

MEMBERS IN ACTION: ADVOCACY AND CHARITY



Artisan's

23RD ANNUAL

**GOLF TOURNAMENT
AND FUNDRAISER
FRIDAY JUNE 7TH, 2019**

PROCEEDS WILL BE DONATED TO

**THE TERRY MONETTI MEMORIAL SCHOLARSHIP FUND
AT OHSU AND MEDICAL TEAMS INTERNATIONAL**

SHOTGUN STARTS AT 8:30AM

**4 PERSON SCRAMBLE - \$200 PER GOLFER
BRING YOUR OWN FOURSOME FOR \$700**

\$75 PER PERSON IS TAX DEDUCTABLE
AWARDS & BANQUET LUNCH FOLLOWING



**RIVERSIDE GOLF
& COUNTRY CLUB**

8105 NORTHEAST 33RD DRIVE
PORTLAND, OR 97211

PLEASE REGISTER ONLINE AT:
WWW.ARTISANDENTALGOLF.COM

INSIDE THIS ISSUE

FEATURES

- 15 SAVE THE DATE FOR THE 2019 ODA HOUSE OF DELEGATES!**
- 16 2019 OREGON DENTAL DAY AT THE CAPITOL**
- 18 HUMANITARIAN TRIPS ALLOW DENTISTS TO GIVE BACK TO GLOBAL COMMUNITIES**
- 20 REBUILDING SMILES IN OUR OWN BACKYARD**
- 22 ENGAGING COMMUNITIES THROUGH ACTIVE EVENTS**
- 25 SHARING A HOLISTIC APPROACH TO PREVENTIVE CARE**
- 30 FIREFIGHTER, EMT, AND COMBAT DENTIST**



Connect Online

-  **Oregon Dental Association**
-  **@OR Dentists**
-  **OregonDental channel**
-  **Oregon Dental Association (private group)**
-  **@oregondental**

DEPARTMENTS

- 5 FROM THE EDITOR**
- 7 NEW MEMBERS**
- 9 EVENTS AND EDUCATION**
- 11 MEMBER BENEFIT OF THE MONTH**
The Digital Dental Record
- 26 DENTAL FOUNDATION OF OREGON**
- 32 CLASSIFIED ADS**
- 34 INDEX TO ADVERTISERS**

Membership Matters accepts original submissions for publication from member dentists. For viewpoint articles, please limit to 800 words. For clinical articles, please limit to 1,600 words. *Membership Matters* is not a peer review publication. Publication of any article is at the discretion of the Editor. Please disclose any financial interests you may have in products or services mentioned in your article. Email ODA staff Kristen Paul at Kpaul@oregondental.org with any articles of questions.

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.

 **oregon dental** 8699 SW Sun PI, Wilsonville, OR 97070, 503-218-2010 | 800-452-5628, info@oregondental.org, www.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

PUBLISHED APRIL 2019/ODA-M0519/7424 *Membership Matters* (ISSN 1082-4111) (USPS-905060) is published monthly (except January, July and October) by the Oregon Dental Association, 8699 SW Sun PI, 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 SaraCatherine Goodwin at 1-800-796-2638, ext. 6977, or sgoodwin@naylor.com.

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2019. 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: 8699 SW Sun PI, Wilsonville, OR 97070; 503-218-2010 or 800-452-5628 (toll-free in Oregon).

Published by **NAYLOR** 5950 NW First Place, Gainesville, FL 32607 Phone: 800-369-6220 Fax: 352-332-3331 www.naylor.com, **Publisher** Bryan Metcalfe **Editor** Russell Underwood **Marketing Associate** Larissa Flores **Project Manager** SaraCatherine Goodwin **Book Leader** Robyn Mourant **Sales Representatives** Brian Agnes, Krys D'Antonio **Project Coordinator** Bridgette Jones **Layout and Design** Manish Dutt Sharma

COVER IMAGE: PHOTOGRAPHY BY AMY NICOLE





Rated **A** by AM Best

25 CONSECUTIVE YEARS

The Dentists Insurance Company was founded by dentists, to protect only dentists, and is led by your peers. With this collective strength and singular focus, TDIC has been rated A (Excellent) by AM Best for 25 consecutive years.

A.M. Best Company rating effective March 2019. For the latest rating, access ambest.com.

Protecting dentists. It's all we do.®

800.733.0633 | tdicinsurance.com | Insurance Lic. #0652783

  @TDICInsurance



Knowing the Thing Behind the Thing



By Alayna Schoblaske, DMD
Editor of *Membership Matters*

THIS MONTH (AND BY THIS

MONTH, I mean March...I now realize that editors live in a world that's two months ahead), I had the opportunity to hear author Nadia Bolz Weber speak in Ashland. She talked a lot about compassion. She explained it as seeing "the thing behind the thing," understanding the motivation, intention, or fear driving someone's action. This can play out in many aspects of our lives...my mind, though, went directly to dentistry.

A patient sits down in the chair saying that they have not been to the dentist in 10 years. As I look at their radiographs, I see rampant decay and heavy calculus build-up. My immediate reaction is to assume they don't care about their oral health. The thing behind the thing, though, may be that they have struggled with substance abuse, depression, and social anxiety for years and they are now ready to reclaim their oral health. Now, arriving at the dentist was an act of bravery and commitment.

A team member forgets to send out a lab case, and I don't realize it until a morning huddle two weeks later when the patient is scheduled and their crown isn't back. My immediate reaction is anger and disappointment.

The thing behind the thing, though, may be my team member's perception that I expect perfection, and her fear about admitting to having made a mistake. If I could have proactively made my team a place where we value growth and communication over perfection, we could have prevented the conundrum.

Thinking about the thing behind the thing shifts our work to be able to make room for the messy human-ness of our profession. We treat humans. We employ humans. We rely on humans. Humans are complicated. Compassion allows us to appreciate and navigate that complexity. What would a little extra compassion look like in your day?

This is much easier said than done, of course, and choosing compassion everyday can get to be too much. It is not uncommon for dentists and other health care professionals to experience compassion fatigue, which is defined as "the cumulative physical, emotional and psychological effect of exposure to traumatic stories or events when working in a helping capacity, combined with the strain and stress of everyday life."¹ Symptoms include feeling overwhelmed or tired, becoming pessimistic and irritable, questioning your professional competence, and emotionally detaching personally and professionally.¹ I have already experienced some of these symptoms in my short career.

But here's the thing. We're better dentists — I believe — when we are compassionate dentists. How do we prevent ourselves and our colleges from getting fatigued, and how do we address it when it happens? Here are four strategies that help me:

- **Identify boundaries.** As a human, I can listen to and empathize with my patients. As a dentist, though, I have more limited abilities (restoring teeth, mostly). It helps to clearly communicate what I have control over.
- **Connect with colleagues.** Sharing difficult days with coworkers and friends helps me to decompress and remember that I have a support system.
- **Journal.** When I am not comfortable sharing, I find it helpful to write or type out my experience and identify the emotions I am feeling. This allows me to sit with the emotions and work through them instead of letting them fester.
- **Ask for help.** This may mean a dental specialist, a physician, a social worker, or another professional. I'll say it again — humans are complicated. We need a whole team to best care for each individual, and it's honorable to acknowledge that the best way we can care for our patients is often by asking for help. Finally, if you need support or know that a colleague does, please reach out to one of the ODA's Wellness Ambassadors so that they can connect you with resources. If you don't know who our Wellness Ambassadors are, you can email info@oregondental.org. We can and we should care deeply for others while caring deeply for ourselves. 🌱

Reference

1. American Bar Association. "Compassion Fatigue." Accessed 25 March 2019. https://www.americanbar.org/groups/lawyer_assistance/resources/compassion_fatigue



FOCUSED ON THE HEALTH OF YOUR PRACTICE.

