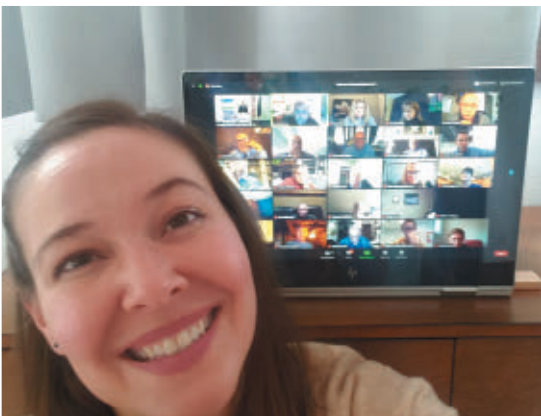


# 2020 ODA HOUSE OF DELEGATES



Congratulations  
to the  
2020 Tom Tucker  
Humanitarian Award  
Recipient,  
Dr. James Smith

# CONNECT WITH US

Welcome to the world of digital dentistry...  
It all starts here.



Digital impression systems replace PVS impression materials with highly detailed scans of the patient's teeth and gingival tissue. This provides less discomfort for the patient while eliminating variables associated with traditional impressions such as bubbles, pulls, and voids. The accuracy of digital impressions also helps eliminate remakes and reduces seating appointment time.

**CONNECT WITH US BY SENDING YOUR SCANS TO**  
**scanner@artisandental.com**  
**THROUGH THE SYSTEM'S CONNECTION PORTAL OR DIRECTLY BY EMAIL.**



**503.238.6006 800.222.6721**  
**CALL JOE WITH ANY**  
**QUESTIONS AT EXT 247**

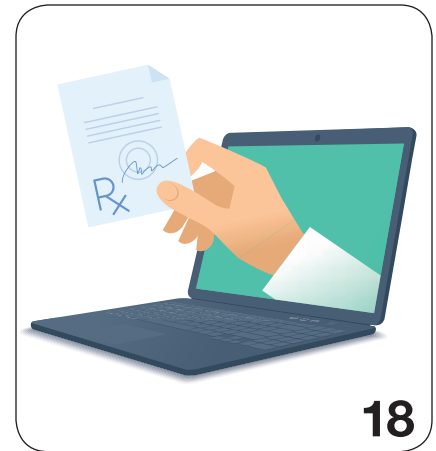
2532 SE HAWTHORNE BLVD, PORTLAND OR 97214  
**WWW.ARTISANDENTAL.COM**



**INSIDE THIS ISSUE**

## FEATURES






- 14 HOUSE OF DELEGATES RECAP**
- 18 SURPRISING WAYS E-PRESCRIBING CAN SPEED UP YOUR WORKFLOW**
- 20 JOIN ODA EXPERTS FOR A SPECIAL FALL WEBINAR SERIES!**
- 24 THE DENTAL FOUNDATION OF OREGON**
- 28 THE ODA WELCOMES INCOMING RESIDENTS**
- 29 COVID-19 RESOURCES**



## DEPARTMENTS

- 5 GUEST EDITORIAL**
- 7 NEW MEMBERS**
- 9 EVENTS AND EDUCATION**
- 11 ODA MEMBER BENEFIT OF THE MONTH**
- 31 STATEMENT OF OWNERSHIP**
- 33 CLASSIFIED ADS**
- 34 INDEX TO ADVERTISERS**


### Connect Online

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

*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 at [info@oregondental.org](mailto:info@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**  
ASSOCIATION 8699 SW Sun Pl, Wilsonville, OR 97070, 503-218-2010 | 800-452-5628, [info@oregondental.org](mailto:info@oregondental.org), [www.oregondental.org](http://www.oregondental.org).

PUBLISHED NOVEMBER 2020/ODA-M1120/2056 *Membership Matters* (ISSN 1082-4111) (USPS-905060) is published monthly (except January, July and October) by the Oregon Dental Association, 8699 SW Sun Pl, Wilsonville, OR 97070. All statements of opinion and of alleged fact are published on the authority of the writer under whose name they appear and are not to be regarded as the views of the ODA or its subsidiaries or affiliates. Subscription to *Membership Matters* is a member benefit of the Oregon Dental Association. The annual subscription rate for nonmembers is \$40. Single copies may be purchased for \$5 each.

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 Robyn Mourant at 1-800-796-2638, ext. 4324, or [rmourant@naylor.com](mailto:rmourant@naylor.com).

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2020. 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 Pl, Wilsonville, OR 97070; 503-218-2010 or 800-452-5628 (toll-free in Oregon).

Published by  **NAYLOR** 1430 Spring Hill Road, 6th Floor, McLean, VA 22102, Tel: 800-369-6220 [www.naylor.com](http://www.naylor.com), **Publisher** David Freeman **Editor** Russell Underwood **Marketing Associate** Larissa Flores **Book Leader** Robyn Mourant **Sales Representatives** Bryan Agnes, Krys D'Antonio **Project Coordinator** Tracy Venzen **Layout and Design** Manish Dutt Sharma

COVER IMAGES: COURTESY OF OREGON DENTAL ASSOCIATION

**HERE'S TO 26 CONSECUTIVE YEARS  
RATED A (EXCELLENT) BY AM BEST**

HERE'S TO PROTECTING DENTISTS AND ONLY DENTISTS  
RELENTLESS PURSUIT OF NEW WAYS TO REDUCE YOUR RISKS  
FAIR RATES AND UNFLINCHING PROTECTION

**SINGULAR FOCUS  
EARNED TRUST  
COLLECTIVE STRENGTH**

PERSONAL SERVICE • UNPARALLELED EXPERTISE  
EMPOWERING YOU TO PRACTICE WITH CONFIDENCE  
TRAILBLAZING LEADERSHIP BY VISIONARY DENTISTS  
UNDIVIDED ATTENTION • DELIVERING ON OUR PROMISES

**HERE'S TO BEING IN YOUR CORNER  
FOR 40 YEARS AND COUNTING**



**Protecting dentists. It's all we do.®**

800.733.0633 | [tdicinsurance.com](http://tdicinsurance.com) | Insurance Lic. #0652783

  @TDICInsurance



# Dentistry Is Essential for Now

The following is a guest editorial submitted by ODA member Dr. Caroline Zeller. Guest editorials should be 600 words, and can be submitted for review to ODA Editor, Dr. Alayna Schoblaske ([aschoblaske@gmail.com](mailto:aschoblaske@gmail.com)).



By Caroline Zeller, DDS

## IN 2010, THE AFFORDABLE CARE ACT

(ACA) required that all insurance plans include ten essential health benefits. The message this mandate sent to Americans was that these ten health benefits were specifically selected because they are essential to your health and well-being, and policymakers knew that the best way to ensure access to them is by requiring they are covered. As an American it would be logical to conclude that the services covered by my insurance plan should be prioritized. The services should be valued, because the healthcare community and government selected them for this purpose. One of these ten essential services was pediatric oral healthcare. Adult oral healthcare services, however, was not included. Was this because the medical community didn't think it was essential? Or was it because our profession chose to prioritize the current fee-for-service model over providing care for more Americans?

In August, ADA President Dr. Chad Gehani publicly stated that dentistry is essential healthcare. Then, an interim policy was released by the ADA, defining essential dental care and stating that it should continue to be delivered during these times.

Since when have we believed dentistry is essential healthcare? If we had believed that in 2010, we would have fought to include oral healthcare for children *and* adults in the ACA's ten essential health benefits. So why now? If dentistry is defined as essential healthcare, might we qualify for certain types of COVID-related financial assistance? Will we have better access to PPE or future vaccinations? Will we be supported by the CDC and other agencies in keeping our practices open? Or is it because we truly believe that oral healthcare is suddenly essential to Americans' overall health and well-being? Is it because we know that, if our profession publicly states that we believe it

is essential, then our patients will be able to access care, even during a pandemic?

I want to believe that the interim policy was motivated by all of these reasons, because each is important and good. The cognitive dissonance rests in the following question: Is dentistry essential healthcare ONLY when it benefits us as a profession? Stating "essential" implies that we believe all Americans should value and have access to oral healthcare. So shouldn't we be willing to promote policies that advance these objectives? Expanding Medicaid, including dental benefits in Medicaid plans, and reauthorizing the CHIP program, have increased the number of dentists seeing publicly insured patients, thus increasing dental visits for vulnerable populations. These are the kind of big policy decisions that produce a real, meaningful impact on Americans. These policies align with the statement that dental care is essential healthcare. And yet, policies like adding a dental benefit to Medicare to increase access for our older patients or creating a midlevel provider to address provider shortages for underserved populations are not supported by organized dentistry's leaders. Isn't that hypocritical? How can we think dental care is essential but not support policies that improve access to said "essential care"? I am not implying it's that simple. I am implying it's that hypocritical.

Chaos has a way of making us question who we are and what we want to be as a profession. COVID-19 has certainly been chaotic and has forced us to find new ways to train our students, access our patients, and provide dental care. I believe many of these innovations will transcend into our post-pandemic world. Today, we are motivated by keeping our practices open, and so today we would like to be "essential." I wonder what we'll decide to be tomorrow. 🌐

*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.*

Assured Dental Lab is committed to business as usual...  
putting our customers first!



# Aesthetic



**Strength + Beauty**  
Zirconia...at its finest

**Aesthetic Z+** is the revolutionary formulation of dental zirconia that dentists prefer! The superior flexural strength of 1250 Mpa results in fewer fractures and the optimal translucency, superior shade matching and consistency yields beautiful restorations, case after case. **Prescribe Aesthetic Z+ today and enjoy natural-looking dentition and long-lasting results!**



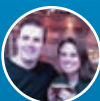
#### Dr. Seth Monson

*Crowns fit A+ and Steve/Erik are amazing on the customer service side!*



#### Dr. Todd Gifford

*For several years, this dental lab has consistently delivered high quality work for me. Eric provides quality service, working closely with me with great communication and accommodation, so that I can give my patients the best possible care, even in emergency situations that require faster than usual turnaround times. Highly recommend!*



- 45% Translucency
- Flexural Strength of 1250 Mpa
- Transitionally Shaded for Beautiful Aesthetics
- Single Crowns & up to 14-Unit Bridges
- Viable for Anterior & Posterior Regions



**Accepting digital scans**

**Assured Dental Lab<sup>®</sup>**

**877.283.5351**

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

Quality Products at Amazing Prices. Case after Case.



