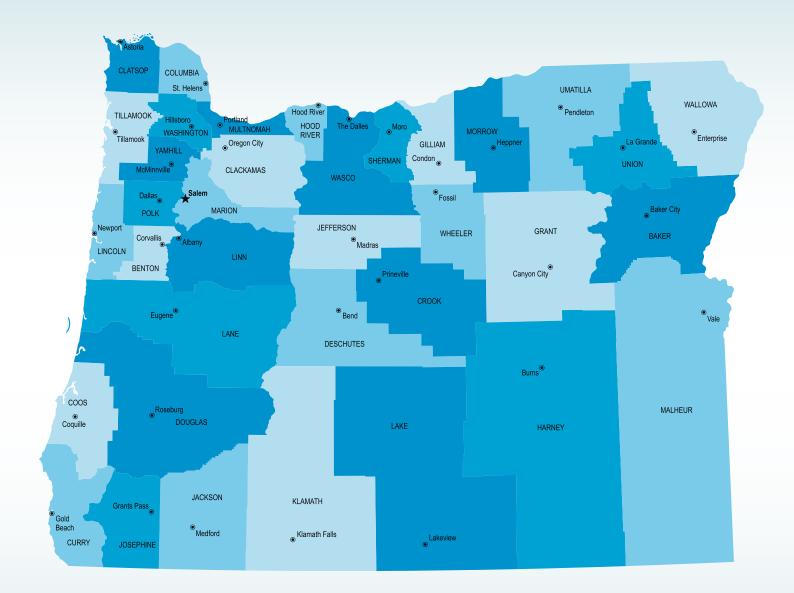


Membership Matters

A publication of the Oregon Dental Association • September 2022



COMPONENT PROFILES

Also Inside CE Calendar, page 11 | Dental Foundation of Oregon, page 28



Honolulu Saturday, Oct 8th 2022 9am - 4pm Potential Family Vacation Opportunity

HILTON HAWAIIAN VILLAGE WAIKIKI RESORT Enclosed lagoon swimming and snorkeling, 3 pools, surf beach, sailing and submarine excursions, luau events and fine dining.

Email <u>info@mydentalbroker.com</u> to register. Call Paul Consani (866) 348-3811 with any questions you may have.

Seminar Opportunity

Positioning Your practice for Sale, Associateship, or Partnership in a Covid / Post-Covid Environment

Seminar topics Include:

Dental demographics. Associateship preparation. Partnership design. What every spouse should know. Practice valuation trends. Practice transition trends. Banking trends. DSOs Impact and Market Share. How to negotiate with a DSO. Maximize practice value. Sample documents provided. Course room style seating.

Lunch and comprehensive handout included. \$285. Spouses Free.

Visit us in our booth #300 at the AGD Annual Session, Orlando July 27 - 30

Visit us in our booth #962 at the AAOMS Session, New Orleans Sep 13 – 16

Visit us in our booth #2554 at the ADA Annual Session, Houston Oct 14 – 17



OREGON, WASHINGTON, IDAHO, MONTANA, ALASKA and HAWAII.

Serving since 1996 <u>www.mydentalbroker.com</u> (866) 348-3800 Call now to learn about over 50 practice purchase opportunities that are currently available. **INSIDE THIS ISSUE**

FEATURES

- **16 DENTAL COMPONENTS ACROSS STATE CELEBRATE RETURN OF IN-PERSON SOCIALS, CE EVENTS**
- **19 NEW DENTAL IMPLANT RULES**
- **20** COMPONENT HIGHLIGHTS
- 26 THE TOP FIVE REASONS TO USE EPRESCRIBING TO BOOST EFFICIENCY
- **28 THE DENTAL FOUNDATION OF OREGON**
- **30** IMPROVE PATIENT SAFETY WITH A TIMEOUT POLICY
- **32** OHSU NATIONAL SIGNING DAY 2022

DEPARTMENTS

- **5** GUEST EDITORIAL
- **7** LETTER TO THE EDITOR
- **9** NEW MEMBERS
- **11 EVENTS AND EDUCATION**
- **14 BOARD OF TRUSTEE MEETING HIGHLIGHTS**
- **15 MEMBER BENEFIT OF THE MONTH**
- **33** CLASSIFIED ADS
- **34 INDEX TO ADVERTISERS**

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.

PUBLISHED SEPTEMBER 2022/0DA-K0822/9860 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 Robyn Mourant at 1-800-796-2638, ext. 4324, or rmourant@naylor.com.

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2022. 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 Sociate Larissa Flores Book Leader Robyn Mourant Sales Representatives Brian Agnes, Jason Currie Project Administrator Alexandra Lewis Layout and Design Manish Dutt Sharma COVER IMAGE: ISTOCK.COM/KOSM0200

oregon dental



Connect Online

f	Oregon Dental Association
You Tube	OregonDental channel
in	Oregon Dental Association (private group)
0	@oregondental
N	embership Matters accepts original

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 with any articles or questions.

AADE American Association

THE NEXT GENERATION OF IMPLANTS IS HERE!

reintroducing ARTISAN'S SR Z360

OUR SCREW-RETAINED, MONOLITHIC ZIRCONIA IMPLANT RESTORATION



What's new?

- Fabricated from high translucency, multi-layered 4Y zirconia.
- Ti-base compatible with 95% of all implant connections.
- Able to correct angulation up to 25°
- Package price: includes crown, anodized ti-base, and screw.

THE RESULT:

A predictable, economical option for restoring single tooth posterior implants.

FABRICATED FROM DIGITAL OR ANALOG RESTORATIONS



A TECHNICAL REPRESENTATIVE CAN BE REACHED AT: JEN HOBSON Jen@artisandental.com 503-238-6006 EXT 246

WWW.ARTISANDENTAL.COM

GUEST EDITORIAL

The Greatest Value of an Association



By Barry Taylor

THE VALUE OF AN ASSOCIATION

is that as a group we can accomplish more than an individual could do on their own. What first comes to mind is advocacy. I can speak with my state representative or state senator in my district; however, by being a member of the Oregon Dental Association I know that the association lobby team is able to advocate on my behalf to all representatives and senators as well as have access to other leaders that as an individual I don't have.

However, there is much more outside of advocacy in which our association provides value for its members. Social connections and networking are an integral part of being a member. We know from past surveys that networking is one of the top reasons that doctors attend the Oregon Dental Conference. The sense of community found at the ODC cannot be replicated in a virtual setting. We look forward to the 2023 ODC being a 100% in-person event. There are many opportunities for virtual continuing education outside of the ODC, but there is no replacement in Oregon for a dental meeting that provides the number of courses and exhibitors that the ODC does.

There are several other upcoming ODA events to foster community engagement. All these events are opportunities to meet your colleagues in a fun environment while also providing opportunities for continuing education or networking. All these events provide an atmosphere that cannot be duplicated in an online environment.