A personal approach to dental banking.

At Columbia Bank, we understand the dental industry inside and out—from acquisition and equipment loans to refinancing and more. And since we're a community bank, you get more than just expertise, you get a relationship with bankers who get to know your unique practice. Find out more at ColumbiaBank.com/dental or call 503-478-1740.



WHERE RELATIONSHIPS RULE

Welcome *New ODA Members!*

Jane Espeseth, DDS

Southern Willamette Dental Society

Amanpreet Grewal-Flynn, DDS

Southern Willamette Dental Society

Kyle Hansen, DMD

Clackamas County Dental Society

Lori Masuda, DDS

Umpqua Dental Society

Kaushali Patel, DMD

Marion and Polk Dental Society

Lindsey Popov, DMD

Washington County Dental Society

Shahin Rashidi-Nezami, DMD

Washington County Dental Society

Joshua Rice, DDS

Southern Oregon Dental Society

Cynthia Varro, DDS

Rogue Valley Dental Society

Robert Wood, DDS

Washington County Dental Society 



Mimi Whittemore, DMD, Managing Dentist

Willamette Dental Group 

Now Hiring

General Dentists

Beaverton, OR | Roseburg, OR* | Tigard, OR | Tumwater, WA

*Roseburg office is approved site for NHSC Loan Repayment Program and includes \$25,000 location differential

Oral Surgeon
Spokane, WA

Orthodontist
Boise, ID

View all practice opportunities at
willamettedental.com/careers

Reanna Nelson, Regional Recruiter

rnelson@willamettedental.com

Tel: 503.952.2354





Introducing

Richard Trout, CDT

*Available to increase patient satisfaction,
shorten treatment times and lower costs.*

As our removable department manager, **Richard Trout** oversees all daily laboratory operations and the fabrication and quality control of all removable prosthetics.

Having graduated in 1991 from L.H. Bates Technical College, this marks his 27th year in the Dental Laboratory Industry. For nearly ten years, Richard was mentored by Gary Fritz while working with Dahlin Fernandez Fritz. Richard has sought specialty training throughout his career and is an experienced **All-On-Four® technician**.

With over 3,000 implant cases of experience with ClearChoice®, he is excited to provide **Assured Dental** customers with his expertise to ensure dental practice implant success and increase patient satisfaction.

Contact Assured Dental today to utilize Richard's knowledge and skill to improve your patients' quality of life, shortening treatment times and lowering costs with removable prosthetic options.



Accepting digital scans

Assured Dental Lab®

www.assureddentallab.com

877.283.5351

Quality Products at Amazing Prices. Case after Case.

Events & Education Component CE Calendar



CONTINUING
EDUCATION

Calendar provided by Mehdi Salari, DMD

Date	Host Dental Society	Course title	Speaker	Hours CE	Location	More Information
05/07/19	Lane	Systems, Teams & Technology	Laci Phillips	2	Eugene (LCC Main Campus)	www.lanedentalsociety.org or office@lanedentalsociety.org
05/07/19	Washington	TBA	TBA	1.5	Beaverton (Stockpot Restaurant)	wacountydental.org or contact@wacountydental.org
05/14/19	Marion & Polk	The "Standard of Care" in Dental Treatment of Sleep Apnea	Michelle Aldrich, DMD & Kimberly Ross, DDS	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
05/22/19	Multnomah	Table Clinics	N/A	2	Portland (MAC Club)	multdental@aol.com or lora@multnomahdental.org
05/28/19	Clackamas	Digital Marketing	Ian McNickle — WEO Media	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
07/19/19	Central Oregon	Safety and Simplicity in Root Canal Instrumentation	Dr. Anne Koch	6	Sunriver (Sunriver Resort)	Register through OHSU Dental CE Dept.
07/20/19	Central Oregon	Current Status & Future Advances for Dental Composites	Dr. Jack Ferracane	3	Sunriver (Sunriver Resort)	Register through OHSU Dental CE Dept.
09/10/19	Marion & Polk	Social Media — How to Benefit my Office	Stew Bartlett & Ian McNickle	1.5	Salem (Boys & Girls Club)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
10/08/19	Marion & Polk	Lighting and Color in the Dental Office and Color and Shade Selection	Larry Over, DMD, MSD	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
10/15/19	Lane	Temporomandibular Joint Disorders	Dr. James X. Rapson	2	Eugene (LCC Main Campus)	www.lanedentalsociety.org or office@lanedentalsociety.org
10/16/19	Multnomah	Digital Dentistry	Samantha Jones & Kristen Minto	2	Milwaukee (MODA Plaza)	multdental@aol.com or lora@multnomahdental.org
10/28/19	Clackamas	Digital Marketing	Ian McNickle — WEO Media	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
11/08/19	Lane	New Generation of Hybrid Dentures	Dr. Marco Brindis	6	Eugene (LCC Main Campus)	www.lanedentalsociety.org or office@lanedentalsociety.org
11/12/19	Marion & Polk	Dental Profession's Role in Managing the Patient with Diabetes	Jaime Collins, RDH	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
12/06/19	Multnomah	Risk Management & Medical Emergencies	Chris Verbiest & Normund Auzins, DDS, MD	7	Portland (McMenamins Kennedy School)	multdental@aol.com or lora@multnomahdental.org
12/10/19	Marion & Polk	To Extract Teeth or Not to Extract? The Power of Alveolar Development	Reid Amborn, DMD, MS	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
01/14/20	Marion & Polk	Infection Control	TBA	2	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
02/11/20	Marion & Polk	Marijuana & Oral Health	Barry Taylor, DMD	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
02/18/20	Lane	Infection Control	Dr. Monica Monsantoifils	2	Eugene (LCC Main Campus)	www.lanedentalsociety.org or office@lanedentalsociety.org
03/10/20	Marion & Polk	Oral Cancer/Oral Pathology	Daniel Petrisor, DMD, MD	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com
05/12/20	Marion & Polk	Emergency Response/Management	Gregory Walsh	1.5	West Salem (Roth's)	Contact Sabrina H. — marionpolkdentalsociety@gmail.com

Find this calendar online at www.oregondental.org. Click "Meetings & Events" > "Calendar of Events".

How does your lab

STACK UP?

	Your Lab	O'Brien Dental Lab
<i>No-fault remake policy with a focus on solutions</i>		✓
<i>Cases delivered on time or they're free</i>		✓
<i>Clinically exceptional™ workmanship with consistent results</i>		✓
<i>Full-service ISO and DAMAS certified lab</i>		✓
<i>13 CDTs on staff to provide you with an unmatched level of technical support and treatment planning</i>		✓
<i>Communication with people, not answering machines</i>		✓



If your lab isn't checking all of the boxes, it's time to check us out.

O'Brien
DENTAL LAB

Improving the margins of success.®

800.445.5941 | obriendentallab.com



Choosing the Best Cloud Backup Solution for Your Practice

By Steve Newton, MBA

Consider These Factors

HIPAA regulations require all dental offices to maintain a backup of their data off-site. The cloud is the backup option of choice for most dental offices because it allows storage of 30 or more versions of a patient data set. If you happen to get some type of virus, having 30 different versions of your data to recover from dramatically improves the likelihood of a successful restore.

But how do you know what works best for your practice? From a technical standpoint, a few key factors can universally impact this decision. Here are the keys to a fast, reliable and low-cost cloud backup solution.

Internet Speed is the No. 1 Technical Factor

The key to backing up to the cloud successfully, no matter what type of cloud backup you choose, is your internet upload and download speed. How much speed you need depends upon how much data you have to send and retrieve and the type of cloud backup you'd like to implement.

