

**October
Edition
2012**

SPOKANE DISTRICT DENTAL SOCIETY NEWSLETTER

Telephone: 509-838-0436 Fax: 509-838-5040 Email: wendy@spokanedentalsociety.org

President— S. Tyler Shoemaker, DMD

2012-2013 Officers

President—Tyler Shoemaker
President-Elect— Jared Evans
Secretary/Treasurer—Jonathan Judd
Past-President—Chad Collins

EXECUTIVE COUNCIL

Molly Gunaulis	2013
Joseph Luchini	2013
Mark Paxton	2013
Christopher Herzog	2014
Grant Rodkey	2014
Nicholas Velis	2014
Steven Aeschliman	2015
Neal Curtis	2015
Jeffery Henneberg	2015

ALTERNATES

1st	Joel Blake	2013
2nd	Spencer Sautter	2013
3rd	Randy Stephens	2013

SDDS Foundation Officers

President—Mark Paxton
President-Elect—Amir Ganji
Secretary—David Engen
Treasurer—Susan Kohls
Past President—Sue Weishaar

Board Members

Brooke Cloninger
 Brandy Richey
 Tyler Shoemaker
 Nick Velis
 Stephen Woodard

www.sddsfoundation.org

President's Message

By Dr. S. Tyler Shoemaker

I recently returned from the WSDA House of Delegates in Walla Walla. I feel lucky to have survived the trip. Delegates were dropping like flies due to food poisoning, a bike accident, a stroke, and my personal experience choking on some stringy lasagna. As with all such experiences it gave me pause for reflection.

What happens if all of those dentists, like our WSDA past President Dr. Rod Wentworth, who have committed themselves to greater levels of service, disappear? Why should I care if WSDA fails to accomplish its mission because people like Executive Director Steve Hardyman decide to do nothing? Where will the future of our profession end up if leaders like Dr. Joel Berg, the new dean of UWSOD, fail to show up?

In Walla Walla Dr. Wentworth showed a video clip of a blind man sitting on the sidewalk with a sign that read, "I'm blind, please help." Few passers-by are seen giving him money. Then a woman, recognizing her ability to serve this man, takes a pen and changes the blind man's sign to read, "It's a beautiful day and I can't see it." Pedestrians are then seen filling the blind man's cup to overflowing. Dr. Wentworth's compassion inspires me.

Steve Hardyman gave us a comprehensive rundown of the initiatives WSDA is working on including: direct reimbursement programs through Regence BlueShield, access to emergency care through the Washington Hospital Association, and advocacy efforts in Olympia related to the Affordable Care Act. Steve's commitment energizes me.

Dr. Berg interacted with all of the delegates in an unprecedented display of forward thinking leadership. He invites, "Until we understand the dentist of 2025, we're always going to be looking with filters that apply to practicing today, and they may not apply in the future." Joel's vision gives me hope.

Compassion, commitment, and vision are the legacy that we have an opportunity to leave for those that follow. I thank and applaud those who have already contributed to that legacy and challenge each of us to consider what the sacrifices of these leaders means to us personally and to the dental profession.

~ANNOUNCEMENTS~

New SDDS Web Site and Facebook Page!

The website features a CE calendar, the current monthly Newsletter, information on the INDC, and a directory which allows the public to search for SDDS Members. Be sure to "like" us on Facebook for updates and event information!

spokanedentalsociety.org

www.facebook.com/spokanedentalsociety

University of Washington School of Dentistry

Alumni Reception

October 24, 2012

5:00—7:00 p.m.

Davenport Hotel

All SDDS Members are welcome!

Come meet UW SoD's new Dean, Dr. Joel Berg

Please RVSP with randyn@u.washington.edu

New SDDS Member

Taylor Wilkens, DDS

General Practice

Loma Linda University

2807 S Stone #102

Spokane, WA 99223

509.624.7151 Office

Guest Editorial

Are you interested in submitting a guest editorial for the November Newsletter? If so, please contact Wendy at 509.838.0436 or wendy@spokanedentalsociety.org

Thank you!!