# Welcome *New ODA Members!*

**Matthew Bahen, DMD**

Lane County Dental Society

**Vashti Bueso, DDS**

Clackamas County Dental Society

**Manu Chandhry, DDS**

Marion & Polk Dental Society

**John Luke Covalt, DDS**

Central Oregon Dental Society

**Shepard DeLong, DMD**

Clackamas County Dental Society

**Samuel Elcik, DMD**

Central Oregon Dental Society

**Barry Katzen, DDS**

Clackamas County Dental Society

**Caitlin Konicek, DDS**

Umpqua Dental Society

**Atef Masak, DDS**

Clatsop County Dental Society

**Koichi Saito, DMD, MS**

Multnomah Dental Society

**Brian Work, DMD**

Lane County Dental Society

**Sumra Zaidi, DDS**

Marion and Polk Dental Society



**SAVE *The* DATE**

**2021 ODA Dental Day at the Capitol**  
Thursday, February 4, 2021

Save the date to join your ODA colleagues in a day of advocacy at the state capitol educating yourself, legislators, and their staff on critical issues impacting dentistry.

# 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 **49 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](http://www.ADStransitions.com)

PRACTICE TRANSITIONS MADE PERFECT!™



# Events & Education Component CE Calendar



Calendar provided by Mehdi Salari, DMD

Due to the COVID-19 pandemic, events may be altered or postponed. Please visit the host dental society website for the most up-to-date information.

Date	Host Dental Society	Course Title	Speaker	Hours CE	Location	More Information
12/02/20	Multnomah	Restorative Course	Carmen Pheifer, DDS	2	Portland (OHSU – SOD)	Portland (OHSU – SOD)
01/20/21	Multnomah	Periodontal Presentation	Ted Weesner, DDS	2	TBD	multdental@aol.com or lora@multnomahdental.org
01/26/21	Clackamas	Medical Emergencies & Nitrous Oxide	Dr. Erik Richmond	4	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
02/23/21	Clackamas	Cultural Competency	Carol French	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
03/10/21	Multnomah	Prosthodontics	Dr. Larry Over	2	TBD	multdental@aol.com or lora@multnomahdental.org
03/16/21	Clackamas	Endodontic Presentation	Dr. Geoff Clive	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
05/25/21	Clackamas	Risk Management	Chris Verbiest	3	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com

Find this calendar online at [www.oregondental.org](http://www.oregondental.org). Click “Meetings & Events” > “Calendar of Events”.

Due to the COVID-19 pandemic, many component meetings were canceled or postponed. Looking for additional ways to get CE? The American Dental Association has a large collection of webinars and on-demand video learning opportunities available, many of which are free to members. Visit [adaceonline.org](http://adaceonline.org) to catch up on the latest offerings on your own schedule. ●



# 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](https://ColumbiaBank.com/dental) or call 503-478-1740.

## e-Prescribe with ODA Endorsed Service iCoreRx to Remove Time-Consuming & Costly Factors from Your Routine.

### SPEED UP YOUR WORKFLOW WITH SECURE AND

compliant iCoreRx electronic prescribing software. ODA is proud to announce that iCoreRx is our newest Endorsed Service.

Your monthly subscription to iCoreRx includes key integrations. These automations speed up your prescription process, remove human error, and reduce the risk of opioid misuse.

iCoreRx is a low-cost, fully compliant way to save you time by auto-filling patient information right from your practice management system. It automatically puts contra-indications and allergy information at your fingertips while clearly communicating selection and dosing information.

iCoreRx is cloud-based and HIPAA-compliant, allowing you to e-Prescribe securely from your office computers, laptops, tablets, or mobile phones. No matter what type of medication you need to prescribe, or where you are, you can provide compliant care with convenience to you and your patient. Your staff can still prepare the prescription for you to review, approve, and send with a click.

If you write prescriptions for controlled substances, you know that checking the Oregon Prescription Drug Monitoring Program (PDMP) is an important way to help control opioid abuse. Now, you can directly access the PDMP through iCoreRx to complete a controlled substance prescription history check in just one or two clicks.

iCoreRx is a cloud-based product from iCoreConnect. The team at iCoreConnect develops a range of cloud-based software to enhance your practice's productivity, patient care, and profit.

e-Prescribe on any computer or device...faster than ink can dry. iCoreRx brings the disparate steps in your prescription writing process into one place. With every iCoreRx subscription, you receive your own iCoreConnect advocate to lead you through the setup and registration process. Phone and online chat support are always included at no extra cost. Learn more, book a demo, and take advantage of special ODA Endorsed Service pricing at [iCoreConnect.com/oregon](https://iCoreConnect.com/oregon), or call 888.810.7706 ext 1. ●







Please help us welcome Dr. Ralph M. (Mike) Shirtcliff of Redmond, Oregon to the Consani Associates Brokerage Team. Dr. Shirtcliff direct: (541) 680-9028

I hope this message finds you and your family well. We are advising buyers to take this time to find an opportunity that looks to be of interest then visit the practice and the community. If the practice looks like it is a good fit, many of our selling dentists are willing to structure a sale, including financing, leases and closing documents, and then wait to close when you say that you are ready.

We are doing everything we can to take advantage of the fact that doctors have the time to research opportunities and to prepare for the next steps towards practice ownership.

Serving Oregon, Washington, Idaho, Montana, Alaska and Hawaii.

Call us at (866) 348-3800 to discuss possibilities.

**2020-2021  
ODA BOARD OF TRUSTEES**

PRESIDENT

Brad Hester, DMD  
Central Oregon Dental Society  
bhester8@gmail.com

PRESIDENT-ELECT

Calie Roa, DMD  
Southern Oregon Dental Society

SECRETARY-TREASURER

Cyrus Javadi, DDS  
Clatsop County Dental Society

AT-LARGE MEMBERS

Jared Adams, DDS  
Central Oregon Dental Society  
Normund Auzins, DDS  
Multnomah Dental Society  
Amberena Fairlee, DMD  
Central Oregon Dental Society  
Denise Gates, DMD  
Clackamas County Dental Society  
Mark Miller, DMD  
Yamhill County Dental Society  
Mark Mutschler, DDS, MS  
Clackamas County Dental Society  
Michael Naughton, DMD  
Multnomah Dental Society  
Kevin Prates, DDS  
Mid-Columbia Dental Society  
Olesya Salathe, DMD  
Clackamas County Dental Society  
Frances Sunseri, DMD  
Clackamas County Dental Society

ASDA REPRESENTATIVE

Rachel Wittenberg  
Trustee

ADA DELEGATES AT LARGE

Eddie Ramirez, DMD  
Multnomah Dental Society  
Caroline Zeller, DDS  
Multnomah Dental Society

NON-VOTING MEMBERS

Alayna Schoblaske, DMD  
Southern Oregon Dental Society  
*Editor*  
aschoblaske@gmail.com  
Scott Hansen, DMD  
Multnomah Dental Society  
*Speaker of the House*



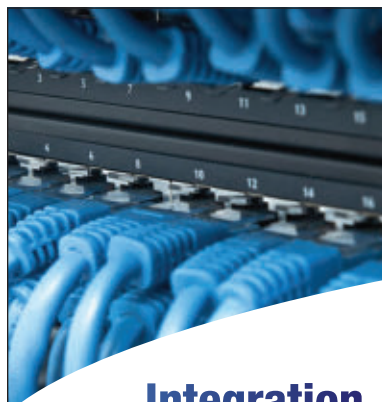
**OUR PACIFIC NORTHWEST GENERAL DENTISTS AND SPECIALISTS ENJOY:**

- 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](http://WWW.PDA-DENTAL.COM)  
PHONE: 503-813-4254  
EMAIL: [PDAJOBS@KP.ORG](mailto:PDAJOBS@KP.ORG)

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



**Your Dental IT Specialists**

**REMOTE E-BACKUP SERVICE**

Our specialized, dental specific Off-Site HIPAA compliant backup service delivers the peace of mind you need.

**NETWORK INSTALLATION**

Den-Tech has a decade of experience implementing countless dental technology systems.

**PROJECT PLANNING**

Let our experienced team assist in planning the perfect technology solution for you.

**SYSTEM SUPPORT**

Our expert staff will help your network run at peak performance year after year.

**SERVICE RATE**

\$99 / per hour. Servicing available 7 days a week.



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

Covering all of Oregon and Washington.

# House of Delegates Recap

**THE ODA HELD THE FIRST EVER VIRTUAL** House of Delegates on Saturday, September 26, 2020, via Zoom. At the event, 73 delegates, ODA Board of Trustees members, and special guests discussed important issues impacting the Oregon Dental Association and the profession of dentistry. Thank you to all those who participated in the 2020 ODA House of Delegates – your time and service are greatly appreciated!

## *In Memoriam*

The Oregon Dental Association expresses sorrow at the passing of the following individuals since August 2019. In some cases, where the date of death was prior to August 2019, the ODA was notified after the 2019 House of Delegates.

- Gerald Bowerly Jr., DMD - Marion and Polk Dental Society
- Ben Bryan, DMD - Central Oregon Dental Society
- Richard Calvo, DDS - Southern Oregon Dental Society
- John Derbyshire, DDS, BDS - Washington County Dental Society

- Edward Gesley, DMD - Clackamas County Dental Society
- John Hamlin, DDS - Washington County Dental Society
- E. Hugh Hinds, DMD - Multnomah Dental Society
- Larry Kerr, DMD - Multnomah Dental Society
- William McChesney Jr., DMD - Lane County Dental Society
- Conor McNulty, CAE - ODA's Immediate Past Executive Director
- Frank Morris Jr., DMD - Southern Willamette Dental Society
- Carl Perkins, DMD - Multnomah Dental Society
- Richard Stowell, DDS - Washington County Dental Society
- Ronald Jess Trotman, DMD - Multnomah Dental Society
- Charles Wold, DMD - Marion and Polk Dental Society

## *Election Results*

The following individuals were elected by the House of Delegates to serve on the Board of Trustees, Leadership Development Committee,

as Secretary Treasurer, and as ADA Delegate at Large. Congratulations on your appointments!

