get him here, but every single person here was awesome and compassionate," she said.

Beverly Gallagher said her dental insurance did not provide coverage for extractions or a "flipper," and poor dental health had a far-reaching impact on the life challenges she was experiencing.

"I had a big custody hearing and I was looking for a job and I was missing a tooth. I didn't want to go to court with a missing tooth," she said, adding she had a cleaning and two teeth pulled and replaced during MOM.

Before MOM, Sandi Martin of Portland had a tooth pulled but not replaced. At the convention center, she received a partial denture—and restored pride in her smile.

"It bothered me and the holidays (were) coming up. I had braces when I was younger and my teeth were perfect. Then I lost my dental insurance and I started having problems," she said.

For some, the MOM events are the only place where they receive oral health care. For others, it is a critical supplement to their care.

Bill Jordan, DMD, who was volunteering with his wife Janet, said he's donated his time and expertise to all of the Portland MOM events, saying his motivation derives from his Christian faith that calls him to love his neighbor.

"It's a joy to serve," Dr. Jordan said, noting the camaraderie among volunteers. "We all know we can count on each other."

This year, MOM was a one-stop shop for families, as the event's dental vans served children and their parents simultaneously. The Dental Foundation of Oregon's Tooth Taxi and Medical Teams International had vans at the MOM event. Children went to the two vans designated

continues



Lane County Dental Society
presents

Robert P. Macedo, DDS, PhD
speaking on



The ABCs of
Contemporary
Esthetic Dentistry

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

6 CE credits

Mary H. Osborne
speaking on

The Power of the
QUESTI?N

How to move your patients
from denial to action

Tuesday, March 15, 2016
5:30 – 8:30 p.m.

2 CE credits

Valley River Inn 1000 Valley River Way Eugene
Course content is appropriate for dentists and dental team members.

registration and program details

lanedentalsociety.org



A Registered Investment Adviser

For two decades, providing individuals, retirement plans
and foundations with investment advice and portfolios
structured to meet each investor's unique objectives.



*Relationships built on service by
accessible and trusted professionals*

William Rutherford, President
Portland, OR (503) 452-1210
wrutherford@rutherfordinvestment.com
www.rutherfordinvestment.com



for pediatric care, while the adults were treated in the two other vans.

"It fast-tracked the parents because they could get their treatment at the same time," said **Andrea Beltzner, DMD**, who worked in the "Kids Town" area.

Dr. Beltzner has volunteered for three Portland MOM events. This year, her youngest patient on the first day was three years old, and it was the child's first visit to any dentist; the youngster had one tooth pulled and another filled. Dr. Beltzner said it was heartening to see the entire dental community come together to serve.

"It's fun to be a piece of that, to care for people who wouldn't get care," she said.

Hai Pham, DMD, agreed, calling the opportunity to volunteer at MOM "humbling." Citing the need, he recalled that last year a patient bicycled to Portland from Seattle for care.

"It's very humbling and it's such a privilege to be here," said Dr. Pham, who has volunteered at two Portland MOM events and one in Salem. "These people get up early and take the day off from work to come here. And it was cold last night and this morning."



Derrick Luksch, CDT, owner of O'Brien Dental Lab Inc., which had eight employees serving as MOM volunteers, said his staff looks forward to the event, in part because they have the rare opportunity to meet the people they help. He's seen MOM patients cry tears of joy because of the care they've received.

"For (O'Brien employees), that's what makes it for them," said Luksch, who has volunteered at the event each year since it started. "[They] sit in a room every day working on cases that change people's lives, but they never get to see it. Here we always have these monumental, life-changing cases."

As at past OrMOMs, November's event included outreach to various ethnic groups, with interpreters helping those who spoke numerous languages negotiate the many stages of care. Scores of patients filled out comment cards, noting everything from the compassion of volunteers to how positive their overall experience was. 📍

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

There's more OrMOM on the next pages.

INDUSTRY KNOWLEDGE
commitment
TRUSTED ADVISOR

"They understood the needs I had when I started my practice, and the service they've provided has been outstanding. I've been totally satisfied."

— Dr. Kenneth Wiltbank
Portland Oregon



KENNETH WILT BANK, DMD

Talk to a member of our dental banking team today!



503.924.2312
pcboregon.com/industry-specialties.aspx



PREMIER
COMMUNITY BANK

PARAGON

DENTAL PRACTICE TRANSITIONS

PARAGON Makes Every Transition a Win-Win

Our Dual Representation policy guarantees all parties emerge as winners.



Your local PARAGON practice transition consultants are Reed and Julie Coombs

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







Oregon Mission of Mercy 2015

1,090

Patients treated

\$857,092

Value of care provided

\$786.32

Average value
of care per patient



6,519

Total procedures

- 540** CLEANINGS
- 57** ENDODONTIC CARE
- 108** LAB WORK
- 901** ORAL SURGERY
- 948** RESTORATIVE CARE
- 1,713** X-RAYS

Total procedures also includes oral exams, fluoride varnishes, medications, and other services.



THANK YOU TO ALL MOM SUPPORTERS!



80 people
Traveled more than
50 miles to get to OrMOM

59 patients
had NEVER been
to the dentist before

Of the **461 patients** who
were in pain before coming to the clinic,
259 patients had
been in pain for 6 months or more

85% of patients
had NO dental insurance

Giving Back

The Most Powerful Marketing Tool

By Anthony Ramos, DMD



You have more to give than just dentistry.