On behalf of the SDDS Foundation, I would like to extend a huge THANK YOU to the following doctors who volunteered their time in September to the IDEA Clinic:

Susan Kohls

Mark Paxton

Brooke Cloninger

Bradley Jarvis

Rod Tataryn

Interested in volunteering? Contact Wendy @ 838-0436 or wendy@spokanedentalsociety.org

CyberSecurity Available Through WDIA

As a dental office moves to digital record keeping, the more the possibility exists for cyber theft of personal patient records. A theft of client information involves a large amount of time taken by an office to contact patients as well as the expenses of possible lawsuits and state and federal fines. The CyberSecurity coverage available through WDIA will cover the expenses of notifying affected clients as well as fines, penalties and lawsuits associated with the security breach.

The CyberSecurity policy includes the following coverages:

- Privacy notification expenses, including the cost of health care records and credit-monitoring services for affected customers, even when state law doesn't require notification
- Crisis management and reward expenses, including the cost of public relations consultants, media releases
- Fines and penalties
- Written records and files
- Business Income loss and Extra Expense coverage for data breaches

For more information or a quote for coverage, please contact WDIA at 1-800-282-9342 or info@wdiains.com

Mark Your Calendar

General Membership Meetings

2012

November 13

2013

January 8

March 12

April 9

May 14

Executive Council Meeting

(Luigi's Restaurant)
~Open to all members~

2012

October 23

November 27

2013

January 22

February 26

March 26

April 23

May 28

~ Upcoming CE ~

October 19, 2012 **FREE CE for your entire staff!! Pre Natal Oral Health**
Dr. Jim Sledge - The Lincoln Center—3 CE Credits - Breakfast included
8:30-11:30 a.m. (Breakfast @ 7:30) RSVP to: wendy@spokanedentalsociety.org

November 2, 2012 **Pharmacology Update for the Dental Professional**
Dr. Mark Donaldson - DoubleTree Hotel - 4 CE Credits - Breakfast included

January 11, 2013 **Staff Training Day (OSHA/WISHA, BLS/1st Aid, HIPPA, HIV)**
Renee Bancroft, Dr. Brian Hutto, Maxine Davis, John Giampeti - CenterPlace

March 22, 2013 **Practice Management**
Dr. Jim Howard - Location TBD

April 18-19, 2013 **Inland Northwest Dental Conference**
Spokane Convention Center

EMPLOYMENT ASSISTANCE

DENTIST

Planning to sell your practice or seeking an associate? The SDDS office frequently receives inquiries and is willing to pass this information along. Call 509-838-0436

2007 Univ of Maryland grad wanting to purchase in Eastern WA. 5 yrs experience and can handle almost anything. Email: fillinggroovy@hotmail.com or 406-210-9699

2010 Univ of Minnesota grad relocating from Colorado. Looking for opportunity in Northern ID or Eastern WA. Matthew Hawn at 715-864-6559 or mjhawn@gmail.com

Associate Dentist Needed w/potential to purchase. Start 2 days a week going to 3-4 within 1 yr. Must be open minded and willing to learn. Coeur d'Alene mu_dds@yahoo.com

Part-time Dentist needed-North Spokane. Wednesday, Thursday and Friday. GP with ability to work independently with strong leadership skills. 2+ consecutive years experience preferred. Additional information or email resume: info@libertylakefamilydentistry.com

Kalispel Tribe of Indians seeking on-call general dentist at Health & Wellness Center located in USK, WA. Choice of urban/rural living. Competitive compensation & benefits. WA license with current DEA number. Must pass background check and credentialing process. For further info and full job description or apply online: www.kalispeltribe.com Applications available at: Kalispel Tribal Office, 1981 N. LeClerc Rd., Usk, WA 99180.

DENTIST

Locum Tenens

Doug Daehlin, DDS
509-838-2206
Dentist "Kelly Guy" provides dental coverage in Montana & Washington.

Josh Cochran, DMD,
rivercochran@gmail.com or 206-755-6436.
Professional & cheerful. Implants, 3rds, RCTs. Available M-Thurs. Eastern WA and Northern Idaho.