- Normund Auzins, DDS: ODA Trustee, four-year term
- Andrea Beltzner, DMD: Leadership Development Committee, three-year term
- David Dowsett, DMD: Leadership Development Committee, three-year term
- Denise Gates, DMD: ODA Trustee, four-year term
- Cyrus Javadi, DDS: ODA Secretary Treasurer, three-year term
- Tysa Judd, DMD: Leadership Development Committee, three-year term
- Michael Naughton, DMD: ODA Trustee, four-year term
- Eddie Ramirez, DMD: ADA Delegate at Large, three-year term
- Olesya Salathe, DMD: ODA Trustee, four-year term
- Jossi Stokes, DDS: Leadership Development Committee, three-year term



Dr. Jared Thompson



Dr. Kent Zerr





### Presidential Citations

Presidential Citations were presented to the following individuals for their significant contributions to the ODA and the dental community.



Normund Auzins, DDS



Bruce Burton, DMD



Noel Larsen, DMD



Jennifer Lewis-Goff, MPA

### Tom Tucker Humanitarian Award



Dr. Smith and Dr. Asai

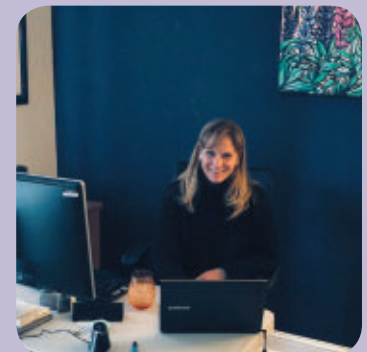


Dr. James Smith

The Tom Tucker Humanitarian Award is the highest humanitarian and service award for the dentists of Oregon, awarded to those who mirror the image of Dr. Tom Tucker with a can-do attitude and a genuine desire to serve the common good. The 2020 Tom Tucker Humanitarian Award was presented to Dr. James Smith. Thank you for your contributions and service to the dentists of Oregon and your community!



Dr. Fred Bremner



Dr. Jossi Stokes

### *Leadership and Service Pins*

Leadership Pins were presented to the following individuals completing a term as a council or committee chair, officer, or trustee.

- Jason Bajuscak, DMD:  
Board of Trustees
- Scott Hansen, DMD:  
Secretary Treasurer & Legislative Task Force Chair
- Brad Hester, DMD:  
President Elect
- Cyrus Javadi, DDS:  
Board of Trustees
- Joe Jenson, DMD:  
Annual Meeting Council Chair
- Jim McMahan, DMD:  
ADA Delegate at Large
- Eddie Ramirez, DMD:  
New Dentist Council Co-Chair
- Jossi Stokes, DDS:  
Leadership Development Committee Chair
- Deborah Struckmeier, DMD:  
Board of Trustees
- Barry Taylor, DMD: President
- Brad Thomson:  
Board of Trustees

Service Pins were presented to the following individuals completing a term as a council, committee, or task force member.

- Andera Beltzner, DMD:  
Leadership Development Committee
- Lisa Bozzetti, DDS:  
Legislative Task Force
- Ken Chung, DDS:  
Legislative Task Force

- David Dowsett, DMD:  
Leadership Development Committee
- Stacy Geisler, DDS:  
Legislative Task Force
- Patrick Hagerty, DMD:  
Legislative Task Force
- Megan Hays, DMD:  
Leadership Development Committee
- Phillip Marucha, DMD:  
Legislative Task Force
- Jack Rocheld, DDS:  
Annual Meeting Council

### *Congratulations to the 2020 Leadership Academy Class*

Over the course of the past year, the 2020 Leadership Academy participants have completed a series of immersion experiences and leadership trainings to gain a better knowledge of themselves as leaders and leadership opportunities within the ODA. Thank you for your participation in the Leadership Academy!

- Carly Christoferson, DMD -  
Multnomah Dental Society
- Mehrdad Hairani, DDS -  
Multnomah Dental Society
- Rachel Jablonski, DMD -  
Southern Oregon Dental Society
- Tysa Judd, DMD -  
Washington County Dental Society
- Britta Martinez, DMD -  
Multnomah Dental Society
- Megan Moseley, DMD -  
Washington County
- Monica Peterson, DMD -  
Multnomah Dental Society

- Eddie Ramirez, DMD -  
Multnomah Dental Society
- Alison Revling, DDS -  
Central Oregon Dental Society
- Jared Thompson, DMD -  
Washington County Dental Society

### *House of Delegates Resolution Report*

#### **BOT-1-20: PASSED**

With increasing professional and personal demands, the overall well-being of dentists in the Oregon community is more important than ever. To address this need, the Oregon Dental Association launched a Wellness Initiative in May of 2019. The ODA's Wellness Program offers a robust network of compassionate Wellness Ambassadors, armed with resources to help support colleagues dealing with wellness issues, including, but not limited to: stress management, practice issues, debt, fraud, family obligations, illness, isolation, injury, depression, loss, grief, and addiction. Wellness Ambassadors are available to assist dentists at all levels of their career, including dental students. The House passed BOT-1-20, adding the Wellness Committee to the ODA Bylaws.

#### **BOT-2-20: PASSED**

Since 2012, the ODA Board of Trustees has submitted an annual dues increase based on the Portland CPI for the House of Delegates' consideration in order to be able to continue to provide the same level of valuable programs, with the rising cost of doing business. The House passed BOT-2-20, increasing the 2021 ODA annual dues by \$16. 🎯



Dr. David Dowsett

### *Save the Date*

The 2021 ODA House of Delegates will take place Saturday, September 25, 2021. Mark your calendars and plan to serve as a delegate for your component society. We look forward to seeing you there!

# Options for Removing Broken Implant Screws



Alex Rugh, CDT  
Implant Specialist, O'Brien Dental Lab

**B**roken implant screws are an unfortunate reality of implant restorations. Although it is an uncommon situation, it's one that can happen regardless of the implant system being used.

Fortunately, there are tools that simplify the procedure for removing a screw fragment from an implant.

Several companies offer screw retrieval kits. Some are made specifically for one brand of implant, but universal sets are also available that work for several different implant systems.

Regardless of which kit you use, the tools and removal process are virtually identical.

Each kit comes with a set of centering guides that are each designed to fit perfectly to a specific implant system

and size. These guides protect the internal walls of the implant from damage during the removal process. The kits also include a handle which is attached to the appropriate centering guide to facilitate placement and stabilization of the guide.



Salvin® Implant Rescue Kit

With the centering guide in place and your drill in reverse, use an up and down motion to prepare a 1-2mm dimple in the top of the broken screw.



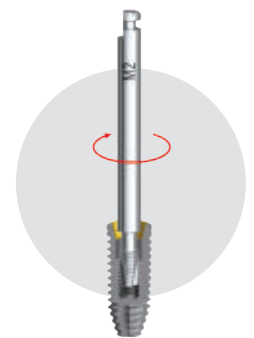
When drilling is complete, use suction to remove any metal shavings from inside the implant.



With the dimple created, you can now use the retrieval instrument to remove the screw. Do this by placing the instrument into the dimple and rotate it counterclockwise while applying light pressure. You can usually achieve this manually, but if necessary, you may also use a torque driver.

After retrieving a broken screw fragment, it's always a good idea to test the internal threads of the implant to determine if they are damaged. Test by taking a brand-new screw or guide pin and slowly threading it into the implant. If you feel resistance, the threads may be damaged.

Some kits, such as the one from Nobel Biocare, come with screw thread repair tools to fix internal implant threads that are damaged.



We hope you found this article helpful. If you have any questions or comments, please email us at [implants@obrientalldental.com](mailto:implants@obrientalldental.com). To subscribe to our educational videos and articles, please visit [obrientalldental.com/subscribe](http://obrientalldental.com/subscribe).





# Surprising Ways e-Prescribing Can Speed Up Your Workflow

## E-PRESCRIBING

By Robert McDermott, President and CEO, iCoreConnect

**WE ALL TEND TO EXTEND A LOT** of latitude to the familiar, and paper Rx pads are very familiar. However, have you ever just paused to calculate a literal monetary cost to the time consumed by your staff, you, and your patients just to navigate the current paper system?

Your time is lost:

- on a patient's slow recollection of meds, and then researching drugs and interactions
- on hold with the pharmacy
- on lost prescriptions, or scripts that don't make it out of the office with the patient

Your patient:

- takes the paper prescription to the pharmacy
- waits or has to come back to pick it up, possibly affecting adherence
- drives to your office for certain controlled substance refills

Every minute spent by you and your team can be calculated into a direct cost based on wages alone. However, when you consider second- and third-order effects of interrupted workflow, the indirect costs grow even greater. Add these costs on top of the dangers of unintended interactions (or undetected prescription abuse) and the weight of the paper system really starts to show itself.