Many internet service providers tout internet download speed in their marketing. The upload speed is actually more important for a fast and reliable back-up to the cloud. For most dental offices, let's say 80 percent, a good upload speed to try and have is 20 Mbps. This speed should provide the average office with flexibility in the type of cloud backup you have and the consistency in generating successful backups overnight. Download speed is also important because in order to restore from the cloud, your data has to be downloaded from the internet back into your office. For most dental offices — again, let's say 80 percent, a good download speed is usually 20 to 50 Mbps.

THE DIGITAL Dental Record

Increase Reliability with an Industry-specific IT Partner

The Digital Dental Record business sees an exorbitant number of requests from customers who come to us because they've had bad experiences with other cloud backup partners that either failed to back up their data for months or couldn't restore a backup because they failed to back up databases, files or folders that were essential to effectively restore a practice management or imaging software. It's absolutely vital to work with a backup partner familiar with dental software programs so that they can help you successfully restore individual files when small things come up and complete disk drives when large emergencies unexpectedly happen.

Explore the Type of Cloud Backup That May Be Best for You

The most common type of cloud backup in the dental industry is called a **data** or **file backup**. File-level backup involves an IT expert defining and selecting specific files on your server to encrypt and securely transmit and store your information to an off-site location. File-level backups are popular because it's easy to be very specific and granular in defining what you want to back up and restore. This allows you to exclude items you don't need to back up, resulting in a smaller backup that may be less expensive. Also, as a general rule, only changed data is backed up each time, which allows for a fast and efficient process, even in situations where dental practices haven't invested heavily in internet speeds, server space or processing power. File-level backup

works great for offices that are limited in the internet upload speeds they can achieve and that want a reliable and convenient way to back up their data off-site.

A second type of backup gaining in popularity is called an **image-level backup**. Image-level backup is simply the name of the type of backup and has nothing to do with the patient radiographs or pictures within your practice. Image backup allows you to back up and store the state of your system at a moment in time that you can go back to in the case of a failure. Your system information (files/folders/configurations/software, etc.) is stored in a single image, which can be used to restore your system faster when a large failure occurs. Image-level backup works great for dental practices that have recently made investments in their internet upload speeds. Recent investments in your network plus use of image-level backup will allow you to restore your system to a fully functioning state in the shortest period of time, even in the case of a serious failure.

Ultimately, image-level backup should reduce your down time and get your practice back to producing faster. However, it's important to remember that image-level backup could take up more storage space, speed and time to back up your information. Image-level backup can cost a little more to implement but will likely provide you a better result when an emergency occurs, allowing you to get back to seeing your patients and driving production faster.

The easiest way to determine which backup option is best suited for your practice is to have an IT professional assess the size of your data and your internet upload and download speeds. These results will help to guide your implementation of a convenient, cost-effective and reliable backup solution for your practice. ●

Steve Newton, MBA, is Vice President — Business Development at WDA Insurance & Services Corp.

Henry Schein® Professional Practice Transitions proudly introduces Jessica Burbon!



**Thinking about retirement or selling your dental practice within the next 10 years?
Want to buy a dental practice?**

CONTACT ME TODAY!

- 10+ years in the real estate & mortgage loan industries
- Dental sales experience and knowledge
- Portland native

*Here to help you thrive, flourish,
and achieve your goals!*

JESSICA BURBON

503-601-9687

Jessica.Burbon@henryschein.com

 **HENRY SCHEIN®**
PROFESSIONAL PRACTICE TRANSITIONS

www.henryscheinppt.com
1-800-988-5674

■ PRACTICE SALES ■ VALUATIONS
■ TRANSITION CONSULTING/PLANNING
■ ASSOCIATESHIPS

© 2019 Copyright Henry Schein, Inc.

**2018-2019
ODA BOARD OF TRUSTEES**

PRESIDENT

James McMahan, DMD
Eastern Oregon Dental Society
jmcmahandmd@gmail.com

PRESIDENT-ELECT

Barry J. Taylor, DMD
Multnomah Dental Society
barrytaylor1016@gmail.com

SECRETARY-TREASURER

Scott Hansen, DMD
Multnomah Dental Society
sshmagd@gmail.com

AT-LARGE MEMBERS

Jason Bajuscak, DMD
Multnomah Dental Society
Matthew Biermann, DMD, MS
Washington County Dental Society
Brad Hester, DMD
Central Oregon Dental Society
Mark Miller, DMD
Yamhill County Dental Society
Mark Mutschler, DDS, MS
Clackamas County Dental Society
Sarah Post, DMD
Multnomah Dental Society
Kevin Prates, DDS
Mid-Columbia Dental Society
Calie Roa, DMD
Southern Oregon Dental Society
Deborah Struckmeier, DMD
Multnomah Dental Society
Frances Sunseri, DMD
Clackamas County Dental Society

ASDA REPRESENTATIVE

Bryan Schofield
Trustee
Brad Thomson
Trustee - Designate

ADA DELEGATES AT LARGE

Hai Pham, DMD
Washington County Dental Society
Caroline Zeller, DDS
Multnomah Dental Society

NON-VOTING MEMBERS

Alayna Schoblaske, DMD
Southern Oregon Dental Society
Editor
Rick Asai, DMD
Washington County Dental Society
Speaker of the House



OUR PACIFIC NORTHWEST GENERAL DENTISTS AND SPECIALISTS ENJOY:

- Competitive base salaries and additional incentive-based pay
- Generous medical and dental coverage
- Rich employer-paid 401(k) contributions
- Market leading paid time-off
- An opportunity to become an owner in the business
- Camaraderie and professional growth that a group practice offers



ONLINE: WWW.PDA-DENTAL.COM
PHONE: 503-813-4254
EMAIL: PDAJOBS@KP.ORG

Well qualified dentists with a GPR or AEGD and/or 2-3 years of practice experience. Contact our Recruitment Team

**PROFESSIONAL
PRACTICE
SPECIALISTS**

Dental Practice Transitions



Aaron I. Pershall, CBA



Randy Harrison

Contact us for a free consultation and put our knowledge and experience to work for you! You'll be glad you did!

1-800-645-7590

Check our website for current opportunities!

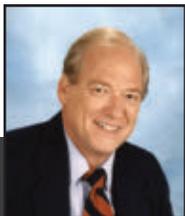
www.PracticeSales.com

TRANSITION POINTER

WHAT ARE THE ADVANTAGES OF MY PRACTICE TRANSITION SERVICES?

- My **accurate & comprehensive practice appraisal** is the foundation for a successful transition.
- **Recruiting the perfect associate and/or buyer** is the key to the continuity of your patients' dental care.
- **If you already have a potential buyer or associate** for a buy-in, then my transition services coordination can complete your sale or buy-in.
- Negotiating a **Letter of Intent** completes the major details of your sale, such as:
 - Sale price
 - Financial terms
 - Timing
 - Covenant-not-to-Compete
 - Future employment contract, partnership, or expense sharing details (if any).
- My **liaison with your attorney and CPA** enhances the legal and financial planning.
- My qualified **Financial Resources** insures that the buyer can obtain 100% financing.
- My **Point Transition Checklist**, reviewed with yourself, your staff, and the buyer details the administrative and clinical tasks necessary for a successful transition.
- Sample **Patient & Referral Source Letters of Introduction** assist you in writing your own letter.
- If you are to be employed by the buyer in the future, my **Employment Agreement Questionnaire** will outline specific details.
- If this is to be a partnership or solo/group practice entity, my **Management Operating Agreement Questionnaire** outlines management roles and how income will be shared.

If a practice transition is in your future, give the expert a call.