On **August 27**, the ODA's New Dentist Council hosted an evening of CE and fun at a Thorns FC soccer game at Providence Park. ODA member **Dr. David Dowsett** provided one hour of CE about sports dentistry onsite in a classroom at Providence Park before the game. Attendees then watched the game from the Modelo Cantina while enjoying hosted food and beverages. A portion of the \$40 tuition benefited the Dental Foundation of Oregon.

Keeping the sport theme, four components will be hosting a tailgate social event at the ODA Wilsonville office on the evening of **September 29**. The event is designed to bring members together to have fun, visit with your colleagues, and become engaged in your community. This is how we can build a strong association. There will be food carts, beverages, and, in keeping with the tailgate theme, games.

Moving south, we are excited for the ODA Regional Event, which will be presented in Ashland on November 5. When the ODA moved the House of Delegates to a virtual event, it was recognized that we wanted to replace the social aspect of what is always a fun weekend. Thus, the Regional Event was born. This will be a day of CE and meals in a beautiful setting at Belle Fiore Winery. ODA member Dr. Dan Petrisor will present two hours of CE on dental implants, and then one of the best reviewed speakers from the 2022 ODC, Dr. Bruce Christopher, will present a three-hour course, "The Psychology of Success: Secrets the Superstars Know," followed by a wine tasting reception.

All these events are opportunities for members to become engaged in their community and to build relationships in a fun and supportive environment. We all need this socializing after the past two years. Compassion fatigue and burnout are well documented in the healthcare profession. Participating in these events will be good for your mental health and is a way for you to also support your colleagues. To me, that is the greatest value of our association.

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.

What makes TDIC different from other insurers?





3 promises

To protect only dentists, to protect them better than any other insurance company, and to be there when you need us



41-year heritage

A company built by dentists and unparalleled expertise



24,000+ dentists

A strong community of policyholders who are your peers



A Rating

Rated A (Excellent) by AM Best for 28 consecutive years*

Rated by AM Best 28 CONSECUTIVE YEARS

At TDIC, protecting is all we do. See how we keep you covered at tdicinsurance.com.

Protecting dentists. It's all we do."

f in ♥ @TDICinsurance | tdicinsurance.com | CA Lic. # 2361-4

Endorsed by **oregon dental**





LETTER TO THE EDITOR

Letter to the Editor

AFTER OUR APRIL 2022 ISSUE ON

WELLNESS, Dr. Tricia Ray reached out with the following letter. We are publishing it because the ODA does want to acknowledge that many of our members – and much of our community – may have experienced professional or personal trauma as a result of the COVID-19 pandemic. In her book *The Wisdom of Your Body*, Dr. Hillary McBride writes that

"A stressful event becomes a trauma when we feel overwhelmed and powerless. [...] Not all of us have experienced the big traumas that can cause PTSD (we call these *big-T traumas*, the life-threatening ones that are central to a PTSD diagnosis), but almost all of us have experienced small traumas (we call these *small-t traumas*). Small-t traumas [...] might seem less significant, even part of everyday life, but when they happen frequently enough, they can affect our emotional and nervous systems even more significantly than big-T traumas."¹

If you are having difficulty coping with the effects of big-T or small-t traumas, we encourage you to seek support. You may already be engaged with professional support, and we applaud you for supporting your mental health in that way. You can also take advantage of free, confidential, and professional therapy services through the Oregon Wellness Program (www.oregonwellnessprogram.org). Finally, if you would like support from a peer instead of a professional, you can contact one of our ODA Wellness Ambassadors on our website at www.oregondental.org/ member-center/benefits-ofmembership/wellness-initiative.

Reference

1. McBride, H. (2021). *The Wisdom of Your Body*. HarperCollins Publishers. Page 59.

To Whom it May Concern,

In response to the April 2022 edition of *Membership Matters* titled "The Wellness Initiative," I was glad to see that the ODA was responding to the current mental health crisis in the dental community. However, I did not feel that it spoke to the issues that I see in the workforce and have experienced personally. What I have experienced was not addressed in the entire edition, namely the trauma of working through a pandemic. Our dental community has lived and worked through uncertainty and stress during the pandemic, and it has left many of us feeling the effects akin to a major trauma. Many of us may need to reframe the discussion to help us sort through this trauma rather than discussing general mental wellness. As such, I implore you to consider your membership has nothing short of PTSD as a result of the pandemic and to specifically include this in your wellness initiative.

Sincerely, Tricia Ray, DMD

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.

WHY CHOOSE US?

We could tell you how we check every box...

[but it's more credible coming from your peers]



Dr. Seth Monson, DMD

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



Dr. Bryan Baker, DMD

Great group of CDTs. Fixed and removables have all been great! Thanks to all!



Dr. Travis Schuller, DMD

I've been using this lab since 2011. Great products and great communication. I appreciate their integrity and willingness to go the extra mile.



Dr. Greg Lee, DMD

I've had the pleasure of working with Steve, Eric and their team for six years now and I have full trust in their ability to consistently deliver outstanding customer service and high-quality restorations. They are truly an extension of my practice.



Dr. LaVonne Hammelman, DMD

I'm so happy with your lab. I love dropping on a crown with perfect margins and minimal adjustments consistently.



Assured Dental Lab – No case too challenging and skilled technicians available by phone while you're chairside!

We're a full-service dental laboratory, with three industry generations committed to cutting-edge technology, FDA–approved materials, best manufacturing practices, exceptional customer service and on-time delivery. Check us out!

Send your digital cases today



Assured Dental Lab®

877.283.5351 www.assureddentallab.com

Quality Products at Amazing Prices. Case after Case.

UP FRONT

Welcome New ODA Members

WELCOME TO OUR NEWEST MEMBERS! Please reach out to these new members and welcome them into the ODA community.

Andrew Bernhard, DDS Klamath County Dental Society

Jeffrey Crowley, DMD Clackamas County Dental Society

Christopher Hansen, DMD Yamhill County Dental Society

Michael Purcell, DDS Lane County Dental Society

Emily Wineland, DDS Multnomah Dental Society



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.**



Events & Education Component CE Calendar

CONTINUING EDUCATION

Calendar provided by Mehdi Salari, DMD

This calendar is current as of August 23, 2022.