Ever wonder what “giving back to your community” really means?

Is it giving money, or time, or service? Does it mean making a contribution without expecting a thank you, or expending personal time at meetings to discuss next year’s “pet parade”? How do you do something meaningful and fulfilling within your scope of knowledge and budget? Why give back at all when you don’t feel appreciated? Why give back if you’re not being supported?

The answer... You are a LEADER, you are PRIVILEGED, and it is your DUTY.... and by the way, giving back is your lifeline to a meaningful and prosperous future.

There is no denying the efficiency and power of social media. However these technologies are becoming impersonal as they become ubiquitous. We all truly seek the same thing - genuine care and personal touch. You and your business will thrive when you support your community in a meaningful and personal way. People will literally line up to see you as their dentist if you show you care and are serving the greater good, and I don’t mean by writing a check. Giving back is personal, it is action, and it is the analog solution to a digital problem. The trick is maximizing the impact of your gift.

STEP 1. Ask yourself what you truly enjoy doing for fun or what you are involved with outside of the office.

STEP 2. Explore ways you can share your passions with others.

STEP 3. Throw a fun community event for a cause.

Give your community something it desperately needs: leadership in face-to-face interaction, hand-in-hand cooperation, human touch, and tangible fun. Get out of your comfort zone behind your loupes

and step into your running shoes, or a costume, or anything besides your scrubs. Organize a thoughtful community event, and show that dentists are more than tooth nerds, sadists, or lion hunters. We support a broader purpose, community health, and the greater good. We respect our position in the community and use our influence to positively impact families and youth. We are healers and givers.

This is who the community wants to support. We need to be the professionals that our community wants to support.

Here is an example of such a community event: “The Prineville Paddy Pint Run.” I enjoy running, so we put together a simple fun run. Now, is this event unique? Hardly. However, this is a smaller town, with a big need for fun. (Your towns’ need may be different).

To maximize the fun, we choose St. Patrick’s Day, and encouraged costumes. We invited other businesses to participate to maximize involvement. Finally we chose a cause: support for the Tooth Taxi and the Dental Foundation of Oregon. We used a Facebook post to advertise our event and let the magic of word-of-mouth do the rest.

With minimal effort, in one year, we jumped from 50 participants to a modest 220. The buzz and excitement of the event seemed to snowball as the date approached. The Zumba-style warmup was hardly needed to put this raucous

race crowd into a frenzy. We did not understand how much the community appreciated the event until the following weeks/months when the office phone seemed to ring incessantly. These people couldn’t care less how clean I cut a proximal box, or the extra time spent shaping a provisional crown.





I personally invite you to join me in the fight for a healthy community. The Dental Foundation of Oregon can provide help and support turning your ideas into reality.

But by golly, put on a shamrock vest, tromp through the cold streets, and slug down a green beer in the name of caries prevention, and you've got new friends (and patients) for life. Once they tell their friends how well you take care of them in the dental chair, now you've got a genuine rodeo in your appointment book. Look your scheduler square in the eye, wink and say, "giddy-up," because they've got some work to do.

Will we do it again? Hell yeah! Will I spend another dollar on other advertising? What do you think?

As a board member of the Dental Foundation of Oregon, I personally invite you to join me in the fight for a healthy community, state, and nation. You have talents, interests, and passions that your community will adore. With help and support from the DFO, we can turn your ideas into reality. We offer sponsorship support, web support, registration pages, marketing know-how, and genuine elbow grease to help get the job done. If you like, you can even join the "Paddy Pint Run" collaboration. We'll just put your community's name in front.

You have a more to give than just dentistry. It's time to show it. It's time to live it. ●

Contact the DFO at 503-594-0880 or foundation@smileonoregon.org.

Connecting Dental Health Professionals

Use a site dedicated to Dental Health Professionals connecting job openings in your office with qualified dental auxiliaries.

- Post a Job Opening in Your Office
- Find Full-time, Part-time or Temporary employees
- Search Resumes by City as they are Posted

Oregon Dental Staffing

Register, Post Your Ad & View Resumes At www.OregonDentalStaffing.com

We're Committed to Your Success

Dental Practice Consulting & Accounting

We love what we do.

YOU + fluence

THE POWER OF US.

www.fluenceportland.com
503.245.0766

“Those of us who came of age in the '60s have a hard time forgetting the idea that **if we aren't part of the solution, we are part of the problem.**”



Jan Peterson, DMD

Part of the Solution

By Melody Finnemore

For Jan Peterson, DMD, it was never a question of whether she would get involved in organized dentistry, but how much she could do to support it while also running her Corvallis practice and raising a family.

Her father was a physician who was active in professional societies, and her mother was involved in an auxiliary of doctors' wives. The example they modeled through their commitment to the medical profession encouraged Dr. Peterson to follow suit in her own career.

"I think it's a way of trying to steer the profession rather than just let it happen," she said.

Dr. Peterson also realized soon after graduating from dental school that there are many ways a new dentist could get into trouble, ranging from adherence to the Board of Dentistry's regulations and employment laws to keeping up with advances in dental techniques and learning how to attract and retain patients.