GARY SCHAUB
HELP Appraisals
& Sales, Inc.
ADS Oregon

333 S. State St., #V225
Lake Oswego, Oregon 97034
Office: 503.223.4357 • Fax: 503.636.0436
GarySchaub@comcast.net
www.ADStransitions.com

PRACTICE TRANSITIONS MADE PERFECT!™

Save the Date for the 2019 ODA House of Delegates!

THE 2019 ODA HOUSE OF DELEGATES will be held Saturday, September 28, at the DoubleTree Hotel in Portland. Mark your calendar and plan to serve as a delegate for your component society!

House of Delegates Election

Nominations are now open for the following offices, to be elected by the ODA House of Delegates September 28. Please submit all applications and nominations by July 8.

Leadership Development Committee

Positions Open: 1

Term: 3 years

At-Large Trustee

Positions Open: 2

Term: 4 years

Speaker of the House

Term: 3 years

All ODA members are encouraged to participate in the leadership of this organization. For more information about any of these positions, please email leadership@oregondental.org. Interested applicants should submit a letter of interest and a resume. Email your materials to leadership@oregondental.org by July 8, 2019.

Tom Tucker Humanitarian Award

Established at the 2017 House of Delegates, the Tom Tucker Humanitarian award is the highest humanitarian and service award for the dentists of Oregon. Award criteria include:

- A significant number of years as an ODA member.
- Active in leadership roles within the ODA and their local component society.
- Demonstrated commitment to being an active member in their local communities.
- Demonstrated to their communities and the ODA a unique attitude and a willingness to serve.
- Mirror the image of Dr. Tom Tucker with a can-do attitude and a genuine desire to serve the common good.

Submit your nominations to leadership@oregondental.org by July 8, 2019. ●

2019 Oregon Dental Day at the Capitol

SNOW AND ICE COULDN'T KEEP MORE THAN 60 ODA dentists and dental students from arriving in Salem on February 26 to advocate for ODA's 2019 legislative agenda. The group was welcomed by Speaker of the House Tina Kotek, who is also a Dental Foundation of Oregon board member. During orientation, the group received a training on how to meet with legislators and learned all about ODA's legislative agenda. After the orientation, participants headed to the capitol for a day of engagement and action.

ODA members and students met with 44 different legislators throughout the day advocating for three key ODA legislative initiatives:

HB 2220: would allow dentists to administer vaccinations.

SB 824: adds additional types of exams the Board of Dentistry may accept for licensure, paving the way for non-live patient exams like the OSCE.

SB 834: Would extend apology law protections to Oregon Board of Dentistry licensees, allowing dentists to disclose an error or apologize to a patient without threat of that conversation being used against them in court.

Thank you to everyone who took time away from your practice and schooling to advocate for important issues that affect dentistry. Your engagement and advocacy make a difference! We look forward to seeing you at the next Dental Day at the Capitol in 2021! 🌟

ALL PHOTOS: PHOTOGRAPHY BY AMY NICOLE





Humanitarian Trips Allow Dentists to Give Back to Global Communities

By Jennifer Sitton

A FEW YEARS AFTER GRADUATING FROM DENTAL

school, Dr. Gregory Williams decided to participate in a dental humanitarian trip abroad. The following year, he invited his dental school friend Dr. Scott Dyer to join a similar humanitarian trip to provide dental services to underserved communities. What started as a single trip to Peru soon turned into Dr. Williams and Dr. Dyer forming their own nonprofit in 2007, Wide Open Humanitarian.

Through Wide Open Humanitarian, Dr. Williams and Dr. Dyer facilitate dental humanitarian trips to some of the most disadvantaged communities across the globe, instructing local dentists in remote areas and helping pave the way for future organizations to set up ongoing dental clinics.

About once a year, Dr. Williams, Dr. Dyer, and Dr. Greg Attack – a fellow dentist and friend of Dr. Williams and Dr. Dyer who has been working with Wide Open Humanitarian for over 10 years – organize and participate in an international humanitarian trip where they help provide dental care to

the poorest of the poor. Many times, they visit communities where their patients are living on less than \$2 per day and have never seen a dentist before. Their trips have taken them to countries in the South Pacific, Central America, South America, and more.

“What’s really neat about our trips is we’re going to places where a dentist has never been. The people we work with are so appreciative,” said Dr. Attack. “We may start the day’s work in a tiny community with 20 people around, and by the time we are set up, there might be 80 or so people who have come from miles around because they’ve heard we’re here.”

Wide Open Humanitarian usually takes six to eight dentists, four to six dental students, and four to eight dental assistants with them on each trip. With that support, they’ve been able to provide care for close to 15,000 patients since they formed the organization in 2007.

But Dr. Williams, Dr. Dyer, and Dr. Attack want to make sure they’re not just providing a few days-worth

of help for the communities they’re serving. They usually partner with a local organization to get the message out about their work and to continue their work down the road. They also generally try to partner with a local dentist whom they can train in some of the newest techniques.

In addition to providing education and training for local dentists, Wide Open Humanitarian brings supplies for local dentists. Since 2007, they estimate they’ve delivered dental materials to 30,000–45,000 patients in remote areas. On a trip to Peru, they donated an extra headlamp to a local dentist, who said it completely changed the way she practiced dentistry for the rest of her career. Simply by adding a headlamp, she was able to see two to three additional patients on each of her trips to the local villages.

Dr. Williams, Dr. Dyer and Dr. Attack try to lay out a blueprint for others who are interested in serving these communities, whether that is additional humanitarian dental trips or a more permanent clinic. For example,

ALL PHOTOS: COURTESY OF DR. GREG ATTACK



they worked with a community in India at a school that opened a permanent dental clinic that was dedicated by the Dalai Lama in 2012. Dentists from all over the world – including many from Oregon – visit the school’s clinic and donate their time to serve the local community.

“Dentists are very lucky because we work in a great profession that is needed throughout the city, the state, the nation, and the world,” said Dr. Dyer. “All my other friends say that if they had a skill they could take to help out another part of the world, they would, but dentists have a unique skillset we can share. We always recommend to everyone that they take advantage of whatever possibilities they have to help out in their own way.”

For Dr. Williams, the work the organization does is important for many reasons, but in particular

because “the vast majority of people in the world live their whole lives without having regular dental care and we have a particular skillset that can help them. For that reason alone, it’s important to take the skills we have to help humanity wherever they are. I’ve also had the opportunity to take members of my family with me on many of our trips, which has given us a great opportunity to connect and be grateful for what we have. Sometimes it’s easy for us to get caught up in the First World problems that we deal with. For me, it’s been a great way to keep me grounded and continue to see things that create joy and happiness in my life.”

Dr. Williams has also had the opportunity to bring members of his family on many of the trips and agrees that it’s helped them appreciate all

they have. “It’s a wonderful reminder of what we’ve been blessed with,” he said.

For Dr. Dyer, these trips are a way for him to use his skills to give back now, without waiting until it’s convenient or the “right time.”

“Everyone says, ‘Someday I’ll do this when I retire’ but we read an article that reminded us to do things when we’re younger and can afford to do it and can physically do it. As we get older, it’s a little more difficult to do. But we’ve discovered it’s part of the way we feel renewed coming back to our practices. Wherever you’re at in life, unless you really cannot, now is the time to help – locally, internationally, wherever you can. Don’t put it off,” said Dr. Williams. “Everyone has something they can share. Share what you have. Make the world a better place.” ●



ALL PHOTOS: COURTESY OF DR. GREG ATTACK

Rebuilding Smiles in Our Own Backyard

By Jennifer Sitton

GROWING UP AROUND HIS ORTHODONTIST FATHER

and oral surgeon grandfather, Dr. Judah Garfinkle never thought much about joining the family industry. He had many career interests growing up and while at college at the University of Oregon, but finally came to dentistry on his own after wanting to focus on helping others and working with his hands.