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	Dental Society	Course Title	Speaker	CE	Location	More Information
10-14-2022	Lane	Depending on How You Sit, Dentistry Can be a Pain in the Assets	Noelle Santucci, DDS, MA, BS, RDH	3	Eugene (Lane Community College)	Register: www.lanedentalsociety.org
10-16-2022	Multnomah	3D Printing Techniques - Bio Engineering	Luiz Bertassoni, DDS, PhD	2	(Portland) OHSU School of Dentistry	Register: www.multnomahdental.org
10-18-2022	Clackamas County	Medical Emergencies	Steve Beadnell, DMD	3	PWFCC	Register: executivedirector@ clackamasdental.com
11-08-2022	Lane	Preventing HPV Cancers in Action: The Critical Role of the Dentist	Gary Heyamotot, DDS, MAGD	1	Webinar	Register: www.lanedentalsociety.org
11-15-2022	Clackamas County	Botox in Dentistry	Cory Woodyatt, RN	2	PWFCC	Register: executivedirector@ clackamasdental.com
12-02-2022	Multnomah	Risk Management and Medical Emergencies	TBD	7	TBD	Register: www.multnomahdental.org
12-16-2022	Lane	The Christensen Bottom Line	Gordon Christensen, DDS, MSD, PhD	4	Eugene (Lane Community College)	Register: www.lanedentalsociety.org
01-24-2023	Clackamas County	Infection Control	Terre Harris	2	PWFCC	Register: executivedirector@ clackamasdental.com
02-28-2023	Clackamas County	Cultural Competency	Chris Verbiest	2	PWFCC	Register: executivedirector@ clackamasdental.com
03-21-2023	Clackamas County	Dental Team Ergonomics	Allison Harney, PT, DPT	2	PWFCC	Register: executivedirector@ clackamasdental.com
04-25-2023	Clackamas County	Clear Aligners	TBD	2	PWFCC	Register: executivedirector@ clackamasdental.com
05-23-2023	Clackamas County	New Digital Concepts in Dentistry	Olesya Salathe, DMD		PWFCC	Register: executivedirector@ clackamasdental.com

Find this calendar online at 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** to catch up on the latest offerings on your own schedule.

Your full service dental lab, focused solely on the production of removable and implant prosthetics.

All Products Made in House

CUSTOM DENTAL PROSTHETICS, INC

19155 SE McLoughlin #105 Gladstone, OR 97027 **503.656.2775** 800.595.3495 **CDPpdx.com** SINCE 1984



2021-2022 ODA BOARD OF TRUSTEES

PRESIDENT

Calie Roa, DMD Southern Oregon Dental Society

PRESIDENT-ELECT

Mark Miller, DMD Yamhill County 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 Todd Beck, DMD Multnomah Dental Society Amberena Fairlee, DMD Central Oregon Dental Society Denise Gates, DMD

Clackamas County Dental Society Bryan Guthrie, DMD

Clackamas County Dental Society Mark Mutschler, DDS, MS

Clackamas County Dental Society Michael Naughton, DMD

Multnomah Dental Society

Olesya Salathe, DMD Clackamas County Dental Society

Frances Sunseri, DMD Clackamas County Dental Society

ASDA REPRESENTATIVE

Helen Zagorodny 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*

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

PERMANENTE

Permanente Dental Associates

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

Camaraderie and

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

• An opportunity to become

an owner in the business

professional growth that

a group practice offers



Experience that works for your business

Heritage Bank offers local decision making and options to help your business succeed, including customized loans with competitive terms. Contact one of our banking experts today to learn more.

503.306.5419

OregonDental@HeritageBankNW.com





Equal Housing Lender | Member FDIC Herita

HeritageBankNW.com | 🚹 🎔 💼 💿





UP FRONT

Board of Trustees Meeting Highlights

Oregon Dental Association Board of Trustees Meeting Saturday May 21, 2022

- Dr. Olesya Salathe and Dr. Kim Wright were elected to serve as alternate delegates at the 2022 ADA House of Delegates.
- Dr. Cynthia Layport was appointed to DOPAC.
- Dr. Ashish Patel was appointed to the Annual Meeting Council.
- The 2023 Board of Trustees meeting calendar was approved.
- ODA's 2023 Legislative Agenda was approved.

SKY'S THE LIMIT

Enjoy a high-value benefit package with paid time off, bonus potential, 401K match, medical and more. We're hiring in Oregon, Washington and Idaho.

Apply today at wdgcareers.com/oda

Elizabeth Gustafson, 503.351.1968 | egustafson@willamettedental.com

Willamette

Dental Group

MEMBER BENEFIT OF THE MONTH

ADA Third Party Payer Concierge

NEED HELP WITH INSURANCE CLAIM DENIALS? The ADA Third

Party Payer Concierge service is here to help! This free service for ODA and ADA members provides much-needed assistance for dentists with insurance-related questions and concerns, including:

- Coordination of Benefits
- · Claim Denials
- EOB Language Questions

Contact the Concierge service at 1-800-621-8099 or **DentalBenefits@ada.org**. Additional ready-to-use resources and innovative dental insurance solutions for dentists are available to **ADA.org/dentalinsurance**. Or visit **oregondental.org** to learn about the many other benefits available to you as a member!



Dental Components Across State Celebrate Return of In-Person Socials, CE Events

FEATURE

By Melody Finnemore

AFTER TWO YEARS OF PUTTING

SOCIALS, continuing education sessions and other gatherings on hold due to COVID-19 precautions and restrictions, dental components across Oregon are bringing members back together in person and witnessing immediate benefits.

It started tentatively last April. Both the Southern Oregon and Lane County Dental Societies held day-long CE events for the first time since the pandemic forced shutdowns to begin throughout the state.

Alayna Schoblaske, DMD, ODA editor and Southern Oregon Dental Society treasurer, said the component was a bit unsure of how actively to market its CE event amid the uncertainty surrounding COVID precautions at the time. Still, the event drew about 40 members and seven sponsors.

"It was really fun. It was at a local hotel, and it's the first time that a lot of our members had returned to in-person continuing education since COVID began," she said.

The guest speaker was David Hornbrook, DDS, FAACD, FACE, FASDA, who spoke about cementation and ceramic crowns. Dr. Schoblaske said that it was quickly apparent to attendees that the learning aspect felt much more personal than on Zoom.

"I think we all noticed the ease of being able to ask questions in person and the opportunity to network in between sessions," she said. "Being able to talk to the vendors was really great, too. People were able to go see the products that Dr. Hornbrook was talking about and be able to have a more conversational talk about them."

Nissa Newton, Lane County Dental Society executive director, said about 30 members attended that component's hands-on CE session. "That was really optimistic to get together, and we had a one-hour lunch so our members could talk, which they hadn't been able to do for a long time, so I think that was very valuable."

The component had another CE event scheduled but had to cancel when its guest speaker contracted COVID, a reminder that life has not completely returned to normal amid







fluctuating infection rates and variants of the virus. The class, dedicated to dental marketing and practice growth, was rescheduled for August.

"We have had to learn to be OK with however many people are registering or not because everybody has a different comfort level," Newton said.

She added that the component also has scheduled its fall social in September and a mini-conference on practice management in October. Gordon Christensen, DDS, MSD, PhD, will be a guest speaker at its December event, and the component is now starting to schedule events for 2023. In addition, Lane County Dental Society will host an online webinar on HPV prevention in November in recognition that many members appreciate the convenience of the format.