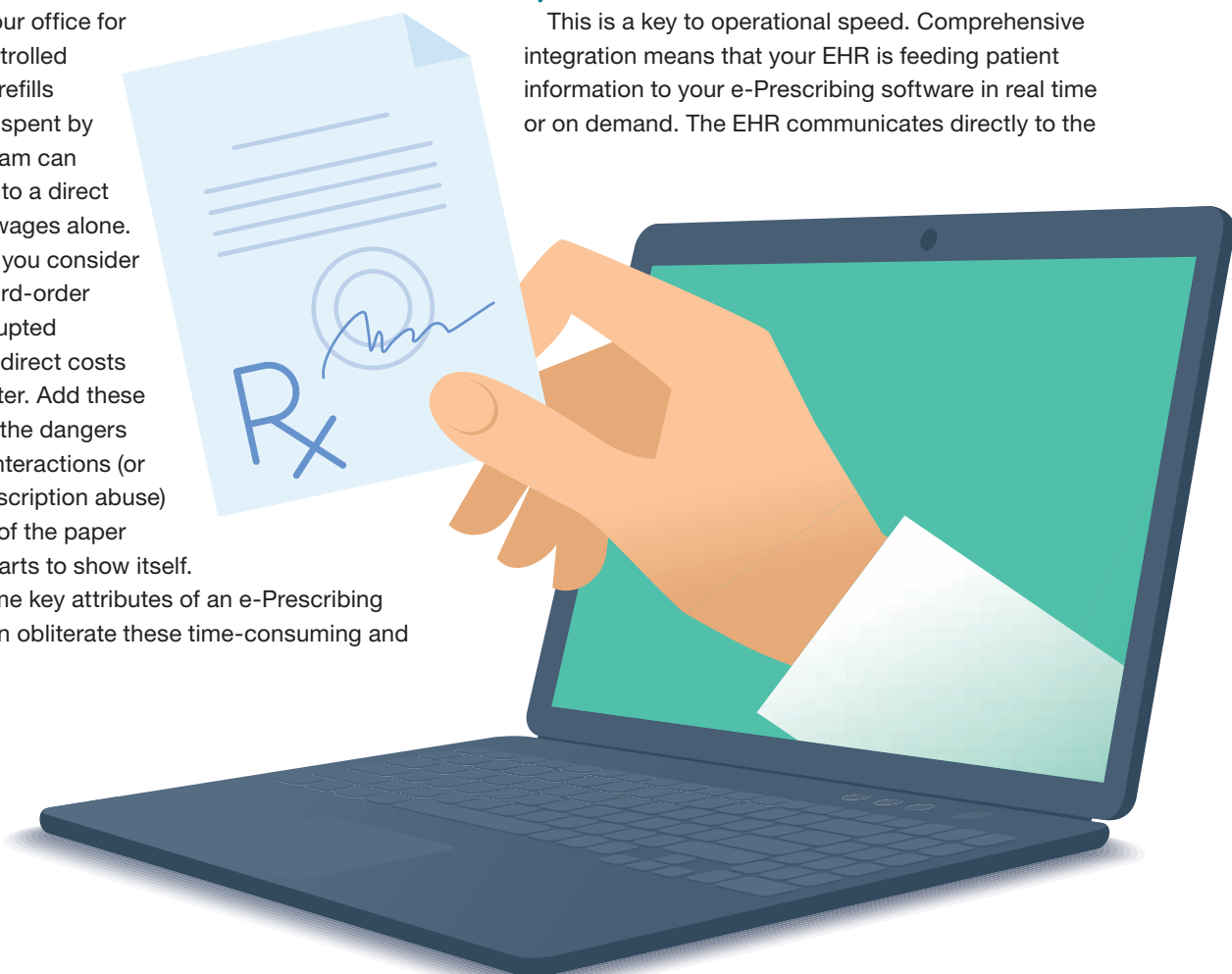
Up next are some key attributes of an e-Prescribing solution that can obliterate these time-consuming and costly factors.

### Prescribe on Your Office Computers, Laptop, Tablet or Phone

Most providers understand that cloud software is a must in the modern business environment. However, what many people don't realize is that some "cloud" e-Prescribing solutions only work from your phone. These products may offer additional "desktop" options you can use at the office; however, the pricing structure is often different and significantly higher than the mobile app. A truly comprehensive cloud e-Prescribing solution allows you to e-Prescribe from desktops and laptops at no additional cost, from any location, any time.

### Integrate with Your Practice Management System (EHR)

This is a key to operational speed. Comprehensive integration means that your EHR is feeding patient information to your e-Prescribing software in real time or on demand. The EHR communicates directly to the



e-Prescribing software everything required to complete the prescription, including current data that cannot be pulled from an outside database. You should never have to pay a vendor to import updated information throughout the year.

### e-Prescribe ALL medications

Move every prescription in your practice to a unified process to speed your entire operation.

### See Patient Prescription History

A comprehensive e-Prescribing solution uses exact identifiers from your EHR, to show you every medication and dose dispensed to your patient by 99% of U.S. pharmacies. This even includes patients you are seeing for the very first time.

### Hyper-Quick Searches for Drug Information

If you pay for a Lexicomp® online subscription (or still use the book), you can cancel that \$300-\$500 bill. A comprehensive e-Prescribing cloud software includes an already built-in rapid-search Lexicomp® drug directory. Access brand versus generic comparisons, dosing, complex interactions, discontinued drugs, etc.

### Single-Click Access to the Oregon PDMP

The national average duration to access a state PDMP website is more than four minutes and 50 clicks. However, a comprehensive e-Prescribing cloud software that is properly integrated to your EHR can reduce this time to one or two clicks.

### Human-Assisted Setup, Registration and Support

Pursue an e-Prescribing solution that assigns a person as your project manager at no additional charge. And, your subscription should include real-time customer support.

The takeaway here is that e-Prescribing provides an incredible opportunity for the dental community to speed up workflow while better protecting patients. Though it can be a little counterintuitive, recognizing the actual number of minutes consumed at every step of the current paper prescribing process is key to unlocking the value of staff and doctor time in your practice. ●

ODA is pleased to announce its newest Endorsed Service, iCoreRx e-Prescribing software. e-Prescribe on any computer or device faster than ink can dry. ODA members receive special discount pricing. Visit [iCoreConnect.com/oregondental](http://iCoreConnect.com/oregondental) or call 888.810.7706 ext. 1 for information and a demo.

## Have You Been Rethinking Your Plans?

## COVID-19 | WE'RE HERE TO HELP

For more information visit: [www.henryschein.com/COVID19Update](http://www.henryschein.com/COVID19Update)

### Every so often we need to stop and re-evaluate our plans and rethink our future. Maybe for you that time is now?

And that is where the Transition Sales Consultants at **Henry Schein Professional Practice Transitions** can be of greatest value. We can help you identify your options and select the best one for your situation. Our Consultants are experts in the dental business, with the tools and connections to help you achieve your goals, whatever they may be.

A consultation is complimentary and always confidential. So give us a call at **1-866-335-2947** so that you can start to plan your future.



**HENRY SCHEIN®**  
PROFESSIONAL PRACTICE TRANSITIONS

[www.henryscheinppt.com](http://www.henryscheinppt.com)  
1-866-335-2947

- PRACTICE SALES ■ BROKERAGE
- PRACTICE VALUATIONS
- TRANSITION PLANNING ■ ASSOCIATESHIPS

©2020 Henry Schein, Inc.

# Join ODA Experts for a Special Fall Webinar Series!

**THE OREGON DENTAL ASSOCIATION** is excited to announce a brand-new offering launching this fall! Our 2020 ODA Expert Express Lecture Series (OEELS) speakers will be presenting five one-hour webinars offered mid-October through mid-November.

Each webinar costs \$15.00 for one hour of CE. These webinars are a la carte, so you can pick and choose which ones you'd like attend — or register for the entire series! Each webinar will be presented live and will be available on-demand for those who cannot attend the live session.

*To Register please contact:*

Margy Simco, Education & Events Administrator

**msimco@oregondental.org**

503.218.2010 x2004

*\*On-demand viewing must be completed within 30 days of the presentation and requires passing a quiz to receive CE.*

Sponsored, in part, by  **Columbia Bank**

## ODA Fall Webinar Series Schedule:



### David Dowsett, DMD

**Course:** Heroes on the Sideline — Sports Dentistry and Today's Athlete

**Date:** Thursday, October 15, 2020

**Time:** 6:00 pm — 7:00 pm

**Fee:** \$15.00

**Credit:** 1

**Bio:** Dr. Dowsett is a 1995 graduate of OHSU School of Dentistry and maintains a private practice in Portland focused on the relationship between oral and systemic health. He has a particular interest in the care of athletes, trauma prevention, and treatment. A member of the Academy for Sports Dentistry, he has advised and helped athletes ranging from elementary school to professionals and is currently on staff at the Portland Winterhawks Hockey Club.

**Conflict of Interest Disclosure:** None

**Course Description:** Have you ever wondered how to combine love of sport and your passion for dentistry? Dr. Dowsett will show you how to begin the journey with an introduction answering the questions: What is sports

dentistry? What does a team dentist do? How will this relate to my practice on a daily basis? What special needs do athletes have that might be different than the general population? This seminar will give you a chance to be a hero, be part of a team and help others achieve their dreams.

At the end of this lecture, attendees will have a better understanding of:

1. What is sports dentistry, the history of, and our organization
2. Trauma, prevention, and treatment
3. Mouth guards – types, fit, purpose – What they can and cannot do.
4. Roles and responsibilities of the team dentist
5. How to get involved





### James Sagawa, DMD

**Course:** The TMD-Occlusal Dysfunction Link: Diagnose and Treat the Underlying Dental Cause

**Date:** Tuesday, October 20, 2020

**Time:** 6:00 pm — 7:00 pm

**Fee:** \$15.00

**CE Credit:** 1

**Bio:** Dr. James Sagawa was born and raised in Honolulu, Hawaii. He attended Compton JC, in Compton, California, Linfield College in McMinnville, Oregon, and received his dental degree from OHSU. Dr. Sagawa teaches and shares his personal and clinical experiences on functional occlusion and TMD pain management. He is the co-founder of the Philippine Gnathological Forum and is forming dental study groups examining and treating the causes of occlusal dysfunction and TMD pain management. During his career, he has been an avid skier, accomplished surfer, and successful entrepreneur.

**Conflict of Interest Disclosure:** Dr. Sagawa is the author of the book *A Cause-based Treatment for Occlusal Dysfunction and TMD: A Practice Guide for Dentists*.