While in dental school at the Harvard School of Dental Medicine, he attended a mission trip to Bolivia with Operation Smile, a nonprofit organization that helps treat children in other countries affected by cleft lip and palate. Through this trip, he was part of a team that delivered more than a hundred surgeries in just a few days. He was

able to make oral appliances and partial dentures for people who would never otherwise have received the care. He was able to lead the student team on visits to orphanages and schools, teaching the children about oral hygiene and other basic health care needs, all the while learning from experts in craniofacial care.

While many aspects of dentistry attracted Dr. Garfinkle, the desire to have long-term relationships with his patients and the option of working with children led him to orthodontics. During his orthodontic training at the University of Kentucky, Dr. Garfinkle was drawn to treating patients with cleft lip and palate and other craniofacial conditions. And while he gained some experience during his residency, he had

learned enough to know he needed further training to really be able to help patients affected by cleft and other craniofacial conditions.

Following his orthodontic residency, Dr. Garfinkle was accepted to the Craniofacial and Special Care Orthodontic Fellowship at the Institute of Reconstructive Plastic Surgery at New York University. He learned about all types of clefts, other craniofacial conditions, and various complicated cases, how to diagnose and manage them, and learned how to work as part of the interdisciplinary team. His fellowship exposed him to both the treatment and emotional needs of the patients and families, as the process often extended from birth into adulthood.

“During my fellowship, I received a piece of advice from one of my professors,” said Dr. Garfinkle. “He told me, ‘You’ve got to take all comers, not just those who can afford it.’”

Dr. Garfinkle took his professor’s advice and his newfound expertise in craniofacial orthodontics and returned home to Oregon, where he accepted a position as the director of craniofacial orthodontics at OHSU’s Doernbecher Children’s Hospital and began working with his father in his orthodontic practice in Portland.

In 2008, Dr. Garfinkle used his expertise to found Smile Oregon, a nonprofit organization dedicated to ensuring that every family affected by a cleft or craniofacial condition living in Oregon has access to the coordinated care they deserve by providing support, awareness, and education.



COURTESY OF JUDAH S. GARFINKLE

“Here is a picture of me with a patient, Jack, born with a bilateral cleft lip and palate. I treated him with Nasoalveolar Molding (NAM) as an infant, then orthodontics to prepare for a bone graft when he was 10. The picture on the right was when he got his braces removed.”

“Most people associate the need for the work we do with other countries, but children are born with cleft and craniofacial conditions right here in our backyard and struggle to receive the care they need,” said Dr. Garfinkle. “It’s a disservice to think that it only happens in other countries or that a one-and-done treatment is all that is necessary to fix a cleft. The good news is that we know what to do, how to do it, and when to do it, and we can pretty much erase a cleft before the child is off to college. But it takes 20 years and costs over \$120,000. And even with insurance, it is common for up to \$20,000 of the care to not be covered.”

Smile Oregon provides support for any indicated procedure from birth through adulthood. They also focus on community support for the patients they serve. This year, Smile Oregon is hosting a teen event for the first time, and some of the families

have been a part of Smile Oregon for over 10 years now.

“There are not too many positive things about getting older, but one is getting to be on this amazing journey with these children and their families. It makes all my work worth it. I met a lot of these kids when they were one to two weeks old, and now a lot of them are old enough to go bowling and hang out. It’s a great thing to see,” said Dr. Garfinkle. “We’re also starting parent programs. The parents of the older children are experienced in how to deal with these conditions and looking to help families just starting out. These programs give the parents an opportunity to pay it forward to other parents who are just now beginning their journeys.”

While many organizations operating primarily overseas are unable to provide care other than the primary surgical correction for these types of conditions, Smile Oregon is focused on ensuring all aspects of patient care

are supported from birth to adulthood including specialized baby bottles, speech therapy, final restorative dental work, and everything in between.

As the co-founder and Board President of Smile Oregon, Dr. Garfinkle has led his working board for over 10 years, fulfilling the day-to-day work of the organization to provide personalized service to each family regardless of their ability to pay. Recently, the organization hired their first team member, which has allowed them to expand their reach.

Dr. Garfinkle’s vision, whether working at Doernbecher, at his private orthodontic practice or with Smile Oregon, is to “craft smiles that elevate the spirit.”

“We have such a wonderful dental community in Oregon,” said Dr. Garfinkle. “Being able to make a difference to our patients by lifting their spirits helps give all of us a sense of purpose and satisfaction in our own lives.”

PRACTICE VALUES ARE AT AN ALL TIME HIGH!

Our team of expert transition consultants, and large database of buyers, ensure you will get the greatest value for your practice. If you are considering selling your practice, **now is the time.** Start the conversation today.



Buck Reasor
buck@omni-pg.com
877-866-6053 ext. 6.



Megan Urban
license #201221407
megan@omni-pg.com
877-866-6053 ext. 5



omni-pg.com

Engaging Communities Through Active Events

By Jennifer Sitton

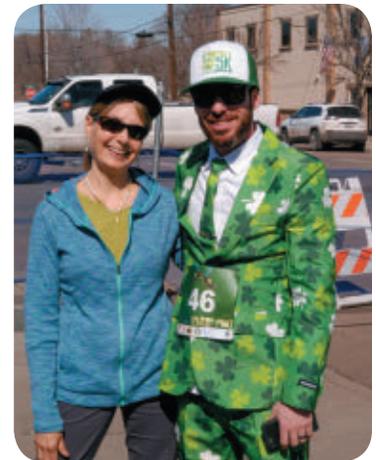
WHEN DR. TONY RAMOS GRADUATED FROM OHSU'S dental school, the Oregon Coast native and his wife were looking for a small town where they could make a maximum impact. They settled down in Prineville, where Dr. Ramos joined Ochocho Dental, a general dental practice.

Dr. Ramos soon saw an opportunity for an event that would bring the community together, help get his patients involved in something active and give back to charitable dental care. In 2013, Dr. Ramos helped organize Prineville's first Paddy Pint Run, a St. Patrick's Day fun run that benefits the Dental Foundation of

Oregon's Tooth Taxi, as well as the Crook County Foundation.

"We wanted to create an event that showcases our pride in the community and provides a way for people to connect with the community while doing something that's active and fun," said Dr. Ramos. "We bring businesses and organizations together that are all trying to help our community in one way or another."

The proceeds from the event benefit the Tooth Taxi and the Crook County Foundation, which supports Crook County on the Move, a local nonprofit focused on promoting movement and physical activity



ALL PHOTOS ON THIS PAGE - COURTESY OF RICK ASAI, DMD

in the community. The run also seeks to get kids involved and on the move, incentivizing young runners to participate by donating \$5 of their \$20 entry fee back to their school.

“My goal was to provide an example of something a dentist can do to positively impact their community,” said Dr. Ramos. “We should be ambassadors of more than just dental health in our own communities.”

Dr. Kristen Smith, a dental school classmate of Dr. Ramos, saw the success of his event in Prineville and set out to match his community’s enthusiasm with a similar event in her hometown: the Salem Paddy Pint.

“We felt like this provided an opportunity to reach out and do more in our community,” said Dr. Smith. “We wanted to help the Tooth Taxi and get our community together by doing something active.”

Having just completed its third year, the Salem Paddy Pint had a record 618 participants in 2019. All proceeds from the race will go to the Dental Foundation of Oregon (DFO).

“We’re not necessarily able to serve everyone in our community, but the race helps us meet our goal of helping other kids in our community we otherwise wouldn’t be able to,” said Kourtney, Dr. Smith’s office manager. “It has also allowed us to reach out to more than just the dental community. We’ve been working with other businesses in the area to get the word out.”