Newton added that the component has revived its newsletter, which goes out to members every two or three months and is intended to help them stay connected. "I'm hoping that by seeing the newsletter and what we're doing and being active on social media, people will eventually want to come back and do those in-person classes and see the value of membership." Barry Taylor, DMD, ODA executive director, said he also is excited about recent and upcoming events that give members an opportunity to connect. Among them was the Aug. 27 New Dentist Council Thorns/CE event. Organized by the ODA and its New Dentist Council, the three-hour event at Providence Park included an hour of sports dentistry CE followed by a social event with refreshments and the Portland Thorns' match against the San Diego Waves.

On Sept. 29, the ODA will host the Fall Kick Off/Tailgate/Membership Engagement Event, which invites members to join their colleagues for a free evening with food carts, craft beers, ciders, and wine along with tailgate games and prices. The event will be held in the parking lot of the ODA building in Wilsonville.

Lora Mattson, executive director of the Multnomah Dental Society, said her component is hosting CE meetings throughout this fall, with December's session on risk management and medical emergencies. On Nov. 2, it will host a free event for dental students and those who have been practicing for 10 years or less that will offer arcade games, bowling, and food. Mattson said she has enjoyed seeing members hugging, smiling, and laughing during recent gatherings.

"I think it's really good for their mental health. Dentists were really stuck because, for a while, they couldn't go into the office, and then when they could, they lost half their staff so they had to work double time," she said. "This helps them realize that this was just a temporary thing and we're getting back to normal. This is also valuable for their referrals and their networking."

The ODA Regional Event: CE by the Chateau is scheduled for Nov. 5 at Belle Fiore Winery in Ashland. Dr. Taylor emphasized that the event is also a social and that it will rotate annually around the state in order to give members a chance to meet outside of the Portland metro area.

"It's really about engagement and community. Anyone can provide a virtual format, but I think providing that sense of community with people you practice with in your area is something that we can offer that others can't," he said. "Only components can do that, and that is a huge benefit of associations."

Join the 2023 ODA Leadership Academy



Your backstage pass to ODA offerings and leadership growth is waiting



I highly recommend the Academy to any member who wants to learn more about the organization, leadership in general and to make a difference in your own life as well as in your profession.

Leah Hickson, DDS 2019 Graduate

Application/Nomination Deadline: December 2, 2022 http://bit.ly/ODALeadership



Helping Dentists Succeed From Start to Finish



ERNIE THOMPSON, DMD (503) 351-8852

Ernie's 38 years of experience as a successful dentist in both private practice and corporate settings has given him a unique perspective on dental practice transitions.



TAMMY NORTON, DENTAL CONSULTANT (360) 901-6100

Whether you're a new dentist or preparing to retire, Tammy has extensive dental industry experience and asks the right questions to help you achieve your goals.

MTNTOPONLINE.COM • (503) 701-6697





PROPERTY TYPE: General Practice

SQUARE FOOTAGE: 2,800 Sq. Feet

LOCATION: NE Portland, OR

LISTED AT: \$599,900



Scan code for more info!

REGULATORY

New Dental Implant Rules

THE OREGON BOARD OF DENTISTRY

HAS IMPLEMENTED new dental implant rules that go into effect beginning January 1, 2024. These rules apply to any provider who places or restores implants.

Before surgically placing implants, a dentist must complete 56 hours of hands-on clinical implant courses. Courses must be part of a CODA-accredited graduate dental program, or through education providers that are AGD PACE or ADA CERP approved.

Those who have graduated from a specialty training program that is CODA accredited in oral and maxillofacial surgery, periodontics, and prosthodontics may qualify to place implants with proper documentation and are not subject to the additional 56 hours of training.

For dentists who place and/or restore and are renewing licensure in Spring 2024 and beyond, it will be required to complete 7 hours of related continuing education. These 7 hours will be required at each renewal period.

The board recommends maintaining proof of meeting these requirements as copies may be requested at random audits or as part of complaint investigations.

For further detail, please visit the board's dental implant FAQs at https://www.oregon.gov/dentistry/ Documents/Dental Implant Rules FAQ Guidance—FINAL.pdf.



COMPONENT HIGHLIGHTS

Highlights from ODA's Component Dental Societies

Component	Number of Members	Officers
Central Oregon Dental Society	140	Jessica Henderson, DMD–President Eric Cadwell, DDS–Vice President Madeline Peterson, DDS–Secretary Sam Elcik, DMD–CE
Clackamas County Dental Society	228	Jeremy Suess, DMD–President Jacob Goertz, DMD–Vice President Casey Norlin, DMD–Secretary/Treasurer Fred A. Bremner, DMD–Editor/Executive Director
Clatsop County Dental Society	33	Matt P. Starley, DMD-President
Eastern Oregon Dental Society	65	Jason Walker, DMD-President Justin S. Bingham, DMD-Secretary Jeremy Larson, DMD-Treasurer
Klamath County Dental Society	29	Daniel P. Gailis, DMD-President Andrew J. Smith, DMD-Vice President Theresa K. Tucker, DDS-Secretary/Treasurer
Lane County Dental Society	190	Jordan Lentfer, DMD–President Ivan Paskalev, DMD–Secretary Carly Peterschmidt, DMD–Treasurer Nissa Newton, MBA–Executive Director
Marion & Polk Dental Society	174	Paul Brannen, DMD-President Alex Johnson, DMD-Vice President Jev Clark, DMD-Secretary/Treasurer Michael Trevino-Executive Director
Mid-Columbia Dental Society	29	Justin Schmidt, DDS-Vice President Andrew Olsson, DDS-Treasurer Colin Taggart, DMD-Editor
Multnomah Dental Society	536	Octavia Lively, DDS-President Deepak Devarajan, DMD-Vice President Deborah Struckmeier, DMD-Secretary/Treasurer Lora Mattsen-Executive Director

Component	Number of Members	Officers
Rogue Valley Dental Society	46	Shane Huish, DMD-President Draper Donald, DMD-Vice President Ally Swanson, DMD-Secretary/Treasurer
Southern Oregon Dental Society	98	Adam Fox, DMD-President Dana Schmidl, DDS-Vice President Alayna Schoblaske, DMD-Treasurer Cameron Cutler-Executive Director
Southern Willamette Dental Society	109	TBD–President TBD–Vice President TBD–Secretary Treasurer
Southwestern Oregon Dental Society	35	TBD-President Craig Elgin, DMD-Secretary/Treasurer Tom Holt, DDS-Editor
Umpqua Dental Society	36	Jon Petersen, DMD-President Shashank Joshi, DDS-Secretary Treasurer Jeff Kobernik, DMD-Study Club Liaison
Washington County Dental Society	304	Susan Weinberg, DMD-President Alex Marrero, DMD-Secretary/Treasurer Becky Peterson-Executive Director
Yamhill County Dental Society	29	Todd C. Hyder, DMD-President Marvin J Johnson, DMD-Editor Mark A. Miller, DMD-Immediate Past President



Component Quick Links

- See up-to-date component officer information at oregondental.org/about-us/ component-dental-societies
- See up-to-date information on component meetings and CE offerings at oregondental.org/meetings-events/calendar-of-events

Interested in ODA officers or staff joining one of your upcoming component meetings? Contact Debbie Douglas, membership coordinator, at **ddouglas@oregondental.org** or 503-218-2010 to schedule a visit. Multnomah Dental Society–Member Benefits

As a member of MDS, you not only receive benefits of both the ODA and ADA but also a variety of local benefits. We provide quality continuing education courses throughout the year, including the courses required for licensure renewal. Our annual **New Dentist Social** is always a popular event to attend!