**Course Description:** Achieving functional occlusion for our patients is a core goal in restorative and reconstructive dentistry. General and specialty dental care should strive to restore the patients' occlusion to a stable asymptomatic state that accommodates patients' skeletal and muscular structures.

Patient TMD symptoms (e.g., joint noises, jaw locking, bruxism, migraine headaches, TMJ pain and discomfort, deviation upon opening/closing, and tinnitus) are often related to occlusal dysfunction and classified with a generic diagnosis of a "TMJ/TMD condition." Treating these symptoms is challenging and often results in inconsistent or unpredictable results. The underlying dental causes of the symptoms are not fully understood; thus, we often take a "trial and error" approach to treating just the presenting symptoms rather than identifying and treating the "true cause(s)" of the symptoms.

In this presentation of his Trilogy of Three, Dr. Sagawa introduces the clinician to a conservative method to identify, confirm, and treat in a single appointment underlying dental cause of these TMD symptoms.

1. How to diagnose the underlying dental cause of TMD symptoms
2. Guideline for the treatment objective
3. Screening and testing protocol to confirm the underlying dental cause
4. Treatment options and long-term solutions
5. Clinical case to illustrate the application of his principles



### Heidi Hansen, DMD

**Course:** Oral Lumps, Bumps, and Patches — What Do I Do Now?

**Date:** Tuesday, October 27, 2020

**Time:** 6:00 pm — 7:00 pm

**Fee:** \$15.00

**CE Credit:** 1

**Bio:** Dr. Hansen received her dental degrees from the University of Copenhagen in 2004 and from the University of Medicine and Dentistry of New Jersey in 2008. She completed fellowships in infectious disease and oral medicine, both from the University of Medicine and Dentistry of New Jersey and a fellowship in dental oncology at Memorial Sloan-Kettering Cancer Center in New York. She completed a general practice residency in dentistry at New York Presbyterian Hospital/Weill Cornell Medicine, where she stayed on as faculty and later as program director. Dr. Hansen is a diplomate of the American Board of Oral Medicine.

**Conflict of Interest Disclosure:** None

**Course Description:** Oral mucosal diseases are a source of anxiety for patients and dental practitioners alike and may have a significant negative impact on a patient's quality of life. Oftentimes, incidentally

discovered oral lesions alter the timeline of comprehensive dental treatment due to the time required for diagnostic workup or inability to access the oral cavity secondary to pain and irritation.

The purpose of this talk is to develop an algorithmic approach to diagnosis, treatment, and referrals for a broad differential of oral lesions.

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

1. Identify the majority of oral mucosal lesions and manifestations of systemic disease and develop a succinct and accurate differential diagnosis
2. Risk stratify lesions based on history and physical examination into low, intermediate, and high-risk categories
3. Understand algorithms for oral mucosal diseases based on the above risk stratifications to facilitate comprehensive dental care, tissue diagnosis, treatment, observation, and/or appropriate referrals.



### Geoffrey Clive, DDS

**Course:** Resorption: Diagnosis, Treatment, and Prognosis

**Date:** Wednesday, November 4, 2020

**Time:** 6:00 pm — 7:00 pm

**Course Fee:** \$15.00

**CE Credit:** 1

**Bio:** Dr. Clive is a Pacific Northwest native. He attended Brigham Young University for his BS in biology. He decided to pursue dentistry and graduated with a DDS from the University of Maryland, Baltimore in 2015. He practiced for two years as a general dentist in the Baltimore area before deciding to pursue endodontics. He graduated with a certificate in endodontics from the University of Missouri–Kansas City in 2019. He is currently practicing as an associate endodontist in Milwaukie, Oregon.

**Conflict of Interest Disclosure:** None

**Course Description:** The dental professional will be informed about recent research in resorption

that has allowed for improved diagnosis and clinical decision making and treatment. Discussion will be held regarding use of modern technology including the dental operating microscope, cone beam tomography (CBCT), and dental materials/cements. Example cases will be presented involving external cervical root resorption and internal resorption.

At the conclusion of this course, attendees will be able to discern between the different resorption types, decide on a treatment plan, inform the patient accurately regarding their condition along with benefits and risks associated with treatment.



### Ashish Patel, DDS, MD, FACS

**Course:** Obstructive Sleep Apnea: An Algorithmic Approach to Diagnosis and Treatment for the Dental Practitioner

**Date:** Thursday, November 12, 2020

**Time:** 6:00 pm — 7:00 pm

**Fee:** \$15.00

**CE Credit:** 1

**Bio:** Dr. Patel is a board-certified oral and maxillofacial surgeon practicing in Portland. He earned his dental and medical degrees from New York University and holds additional certificates in head and neck surgical oncology and microvascular reconstructive surgery from the Head and Neck Institute in Portland, Oregon. He specializes in the full scope of OMS including the treatment of oral cancer, facial reconstruction, and implant dentistry. He practices the full scope of sleep surgery including MMA, robotic base of tongue surgery, and hypoglossal nerve stimulator placement. Dr. Patel lives in Portland with his wife and children and enjoys listening to music, playing guitar, and exploring the great outdoors.

**Conflict of Interest Disclosure:** None

**Course Description:** Obstructive sleep apnea (OSA) is a condition in which patients experience episodes of apnea (absence of breathing) or hypopnea (diminished breathing) during sleep. In addition to sleep disturbance and poor sleep quality, OSA can lead to daytime fatigue, restlessness, hypoxia, impaired memory, motor vehicle accidents, arrhythmias, hypertension, heart disease, insulin resistance, stroke, and sudden death.

Approximately 10% of the world’s population suffers from this disease, and, left untreated, it can lead to serious health ramifications, morbidity, and mortality. Several treatment options exist, including those that are exclusively administered by dentists (oral appliances, orthodontics, maxillomandibular advancement). The purpose of this talk is to give an overview of modern OSA and the dentist’s role in diagnosis and treatment of this disorder.

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

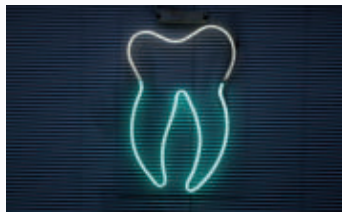
1. Describe the utility of screening tools, history and physical examination, and questionnaires that can be used in the dental office to assess patients at risk for obstructive sleep apnea
2. Describe the management of obstructive sleep apnea including oral appliance therapy, orthodontics/ orthognathic surgery, and upper airway stimulators
3. Formulate a stepwise approach for screening, diagnosis, and treatment of sleep disordered breathing
4. Identify the dental practitioner’s role in the multidisciplinary sleep team for the treatment of sleep disordered breathing/sleep apnea

The 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.



When taking  
care of smiles,  
**make each  
moment  
matter.**

—  
**PNC can help.**



### **We're making business banking easier.**

At PNC, our team of dedicated Healthcare Business Bankers understands your business challenges and the important role that cash flow plays in your success. That's why we offer a range of solutions to help optimize management of your practice's revenue cycle and payables, so your business can run with less complexity and payments can be received promptly.

*Learn more at [pnc.com/hcprofessionals](http://pnc.com/hcprofessionals) or by calling 877-566-1355*





# The Dental Foundation of Oregon

## Meet Your Tooth Taxi Team!

*Learn more about the talented individuals traveling Oregon to help serve our most vulnerable populations*



DR. TRAVIS DAVIS

**Your Name:** Travis Davis

**Your Job Title:** General Dentist

**How Long You Have Been Working on The Tooth Taxi:** One year!

**Your Education Background:**

I obtained my bachelor's degree in organismal biology from Portland State University and then went on to Oregon Health & Science University for my DMD (dental degree).

**Career Aspirations:** I would like to remain in the public health sphere. I generally prefer working with children and adolescents the most, but adults can be fun too.

**Most Challenging Experience.**

**Why? How Did You Overcome This Challenge?** Moving back to Oregon, getting married, planning a honeymoon, and buying a house all at the same time. It was so much to do at once. I had to get a new dental license, find a job, find a wedding venue, drive to Oregon periodically to look at houses and all the other little things that go with those things. I tried to break it down into manageable tasks. I focused on getting something

checked off the list every day rather than be overwhelmed by everything at once. It was a pretty stressful couple of months, but it finished off with a beautiful wedding and a trip to Europe.

**Favorite Memory While Being on the Road:** We went to Winston Wildlife Safari after work one day when we were down in the Roseburg area. It was close to closing time, so the animals were being fed and the giraffes ran up to our car. They kept trying to put their heads in the window (we followed the rules and rolled them up). It was neat being able to be so close to so many of them and experience it with my team.

**What Are Your Favorite Things About Your Colleagues?** Carrie Peterson, program manager, is always upbeat and very well organized. She always has the details laid out for each week in an easy-to-follow guide and takes care of the management of the Tooth Taxi. Steven is goofy and does well with the children. He is great at getting them to open up and get comfortable. Vienna is inquisitive and a delight to be around. They all provide a very positive and low-stress environment to work in.

**Tell Us About What It Was Like Being on the Road for Last Year's Rip City Rally.** That was a fast-paced week. I had just begun working on the Tooth Taxi about a week or two earlier, so I had not been on any trips outside of the Portland area yet. We woke up early Monday morning and

drove to Baker City to get set up for the Health Fair. Tons of people from the community came out. We gave tours of the Tooth Taxi and let the children sit in the chairs and hold instruments (mirrors mostly) to provide a fun learning experience for them. Then it was back on the road to the next city to sleep then repeat. It gave us great access to the region to spread awareness of who we were and the work that we do. It also allowed me to meet a variety of the Moda Team that I would never have had access to otherwise. This gave me a greater appreciation of the good that Moda does and why they are a good partner for the Tooth Taxi.