Patti Bowen, DDS,
509-595-3847
General dentist licensed in WA and ID, 30 yrs. experience. Contact to schedule.

DENTAL ASSISTING

Dental assistant with 16 yrs experience. Hygiene assistance, digital x-rays, digital scanner, cleaning/sterilizing. Deborah 509-926-9076

Dental assistant with 3.5 yrs. exper. in perio office & 1 yr. with dental lab seeking PT, temp. or fill-in position. Casie Schennum at 509-701-2241 or cschennum@zagmail.gonzaga.edu

Dental Asst. with 4 yrs. exper. seeking position. FT preferred. Brittany Everman, 509-475-4321.

Dental Asst. / Treatment Coordinator with 25 yrs. exper. seeking PT opportunity with mutual reward. Lorelei Herzog, 509-924-9297.

Seeking dental asst. position. Recently completed 10 week course. Contact Kylee King, 509-847-8739.

Dental asst. with 30 yrs. exper. seeking position. FT preferred. Contact Michelle Matthews, 208-667-6267.

FRONT OFFICE



New to Spokane area. 7+ years experience as patient coordinator/receptionist in Arizona. Quick learner. Christi at 509-276-2514 or chhyde58@aol.com

Seeking front office position. 12 yrs. exp. in general & perio offices—Dentrix, SoftDent, Eagle, PerioVision. Lisa Durham, 509-701-3769 or ldurham303@gmail.com

Seeking front office position. Spokane/Cheney area. Experience in large dental office. Contact Atosha Granger, itsatosha@aol.com

Seeking receptionist position, 20 yrs. exper. chairside and front mgmt. Kathi Hoffman, 509-251-1761.

Seeking front office position—16 yrs. exper. Dentrix & Easy Dental. Christina Decker at 425-533-5742 (cell) or Christina.decker38@gmail.com

Seeking position in dental office (N. Spokane, Newport, Priest River or Sandpoint). Familiar with ins. billing & coding. Contact Susie Nees at NEES2@hotmail.com



HYGIENE

Bilingual Hygienist seeking PT or FT position. EWU grad. 3 years experience. Valentina at 509-496-6988

Hygienist seeking FT, PT or temporary position. My husband will be starting the RIDE program in Aug. We are both excited to move to the east side. Stacy at 509-969-4964 stacy.lynn.mckay@gmail.com

Hygienist new to Spokane. Looking for permanent position. Also interested in temping. Carissa at 740-516-4981 or carissa585@gmail.com

Hygienist looking to work Fridays 4-8 hours. General or Perio office. Lin at 509-979-7025

Hygienist licensed in WA & ID with 8.5 yrs. exper. seeking position. Heather Anderson, heather_mama@yahoo.com or 425-501-3702.

Hygienist w/10 yrs. exper. seeking position—FT/PT or temp., available Tues-Thurs. Contact Gina Williamson, 208-683-0598.

Seeking Perm Wed position. 5 yrs. exper., licensed in WA & ID. Avail to temp on Wed & Fridays. Nicole 208-818-4248 or nicoleaiht@yahoo.com

Seeking PT or temp. position (available M-Tu-Fri). Licensed ID & WA. Jennifer Evans, evanjenn@isu.edu or 208-241-5094.

Hygienist available PT. Lisa Ferris, 509-465-0308.

Hygienist with 13 yrs. exper., seeking permanent PT or FT position, or temp. position Tu, Wed, Th. Call Marggo Price, 509-939-5405.

CLASSIFIED SECTION

For Sale: 20ft Hunting boat w/ blind & decoys Camouflage, Bill Lynch, 747-6655

Wanted: Syrjet, Contact: Bill Lynch, 747-6655

Wanted — Responsible, professional couple looking for 2012/2013 ski season rental at Schweitzer, Thanks! Call 509-688-9485

Northside Dental Suite available— 1,300 sq. ft. dental space with 4 ops. Recently remodeled, fully plumbed and ready. Located on busy intersection at Five Mile Shopping Center. Call 509-326-2621.