Other great offerings include a monthly newsletter, *Hotline*, and regular e-news messages to keep you informed on everything going on locally. Members receive a pictorial directory annually, which is handy to have at your desk for quick references.

The Multnomah Dental Society sponsors an **Emergency Dental Service Program** to handle patient emergencies for MDS members when they are unavailable. As a key element of the program, we recruit volunteer doctors who wish to cover weekends and holidays. Volunteering for this also has its rewards!

Another great community outreach service program that can also help build your practice is our award-winning **Senior Smile Program**. MDS recruits volunteer dentists throughout Multnomah County to provide low-income, uninsured senior citizens with affordable dental care. These services are done at a reduced rate for those who qualify.

One of our signature events that has gained national attention is our annual **Give Kids a Smile** and **Children's Health Fair**. This is a great way to volunteer and give back to the community. Our event provides low-income children and families with access to free dental screenings, education, and treatment. We have provided hundreds of children oral health care, nutrition and a variety of other health and safety issues in a fun fair-like event. Our volunteers love it as much as the kids!

Multnomah Dental Society connects with OHSU SOD and encourages students and faculty to be a part of our organization. Dental students are always invited to our meetings and events at no charge. We feel that early outreach and engagement with the students will show them the value of becoming a member once they have completed their education.

Being a member of our organization (Tripartite) has so much value. It provides networking opportunities, leadership, and professional development and education to name just a few. We are stronger together, and it starts at the local level.

We have an enhanced website (www.multnomahdental.org) and staff available to answer questions about membership.



Southern Oregon Dental Society

What do you consider to be your component's greatest strengths?

Our members! Their engagement and assistance are what makes everything we do possible. The close-knit relationships/friendships of our members also is great to see.

What unique member benefits does your component offer to your local member dentists?

I'm sure each component does an amazing job of this too, but the SODS Leadership Team tries to put on local, high-quality CE that will bring our dentists and specialists together. We also try to plan low-pressure social events that will encourage the doctors and their families to make meaningful relationships.

Does your component put on any special events for your local members or community you would like to highlight?

This year, the SODS hosted David Hornbrook for a full-day CE event in Ashland, Oregon. The event was delayed multiple times due to COVID-19, so finally seeing this long-planned event take place was wonderful. Pre-COVID, we also used to have an annual end-of-the-year party that's fun and a good way to meet local dentists and staff.



COMPONENT HIGHLIGHTS

COMPONENT HIGHLIGHTS

Central Oregon Dental Society

What do you consider to be your component's greatest strengths?

Our component's greatest strength is the diversity and friendliness of our membership. Our dental society meetings are always full of all types of practicing dentists, at all different points in their careers. Everyone is so open to getting to know new members and helping them grow in our tight-knit dental community.

What unique member benefits does your component offer to your local member dentists?

Despite its rapid growth, Central Oregon is a very small community. The dental society allows us as dentists to maintain that small community feel by allowing us opportunities to really get to know our peers. Our local specialists put on CE courses not only to inform us, but to give us opportunities to get to know them directly. It's really nice in a pinch to be able to call up a specialist directly. Our component helps to lay the groundwork for those interactions.

Does your component put on any special events for your local members or community you would like to highlight?

The dental society holiday party is one of the events that members look forward to the most. It gives us an opportunity to introduce our partners and spouses to each other, which just enhances the feeling of a tight community. It's also really nice to get to see other dental society members in a less clinical or educational setting. CODS also always makes sure to offer a local medical emergencies course for our license requirements.

CONNECTLEARNGROW

An event for the entire dental team



Save the Date.

Oregon Convention Center Portland ■ April 13–15, 2023

ODA REGIONAL **EVENT: CE BY THE** CHATEAU

Our Awesome Speakers:



DMD, MD

Bruce Daniel Petrisor, Christopher MA, LP, CSP An all day event with 5 hours of CE, wine tasting reception, and time to reconnect with your dental community!

Sign Up Now: https://bit.ly/ODANov5

Saturday, November 5 **Belle Fiore Estate Winery** Ashland, OR

An event for the whole team! Registration fee is all-inclusive for the day ODA Members: \$100 Early Career ODA Members (<5 years from graduation): \$75 Non-ODA Members: \$150 Auxiliary Staff Registration: \$50

The Top Five Reasons to Use ePrescribing to Boost Efficiency

ICORE RX

By Robert McDermott, President and CEO, iCoreConnect

AS A PRACTICE MANAGER OR OWNER,

one of your core responsibilities is to find ways to improve efficiency while maintaining and improving the quality of care. For decades, technology has improved patient care and experiences in the lab and clinic, but the administrative office has lagged behind.

For many patients and staff, delays in business and administrative tasks can be frustrating. For practice managers and owners, those delays can be costly. The very real friction created by manual processes, especially prescription processing, can be alleviated thanks to advances in technology that bring improvements to your practice and front office operations.

How Do ePrescriptions and ePrescription Software Work?

First and foremost, to write ePrescriptions, dental providers will need ePrescription software. After entering all relevant patient and prescription information, the prescription is sent to the patient's pharmacy. But that's not all. While it can be that straightforward, ePrescription software can do more than that, including:

- · Integrating with existing practice software
- Identifying and alerting to interactions and contraindications
- Auto filling patient information to streamline and prevent duplicate entries
- Saving prescriptions and pharmacies to speed up entries



"For many patients and staff, delays in business and administrative tasks can be frustrating. For practice managers and owners, those delays can be costly. The very real friction created by manual processes, especially prescription processing, can be alleviated thanks to advances in technology that bring improvements to your practice and front office operations."

- Connecting to a vast network of pharmacies
- Providing up-to-date drug directory with instant access
- Providing access to patient prescription history regardless of prescriber
- Cloud flexibility—securely prescribe from anywhere

ePrescription software provides the seamless connection between your dental office and pharmacies to facilitate quick and easy filling of prescriptions necessary to deliver the care your patients need and deserve.