**How Do You Calm a Nervous Parent or Child When They First Come to the Tooth Taxi for Services?** The Tooth Taxi is a great way to ease a patient into the dental chair. We start with simple screenings in the school, which allows the children to see us and talk to us in a non-threatening, familiar environment. Then we bring them into the Tooth Taxi and answer any questions they might have and show them around. Sometimes, that is as far as it will go. But for most children, we proceed to radiographs/X-rays, followed by a cleaning. The whole time we are assessing how the child is doing to not push them past their limits. Every child has a different comfort level at the dentist, so they all present somewhat different emotional



experiences to work through. When it comes time to do procedures, we let the child pick out a movie to watch. For most children, this is enough, and they are happy enough to watch the movie and let you do the work. Some of them need a little extra help the first time or two, and we might use nitrous oxide/laughing gas.

Nervous parents generally just need to be walked through the process to better understand why we are proposing that we do the procedure. I will start by explaining what I am seeing. Then I will show them the X-ray and give them the

options that are available. That is usually enough to calm the nervous parent. They just need to feel a little control. Sometimes they might blame themselves for the condition and then it just turns to educating them on the carious process and what they could do to reduce further cavities in the future.

#### **What Do You Learn When You Work with Doctors and Staff That Help Volunteer on the Tooth Taxi?**

Everyone does things a bit differently. Some dentists do not like amalgam or stainless-steel crowns, while others love them. I think the best part is talking to other practitioners about their thought process when they do something different than I would have done. I might start doing it their way or I might just note that that is another way of treating a tooth for future reference. Everyone brings something different to the table, and it is good to experience as much as possible to continue to grow as a person and as a dentist.

#### **Misc. Personal: Favorite book —**

*The Song of Achilles* by Madeline Miller. I thought it was a great spin on a familiar story, and I have always been into historical fiction and fantasy. **Favorite activity** — Playing board games. My wife and I have really been into Gloomhaven the last couple of years and enjoy doing dungeon crawls on the weekend.

#### **Favorite movie —** *In Bruges*

#### **If You Won A Million Dollars, What Would You Do with It? Why?**

Currently, I would pay off mine and my wife's student debt. This way we would not feel constrained in life by having to make choices to manage it. After taxes, I doubt there would be much left. If there was, I would probably buy a new car. My 2007 Scion Tc is still kicking, but it is only a matter of time until it dies.

#### **Who Is Your Role Model? Why?**

I cannot think of a single overarching role model in my life. I try to glean traits that I find favorable from a variety of people as I move through life.



VIENNA RYNERSON

**Your Name:** Vienna Rynerson

**Your Job Title:** Dental Assistant/  
Administrative Assistant

**How Long You Have Been Working on The Tooth Taxi?** Just over two years! I started July 16, 2018.

**Your Education Background:** BS in BioHealth Sciences from Oregon State University, and Oregon Clinical Radiologic Proficiency Certificate.

**Career Aspirations:** Earn a master's in public health or DMD/DDS and become a pediatric dentist, still on the fence.

#### **Most Challenging Experience.**

**Why? How Did You Overcome This Challenge?** Growing up as a person of color, I would sometimes experience microaggressions or racism, but at such a young age, there was not as much awareness as there is now. Kids did not know the reason behind what they are saying was wrong. Going to rural towns where kids have not been exposed or taught about respecting people of different cultures is probably the most challenging part of this job.

A kid came on the Tooth Taxi and asked if this was a family business because all the staff was Asian. We told them that we were just coworkers and tried to educate them about microaggressions by explaining he should maybe not assume people of the same race are related. I am always willing to teach children that come on the Tooth Taxi about how to be respectful of

people from different backgrounds than them.

#### **Favorite Memory While Being on the Road:**

There are quite a few, but my favorite memory from when Dr. Ping was the TT dentist would be on the first away trip to the Oregon coast. Dr. Ping loved exploring, so she took Steven, the other assistant, and me to the most northwestern point in Oregon. Steven and I climbed the rocks and we got an awesome picture. My favorite memory from when our current dentist, Dr. Davis, has been with us is probably when we were on Rip City Rally 2019; he was greeting people outside the Tooth Taxi. Some kids were going around the fair getting autographs, and they asked Dr. Davis for his autograph. I am glad I was able to capture the moment through the screen door of the TT.

#### **What Are Your Favorite Things About Your Colleagues?**

Steven: A thoughtful, goofy individual I am

glad to have met through the Tooth Taxi. He quickly became one of my best friends and sort of a big brother as well. He is always looking out for people close to him and is everyone's biggest hype-man. My favorite thing about Steven is his loyalty to others!

**Dr. Davis:** A great dentist who is always advocating for the patient. He is not afraid to tell you the facts and explain his theories, which I admire. My favorite thing about Dr. Davis is how I can always count on him to teach me something new and update me on news!

**Carrie:** A resourceful, experienced dental-assistant-turned-program-manager. I really adore Carrie's determination and hard work for the Tooth Taxi. She inspires us to work hard to make sure every kid that comes on the TT has a good experience. She is always checking in on us, making sure we have everything we need, and, all around, is a great boss. My favorite thing about Carrie is her concern for others and ability to persuade anyone!

**Tell Us About What It Was Like Being On the Road For Last Year's Rip City Rally.** Rip City Rally was a great experience because we were able to show the towns along our Eastern Oregon tour that Moda Health and the Tooth Taxi is there for them. We did oral hygiene presentations for a school that we were visiting a month later, and it was so great to see them so excited for us to come back. A few kids who we saw later in the TT bragged to us

that ever since we came to teach them how to brush their teeth, they had been extra mindful of how they were taking care of their oral health.

**How Do You Calm a Nervous Parent or Child When They First Come to the Tooth Taxi for Services?** As a dental assistant in pediatric dentistry, I feel that most of our job is to distract the patient and make sure they are calm so the doctor can do their best work for them. My favorite method is to goof around with them and keep talking to them, so they just focus on what I am saying instead of the needle that is coming at their face. Another method I try, if they are a little bit older, is explaining everything to them so there are no surprises. We are so grateful that the Tooth Taxi has TVs on the ceiling because who wants to stare at a ceiling for an hour while having a bunch of metal and materials in their mouth?

**What Do You Learn When You Work with Doctors and Staff That Help Volunteer on the Tooth Taxi?** Working with volunteers has taught me how to adjust quickly. I have learned that every dental profession has a different way and style of doing dentistry. Much like a lot of things in life, there are multiple ways and techniques that can bring the same outcome. One of my favorite parts of this job is working with a lot of different dentists.

**Misc. Personal: Favorite magazine:** Bon Appetit **Favorite book series:** *The Princess Diaries*.



THE TOOTH TAXI TEAM

**Favorite movie:** *When Harry Met Sally*, the ultimate romantic comedy. (I really enjoy any rom com.) **Favorite show:** *New Girl* **Favorite thing to do in free time:** Watch Bon Appetit YouTube videos; I love trying new recipes! **Fun Fact:** I have had a mouse shaped pancake made by Bobby Flay.

**If You Won A Million Dollars, What Would You Do with It? Why?**

I would invest at least half of it so I could potentially have more money later for expenses and donations. I would use the other half to put myself through higher education. At this point, I think half a million would probably cover dental school and expenses, so it would be an investment in myself.

**Who Is Your Role Model? Why?**

My role model is my cousin Margaret. I really admire her for her work ethic, love of learning, and compassion for others. She is a psychiatric mental health nurse practitioner who went through her doctorate program while raising two kids (with her husband). She is currently working with at-risk youth who have suffered from trauma.



STEVEN SADAYA

**Your Name:** Steven Sadaya

**Your Job Title:** Dental Assistant

**How Long You Have Been Working on The Tooth Taxi:** Almost 2 years

**Your Education Background:** AS Dental Assisting, and received my EFDA through DANB for Oregon.

**Career Aspirations:** Continue onto assisting to pediatric dentistry, and then possibly teach dental assisting in the future.

**Most Challenging Experience. Why? How Did You Overcome This Challenge?** We were traveling back home from Hermiston, and the Tooth Taxi had battery issues and would not start. We were able to purchase a battery there and went on our way. However, when we stopped at a rest stop and began our drive back again, the Tooth Taxi would not start. It was a rainy and windy day, but luckily,



we found someone to help us start up the battery again. We found out the battery just was not properly attached. After that was fixed, we were able to finally drive home. The drive back to Portland was one of the most challenging and scariest experiences of my life. I have not driven any large vehicle, other than a truck, in hazardous weather. The strong winds shook, and it felt as if we would topple over at every corner. I did my best to drive slower and steer the Tooth Taxi through the ill weather. We were able to make it back because of a good Samaritan and our thorough RV training.

**Favorite Memory While Being on the Road:** I always enjoy seeing the different landscapes we drive past. Oregon is a beautiful state, and it shows so much in the scenery. After work, the team has some time to hike around in forests, explore downtown, and see local establishments.

**What Are Your Favorite Things About Your Colleagues?** Everything just works. We took a personality quiz for fun as a team and found out each one complements one another. I can lean on Dr. Davis if I have any questions in terms of dentistry, and Vienna will have a schedule ready, so I know where to go next.

**Tell Us About What It Was Like Being on the Road for Last Year's Rip City Rally.** One major difference on being on the road each day was figuring out when and where to park the Tooth Taxi. Each city's location had a different spot for the Tooth Taxi.

After the rallies, we would need to park at a bus barn or a location safe enough. Then in the mornings, we would have to move at the designated location. It was quite hectic the first couple of times to get the feel of it, but afterwards it was awesome to watch everything else set up around us. I really enjoyed watching the communities come out and support the Trailblazers. We were then able to talk about our services and what we did in the Tooth Taxi.

**How Do You Calm a Nervous Parent or Child When They First Come to the Tooth Taxi for Services?** With a parent, I try my best to let them know what procedures we are about to do and that it is safe. I try my best to answer all the questions they have. With a child, I show them what we are using and how it does not hurt at all. Sometimes I use a typodont to explain better, or I would even use an instrument on myself. I then try to make them laugh to help ease them onto the dental chair.

**What Do You Learn When You Work with Doctors and Staff That Help Volunteer on the Tooth Taxi?** Everyone has their own preference for instruments, different dental procedures. As the assistant in the back, this was very helpful for me. It helped me become even more flexible whenever we have a new dentist or staff volunteer. I was always ready to switch it up and adjust whenever someone came out the Tooth Taxi. It helped develop my skills and knowledge in dental assisting.