"Organized dentistry—local, state and national organizations, as well as general and pediatric dental associations—filled those needs with meetings, publications, classes and face-to-face contacts with dentists in all stages of their careers, most of whom were happy to share their learning moments," she said. "As I progressed in my career, it just seemed right to take on some of the work to keep these opportunities available to all in our profession. Those of us who came of age in the '60s have a hard time forgetting the idea that if we aren't part of the solution, we are part of the problem."

Dr. Peterson served as the Oregon Dental Association's first woman president in 2004, and she has volunteered countless hours to help lead the association. When she

retired from her practice, she joined the Dental Foundation of Oregon Board of Directors, which allowed her stay in touch with colleagues while working firsthand to address the issue of access to care.

"I've always been interested in access to care, and the Dental Foundation of Oregon really is the profession's way to direct that. Since it was founded, they've given grants

for local organizations that provide direct care and education," Dr. Peterson said.

"The Tooth Taxi was started several years ago, and that's kind of the poster child of direct care. Even though there are services available to kids, they often can't be used because parents can't get off work or don't have transportation. The Tooth Taxi is great because it goes right to the schools," she noted.

As a DFO board member, Dr. Peterson quickly learned how important coordination is in ensuring the mobile dental clinic effectively and efficiently serves the many children in Oregon who need free oral health care.

"The Tooth Taxi works because of the Oregon Education Association and Moda Health. Both of those groups have capabilities and insights that we dentists really don't have," she said. "The education association can get right into the schools and get help to certain areas. Once that is set up, it takes a lot of investment of time and energy to make sure it keeps going with the amount of enthusiasm and excitement that it started with, and I think that's important."

In addition to promoting organized dentistry and improved access to care, Dr. Peterson volunteered on Medical Teams International dental vans twice a month. The vans provide a much-needed service to people who cannot otherwise access dental care, and Dr. Peterson said MTI continues to search for dentists, assistants, and hygienists who can volunteer once or twice a year to staff the vans.

"I had the opportunity to spend three weeks serving native Alaskans in remote villages in the Arctic Circle out of Kotzebue, Alaska. I also helped set up a new dental clinic to serve Medicaid patients when the Affordable Care Act went into effect," she said.

Though she recently retired from the Dental Foundation of Oregon's board, Dr. Peterson continues to manage a bustling schedule. She and her husband, Gary, divide their time between Corvallis and Bend. She has joined a master gardener's group in Central Oregon, which involves providing advice to people about plants that are unique to the region. And, with four grandchildren under the age of 5, family get-togethers are one of the best perks of retirement, she said. 📍

Melody Finnemore is a freelance writer for ODA and a partner in Precision Communications. She can be reached at precisionpdx@comcast.net.



New for 2016

Oregon Statewide Sick Leave Law

By Ryan Orr, JD

HR and Compliance
Consultant for
Cascade Employers
Association

ROrr@Cascade
Employers.com

503-485-9340

Effective January 1, 2016, all Oregon employers must provide sick leave to employees who perform work in Oregon.

Sick leave must be paid for employers with 10 or more employees (6 or more in Portland). Employees must accrue at least 1 hour for every 30 hours worked, and they must be able to accrue at least 40 hours per year.

➤ Eligibility, Accrual and Pay

Employees begin accruing sick leave immediately, but an employer can require an employee to work up to 90 days before becoming eligible to use accrued sick leave.

Employees must be able to accrue at least 40 hours of sick leave per year at a rate of 1 hour for every 30 hours worked. For employers with 10 or more employees working in Oregon, sick leave must be paid at the employee's regular rate of pay.

If an employer is located within a city in this state with a population of 500,000 or more (currently only Portland), employers with 6 or more employees—regardless of where in the state those employees work—must provide paid sick leave. For employers with fewer than 10 employees (or fewer than 6 in Portland), an employer must provide unpaid protected sick leave in accordance with the rules of the ordinance.

Employers may cap an employee's total accrued sick leave at 80 hours.

An organization may not deny the use of sick leave, nor discipline the employee for use of sick leave. That means that the employee still gets to take the time off, and get paid for it (if you are required to offer paid time). It also means that the organization and its managers/supervisors cannot use the absence against the employee under its attendance policy, or interfere/retaliate against the employee in any way for its use. Employers may, however, discipline the employee under your call-in/notification policies.

➤ Use and Carryover

Employees must be allowed to use at least 40 hours of sick leave per year for any qualifying reason. Qualifying reasons include: the illness or injury of the employee or a family member, any OFLA-qualifying

reason, any reason for leave under Oregon's Domestic Violence leave statute, and certain public health emergencies.

Sick leave typically must be used in increments of no greater than 1 hour, unless it would be an undue hardship. If an employer provides at least 56 hours of sick leave per year, the employer may require use in increments of no greater than 4 hours.

Employees must be allowed to carryover at least 40 hours of sick leave each year, unless an employer frontloads sick leave at the beginning of a leave year and pays the employee for the sick leave that is not carried over.

➤ Notice and Medical Verifications

Employers may request medical verification of the need for leave for absences of more than three consecutive days, or if the employer suspects an employee is abusing sick leave.

Employers may not request medical verifications if leave is being taken for a reason under Oregon's Domestic Violence leave statute.