Top 5 Benefits of ePrescribing

Technology and, specifically, automation, has been heralded by many industries as a boon to productivity. Automation is designed to simplify and speed up repetitive tasks.

ePrescribing has, for that reason, been one way that dental practices are able to leverage technology to boost practice productivity and improve patient care. The benefits go beyond productivity boosts, though.

1. Easier and faster (especially for your patients)

Manual prescriptions must be taken to a pharmacy for filling, requiring a patient to make time to get to the pharmacy and wait for the prescription to be filled. This can be, depending on any number of factors from pharmacy to patient transportation, time-consuming. In worst-case scenarios, it can also delay care. With an ePrescription, the pharmacy has all the information it needs to prepare the prescription before your patient even leaves your office.

2. Reduced errors and call backs

One of the other efficiency improvements provided by ePrescriptions are call backs from the pharmacy or, worse yet, medication errors, due to illegible handwriting or unclear prescriptions. While call backs can add time to prescription fulfillment, errors are a bit more serious. In fact, experts estimate that, even today, nearly a quarter of medication errors are attributable to poor handwriting. ePrescriptions, delivered electronically, ensure that prescriptions are filled properly and accurately.

3. Fewer interactions/ contraindications

For dentists in particular, when medicines prescribed by a primary care physician may be unknown or a patient might forget, or there's an allergy to a medication you're prescribing, both your records and pharmacy records can flag the prescription, alerting you to a problem before the patient arrives at the pharmacy. Further, for patients in need of dental surgery or anesthesia, understanding drug interactions and potential problems prior to the administration is vital.

4. Improved office efficiency and productivity

Tablets changed the ability for techs and other office staff to work as they moved, updating files from anywhere in the office rather than being tied to a desktop. ePrescriptions do the same for doctors and dentists. Instead of having to return to an office and remain tied to a desktop to complete work, ePrescriptions are just faster and can be handled on the fly, improving the workflow in your office. Additionally, the ability to autofill patient data and save preferences for patients and pharmacies means you and your team can work faster with the tech working for you.

5. Safer prescribing of controlled substances

The abuse of prescription drugs is a significant problem in the United States, and, as a prescriber, the responsibility for safe prescriptions falls upon you. Any tool at your disposal to assist you in recognizing someone who may be prescription shopping is a tool you want on hand. If other providers are using ePrescription software, prescription information is available to any prescriber, regardless of the provider, that will flag duplicate prescriptions and let you know when you should be concerned about prescribing a controlled substance.

In short, ePrescriptions are safer, faster, and more convenient for both your office and your patients. Improved workflows mean your office is more efficient, further boosting patient care and satisfaction. Further, ePrescriptions improve accuracy and provide safety nets for drug concerns from interactions to potential abuse.

ODA endorses iCoreRx ePrescription software. If you're looking for an ePrescription software solution that provides these benefits, integrates with your existing practice software, like Dentrix, and helps you leverage the flexibility of the cloud, book a demo of ODA-endorsed iCoreRx. iCoreRx by iCoreConnect is offered to ODA members at a substantial discount. Call 888.810.7706 or book a demo at **iCoreConnect.com/OR2.**

DENTAL FOUNDATION OF OREGON

The Dental Foundation of Oregon

Dear Friends:

On behalf of our Tooth Taxi team of dental professionals and our board of directors, our hope and desire are that each of you is safe, connected, and optimistic about our future.

Although times may appear uncertain, here at the DFO we remain committed and passionate about the Tooth Taxi program and eager to see our new Tooth Taxi 2.0 begin traveling next spring to Oregon's scenic coasts, high deserts, and mountain ranges in support of our mission to assist underserved populations with their dental care needs.

In preparation and anticipation of the arrival of the Tooth Taxi 2.0, we ask that you consider an end-of-year donation. Every gift will be used to help us continue the legacy of meeting the increase in demands for our important services.

With gratitude for your support, Amber Fowler, Executive Director The Dental Foundation of Oregon

Here's How You Can Help

General donation gifts of any amount help support The Dental Foundation of Oregon and the Tooth Taxi 2.0, while raising awareness of our mission to advance oral education, provide charitable care, and coordinate resources for Oregon's children and vulnerable communities.

Get involved with DFO-led events including our annual Chip for Teeth Golf Tournament!

Host a third-party event where you and/or others collaborate to hold a birthday fundraiser through Facebook, host a dinner, garden party, movie night, or trivia night to help raise funds for the DFO. The ideas are endless!







Honor a friend, loved one, employee, or referring dentist. Make a gift in the name of someone you care about. An acknowledgement card is sent on your behalf to honor the memory of a departed loved one, celebrate a special occasion, or recognize a valued employee or business partner.

Get your company involved and include the DFO in your employee giving campaign. Companies like Moda Health and Nike often match employee contributions, and this is a great way to involve employees and demonstrate your commitment to our community.

Get your school involved with help from teachers and students who can create their own school project for the Tooth Taxi, such as collecting toothbrushes, toothpaste, and floss to create oral hygiene kits for kids or host a poster contest to raise awareness of the importance of good oral and dental health in your school.

Volunteer dental professionals can join us on the Tooth Taxi or host the Tooth Taxi at your dental office. Donate a day or even half a day to help deliver oral health education to children in classroom settings in schools.

Everyone can volunteer to help promote or serve at one of the many DFO events including staffing the registration table and selling raffle tickets at our golf tournament.

Join the DFO's Cornerstone Society! Join other like-minded individuals who have remembered the Dental Foundation of Oregon in their estate plans, ensuring the future of the foundation and leaving a true legacy for Oregon's children and vulnerable communities.

Shop and give to the DFO every time you shop. At no cost to you, you can contribute by quickly registering the DFO as your beneficiary through the AmazonSmile program, which donates 0.5% of the price of your eligible AmazonSmile purchases to the Foundation, and then registering your free Fred Meyer Community Rewards card to the DFO DH629 #81176 with a percentage of your purchases donated quarterly to the DFO.

Gifts to the DFO include charitable annuity, securities, or monthly gifts through a planned account withdrawal system support the DFO throughout the year.

Corporate partnerships in support of DFO events are always welcome, and we can tailor a sponsorship package to help meet your organizational aspirations.





Tooth Taxi Stats (September 2008 to July 18, 2022) 15,260

25,390 Patients screened

Number of appointments on the van

25,655

Students received oral hygiene education in the classroom

\$8,704,672 Value of services

Improve Patient Safety with a Timeout Policy

RISK MANAGEMENT

By TDIC Risk Management

PATIENT SAFETY IS ALWAYS A TOP

PRIORITY; however, in a fast-paced working environment, countless distractions can impede best practices. Shortcuts often come at a high cost. Making the time to check procedure details protects your patients and your practice.