THE TOOTH TAXI TEAM

**Misc. Personal: Favorite quote, book, movie:** I am really into *Berserk* by Kentaro Miura now. One of my favorite recent novels is *The Free* by Willy Vlautin. Favorite Sports teams: Calgary Flames, Chicago Bulls.

**If You Won A Million Dollars, What Would You Do with It? Why?** I would most likely purchase reasonable items. I am not really a big spender. If I have the essentials, I will be happy in life. I would purchase a small RV, a sprinter van, or a camper van though. Working for the Tooth Taxi gave me a great perspective on living while on the road. Even though we stayed in hotels, I enjoy the long drives and travels all over Oregon. I would like to travel everywhere if I were to spend the rest.

**Who Is Your Role Model? Why?** My grandma. Without her, my life would be very different. She worked to have her entire family, including me, fly from the Philippines to Hawaii. She was a kind person who helped others and did not want anything back. I try to emulate myself after her the best that I can. She was a very selfless person and one of the strongest women I ever knew.

## Tooth Taxi Numbers (September 2008 — August 26, 2020)

**24,286**  
students screened

**13,842**  
appointments in the van

**25,555**  
students received oral hygiene education in the classroom

**\$8,049,110**  
value of free dental care provided

# The ODA Welcomes Incoming Residents

ON THE MORNING OF JUNE 29, 2020, the ODA participated in the OHSU orientation for incoming endodontic, orthodontic and periodontic residents. Dr. Barry Taylor, ODA executive director, welcomed the residents and touched on the importance of organized dentistry in the state of Oregon. Melissa Juenger, ODA membership specialist, gave a presentation outlining the many benefits available during the residents' complimentary tripartite membership.

We would like to welcome all incoming OHSU and VA residents to the ODA and wish them success in their journeys.

## Oregon Health and Science University Residents

### Endodontics

Ryan Martin, DMD  
Michael McCunniff, DDS  
Chao Shen, DMD

### General Practice

Zanyar Darvishi, DMD  
Eric Kriss, DDS  
Landis Kwong, DMD  
Calvin Rhoads, DMD  
Bahar Tajdar, DMD  
Priya Thankker, DMD

### Oral and Maxillofacial Surgery

Mariah Aron, DDS  
Marcus Hwang, DDS

### Orthodontics

K. Pranita Ramanan, DDS  
Jeffery Rawley, DMD  
J. Ryan Thrower, DMD  
Matthew Tsai, DMD

### Pediatric Dentistry

I. Maria Choi, DMD  
Nika Lustgarten, DDS  
Dusayant Patel, DMD  
Anna Yoo, DMD

### Periodontics

Aaron Compton, DMD  
Jacob Kleiman, DDS  
Shayda Sarrami, DDS  
Curtis Wang, DMD

## Veterans Administration Residents

### General Practice

Elise Esposito, DDS  
Benjamin Farham, DMD  
Tyler McKeever, DDS  
Gavin McNelis, DDS  
Jillian Smith, DMD



**Stratus™**  
MICRO-MISTER

## Disinfect Your Dental Operator More Effectively Between Patients

INTRODUCING THE

# Stratus Hypochlorous Acid Micro-Mister

  
Quiet

  
Fast

  
Safe

  
Effective

The ultra-fine Stratus mist penetrates in and around equipment and supplies, disinfecting areas missed with spray and wipe alone.

[stratusmicromister.com](http://stratusmicromister.com) | [info@stratusmicromister.com](mailto:info@stratusmicromister.com)  
Made in Corvallis, OR, USA | Patent Pending

# COVID-19 Resources

**IN AN EFFORT TO KEEP MEMBERS INFORMED** during these uncertain times, the ODA has compiled a list of COVID-19 resources on our website. We have information on a wide variety of COVID-19 topics including:

- Guidance from the Oregon Health Authority and the Centers for Disease Control and Prevention
- Access to ODA's COVID-19 Hot Topics webinar series
- Access to free ADA Webinars
- CARES Act resources
- Wellness tools and resources
- Human Resources and Business Management

The ODA continues to update these resources as the COVID-19 situation develops. Visit [oregondental.org/government-affairs/regulatory-information/coronavirus](https://oregondental.org/government-affairs/regulatory-information/coronavirus) for a full list of updates and resources. ●



The graphic features a background of colorful, diagonal brushstrokes in shades of teal, yellow, purple, and green. The text is arranged in a clean, modern layout.

**CONNECT  
LEARN!  
grow!**

*the* **SAVE  
DATE**

**oregon dental  
CONFERENCE**

**April 8–10, 2021  
Portland**

An event for the  
**ENTIRE DENTAL TEAM**

Learn more at  
[OregonDentalConference.org](https://OregonDentalConference.org)



Portland • April 8-10, 2021

CONNECT  
LEARN!  
*grow!*

An event for the  
**ENTIRE DENTAL TEAM**



**Thank You**  
to Our Sponsors

**April 8-10, 2021**

Mark Your Calendar  
for the 2021 Oregon  
Dental Conference!

**PLATINUM SPONSORS**



**GOLD SPONSOR**



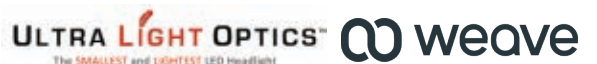
**SILVER SPONSORS**



**BRONZE SPONSORS**



**SPEAKER SPONSORS**





# Statement of Ownership

**UNITED STATES POSTAL SERVICE® (All Periodicals Publications Except Requester Publications)**

**Statement of Ownership, Management, and Circulation**

1. Publication Title: **Membership Matters**

2. Publication Number: 1 0 8 2 - 4 1 1 1

3. Filing Date: **October 2020**

4. Issue Frequency: **Monthly with combined December/January, June/July, October**

5. Number of Issues Published Annually: **9**

6. Annual Subscription Price: **\$40 (for non-members)**

7. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state, and ZIP+4®):  
**Oregon Dental Association, 8699 SW Sun Place, Wilsonville, OR 97070**

Contact Person: **Barry Taylor**  
 Telephone (include area code): **503-218-2010**

8. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer):  
**Oregon Dental Association, 8699 SW Sun Place, Wilsonville, OR 97070**

9. Full Names and Complete Mailing Addresses of Publisher, Editor, and Managing Editor (Do not leave blank):  
 Publisher (Name and complete mailing address):  
**Oregon Dental Association, 8699 SW Sun Place, Wilsonville, OR 97070**  
 Editor (Name and complete mailing address):  
**Dr. Alayna Schoblaske, 8699 SW Sun Place, Wilsonville, OR 97070**  
 Managing Editor (Name and complete mailing address):  
**Dr. Barry Taylor, 8699 SW Sun Place, Wilsonville, OR 97070**

10. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of the individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a nonprofit organization, give its name and address.)

Full Name	Complete Mailing Address
Oregon Dental Association	8699 SW Sun Place, Wilsonville, OR 97070

11. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box  None

Full Name	Complete Mailing Address

12. Tax Status (For completion by nonprofit organizations authorized to mail at nonprofit rates) (Check one)  
 The purpose, function, and nonprofit status of this organization and the exempt status for federal income tax purposes:  
 Has Not Changed During Preceding 12 Months  
 Has Changed During Preceding 12 Months (Publisher must submit explanation of change with this statement)

PS Form 3526, July 2014 (Page 1 of 4 (see instructions page 4)) PSN: 7530-01-000-9931 **PRIVACY NOTICE:** See our privacy policy on www.usps.com.

13. Publication Title: **Membership Matters**

14. Issue Date for Circulation Data Below: **October 2020**

15. Extent and Nature of Circulation

		Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Total Number of Copies (Net press run)		1713	1543
b. Paid Circulation (By Mail and Outside the Mail)	(1) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	x	x
	(2) Mailed In-County Paid Subscriptions Stated on PS Form 3541 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	1638	1477
	(3) Paid Distribution Outside the Mails Including Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS®	x	x
	(4) Paid Distribution by Other Classes of Mail Through the USPS (e.g., First-Class Mail®)	x	x
c. Total Paid Distribution (Sum of 15b (1), (2), (3), and (4))		1638	1477
d. Free or Nominal Rate Distribution (By Mail and Outside the Mail)	(1) Free or Nominal Rate Outside-County Copies Included on PS Form 3541	x	x
	(2) Free or Nominal Rate In-County Copies Included on PS Form 3541	x	x
	(3) Free or Nominal Rate Copies Mailed at Other Classes Through the USPS (e.g., First-Class Mail)	x	x
	(4) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)	50	50
e. Total Free or Nominal Rate Distribution (Sum of 15d (1), (2), (3) and (4))		50	50
f. Total Distribution (Sum of 15c and 15e)		1688	1527
g. Copies not Distributed (See Instructions to Publishers #4 (page #3))		25	16
h. Total (Sum of 15f and g)		1713	1543
i. Percent Paid (15c divided by 15f times 100)		100	100

\* If you are claiming electronic copies, go to line 16 on page 3. If you are not claiming electronic copies, skip to line 17 on page 3.

PS Form 3526, July 2014 (Page 2 of 4)

**UNITED STATES POSTAL SERVICE® (All Periodicals Publications Except Requester Publications)**

**Statement of Ownership, Management, and Circulation**

16. Electronic Copy Circulation

	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Paid Electronic Copies		
b. Total Paid Print Copies (Line 15c) + Paid Electronic Copies (Line 16a)	1638	1477
c. Total Print Distribution (Line 15f) + Paid Electronic Copies (Line 16a)	1688	1527
d. Percent Paid (Both Print & Electronic Copies) (16b divided by 16c x 100)	97	97

I certify that 50% of all my distributed copies (electronic and print) are paid above a nominal price.

17. Publication of Statement of Ownership  
 If the publication is a general publication, publication of this statement is required. Will be printed in the **October/November** issue of this publication.  Publication not required.