For foreseeable leave, an employee must request leave as soon as practicable, but an employer may not require more than 10 days of notice.

An employer may generally require an employee to return the medical verification prior to going on foreseeable leave, unless that is not practicable.

For unforeseeable leave, an employee must request leave as soon as practicable, and an employee has 15 days to return a medical verification after it has been requested by an employer.



Reprinted with permission from Cascade Employers Association.

Established in 1947, Cascade Employers Association is Oregon's largest and oldest diverse industry association, with nearly 500 member organizations, ranging in size from two employees to several thousand employees. Visit www.cascadeemployers.com or call 503.585.4320 for more information.

➤ **Other Provisions**

A summary of the other significant provisions of the final rules are as follows:

The definition of medical provider has been synched with OFLA.

Employers who frontload may pro-rate based on hire date. While this provision is not new, the provided example is. For instance, if you frontload 40 hours of sick leave to all employees on January 1, 2016, and you hire a full-time employee on July 1, 2016, you need to frontload only 20 hours of leave upon hire. This seems odd because a full-time employee would accrue more than 20 hours over the course of six months based on the 1 for 30 accrual rate. However, despite this odd interpretation, it is clearly written into the rules, so employers can feel safe making this proration.

Employers may frontload for certain employees and accrue for others, so long as it is based on customary employee classifications and/or length of service.

If an employer's number of employees fluctuates so that sometimes it is required to provide paid leave and other times unpaid leave, an employee's right to take the time as paid or unpaid depends on the employer's number of employees when the time was accrued. For example, if an employer has more than 10 or more employees in January, and an employee accrues 4 hours of leave, that time will still be paid whenever the employee takes it, even if the employer has fewer than 10 employees at that time.

The rule provides examples of how to change from an accrual to frontload system. If you are on an accrual, and then change to frontload, you would need to frontload the difference between 40 hours (or whatever amount of sick leave that you choose to frontload) and what the employee has already accrued.

➤ **More BOLI Interpretations**

The statute says an employer may cap the total amount of an employee's sick leave at 80 hours or the employer may cap annual use of sick leave to 40 hours. BOLI has acknowledged that the "or" should not be there. Therefore, it is acceptable to impose an absolute cap on sick leave of 80 hours and have a 40-hour annual limit on use. This means that even if an employee's balance is 80 hours, you do not have to let them use more than 40 hours.

There has been some confusion about whether an employer is required to carryover 40 hours of sick leave if they frontload. There is a provision of the statute that says to avoid carryover, an employer must (1) pay the employee for any unused hours of sick leave at the end of the year; (2) frontload the employee 40 hours for the

next year; and (3) the employee must agree to waive his/her right to carryover. BOLI has taken the position that if an employer frontloads an employee at least 40 hours a year, it does not need to carryover any time, and it does not need to meet the three requirements listed above. Essentially, it is use it or lose it.

Despite BOLI's position, it is advisable that you still follow the three requirements listed in the statute. BOLI's position—while it makes a lot of practical sense—does not appear to be supported by the language of the statute. This is important because while BOLI is responsible for enforcing this law, employees can also bring a civil suit for sick leave violations, and their attorneys could make a persuasive argument that carryover must occur unless those three requirements are met. 📍

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

SW Portland Suburb – Collecting about \$1,500,000 with an excellent net income. Upscale 3,000 sq. ft. office with 7 operatories. Digital imaging and paperless charting. 37% hygiene, 31% crown & bridge, and 4-5 implant restorations per month. Dr. relocating.

Lake Oswego – Collecting about \$600,000 with excellent net income. Nice 1,350 sq. ft. office with 3 operatories. 50% hygiene and exams. Dr. retiring.

Lake Oswego/West Linn Area – Collecting about \$700,000 with good net income. Five plus Pelton & Crane and Adec equipped operatories in a 2,400 sq. ft. office. Fully computerized with digital imaging and paperless charting. 40% hygiene and exams. Dr. retiring.

Woodburn/Silverton Area – Collecting about \$750,000 with good net income. Modern, up-to-date 3,000 sq. ft. office with 6 Adec equipped operatories. Digital imaging and charting. 39% hygiene and exams. Nice location with excellent visibility to traffic flow. Dr. relocating.

Salem – Collecting \$650,000 with excellent net income. Modern, up-to-date 2,100 sq. ft. 4 operator office with excellent visibility to high traffic flow. 60% hygiene and exams. Most endo and oral surgery referred out. Digital imaging. Dr. retiring.

Roseburg – **SALE PENDING** Practice collecting \$500,000+ on three days per week.

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

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

PRACTICE TRANSITIONS MADE PERFECT!



April 7-9, 2016

Oregon Convention Center—Portland



Connect. Learn. Grow.

An Event for the Entire Dental Team

www.oregondentalconference.org

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 of Oregon

Gold Sponsors



Silver Sponsor



Additional Sponsors



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.

Sedation in Dentistry

Luxury? Necessity? or Both?

By Mel Hawkins,
DDS, BScD AN,
FADSA, DADBA

“It is no longer enough that dentistry be technically competent, it must be humanely presented.” –Dr. Wm. Dover, dentist, dentist/anesthesiologist

Modern dentistry. With its biomaterials, advanced implant techniques, cosmetic emphasis, state of the art laboratory procedures, beauty, function, pain control, pharmacology, drugs, patient management, smiles, local anesthesia sophistication, products, adjuncts, medical wonder drugs ...Is one any more important than the other? Yes. But it's not in this list.