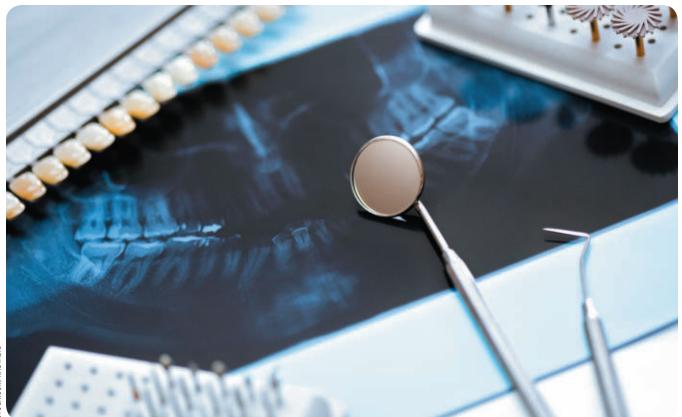
A **timeout** is an immediate pause by the entire surgical team to confirm the correct patient, procedure, and site. It's the last in a series of steps established by The Joint Commission's Universal Protocol for Preventing Wrong Site, Wrong Procedure, Wrong Person Surgery (https://www.jointcommission.org/ standards_information/up.aspx).

The Joint Commission requires accredited dental practices to implement a timeout

before all surgical procedures. Even when not required, *all practices* should strongly consider implementing a timeout policy to mitigate mishaps.

Calls to The Dentists Insurance Company's Risk Management Advice Line illustrate the need for consistent timeouts. In one case, the dentist had referred a patient to an endodontist for an evaluation on teeth Nos. 14 and 15. After diagnostic radiographs and further testing, the endodontist identified tooth No. 14 as the source of the complaint and recommended root canal therapy. The patient returned the following day for treatment.

Halfway through the procedure, the endodontist realized he had accessed the wrong tooth and was working on tooth No. 15 instead of No. 14. He immediately



"The Joint Commission requires accredited dental practices to implement a timeout before all surgical procedures. Even when not required, all practices should strongly consider implementing a timeout policy to mitigate mishaps."

completed a root canal on No. 15 to repair his mistake and then began the root canal on the correct tooth.

After completing the procedure, the endodontist informed the patient of the incident and offered to waive the fee for both teeth. He also promised to take care of tooth No. 15 should it require treatment in the future.

A few days later, the office received a demand letter from the patient regarding the "mistake of drilling" the wrong tooth, seeking restitution.

The endodontist contacted TDIC for assistance, and a claims representative and the insured were able to reach a settlement with the patient in exchange for a release of liability.

Conducting a Timeout with the Dental Team

Prior to invasive or irreversible treatment, a timeout is a vital step. Dentists, dental assistants, and front desk staff all play a significant roles.

The timeout is initiated by a designated member of the treatment team, usually the dentist, and begins with a preprocedure verification of the patient, the procedure, and the site. It involves interactive verbal communication with the patient, if possible, and all team members. Any team member is able to express concerns about the procedure verification.

The timeout is conducted in a fail-safe mode, meaning that the procedure is not initiated until all questions or concerns have been resolved. It includes a process for reconciling differences in responses among team members. The completed components of the timeout should be clearly documented in the patient's records.

The Joint Commission does not require providers to individually

document each step. One checkbox or a brief note regarding the successful completion of the timeout, located in a consistent area of the patient record, is adequate documentation as long as the full content of the timeout is specified elsewhere, such as a policy handbook.

The Joint Commission recommends dentists and oral specialists follow these steps:

- Review the dental record including the medical history, laboratory findings, appropriate charts, and radiographs. Indicate the tooth numbers or mark the tooth site or surgical site on the odontogram or radiograph to be included as part of the patient record.
- Ensure that radiographs are properly oriented and visually confirm that the correct teeth or tissues have been charted.
- Verify completion of the informed consent process, ensuring any questions or concerns from the patient are addressed.
- Conduct a timeout to verify patient, tooth, and procedure with an assistant present at the time of the extraction.
- For patients referred to a specialist, review the referral slip to verify the tooth for which the patient was referred.

Employer Liability for Employee Negligence

Verification processes should be conducted any time the responsibility of care is transferred to another dentist within the practice or when the patient is being referred to another provider.

In many cases, the practice owner could be held vicariously liable for the negligence of their employees. In another case reported to TDIC, a patient arrived at the dental office for an extraction that had previously been diagnosed by the practice owner. The extraction was performed by an associate dentist who was not involved in the initial consultation.

The patient returned to the office a few days later for fillings on a different quadrant with a different associate dentist. After reviewing the patient's treatment plan, the dentist noticed that the other associate had extracted the wrong tooth.

The dentist informed the patient and recommended a consultation with the owner, who then reassured the patient he would do whatever it took to fix the problem. A short time later, the dental office received an intent to commence litigation notice from the patient's attorney.

This case underscores how easily a wrong site procedure can occur and how quickly these incidents can escalate. Had the associate dentist verified the details of the procedure prior to beginning treatment, it could have been easily avoided.

Even when the owner is not the one who performs the procedure, they could still be held liable. Employers may be responsible for their employees' actions while they are on the job and are considered to be able to prevent and/or limit any negligence by the employees. It is in an owner's best interest to exercise reasonable care to prevent negligent behavior.

A timeout policy promotes a safe environment with team members who are all empowered to work on behalf of the patient. Open the lines of communication among all team members and create the space to speak up before, during, or after a procedure.

OHSU National Signing Day 2022



OHSU

ON APRIL 28, OHSU NATIONAL SIGNING DAY was held in person after a two-year virtual format. It was great to reconnect with students in person and feel the energy in the room after the shift to the virtual format over the last two years. The ODA is excited to be back on campus and supporting the students and soon-to-be new dentists.

The program included a recorded welcome from ODA's executive director, Barry Taylor, and a congratulations video with messages from ODA members. Melissa Juenger, ODA membership specialist, presented on organized dentistry, the value of membership, and how students could Level Up their complimentary memberships from student to member. The ODA's New Dentist Council chair, Dr. Britta Martinez, spoke about her personal journey after graduation and answered questions from attendees.

The ODA would like to congratulate all the 2022 OHSU School of Dentistry graduates on your significant accomplishment! We look forward to supporting you and being a part of your individual journeys.