For sale: Two Dentsply 25k SL1 10 S Cavitron inserts, brand new. \$160 each or both for \$220. M. Torrey, 509-332-4711.

For Sale: Designs for Vision fiber-optic headlight set with two light source boxes. \$500 / OBO. Robert

Halloween Party

Benefit For Hearts In Motion and a Local Food Pantry

(heartsinmotion.org)

WHERE: Condon Barn

4801 S Coleman Ln Spokane, WA,

WHEN: October 27, 2012

TIME: 7pm to Midnight

COST: \$25 and 2 cans of food

CONTACT: Mike, 509.995.0707 or

Mickie, 509.990.6050

Join us for a night filled with fun, food music and prizes!



A message from our October General Membership Meeting Speaker, Bruce Ware, with Pinnacle Strategies Group

Thriving... or Surviving?

Two simple words and a simple question – Is your practice (and are you) thriving or are you stuck in survival mode? Unfortunately, many dental professionals feel like they are running in quicksand on the survival side of the continuum rather than confidently striding up the thriving side.

When I ask if you and your practice are thriving, I am referring to much more than the financial picture of your practice. A thriving practice is one that truly works for the dentist, the staff and the patients.

Imagine that...:

- Your finances are healthy and your revenue and profits grow steadily... instead of constantly worrying and stressing over profit margins, expenses, revenue and cash flow.
- Your team is motivated and engaged, they enjoy working together and they love serving your patients. (Instead of a team of unhappy and unmotivated people who just go through the motions.)
- People constantly send you resumes, the best are always trying to join your team. (Instead of having high turnover, low morale and disenchantment.)
- Patients stay with you forever, keep their appointments and refer new patients consistently. (Instead of patients who come and go, fail to keep appointments and fail to refer you - or worse).

The truth is you can choose to transform your practice from surviving to successfully thriving. Yes, the economy is challenging and the healthcare industry is changing daily. Yet in spite of all the challenges, there are dental practices enjoying tremendous growth and prosperity while so many others struggle.

Bruce Ware Con't

To truly thrive, you need to focus on developing your practice as a business. When we look at healthy and thriving businesses of all types, including healthcare businesses, we can identify 5 common keys to their success.

Key 1 - Great Clarity and Focus. Successful practices have a laser focus and clarity about these questions; who they are, what they believe in, where they are going and what difference they make. These questions appear to be remarkably simple and easy to answer, but the truth is that most businesses and dental practices have only vague ideas rather than crystal clear answers. Clarity in these areas provides the alignment and structure for a sound and healthy practice and influences the other success keys. The answers to these questions define your practice and if answered at a deep and meaningful level, they provide powerful inspiration for you and your team. Without great clarity, you are a ship in the fog without a rudder or navigation.

Key 2 - A Great Team. It is absolutely essential to the success of your practice to grow and develop an incredibly strong team. This is a team that is engaged and motivated and that is allowed to do what they do best every single day in order to help the practice grow and thrive. Your time is too valuable to struggle with mediocre team members, unhealthy attitudes and poor performance. Your team is directly interacting with your patients on a daily basis and every interaction is an opportunity to grow, or shrink, your practice. To develop a great team you need great systems in place to recruit, train, grow and guide your people. You also need to provide inspiration and coaching rather than motivation and micro-management. That means that you need to provide your team with great leadership.

Key 3 - Great Service. Let's be crystal clear about this; you are in the service business. It's not enough to be great at the technical side of your practice, you need to provide a first class experience for your patients. Service is all about creating meaningful relationships and experiences with your team and your patients... yes, your team also. To transform your practice you need to provide great service to the people who serve your patients. Truth is, you CAN actually have fun with people and in doing so you and your team will have more fun and you will make a powerful difference in the lives of your patients.

Key 4 - Great Marketing. Ouch. The painful truth is you need to be great at marketing and even sales to have a thriving practice. However, most practices and dentists have the wrong idea about what marketing and sales actually entails. Real marketing isn't about you and what you do. It's about the patient and how you solve their issues and problems. It is about how you help them attain the things that are important to them. Authentic marketing is nothing more than building relationships and letting people know how you can help them meet their most important goals, attain the things that matter most to them, and to free themselves from their most painful problems and issues. Developing relationships and authentically helping your patients is far more powerful than being "salesy". It is also more fun and less stressful for all of you!