Dr. Smith also works with DFO’s school programs that serve local kids. She believes this work is important because it makes you a little more aware that, sometimes, kids aren’t able to get dental care simply because of transportation challenges or the financial ability of their parents to pay for dental services.

“Our Salem Paddy Pint gives us another way to help kids in all parts of Oregon by increasing access to dental care through the DFO and the Tooth Taxi,” said Dr. Smith. “I hope that events like this inspire more dentists to get involved in bettering our communities throughout Oregon.” ●



ALL PHOTOS ON THIS PAGE: PHOTOGRAPHY BY AMY NICOLE

Breathe New Life Into Your Retirement Plan!



Get the answers to all your questions concerning your practice and retirement:

- *How long will it take to sell my practice?*
- *What is happening in the marketplace?*
- *Should I bring in an associate or partner?*
- *What will my practice sell for?*
- *How can I maximize the value of my practice?*

Whether you are retiring soon or planning for the future, a no cost, no obligation meeting with Consani Associates Limited will provide you with valuable information from the people who know!



Phone: (866) 348-3800

Fax: (866) 348-3809

www.mydentalbroker.com

info@mydentalbroker.com



Paul Consani



Joe Consani



Wendy Hirai



Robert Hirai



Dr. Jared Franson

Benefit from our expertise when planning your retirement strategy!

Consani Associates Limited currently works with doctors actively looking to purchase practices in the states we serve – Oregon, Washington, Idaho, Montana, Wyoming, Alaska and Hawaii

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

Sharing a Holistic Approach to Preventive Care

By Jennifer Sitton

TO DR. CAROLINE DEVINCENZI, the best and most frustrating parts of dentistry are the preventive aspects of care. So many of the oral health challenges people face can be resolved by ensuring they have access to dental care earlier.

One way Dr. DeVincenzi is addressing this challenge is through her work with local nonprofit Familias en Acción. Familias' mission is to promote empowerment and holistic family well-being for Latinos through compassionate community engagement, education, research, and advocacy for social change. They are especially focused on chronic disease prevention and education, an aspect of their programming that Dr. DeVincenzi is helping advise.

Originally connected to the organization's executive director through her fiancé, Dr. DeVincenzi saw an opportunity to use her skills and expertise to further their mission and goals.

"I asked if they had any dental support and how I could partner with them to help further the work they're doing in the Latino community," said Dr. DeVincenzi. "We're working together to see how I can partner with them more formally to promote oral health and how we can create new plans to help the community improve their oral health."

A periodontal resident, one of her first conversations with Familias involved explaining the ties between periodontal disease and systemic health, including diabetes. By educating the organization about how oral health ties into the programs they already have, Dr. DeVincenzi has helped inform Familias' health care model and programming to integrate dentistry.

She also helped organize a cornhole tournament fundraiser for the organization last year, where participants competed



COURTESY OF CAROLINE DEVINCENZI

in the popular lawn game that involves throwing bean bags at a raised platform with a hole at one end. The tournament quickly caught the attention not only of local supporters of Familias, but also local professional cornhole players. In June, Dr. DeVincenzi will be supporting the organization's 10th Annual Latino Health Equity Conference, which provides a forum to focus on individual and community challenges around health equity.

"It's easy to give back when you're young and full of energy," said Dr. DeVincenzi. "But my goal is that wherever my career takes me after I complete my residency, I'll be able to provide services and periodontal exams for patients who don't have regular access to care. It goes a long way to have someone in your office or in your organization lead by example and donate their time. Whatever you're able to give or time you're able to donate, it makes a big difference." ●

The Dental Foundation of Oregon

Spirit Mountain Community Fund Gives DFO Grant for Tooth Taxi

Teri Barichello, Dental Foundation of Oregon Board President, and Amber Fowler, Dental Foundation of Oregon Executive Director, traveled to Grand Ronde in mid-March to accept a \$50,000 grant check from the Spirit Mountain Community Fund. Funds will be used to support the Tooth Taxi in its ongoing efforts to provide dental care to low-income and economically disadvantaged youth 5 to 18 years of age. On hand for the celebration were Kathryn Harrison, former Tribal Chair; Kathleen George, current Tribal Chair; and Mychal Cherry, Executive Director to the Spirit Mountain Community Fund. During the check presentation ceremony, the Community Fund distributed \$544,500 to 24 nonprofit organizations, bringing their total twenty-year giving to \$80,475,430!

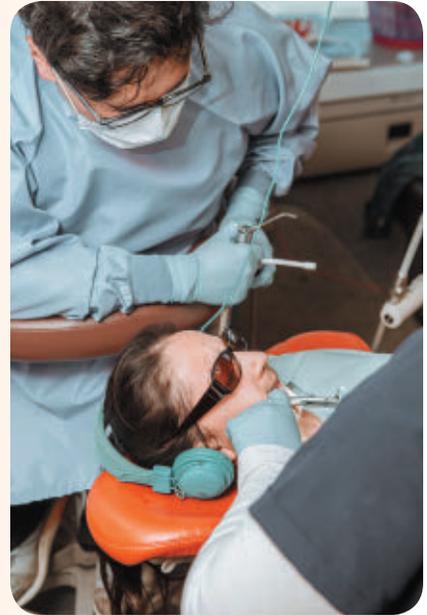


Be Sure to Join Us!

The 15th Annual Chip for Teeth Golf Tournament will be held Friday, June 14, 2019, at Langdon Farms, consistently recognized as one of Oregon's top-rated golf courses. Register your foursome here: <https://app.etapestry.com/onlineforms/OregonDental/2019ChipForTeeth.html>.

Dental Day at the Oregon State Capitol

On Tuesday, February 26, DFO and Tooth Taxi leadership joined our Oregon Dental Association colleagues for a day of advocacy at the Oregon State Capitol, educating legislators and their staff on critical issues impacting dentistry. Thank you to everyone who came out to spend time with us and learn more about the positive impact the Tooth Taxi and team have upon youth throughout our state.



ALL PHOTOS: PHOTOGRAPHY BY AMY NICOLE

2019 Salem & Prineville Paddy Pints

2019 St. Paddy Day Races Supporting the Tooth Tax were held in Salem (Saturday, March 16) and Prineville (Sunday, March 17) and were huge successes! In Salem, more than 650 participants celebrated the third annual event, as did more than 500 participants in Prineville! Thank you to everyone who came out to support their local community and the DFO on what were two sunny but chilly days in early spring. Special thanks to the entire team with Kristen Smith Family Dental Group in Salem, and Dr. Tony Ramos and team at Ochoco Dental for their enthusiasm and support of the Dental Foundation of Oregon!



PHOTOGRAPHY BY AMY NICOLE



RICK ASAI, DMD



RICK ASAI, DMD

TOOTH TAXI STATISTICS (September 2008 — March 2019)

22,012 Students received **dental screenings**

12,701 Students received **dental appointments** on the Tooth Taxi

23,266 Students received **oral hygiene education** in the classroom

\$7,353,548 Value of **free dental care** provided

SOCIAL MEDIA — Find Us. Follow Us. Like Us.

-  Twitter — www.twitter.com/ToothTaxi
-  Facebook — www.facebook.com/DentalFoundationofOregon
-  Instagram — www.instagram.com/toothtaxi 

Thank You

to Our 2019 Sponsors

Platinum Sponsors



ASTRA
PRACTICE PARTNERS



Delta Dental of Oregon

Gold Sponsor

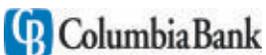


The Dentists
Insurance
Company

Silver Sponsors



From DentaQuest



Bronze Sponsors



Speaker Sponsors



Connect
Learn
Grow

Learn more at
oregondentalconference.org.