We dentists, dental hygienists, expanded duties practitioners, dental assistants, office managers, registered nurses must never lose track of the fact that we are treating real people—not actors, in TV commercials. Dentists approach me at the podium, by e-mail, or at a reception and they state something like:

“I've never needed to use sedation for my patients. I'm a gentle, patient, communicative person and use tender loving care (TLC) to get my patients through.”

To get them through? That's the key phrase.

“I've only ever referred one difficult-to-manage child in 30 years of practice.”

That's admirable. Sooner or later if an individual practices long enough, a patient has an indication for referral.

“I have a lot of senior citizens in my practice with a variety of heart problems, diabetes, and physical and mental challenges. They just don't need sedation.”

The stress of a dental appointment and myocardial compromise don't go well together. Cardiac patients, high blood pressure individuals, and, of course the apprehensive patient, benefit from a reduced stress level.

I'm not here to sell sedation. I don't need to. Some 85 million Americans avoid the dentist out of dread, according to the *Journal of the American Dental Association (JADA)*. The ADA has stated that a significant percent of the population still avoids dental treatment due to fear. It's ranked up there with public speaking, heights, flying, snakes, claustrophobia and crowds. As with any therapeutic treatment modality, patient management by sedative inhalational gases, oral or IV medications such as midazolam (Versed®) will or could help the patient feel better towards dentistry, help the appointment time pass faster or provide memory gaps of points in the appointment which really don't need to be remembered.

Dentists who use sedation say it may be the only way to get certain patients into the dental chair at all. Moms and Dads who parent uncooperative, caries-ridden children say it may be the only way their child can be managed. So how does a practitioner deal with the major disadvantages of oral sedation, namely the “guessing” at a dose because titration is impossible. What if you're wrong? How does one minimize the time of onset? Doesn't waiting for it to work just exacerbate the already existing apprehension?

Minimizing the Oral Route Disadvantages

How do you choose a dose? The first appointment is, in part, a guessing game but the guesswork can be successfully reduced by employing a few practical (and rational) rules.

Adult Dose Determinates:

1. Level of apprehension
2. Drug experience, prescription drugs, OTC medications (e.g. cough medication DM), tolerance, dependence, chronic prescribed medications (benzodiazepine history), liver enzymatic induction.
3. Age (If patient is a child, then body weight becomes the primary dose determinate.)
4. Body weight: adult vs. child.
5. Difficulty of dentistry
6. Time required (appointment length)

What to use, and effects thereof:

Using a prototype: Triazolam, Halcion®, these are our primary therapeutic effects (desirable):

- Anxiolysis
- Mild, pleasant sedation --> euphoria
- Amnesia as dose increases, usually around level 2
- Muscle relaxation also varies as to the benzodiazepine choice

Amnesia is Conditional!



Mel Hawkins, DDS, BScD AN, FADSA, DADBA received his DDS from the University of Toronto, Faculty of Dentistry in 1973 and returned for his formal training in dental anesthesiology in 1975 to 1976. Dr. Hawkins is board certified as a Diplomate of the American Dental Board of Anesthesiologists and is a Fellow of the American Dental Society of Anesthesiology. He has over 30 years of private practice experience in sedation dentistry in Toronto, Canada. He has been lecturing throughout the United States, Canada, Mexico, Europe and Asia for 40 years.

***Like what you just read?
Want to learn more?
Join us at ODC 2016 on April 7–9.
www.oregondentalconference.org***

What do I mean “amnesia is conditional”? Isn’t that why a benzodiazepine is administered? Yes, but there are two overriding events that negate amnesia: trauma/pain and audio comments.

In other words, anything that stimulates a physical reaction (pain) or emotional reactopm (anger, envy, insult) reaction from the patient, for example:

- Elevating a lower third molar which is not adequately anesthetized. “It’s just pressure, it’s just pressure”, while thinking, “they won’t remember it anyway”. That’s not true. It hurts and they do remember it.
- “Don’t you love my new Porsche? I’m going to Hawaii for a month”. Don’t say it!

Patient Consent

There are many consents out there and *sedation* consent forms yet one more category. The first interview question should be, “Is English your first language?” or “Is English your preferred language of discussion?” If it’s not, it will be a very short appointment, ending *now*, for *today*. They must then arrange to bring an interpreter for the consultation and consent appointment.

I have experienced occasions, where, during a consultation I believed that a patient while nodding “yes” at almost every point, and ultimately had understood virtually nothing! Their first language was an East Asian dialect.

The most important point after communication confidence has been established is for the patient to 100% understand: They are not to drive a motor vehicle, operate machinery or use sharp objects (i.e. in the kitchen, for example), and not to make any important decisions for 24 hours. Yes, they may go back to work, but must sign off on the above!

The most important points for the **dentist** to adhere to are:

- Although the initial question and answer format can initially be conveyed in the printed word, consent must be discussed verbally with an adequate time allowed for questions and answers. Note that obtaining consent is not a single event, but rather a process that occurs over time.
- You must get consent prior to administering the oral sedative. You cannot operate on the belief that because the onset of the drug effects will not occur for a few minutes, “we may as well not waste time”. Why must you do all the consents first, and then administer the tablets/pills/capsules, and then wait even longer? Answer: Because you must.