Key 5 - Great Systems. This may not be the flashiest of the 5 keys, but without great systems and processes you will find yourself micromanaging your team and constantly re-inventing the wheel. Systems allow us to focus on the other keys like building relationships and growing a great team. When you have great systems, you only need to manage the system itself and you are then free to coach and inspire your people. Do you have systems for hiring staff, monitoring performance and rewards, ensuring fabulous customer service and monitoring key performance indicators? Systems free you and your team to do the real work of the practice – serving your patients.

My guess is the reason you became a dentist had nothing to do with running a business. Despite that fact, your success and the success of your staff depend on your ability to create a great practice that is also a great business. This is a challenging yet exciting time in dentistry. You have the opportunity to help transform the practice of dental healthcare by creating a practice that improves the lives of your patients and your staff – and your life as well. The five keys above provide a guide and framework for you to begin transforming *your* practice into the incredible practice you have always wanted to create.

Spokane District Dental Society Foundation
3rd Annual "Pop A Cork For A Cause" Annual Fundraiser
2013 Auction Donation Form

Contact Name: _____ Date: _____

Title: _____

Company Name: _____

(as it should appear on signage)

Phone: _____ Fax: _____ Email: _____

Mailing Address: _____

City, State: _____ Zip: _____

Website: _____

Item/Service Donated: _____

Gift Certificate (if applicable): Attached/Enclosed (preferred) Create certificate at SDDSF

Approx. Retail Value: \$ _____

Minimum Bid: \$ _____

Expiration Date: _____

Item Restrictions: _____

(dates, shipping, delivery, availability, etc.)

Signature: _____

Date: _____

Please provide either the item to be auctioned or a gift certificate to SDDSF staff prior to December 10, 2012. If item is a gift certificate, please include a photo, brochure, menu, etc. (no larger than 8 ½" x 11") that will help us promote your item/business in the auction area display. Please also e-mail a digital image for recognition on our website to spodistdent@aol.com. NOTE: Photo's cannot be copied from Websites and printed for the display. Photo images less than 300 dpi cannot be accepted. Our staff will resize the 300 dpi jpg image to 72 dpi for placement on our website.



Please mail form with donation to:

Dana Beltrame at Dr. Brooke Cloninger's Office
2001 E 29th Ave
Spokane, WA 99203
Phone: 509.534.4600
Fax: 509.533.6334
Email: brookemcloningerdds@yahoo.com



Mark Your Calendar!

2012 - 2013

SPOKANE DISTRICT DENTAL SOCIETY PROGRAMS

- November 13, 2012** **General Membership Meeting**
(Tuesday evening) Location: The Lincoln Center
Program: Risk Management/Embezzlement – Melissa Moore Sanchez, NORDIC
- January 8, 2013** **General Membership Meeting**
(Tuesday evening) Location: The Lincoln Center
Program: Oral Surgery – Dr. Kenji Higuchi
Sponsor: Aurum Dental Lab
- January 25, 2013** **Dental Action Day ~ Olympia, WA**
- February 15, 2013** **SDDS Foundation Fundraiser**
Northern Quest Casino
- March 12, 2013** **General Membership Meeting**
(Tuesday evening) Location: The Lincoln Center
Program: Orthodontics – Dr. Duane Grummons
- April 9, 2013** **General Membership Meeting**
(Tuesday evening) Location: Location TBD
SDDS Election
Program: WSDA Visitation
- April 18 & 19, 2013** **21st Annual Inland Northwest Dental Conference**
Spokane Convention Center, Spokane, WA
Continuing education for the entire staff!
- May 8, 2013** **General Membership Meeting**
(Tuesday evening) Location: The Spokane Club
Past Presidents Dinner, Installation of SDDS Officers
Program: RIDE Program and visitation by UW SoD new Dean, Dr. Joel Berg

PLEASE JOIN US FOR

Conical Implant Connection In Function: Radiographic, Clinical, and CBCT Evaluation of Long-term Tissue Stability



Course description

With over 25 years of clinical usage, implants featuring a conical connection are redefining success in implant dentistry. They go beyond delivering viable results to allowing for long-lasting functional and esthetic outcomes. Clinical studies have demonstrated that a conical implant-abutment connection supports long-term stability for both the hard and peri-implant soft tissue. The conical connection has also been shown to be resilient to material fatigue and to help eliminate micromovement.