Firefighter, EMT, and Combat Dentist: Casey Norlin, DMD

By Melody Finnemore

CASEY NORLIN, DMD, HAS WANTED TO BE a dentist for about as long as he can remember. He grew up in Colton, helping care for the horses in his family's equestrian facility as well as working in their fruit orchards, farming and logging. He recalls making mud pies as a young boy when his mother asked him what he wanted to do when he grew up. Dr. Norlin told her he wanted to be a dentist.

"I was always interested in the medical field, helping people, and I enjoyed working with my hands so I was drawn into dentistry," he said.

He graduated from the Oregon Health & Science University School of Dentistry in 2016 and is a general practitioner with Clackamas County Health Centers. Dr. Norlin said extractions are the most rewarding aspect of his work. After each successful appointment, a joke among his colleagues is, "Well, that's one less tooth the county's got to worry about."

"I could do them all day. The tooth is gone, the patient will never have that pain again, and you can feel really good about that," he said.

During college, Dr. Norlin learned about an opportunity to serve in his community as a volunteer firefighter/EMT. Although he had never been interested in the fire service as a career, he was intrigued by the idea of volunteering to fight fires and helping people with emergency medicine skills.

After graduating from a firefighting academy, Dr. Norlin began his volunteer firefighting for the Colton Rural Fire District in the spring of 2011 and still volunteers to this day. "I joke and say dentistry and firefighting are similar in that they both deal with inflammation," he said.

Although it is hard to describe having an occupation where one is called at all hours of the day or night to approach a hazardous environment where everyone else is running out, he said, it is a sobering thought to



consider the health risks and hazards one can be exposed to while doing a service for others.

“It’s been quite an experience, and I’m probably one of the few dentists who looks at things with a different perspective because of my work in emergency medicine,” he said. “It has its challenges, too. Having your patients die in your arms when you are doing your best to save them on the side of the highway, 911 calls from the same drug abusers over and over again, spending part of your Christmas seeing a child shot in the face, digging the bullet out of the wall and then picking the deciduous teeth off the ground. It can be hard physically, mentally, and spiritually at times, but in another person’s moment of hell you get to be their guardian angel, which is priceless.”

Dr. Norlin was doing a rotation in a local hospital as he was training to become an advanced EMT, and the staff didn’t yet know he was a dentist.

One patient was bleeding from the mouth, and Dr. Norlin learned he had had a tooth extracted and the pocket was bleeding due to blood thinners. He let the patient’s doctor know that he was a licensed dentist and asked the ER doctor how he would treat it. After the doctor proposed a treatment plan, he asked Dr. Norlin how he would treat it. Dr. Norlin proposed some options, concluding with “or, you could always have the patient bite down on a damp tea bag,” which the doctor proceeded to do.

“There I was a student from a community college cleaning hospital beds 20 minutes earlier and then I was giving the ER doctor medical advice,” he said. “It makes you realize you shouldn’t ever judge someone by their appearance or where they come from.”

Dr. Norlin’s longtime interest in the military led him to join the Oregon National Guard in 2017. He is the only dentist serving the 41st Infantry

Brigade Combat Team and is one of only several dozen dentists assigned to a combat unit in the U.S. Army.

Dr. Norlin said he enjoys the adrenaline rush of flying in a Black Hawk helicopter, learning tactical skills, pushing his body to the limits physically, and providing his best medical care to his soldiers. During a recent training in California, the scenario was that the unit’s medical station was overrun and Dr. Norlin was the only provider who was not “killed” in the attack. He managed to steal a faux attacker’s machine gun and ran out to defend the aid station, earning the nickname “Combat Dentist.”

“That was a pretty funny story, and I tell people you should want me on your combat team because I’m pretty good at headshots, no pun intended,” he said.

When Dr. Norlin is not working, he enjoys riding horses, hiking, reading, working out, and spending time with family and friends. 🍷



THANK YOU U.S. REPRESENTATIVE PETER DEFAZIO

FOR FIGHTING TO BRING
COMPETITION TO THE
HEALTH CARE INSURANCE
MARKETPLACE THAT HELPS
OREGON HEALTH CARE
PROVIDERS AND THEIR
PATIENTS.



ASSOCIATES WANTED

Are you ready for a new career opportunity? After 40 years in the dental industry, Dr. V. Kim Kutsch is looking to transition out of private practice over the next 1-2 years. Kutsch and Renyer Family and Cosmetic Dentistry is known for excellence in the dental community, has a dedicated long-term staff and a large loyal patient base. If you have an impeccable work ethic, embrace modern dentistry, and enjoy high level CE, we would love to speak with you. Timetable and terms are flexible for the right person. DETAILS: Large private practice, office hours Mon-Thurs 7:30-5:00. Partnership possible for the right candidate. REQUIREMENTS: Oregon Dental license, passion for clinical excellence, strong communication skills to achieve patient trust and rapport, excited about dental innovation and implementation. Interested candidates, please forward a CV to Lisa@kandrsmiles.com for confidential consideration.

Endo associate needed in sunny southern Oregon. Long-standing endo practice with plenty of room and microscopes. For information, contact Megan Urban at megan@omni-pg.com or call 503-830-5765. (OD126)

ASSOCIATE SOUTHERN OREGON Larger, established practice looking for associate with future buy-in potential. Ideal candidate would be able to do most Endo procedures. Owner was a Spears Mentor for 10 years and Cerec is available. Benefits: malpractice and medical insurances, 401K, and CE allowance. Contact Megan at 503-830-5765, megan@omni-pg.com. (OD116)

ASSOCIATE SALEM, OREGON Associate position. Large free-standing building with 1 GP, 1 endodontist, and 1 periodontist. Has been a dental office for 40 years. Tiered compensation package and potential equity interest. Contact Megan Urban, 503-830-5765, megan@omni-pg.com. (OD117)

Associate positions in Salem, Albany and Roseburg. FFS, well-established 2 locations expanding the brand to Salem, Albany Roseburg. Beneficial to confidently perform endo, oral surgery, surgical implants. Contact Megan@omni-pg.com, 503-830-5765. (OD122)

Successful multi-dentist office seeking an associate that's interested in a potential buy-in in the future. Great group of doctors, staff & patients looking for the right doctor to join our fabulous office. New graduates welcome to apply, but we are seeking someone that is skilled in extractions, endo and comfortable with removable. 2 days in Salem and 1 day in Sherwood office & coverage for any time off other doctors are taking if you want. The income is competitive, mostly fee for service, 30% production, 401k (4% match), Medical & Dental, PTO, Mentorship, Life Ins, potential buy-in & first right of refusal on building. E-mail owner to resumes@wscott.com for more information & to visit our wonderful offices.

Degree in Dentistry (DMD or DDS)

Current Oregon Dental License with Nitrous Oxide or Minimal Sedation

No history of any issues with the Dental Board

Current BLS or ALCS

Current DEA License

PRACTICES FOR SALE

Calling all General & Specialty Dentists! Does your office look and smell like a dental office? Time to treat yourself and patients to a modern, refreshing dental experience with views of Puget Sound from every window. This fully loaded, turn-key office in Mukilteo, WA, 3 ops (plumbed for 4th), low monthly rent and potential 100% financing through BofA. High visibility, 1 mile from Boeing. Building owner open to selling property. Contact: Lindsey Pierce 425-466-8595.