- **Never** change the treatment plan while the patient is under the influence. For example, patient consented for you to initiate endodontic therapy on a tooth, then see what happens. Instead, you find a crack, determine that the tooth is *obviously* doomed. You **may not** take it out without permission, or with “permission” from the intraoperatively sedated patient, or even worse, you may not get permission from the spouse, which, of course, is not permission at all.

Fees, Values, and Responsibilities

What is the criteria for assessing a professional fee for the reimbursement of a 25¢ tablet (or two or three)? Of course, this is not about the cost of the medication. It is very much about the education and expertise of the dentist, the time and money expended to do so, the responsibility of administering and monitoring the drugs involved, pre-op and post-op, the ability to manage side effects including a medical crisis, the challenge of managing not only an uncooperative child but also a parent or guardian who may be equally as challenging, demanding or skeptical. In other words, “What’s it worth?”...or “Should it be free as it simply allows the dentistry to be more efficient?”

In Conclusion

Sedation is a wonderful adjunct to the practice and delivery of modern day dentistry. Not only is the apprehensive individual a prime indication for consideration, but also longer, more sophisticated and intricate procedures necessitate a cooperative and relaxed patient. The relaxed dentist and dental office environment form the third point of the treatment triangle and as a comprehensive treatment plan is extended to our patients, perhaps a comfortable, safe, and time-efficient consideration should be offered simultaneously. ●

**April 7–9, 2016
Portland, Oregon**

**Register online at
www.oregondentalconference.org**



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 LLC
Dental Services

Reasor Professional Dental Services 503-680-4366

info@reasorprofessionaldental.com

www.reasorprofessionaldental.com



Losing Sleep, Frustrated With The Business of Dentistry?

Is 'Big Dentistry' Squeezing Your Profits...Stealing Your Patients with Walmart Pricing?
Are You Struggling To Compete Against Million\$ Ad Budgets?

Or, Are You Doing Well In Practice,

But, Hit A Growth Or Profit Ceiling & Unsure What To Do Next...

Doctor, If Your Profits Practice Are Shrinking, It's Not Your Fault.

Dentists Everywhere Are Struggling With This Commoditizing of Dentistry Movement...

GOOD NEWS: There IS A Way To Grow,

Prosper & Enjoy The Freedom You Deserve...

Take this short quiz and claim your free report, today!

QUICK QUIZ: As you take this quiz, consider how your life would be different if you could eliminate the hassles, headaches and end sleepless nights. What would that mean to you? Your family?

- Are you struggling to attract and retain good quality new patients?
- Are your profits lower this past year than ever before?
- Are you having trouble finding and training the right team?
- Do you have at least 3-month's of practice expenses in the bank?
- Are you frustrated with the direction Dentistry is going & need help?

- Yes
- Yes
- Yes
- Yes
- Yes

- No
- No
- No
- No
- No



Dear Doctor,

If you answered 'YES' to any of the quiz questions, take action now to request your FREE, no-obligation copy of "The Startling Secret Consultants & Industry Gurus Hope You Never Learn."

This free report is a shocking exposé on how an industry has turned on its own, feeding off the struggling solo practitioner. More than just exposé, inside this special report you'll learn how to battle back and retain your autonomy. Plus, ways to position your practice to survive and thrive despite the commoditization challenges we're all facing.

To request your FREE copy of this new special report, go to: FightWalmartDentistry.com or, call: 541-621-7758 and request this startling paper today. A hard copy will be rushed out immediately via First Class Mail. There is **no charge and no obligation**.

Call or click now to claim yours. Do hurry. Just 105 copies of this special report for Oregon Dentists are available. Call or click to claim yours today. FightWalmartDentistry.com Or, call Kevin: 541-621-7758 to claim your free, no obligation copy, immediately.

©2016 Pine Oak Dental Partners, LLC

Vendor Fair

Membership Manager, Kristen Andrews, used the ODA table at the 2015 ASDA Fair in November, to teach students about the benefits of membership through a fun trivia game!

The class of 2019 took home glory after an intense final battle with the class of 2018!

Can you answer these ODA trivia questions correctly?

How much of a discount do dental students in their first year out of dental school receive from the ADA?

- a. 25% discount
- b. 50% discount
- c. 75% discount
- d. 100% discount

How many courses does the Oregon Dental Conference offer?

- a. 50
- b. 60
- c. 70
- d. 80+

If you answered D for both, you are correct!



The OHSU School of Dentistry can be found online at www.ohsu.edu/sod.

OHSU ASDA is on Facebook: www.facebook.com/ohsuasda



Dental Foundation of Oregon Give a Grin Challenge

DFO's Annual Giving Campaign
gives Oregon's children
something to smile about.

We're proud to announce that,
thanks to your support, we exceeded our goal,

Raising Over \$137,000!

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

Results!