Grant Alexander Bryon Alger Zachary Bibb **Michelle Bloemers** Rvan Bohnstedt Thomas Bonar Lindsay Buell Lauren Callan Thao Cao Justin Chow Steven Christensen Caitlin Chung Samuel Coste Kody Crook Maya Denslow Katherine Dolan Eric Fagerstrom Jonathan Faris

Elizabeth Foss Emily Goff Macaelan Hanrahan Mitchell Harbolt Hannah Hawkins Andy Higgins Austin Housos Gwen Hryciw Daniel Huynh Joel Jacobs Mai Jones Erikson Karacheban Michelle Kasimi Brandon Khor Rachel Kim My Lac Adam Lawson Christie I e

Jessica Liu Alexis Lundin Jeremy Martens Alexandra Masters Rachel Meek Rachel Mendazona Karissa Morrison Melissa Ng **Christine Nghiem Christine Nguyen** Stephanie Nguyen Jeffrey Ochoa Thomas Ollmann **Benjamin Perrault** Megan Peter Alexander Petersen Edward Pham Drew Purser

Ronald Rabe Nicholas Ray Courtney Roby-Sage **Brielle Rogers** Austen Sawzak Amy Schlehofer Alyson Seah Michael Snow Navdeep Thind Cole Thompson Vy Tran Jordan Walle Austin Weichlein Dallin Wright Wen Wu Albena Zahariev Nadezhda Zakhariya

ODA Student Leadership Award 2022

Congratulations to this year's Oregon Dental Association's Student Leadership Award recipient, Dr. Rachel Meek. Dr. Meek served as the ASDA Student Trustee to the ODA Board of Trustees for the 2020-2021 term. During her term as trustee, she provided the board with invaluable insight and served as a liaison to OHSU and ASDA leadership. In a thank you to ODA leadership, Dr. Meek credits her time serving on the ODA board and various committees as significantly enriching her dental school experience. Thank you for all your work, and congratulations on the 2022 Student Leadership Award!



DENTAL CLASSIFIEDS

ASSOCIATES WANTED

Associate dentist needed for a well established, Suburb East Portland, busy General Practice. Starting with 2-3 days a week with minimum \$800/day. Gradually increase time with option to buy in a few years. Excellent visibility and great potential to grow. Please contact Brenda at 503-953-3678 or email mom123kjr@gmail.com.

PRACTICES FOR SALE

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 for the most recent information, or contact Randy Harrison, 503-807-0009, Randy@PracticeSales.com. Thank you!

Outdoor Lovers Paradise. Spend your time on the homestead, hunting, fishing and horseback riding in the Northwest Sportsman's Paradise, while providing cutting-edge dentistry only 3 days per week. All digital, state-of-the-art, chart-less network with CBCT and loyal patients. Contact Megan Urban, Broker with OMNI Practice Group 503-830-5765 or megan@omni-pg.com. (0D139)

West Beaverton Dental Practice and Space For Sale. Mature general practice in great location. 3 ops in 1100 sq ft. and more space available. Fantastic growth opportunity as OS, ortho, endo, perio, implants referred out. Currently working 3 days per week collecting about \$350,000. Contact Megan Urban at megan@omni-pg.com, 503-830-5765. (ORD153)

Great building and practice available in Eugene/Springfield. Collecting over \$900,000. 5 ops and room for more and/or rent out upstairs space. Contact Megan@omni-pg.com, 503-830-5765. (ORD157)

Exceptional General Practice for Sale in Eugene CBCT, CEREC, 4 ops in 1500 sq ft, great reputation and location. On track to collect over \$758,000 working 29 hours per week. Contact Megan@omni-pg.com, 503-830-5765. (ORD131)

Healthcare Building For Sale in Southern Oregon. 1200 sq ft building in beautiful rural area near CA. Good for dental, veterinarian, healthcare, or other business. Contact Megan Urban, Broker with OMNI Practice Group 503-830-5765 or megan@omni-pg.com. (OR104)

Dental Building For Sale in Salem. Dental building for sale on main street, 2784 sq ft, 4+ ops. On-site parking. Dental lab currently renting basement. Upstairs could potentially be rented out as office space or ADU. Contact Megan Urban, Broker with OMNI Practice Group 503-830-5765 or megan@omni-pg.com. (ORR105)

Associate Positions and Partnerships Available in Portland. Quality practices with opportunity for high income. Some positions are long-term, some can be short-term. Contact Megan Urban, Broker with OMNI Practice Group 503-830-5765 or megan@omni-pg.com.

Dental Lab and Free-Standing Building for Sale. Dental Lab and Free-Standing Building For Sale. Beautiful building in great location with nearly 5,000 sq. ft. Dental lab is primarily fixed products and implant restorations with all the technology and bells and whistles. It has been in business for over 40 years with an outstanding reputation. Projected 2022 production is nearly \$3.0M. Contact megan@omni-pg.com, 503-830-5765. (ZZD158)

TRANSITION POINTER

WHAT ARE THE ADVANTAGES OF AN ACCURATE PRACTICE APPRAISAL?

- Enhances seller confidence in total retirement assets
- Greatly diminishes the chance of a **practice transition failure**
- Obtaining **100% financing** is much easier
- It may decrease the time it takes to sell since both the buyer and seller can be confident in the sale price

Dental practices are increasing in value. However, every practice is unique and needs to be valued in that manner.

I have appraised over 2,200 practices and sold over 490 in the past 30 years. My average sell price is 97% of my appraised value.

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 Cell: 503.327.5970 • Fax: 503.636.0436 GarySchaub@comcast.net www.ADStransitions.com

PRACTICE TRANSITIONS MADE PERFECT!™

INDEX TO ADVERTISERS

BUSINESS BANKING Columbia Bank10 www.columbiabank.com	EMPLOYMENT OPPORTUNITIES Kaiser Permanente Dental Care Program13 www.pda-dental.com			
Heritage Bank13 www.heritagebanknw.com	FULL-SERVICE DENTAL Willamette Dental Group14			
COMPUTER SOFTWARE iCoreConnect9	www.willamettedental.com PRACTICE MANAGEMENT SOFTWARE			
www.icoreconnect.com	Astra Practice Partners Inside Back Cover www.astrapracticepartners.com			
Consani Associates, LtdInside Front Cover www.mydentalbroker.com	PRACTICE SALES Mountain Top Practice Transitions18 https://mtntoponline.com/			
DENTAL INSURANCE TDIC	Omni Practice Group			
DENTAL LABORATORIES Artisan Dental Lab4 www.artisandental.com	TRANSITION & MANAGEMENT CONSULTANTS HELP Appraisals & Sales			
Assured Dental Laboratory, Inc8 www.assureddentallab.com				
Custom Dental Prosthetics				

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.



34 Membership Matters

oregon dental







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

38039002 (5/18)

FOR SALE

NEW LISTING!

NEW LISTING! NEW STING!



Eugene/ Springfield, Oregon Practice and **Building for Sale**

FOR MORE INFO: omni-pg.com/ listing/ord157



West Coast **Dental Lab and** Free-Standing **Building For Sale**

FOR MORE INFO:



AVAILABLE

Dental **Building for** Sale in Salem

FOR MORE INFO:



Healthcare **Building For** Sale in Southern Oregon FOR MORE INFO





Dental Practice For Sale in the Columbia Gorge, Oregon

FOR MORE INFO:

listing/od139

NEW LISTING





Megan Urban 503-830-5765 megan@omni-pg.com license #20122407 www.omni-pg.com



If you are thinking of selling, give Megan Urban a call today!

Transitions | Appraisals | Consulting | Real Estate