Portland building and fee for service oral surgery practice for sale collecting about \$860,000 on 2 days per week. Building newly remodeled. Contact Megan at 503-830-5765; megan@omni-pg.com. (OD125)

Southern OR Dental, Denturist Practice, Building for sale. Mostly C/B, extractions, bone grafts, dentures. 6 ops. CBCT, 2 soft tissue lasers. 1900sf building, large parking lot. Contact megan@omni-pg.com, 503-830-5765. (OD127)

SOUTHERN OREGON — GP practice and building for sale collecting \$527,000 in 180 days. Beautifully updated, great location! 5 ops — 4 equipped, 1 plumbed. For more information, contact Megan at megan@omni-pg.com or call 503-830-5765. (OD110)

NE Portland Practice and Building — Charming, impeccably maintained building off I-84 — great visibility. 3 ops, Daisy, onsite parking, potential option to expand. All perio, endo, surgery, ortho referred out. Dedicated team prepared to help new dentist grow the practice. Contact megan@omni-pg.com 877-866-6053. (OD113)

Endo Practice For Sale in Southern Oregon. Annual collections of \$600,000 on 100 days of work. Incredible potential for growth. Doctor will introduce you to all referrals. Asking \$300,000. Email Megan@omni-pg.com for info. (OD105)

EAST VANCOUVER Mid-sized practice in popular area. 4 equipped in about 1800 sf. Marius equipment, digital, Dentrrix. Ideal for second location or an affordable place to grow. All endo, ortho and implants are referred out. 10-15 new patients/mo via Google and insurance. 2017 collections around \$300K. Contact 503.830.5765, megan@omni-pg.com. (WD239)

SALEM, OREGON Extraction Clinic — Retiring oral surgeon has been in same location over 20 years. Patient referrals from a large area and from 2 denturists. Cash only practice, collecting about \$320 per hour for simple extractions. Asking \$60,000. Contact Megan Urban for more information — megan@omni-pg.com/503-830-5765. (OD120)

McMinnville Heart of Wine Country — Cozy, 3 operator, digital, “bread and butter” practice. Team has been together for around 20 years and would like to work more. 2017 collections around \$243,000, room to grow! Lease space is zoned medical/dental only. Contact megan@omni-pg.com; 503-830-5765. (OD123)

Oregon-Practices for Sale -Columbia River Scenic Area has a General practice for sale. Practice collected \$726k in 2018, working 3 days per week! For additional details contact Lynne or Donna at Practice Management Associates 888-762-4048 or info@practicemanagementassociates.org www.practicemanagementassociates.org.

SPACE AVAILABLE/WANTED

For sale or lease: 1200 sq. ft., 3 operator, dental office in Lakeview, Oregon-population 2800-with surrounding of 10,000. This downtown, corner location, and practice, has served the community for 65 years. Only 1 other fee-for service dentist serves this area. For info: contact: Pat Sabin DMD-541-947-3035.

LIST OF MEDICAL/DENTAL BUILDINGS FOR SALE OR SPACE TO LEASE We have an updated list of medical/dental buildings for sale in Clackamas, Multnomah, Washington, Yamhill, Marion and Polk Counties. Building range from 2,000 sq. ft. to 20,000 sq. ft. Some have existing dental space already plumbed. Contact Megan at megan@omni-pg.com.

NE Portland/Montavilla Dental, Dental Lab, Denturist or Vet building for sale 1,652 sq ft on Glisan at I-205, great visibility 4 ops/exam rooms, very large lab 4,268 SF lot. Contact Megan Urban at megan@omni-pg.com; 503-830-5765 for details. (OR101)

NE Portland — Charming and impeccably maintained 1 story wood free standing building with parking lot. Great visibility, right off I-84. Currently used as dental practice with 3 operatories. If used for another purpose, could be 5 exam rooms or offices. Contact Megan Urban, megan@omni-pg.com; 503-830-5765. (OR102)

Albany — 4 op building for sale in Albany near hospital and related services. Parking, street signage exposure. 2,025 square feet. Has been dental office 43 years. Contact Megan@omni-pg.com for more information. (OD108)

Thank You

to the advertisers who helped make this publication possible.



You have goals.
PARAGON can help you reach them.

Are you thinking of buying a dental practice, merging, or selling your practice? The future you want is closer than you think. Our guidance makes all the difference.

Take your next step with confidence. Call PARAGON today

Your local PARAGON dental transition consultants
Reed and Julie Coombs

PARAGON
DENTAL PRACTICE TRANSITIONS

866.898.1867 info@paragon.us.com paragon.us.com

You focus on the health
of your patients. We'll focus
on the health of your finances.

When you're running your own
practice, it makes all the difference
to work with a banking team who
understands your industry.

With local experience, supported
by the strength of our community of
banks, we look forward to helping
your business grow. Contact us at
OregonDental@HeritageBankNW.com
or 503.306.5419.



Heritage
BANK

HeritageBankNW.com | Member FDIC 



INDEX TO ADVERTISERS

BUSINESS BANKING

Columbia Bank	6
www.columbiabank.com	
Heritage Bank.....	34
www.HeritageBankNW.com	

DENTAL BROKERS

Consani Associates, Ltd	24
www.mydentalbroker.com	
Paragon Dental Practice.....	33
www.paragon.us.com	
Professional Practice Specialists	13
www.practicesales.com	

DENTAL INSURANCE

TDIC.....	4
www.dentistsbenefits.com	

DENTAL LABORATORIES

Artisan Dental Lab.....	Inside Front Cover
www.artisandentalgolf.com	
Assured Dental Laboratory, Inc.....	8
www.assureddentallab.com	
O'Brien Dental Lab, Inc.....	10
www.obriendentallab.com	

EMPLOYMENT OPPORTUNITIES

Kaiser Permanente Dental Care Program	13
www.pda-dental.com	

FULL-SERVICE DENTAL

Willamette Dental Group	7
www.willamettedental.com	

HUMAN RESOURCES

Astra Practice Partners	Inside Back Cover
www.astrapracticepartners.com	

PRACTICE SALES

AFTCO	34
www.aftco.net	
Omni Practice Group	21
www.omni-pg.com	
Practice Management Associates LLC.....	Outside Back Cover
www.practicemanagementassociates.org	

TRANSITION & MANAGEMENT CONSULTANTS

HELP Appraisals & Sales.....	14
www.adstransitions.com	
Henry Schein, Inc.	12
www.henryscheinppt.com	

AFTCO

TRANSITION CONSULTANTS
Since 1968

**50 years
strong**
1968-2018

When success matters . . . you can depend on AFTCO, the oldest and largest dental practice transition consulting firm in the United States. AFTCO offers more than 150 practice transition programs custom designed to provide every dentist with a more secure future and a well-earned Quality of Life. Let our 50 years of experience provide you with the direction you need to make the most of your future.

www.AFTCO.net | 800.232.3826



ASTRA
PRACTICE PARTNERS

Reduce your admin workload & boost your bottom line

Let Astra Practice Partners take care of your back-office needs so you can spend more time on the revenue-generating side of your practice.

Our dental HR solutions include:



Payroll



Employee relations



Recruitment



Federal & state
compliance



Employee
benefits



Employee
Handbook

Learn more about how we can help.
Call us today at 800-368-6401.

astrapracticepartners.com

4.0 Transitions by



If you are planning to sell within the next five years, allow us to take you to lunch to discuss how to begin positioning your practice for a future sale.

When selling your dental practice, we understand the importance of crossing the finish line unscathed with goodwill intact. We equip our clients with the knowledge and support they need to make solid decisions that will ensure their desired outcome while leaving the practice in a position to thrive.

Our Team



Lynne Nelson
Co-Founder

As your trusted advocate and confidant, allow my 20 years of practice valuation, transition, and banking knowledge secure a predictable transition for you.



Donna Carlson Lowell
Co-Founder

I thrive on guiding practices to reach their potential and equipping the dentist with the leadership skills needed to build an environment which creates loyal employees and patients.



Denise Jones
Client Coordinator

I have been working with dentists for over 20 years and I understand your business model. Allow me to help coordinate your optimal transition.

(888) PMA-404U or (888) 762-4048

info@practicemanagementassociates.org • www.practicemanagementassociates.org