Together with your help, we have:

PROVIDED OVER
9,000 APPOINTMENTS
on the Tooth Tax

EDUCATED OVER
18,000 STUDENTS about the
importance of good oral hygiene

GIVEN
over \$5.2 million
worth of value in
free dental services

SCREENED OVER
17,00 CHILDREN

**Total Raised
\$137,371!**

*We exceeded
our initial goal
of 125,000!*

\$100,000

\$80,000

\$60,000

\$40,000

Your
contribution
will help thousands
of low-income
and uninsured children
on the Tooth Tax in 2016!

GET INVOLVED IN 2016

- Volunteer on the Tooth Tax
- Support our events

LEARN MORE AT
SmileOnOregon.org

Thank you for your support!



DENTAL OPPORTUNITIES**GENERAL DENTISTRY**

ADDITIONAL ASSOCIATE DENTIST – BEND, OR. Do you love going to work every day? PureCare Dental is different. We are committed to creating raving fans by exceeding patient expectations every day. Phenomenal growth and more awesome online reviews than any other practice in the area. A beautiful office with warm natural woods, solid granite surfaces, and even an 11-foot water feature. Best equipment and all-digital technology, and only the best dental materials used. Our dental team and patients are the best in the business. You get to treat patients like family – no compromises. Our highest priority is patient experience, so a great personality with an unwavering focus on the patient's well-being is paramount. But we also demand clinical excellence in general dentistry, including family and cosmetic dentistry. Our expertise in business will allow you to focus on doing what you do best while earning the income you want. Practice is family-owned and not for sale. We are busy, dynamic, and growing - you will be our third dentist – and we have a fantastic opportunity ready for you as soon as possible! Want to be part of something special? Tell us a little more about yourself by sending us an email at info@purecaredental.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: mpdajobs@kp.org.

WE ARE LOOKING FOR AN EXPERIENCED DENTIST CAPABLE OF TREATING TEETH NEEDING ROOT CANALS and/or extractions. Part time/ hours and days are flexible. Contact Cynthia Peticolas DMD. Mill City Dental Center. Mill City Oregon 785-425-6269

DENTIST: FULL-TIME POSITION HILLSBORO OREGON.

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

DENTAL OPPORTUNITIES**GENERAL DENTISTRY**

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

PRACTICE IN LINCOLN CITY OREGON SEEKING ASSOCIATE DENTIST 32 HOURS/WK. Pay to be 35% of production. Minimum one year work experience required. Please e-mail resume to: jimransom2@yahoo.com

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical and mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We are seeking motivated and dynamic individuals who preferably have prior experience with Native American communities/people and vulnerable populations. We have an immediate need for an experienced Clinical Dentist. RESPONSIBILITIES: Ensures culturally appropriate dental services; Maintains relationship with the 9 Oregon tribes, other tribes across US, and other healthcare entities; Ensures Native community's involvement in program design and operation; Represents NARA as needed; Participates in agency events; Develops and implements integrated system of care for dental services; Works collaboratively with all components of NARA; Ensures dental programs meet client needs; Ensures client utilization of services is appropriate; Develops/monitors client outcomes; Ensures consultation between all disciplines and external sources. REQUIRED QUALIFICATIONS: A Doctor of Dental Medicine degree or a Doctor of Dental Surgery degree accredited university; Valid license to practice dentistry issued by State of Oregon. Have or be able to obtain a Controlled Substance Registration Certificate; One year of dental clinic or professional work experience. To apply, please respond to this posting with your cover letter, resume, and salary requirements to 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 and 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org

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.

DENTAL OPPORTUNITIES**GENERAL DENTISTRY**

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

PEDIATRIC DENTISTRY

DYNAMICALLY GROWING DENTAL ORGANIZATION IS 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.

SUPPORT STAFF OPPS**DENTAL ASSISTANTS**

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical and mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We have the need for 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 solutions, 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 screenings; Instruct basic dental care or post-operative care; Participate in dental hygiene education. REQUIRED QUALIFICATIONS: 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; Familiarity with Native American culture preferred. 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 and 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org

continues on page 38



PROFESSIONAL PRACTICE SPECIALISTS

1-800-645-7590

Aaron Pershall - Randy Harrison



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

WISHING YOU THE VERY BEST IN 2016!

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

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

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

BEND, OR PEDO – Pedodontist retiring after 20+ successful years. Very nice office in a great location.

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

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

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

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

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

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

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 over \$900K. Practice has a Endodontic emphasis but the production mix is varied.

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!

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

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!

ANCHORAGE, AK – Excellent G/P collecting around \$1M annually. Seller is retiring and relocating; desires to sell office condo too. Recently converted to Dentrax 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.

NEW! KENAI PENINSULA, AK – Wonderful rural G/P collecting around \$1M annually. This low overhead practice is amazingly profitable! Digital x-rays, laser, pano and newer equipment throughout. This is an exceptional opportunity to live and work where you love to play!

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

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 36

SUPPORT STAFF OPPS**RECEPTIONISTS**

THE NATIVE AMERICAN REHABILITATION ASSOCIATION (NARA) IS PRIVATE NON-PROFIT that provides culturally appropriate physical and mental health services and substance abuse treatment for American Indians, Alaska Natives and other vulnerable people. We 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 and 473). We are mission driven and spirit led! Check out our website: www.naranorthwest.org

PRACTICES FOR SALE

G/P PRACTICE FOR SALE ON THE 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 dental.com, 503-680-4366.