At the conclusion of this program participants will understand:

- The use of subcrestal and internal conical interface implants for achieving optimized soft tissue results
- Mechanical stability of a conical connection implant design and the associated high success rates and biomechanical predictability
- The influence of an internal connection for the elimination of microgap and micromovement
- Advantages of a horizontal offset concept
- Use of implants following immediate, early and delayed protocols
- Bone and soft tissue preservation for enhanced esthetic results
- Considerations for restorative solution selection

Registration/information

To register or request more information on this program contact Reda El Alami at 800-531-3481 x66149 or reda.elalami@dentsply.com.

If registering by email, please reference the program date and location and include your full name and contact information.

Please respond as soon as possible as space is limited.

Your local DENTSPLY Implants representative:

Julia Peak
509-270-7274 • julia.peak@dentsply.com

DENTSPLY Implants is committed to new and innovative knowledge, however sponsorship by DENTSPLY Implants does not necessarily imply endorsement of a particular philosophy, procedure or product.

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ADA CERP | www.dentistry.org

Date	Thursday, October 25, 2012
Time	6:00 - 7:00 pm Registration and dinner 7:00 - 9:00 pm Presentation
Location	Mirabeau Park Hotel 1100 North Sullivan Road Spokane Valley, WA 99037 509-924-9000
Tuition	Complimentary No refunds will be issued as this is a tuition-free course.
CE credits	2 hours

Featured speaker



Dr. Barry Goldenberg graduated from Washington University School of Dental Medicine in 1982. Upon graduation, he was selected by the Chairman of the Prosthodontic Department as an instructor, a position which he combined with private practice for the next three years. He practiced general dentistry during that time before returning to a combined Fixed and Removable Graduate Prosthodontic Residency at the University of Missouri, Kansas City where he also received his Master's degree. After completing his residency, Dr. Goldenberg continued his passion of private practice and teaching at Washington University. He has been restoring implants since 1986 and his private practice is focused on prosthodontics and implant reconstruction. Dr. Goldenberg has presented both nationally and internationally on all aspects of implant dentistry including 3-D imaging. He has been involved with computer utilization and diagnostic imaging for treatment planning of dental implants for the past 15 years and was the first prosthodontist in Missouri to offer cone beam technology to his patients. Dr. Goldenberg is a member of the American College of Prosthodontists, the ADA, and the Academy of Osseointegration. He is also a Fellow in the ICOI and a Master in the IPS section of the ICOI.

The participation of this speaker has been made possible through support from DENTSPLY Implants.



November SDDS
General Membership Meeting

Tuesday, November 13

The Lincoln Center

Program: Understanding Cyber Risk

In the Dental Office

By: Melissa Moore Sandchez

NORIDC

From the U.S. Military to small business, cyber attacks are on the increase and the costs, if your business is affected, can be enormous.

Would you know what to do if you discovered your patient's personal information was compromised?

We'll discuss how data can be compromised; review HIPAA requirements and penalties; look at how a data breach can affect your practice; and what you can do to protect yourself.

You won't want to miss this meeting!

WDS Ballots in the Mail

WDS member dentists are receiving their WDS Notice of Annual Meeting and Proxy for Voting. This mailing from WDS and from two WDS dentist board members running for re-election to the board should reach you shortly if they have not already. **If you are attending the Annual meeting on November 15 at 6 pm, you do not need to respond in any way.** You may wish to keep the WDS proxy form for reference. If you are unable to attend the Annual meeting, Concerned Dentists of Washington State has posted recommendations on their website (www.concerneddentistsofWashingtonstate.org).