18. Signature and Title of Editor, Publisher, Business Manager, or Owner: \_\_\_\_\_ Date: \_\_\_\_\_

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

PS Form 3526, July 2014 (Page 3 of 4) **PRIVACY NOTICE:** See our privacy policy on www.usps.com.

# ODA Wellness Initiative

With increasing professional and personal demands, the overall well-being of dentists in the Oregon community is more important than ever. The ODA's Wellness Program offers a robust network of compassionate Wellness Ambassadors armed with resources to help support colleagues dealing with wellness issues, including, but not limited to: stress management, practice issues, debt, fraud, family obligations, illness, injury, depression, loss, grief, and addiction. Wellness Ambassadors are available to assist dentists at all levels of their career, including dental students. Learn more about serving as a Wellness Ambassador or request support at <http://bit.ly/ODAWellnessInitiative>.



## Apply or Nominate a Colleague to Be Part of the ODA Leadership Academy!

Let the Oregon Dental Association guide you on your journey in continued excellence and leadership growth. Apply today to be part of the 2021 Leadership Academy. This program provides you with a unique backstage pass to ODA offerings and experiences, while developing and enhancing your leadership and interpersonal skills. Customized to each participant, depending upon the indicated area of interest, the Academy guarantees a deeper understanding and growth where it matters most to you!

The deadline to apply or nominate a colleague is December 4th- for additional information on the Academy and how you can be part of the 2021 program visit [bit.ly/ODALeadership](http://bit.ly/ODALeadership)



## DENTAL CLASSIFIEDS

### ASSOCIATES WANTED

Associate dentists or Partners! Great opportunities in beautiful Pacific Northwest. Select the option that works best for you-associate or partner. Enjoy doing dentistry and leave much or all of the headaches to the experts. Contact [megan@omni-pg.com](mailto:megan@omni-pg.com), 503.830.5765. (OD138)

### ASSOCIATES WANTED/ SEEKING EMPLOYMENT

UWA graduate is motivated to find the perfect Portland practice to grow their career. They want a practice with 5-6 ops, collections over \$750K, a strong hygiene program with FFS/PPO patients. The candidate has completed advanced training in CEREC, and Invisalign. To find out more, call AFTCO at 800.232.3826 today!

### PRACTICES FOR SALE

SE Portland (Gateway) Practice For Sale. 2014 remodel, 1440 sq ft. 3 ops, room for one more. On track to collect about \$487,000. Great opportunity to grow, as endo, OS, removable, implants and implant restorations, & ortho are all referred out. Contact [megan@omni-pg.com](mailto:megan@omni-pg.com), 503.830.5765. (OD137)

Coos Bay Area Dental Practice and Space For Sale Long time reputable dental practice collecting over \$680,000 with 43% operating income. 3 ops. 33% hygiene. All endo, ortho, 3rd molar ext, and perio surgeries referred out. Contact [Megan@omni-pg.com](mailto:Megan@omni-pg.com); 503.830.5765. (OD135)

Dental Practice for Sale in the Gorge - Enjoy the lifestyle of the Gorge with Cascades, Columbia River, and wineries. Well-established practice with collections over \$800,000, low rent, clean AR, CBCT, new computers. Contact [Megan@omni-pg.com](mailto:Megan@omni-pg.com), 503.830.5765. (OD139)

Beautiful Clackamas dental practice for sale. 5 ops, CBCT. 2019 collections around \$1.0M and adjusted net income 50%. Building can be purchased. Contact [Megan@omni-pg.com](mailto:Megan@omni-pg.com) or call 503.830.5765 (OD143)

General Practice and Condo for Sale on Southern OR Coast. This practice was established over 35 years ago. The area boasts awesome outdoor activities at the beach and world class golfing. Working 3 days per week and collecting over \$640,000. No OHP. Refers out molar endo, 3rd ext, perio, so room to grow. Condo space also for sale. Contact [megan@omni-pg.com](mailto:megan@omni-pg.com), 503.830.5765. (OD144)

### Southern Oregon General Practice for Sale

New to the market is a gorgeous general practice in southern OR, located in a newly renovated medical park. The current doctor is interested in partnership or a straight buy-out. With five operatories and collections over \$1.3 million, it is thriving. Adjusted EBITDA of \$230,000 and 26 new patients per month. The real estate is also for sale. Learn more, contact Kaile Vierstra with Professional Transition Strategies to receive the prospectus. Email: [kaile@professionaltransition.com](mailto:kaile@professionaltransition.com) or give us a call: 719.694.8320. We look forward to hearing from you!

PROFESSIONAL PRACTICE SPECIALISTS has general and specialty practice opportunities across Oregon, including Portland, Eastern Oregon and the coast. Their collections vary from about \$500K to \$1.5M+. The opportunities change frequently so visit our website, [PRACTICESALES.COM](http://PRACTICESALES.COM) for the most recent information, or contact Randy Harrison, 503.807.0009, [Randy@PracticeSales.com](mailto:Randy@PracticeSales.com). Thank you!

### SPACE AVAILABLE/WANTED

Beautiful 1600 sq ft office in Medford near RVMC

Address is 2937 Siskiyou Boulevard

Fully plumbed, previously occupied by dentist

Incentives available 541.840.2475

Central Oregon Coast Veterinary/Medical building for sale, 3850 sq ft. Prime location for any commercial business! High traffic flow, convenient parking, solid brick built, ample storage room, territorial views out back. Beautiful coastal community. Open to offers. Contact Jim at [jim@omnipeg-vet.com](mailto:jim@omnipeg-vet.com) or call 877.866.6053 ext 2. (OR103)

### 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](mailto:megan@omni-pg.com).

# Business is all of us

We're proud to support our local businesses, because when they're strong, everyone benefits. See what we're doing to help keep local communities thriving at [HeritageBankNW.com/allofus](http://HeritageBankNW.com/allofus).



503.306.5419 | [OregonDental@HeritageBankNW.com](mailto:OregonDental@HeritageBankNW.com)



Equal Housing Lender | Member FDIC

[HeritageBankNW.com](http://HeritageBankNW.com) |



## INDEX TO ADVERTISERS

### BUSINESS BANKING

Columbia Bank ..... 10  
[www.columbiabank.com](http://www.columbiabank.com)

Heritage Bank ..... 34  
[www.HeritageBankNW.com](http://www.HeritageBankNW.com)

PNC Bank ..... 23  
[www.pnc.com](http://www.pnc.com)

### DENTAL BROKERS

Consani Associates, LTD ..... 12  
[www.mydentalbroker.com](http://www.mydentalbroker.com)

### DENTAL INSURANCE

TDIC ..... 4  
[www.tdicinsurance.com](http://www.tdicinsurance.com)

### DENTAL LABORATORIES

Artisan Dental Lab ..... Inside Front Cover  
[www.artisandental.com](http://www.artisandental.com)

Assured Dental Laboratory, Inc. .... 6  
[www.assuredentallab.com](http://www.assuredentallab.com)

O'Brien Dental Lab, Inc. .... 17  
[www.obriendentallab.com](http://www.obriendentallab.com)

### DISINFECTING & SANITARY SOLUTIONS

O'Brien Dental Lab, Inc. .... 28  
[www.stratusmicromister.com](http://www.stratusmicromister.com)

### EMPLOYMENT OPPORTUNITIES

Kaiser Permanente Dental Care Program ..... 13  
[www.pda-dental.com](http://www.pda-dental.com)

### IT SPECIALISTS

Dentech ..... 13  
[www.den-tech.com](http://www.den-tech.com)

### PRACTICE MANAGEMENT SOFTWARE

Astra Practice Partners ..... Inside Back Cover  
[www.astrapracticepartners.com](http://www.astrapracticepartners.com)

### PRACTICE SALES

AFTCO ..... 34  
[www.aftco.net](http://www.aftco.net)

Omni Practice Group ..... Outside Back Cover  
[www.omni-pg.com](http://www.omni-pg.com)

### TRANSITION & MANAGEMENT CONSULTANTS

HELP Appraisals & Sales ..... 8  
[www.adstransitions.com](http://www.adstransitions.com)

Henry Schein, Inc. .... 19  
[www.henryscheinpnt.com](http://www.henryscheinpnt.com)

## What's your practice worth?



**AFTCO**  
TRANSITION CONSULTANTS  
Since 1968

Receive a **free market value analysis** today.  
[www.AFTCO.net](http://www.AFTCO.net) | 800.232.3826





**ASTRA**  
PRACTICE PARTNERS

# Streamline your workflow & reduce overhead costs

Let Astra Practice Partners' dental technology experts help you run a more efficient and profitable dental office.

## Our dental technology solutions include:



DAISY practice management software



Hardware equipment & compatible software/network support



Installation, configuration & unlimited support options

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

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



# A DENTAL TEAM THAT GIVES YOU THE MOST



**NAPB**  
National Association  
of Practice Brokers

- ✓ Focused on **honesty, integrity** and **trust**.
- ✓ **Experienced** and **successful** with over 150 years in the dental industry and over 500 practices transitioned.
- ✓ A **team** of dentists, dental managers, dental consultants, CPAs, financial executives, and commercial real estate brokers.
- ✓ **Local** brokerage offering **customized** and **personalized service**.
- ✓ **Licensed** commercial real estate brokers to negotiate leases or sell your real estate.
- ✓ **Certified Valuation Analysts** to value your practice right.
- ✓ **Marketing Experts**—We advertise your practice in more places.
- ✓ Orchestrating a **win-win-win-win** for 1. you the seller, 2. the buyer, 3. your staff, and 4. your patients in which you achieve a lasting and positive legacy.



**Rod Johnston,**  
MBA, CMA  
rod@omni-pg.com  
lic. #200909097



**Megan Urban**  
megan@omni-pg.com  
lic. #201221407



**Buck Reasor**  
buck@omni-pg.com

## Contact us today.

For a free, confidential consultation!

1-877-866-6053 | [info@omni-pg.com](mailto:info@omni-pg.com)

[omni-pg.com](http://omni-pg.com)