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.

PRACTICES FOR SALE

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

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

G/P PRACTICE FOR SALE IN GRESHAM, ORE. Medical condition dictates sale of practice. Annual collections over \$425,000. 4 fully equipped operatories with Digital X-rays. Fee for service practice with no PPOs. Outstanding collection policy. Well established practice that has been in the same location for over 25 years. Outstanding experienced staff will stay with the practice and assist with the transition. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessional dental.com, 503-680-4366.

DENTAL PRACTICE FOR SALE - ASTORIA OWNER WILLING TO CARRY CONTRACT, no bank loan needed, great way to start and keep expenses low, 4 opt.'s, in the heart of Astoria, 2014 Production \$520,000 and 2015 through October is \$512,000 (estimated to be over \$600,000 for 2015). Spectacular view with long term staff. Building for sale, overlooks water front on the Columbia River, strong rental history. Contact Jon Schatz at 503-349-1600 or mjonschatz@att.net for a confidentiality agreement to obtain more information.

G/P PRACTICE FOR SALE IN SOUTHERN OR COAST. General dentistry practice for sale in the Banana Belt in Sunny Brookings, OR Vacation/Retirement Destination. Smaller practice collecting over \$310,000 annually. Outstanding cash flow with only 50% overhead. 3 ops and digital x-rays. Excellent location with great visibility located on the busiest street in town. Doctor refers out almost all endo, perio, and oral surgery. Well qualified staff will assist with the transition and stay with the practice. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessional dental.com 503-680-4366

EASTERN OREGON - ENDODONTIC PRACTICE FOR SALE. Fully digital with Dexis sensors and Cone Beam, two operatories with microscopes. Collecting \$369,000; only asking \$210,000. The 2,200 sf 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 FOR SALE IN PORTLAND, OR. Three fully equipped operatories plus digital X-rays. Annual collections almost \$500,000. Great hygiene program producing 1/3 of office production. Well established practice that has been in the same location for over 16 years. Located in one of the trendiest locations in Portland. Professionally trained staff will assist with the transition and stay with the practice. Perfect practice for the buyer skilled in endo and oral surgery as these procedures are referred out. Contact: Buck Reasor, DMD. Reasor Professional Dental Services. info@reasorprofessional dental.com 503-680-4366

SPACE AVAILABLE/WANTED

SPOKANE DENTAL OFFICE FOR SALE OR LEASE. EQUIPMENT AVAILABLE. Professional Dental Office Building centrally located in the Spokane Valley. The building is surrounded by a beautiful park-like medical campus containing a total of eight medical related structures. The building has on street visibility and signage exposure with more than ample parking. Within just minutes of I-90 at Pines and the Spokane Valley Hospital medical campus. The main floor is 2,450 sf with 5 fully equipped operatories. All operatories are identical with Adec 1040 dental chairs, Planmeca pro style intraoral X-ray units, Knight track lights, Adec side delivery units, Pelton Spirit 12:00 o'clock units, built in side cabinetry and one radius mount/pneumatic. All operatories benefit from great natural light from windows facing the park like setting. The building benefits from a spacious reception area, which includes a children's play area and a large built-in fish tank. The furnished private doctor's office with bathroom and the furnished staff lounge with private bathroom are conveniently located adjacent to a large business office area. The building also includes an additional 2,450 sf daylight lower level including a large lab space, staff lounge area, Air Techniques Airstream 50 compressor and Apollo ultra vacuum, conference room area, utility area plumbed for a washer and dryer, staff locker and changing area, and ample general storage. The building has full telecom services including CAT-5 computer networking. The Building is available for sale at \$560,000 or for Lease at \$4,900/mo. NNN. A lease with option to purchase may be considered. The equipment is available for lease or purchase separately. Contact: Gary Kuster, kuster@dowersgroup.com Dowers Commercial Real Estate Group, 505 W Riverside Avenue, Suite 539, Spokane WA, 99201 (509)-869-8100.

EQUIPMENT: SALE/SERVICE

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

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

FOR SALE: PLANSCAN CAD/CAM E4D COMPLETE MILLING SYSTEM. Newest Factory I7 laptop with latest Nevo scanner, milling station, job server PC, factory mill cabinet, Ivoclar Programat oven, staining accessories. Also included is an extra stand-alone acquisition cart with PC and scanner camera. Maintained by Henry Schein. Will have final service and packaging by HS for new owner. Send email for photos. Price: \$60,000. This package is \$125,000+ now without extra acquisition cart. Contact office@duggerdentistry.com

VOLUNTEER OPPORTUNITY

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

I'm a dentist, not an HR SPECIALIST

We partner with you to manage
your Human Resources responsibilities

Dentist Management Corporation (DMC) has been serving dentists for over 30 years and we know what your time is worth. DMC's HR Management Services is your partner in human resources offering:

- ▶ Employee relations and conflict resolution
- ▶ HIPAA/OSHA compliance management and training
- ▶ Payroll and payroll tax filing
- ▶ Hiring, onboarding and release of employment
- ▶ Benefits administration
- ▶ Workers compensation and unemployment insurance claims

Set up a **free** HR assessment
by calling 855-637-4636.

Learn more at dmcdental.com/HR.

DMC
Dentists Management Corporation

Powered by **moda**

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