Proxy votes are not due until the day before elections on November 15



EnviroStars Certified Dentists are making smiles even brighter
by protecting teeth and our environment.

EnviroStars is a Washington State program recognizing businesses that properly manage and dispose of hazardous wastes.

207 Dentists across seven counties *King, Kitsap, Whatcom, Pierce, Jefferson, Skagit and Spokane* are Certified EnviroStars. **Dentists** make up 31% of the 819 Certified EnviroStars. The EnviroStars Certification program for Dentists in Spokane County was launched in 2012 by the nine partner agencies, whose logos are shown at the bottom of this page. **In Spokane County, Drs. Kurt Peterson, Mitch Orsi and Chris Chaffin were the first to become Spokane EnviroStars Certified. You are invited to apply for Spokane EnviroStars no-cost certification.**

The EnviroStars Program started in King County 16 years ago and Dr. Steven Albright, in Seattle, was one of the first certified dentists. Here is what Dr. Albright said when Spokane EnviroStars contacted him for this newsletter.

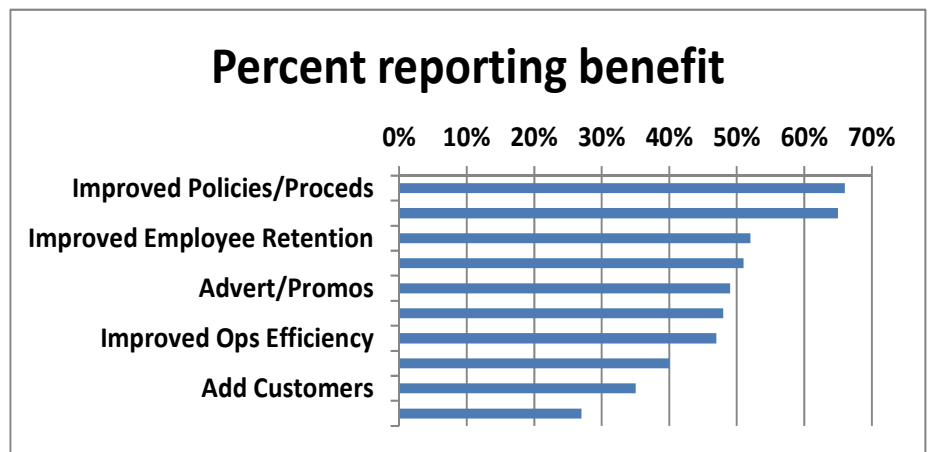
"We are a 5-star designated EnviroStars member and have been since last century! We were one of the early members of the program and are happy that the list for dentists is considerably longer now! It doesn't take much effort to be an EnviroStars participant nor the extra little effort to be a 5-star member. It makes you concentrate on paying more attention to how you are doing things and make adjustments that will make your workplace a safer, cleaner environment. Employees see you set the standard and they'll follow suit. It rubs off! Some patients care enough about the issue themselves that they have come to us because we are a member.

It's easy, good for PR, good for business, it's good for the environment! What's not to like about it??? In a nutshell, it's the right thing to do! With some attention to the environment issues in our own dental office, we can impact our collective carbon footprint. "One small step for man, one giant leap for mankind!" Thanks for contacting me about the issue. We're proud to be a 5-star EnviroStars member!

Steven J. Albright, D.D.S.

In a 2012 survey of Certified EnviroStars businesses, the top ten benefits reported by the business owners are displayed in the bar graph to the right.

Dr. John Kois, Kois Center, Seattle says, *"Going green' is a part of our culture today. EnviroStars assures our patients and colleagues of our efforts to support this."*



In Spokane County, be recognized for protecting our river and "sole source" aquifer.

Spokane EnviroStars will make a presentation at the October 9, 2012, Spokane District Meeting

To apply for certification, e-mail or call Tonilee Hanson, Spokane EnviroStars Program Director
2206 S. Sherman Street ~ Spokane, WA 99203 ~ 509-847-4337 c ~ 509-535-3986 f

www.spokaneenvirostars.org ~ tonilee@spokaneriver.net