

The Newsletter is also being sent as an attachment along with this email, for those whose mobile devices or computers convert the content into Plain Text and wish to have it as a Word Document

CENTRAL OREGON DENTAL NEWSLETTER

July 1, 2017

c/o Mehdi Salari, DMD
bendsalari@gmail.com

Please reply to this email if wishing to post Announcements, Classifieds or General Monthly Advertisements in the CENTRAL OREGON DENTAL NEWSLETTER.

Highlights or Contents of this Newsletter:

- Upcoming Meetings, Continuing Education & Events
- Central Oregon Dental Community News
- Senior Advice and Comments
- Dear Dr. Rupert Advice Column (Dental Practice Management GURU & Know-it-all)
- Local Classifieds

Please thank the following businesses for their continued support of the Central Oregon Dental Newsletter & Community:

- Advantage Dental
- Assured Dental Lab
- Jen Limoges, Broker / NAI Cascade Commercial Real Estate Services
 - Jones & Roth Financial & CPA Services
 - O'Brien Dental Lab
- Zak Sundsten & Matt Dynice, Commercial Banking Managers / Umpqua Bank

UPCOMING CENTRAL OREGON MEETINGS & EVENTS

(Please email or send any dental related events or courses that you would like posted on this calendar.)

Mark your calendars and plan to attend ...

July 13, 2017 (Thursday)

HPV / Oral Cancer Screening

Instructor: Dr. Qinghua (Quinne) Feng

Registration: 5:30 p.m.

Course: 6:00 p.m. – 8:00 p.m.

Location: Deschutes Brewery Tap Room (1044 NW Bond Street in Bend)

CE: 2 Credit Hours

Tuition: \$49 (Dinner & Drinks included)

To Register: Call Ziemek (866.943.6357) for more information and to register

Sponsors: Ziemek Laboratories

Course Objectives: 1) To learn the biology of HPV; 2) Learn about the connection of HPV & Cancer; 3) Learn about the role of HPV in Oral Cancer; 4) Learn how HPV testing can improve upon visual oral cancer screening; 5) Learn about the method of HPV detection; 6) Learn the process to implement HPV testing in your dental clinic.



Looking for more dental patients?

Join Advantage Dental, the PacificSource preferred provider network

Questions?
Call (866) 268-9616 or visit www.AdvantageDental.com, and click on Become a Provider.

Link to Advantage Dental Website: www.AdvantageDental.com

July 28 – 30, 2017

Advantage Dental 2017 Summer Meeting

Friday & Saturday CE Courses, in addition to Friday night Social, Saturday morning 5K Fun Run, Raffle/Auction and Golf scramble

Location: Eagle Crest Resort Convention Center (Redmond, Oregon)

More information and registration will soon be available on the Advantage Dental website (www.AdvantageDental.com)

September 14, 2017 (Thursday)

Dental Society Dinner/Business Meeting

6:00 p.m. – Social ½ Hour

6:30 p.m. – Dinner & Meeting to Follow

Speaker: Jones & Roth, CPA

Topic: ***Preventing Fraud & Embezzlement in the Dental Office***

Location: Riverhouse Convention Center in Bend

RSVP email coming from Dr. Dehm as date approaches. If you have not received RSVP emails from Dr. Dehm in the past, please call Dr. Dehm (541-382-0414) to make sure he has you on the email list.



Aesthetic 

The Restoration of Choice for Aesthetics and Strength

Receive **\$50 OFF** your first case & SEE the Difference!

Starting at \$133

NADL www.assuredentallab.com 877.283.5351 Assured Dental Lab®

Link to Assured Dental Lab Website: www.AssuredDentalLab.com

November 2 & 3, 2017 (Thursday & Friday)

Symposium on Healthcare Professional Wellness

Anxiety, Exhaustion, Depression, Burnout, Suicide and Human Rights Violations in Medical Professionals: Symptoms, Signs, Causes, Prevention, Treatment

Instructor: Multiple Speakers and Experts

Registration: TBD

Continuing Education: up to 4.5 Hours (if attending the various seminars)

Location: St. Charles Medical Center in Bend

Sponsors: Central Oregon Medical Society, St. Charles Foundation, St. Charles Healthcare System & Central Oregon Dental Society

Symposium Objectives: Multiple experts and discussion on the rigors of healthcare, geared towards preventing healthcare provider stress and burnout.

December 9, 2017 (Saturday)

Dental Society Holiday Party

6:00 p.m. – Social Hour

7:00 p.m. – Dinner

Location: Riverhouse Convention Center in Bend

RSVP email coming from Dr. Dehm as date approaches

DENTAL FINANCING PROGRAMS FOR:

- Equipment
- Real Estate
- Tenant Improvements
- Refinance/Consolidate Loans
- Doctor Buy-ins

Zak Sundsten, VP
Commercial Banking Manager
(541) 312-4857
zaksundsten@umpquabank.com

Matt Dynice, VP
Commercial Banking Manager
(541) 312-4805
mattdynice@umpquabank.com

 **UMPQUA**
B · A · N · K

400 SW Bluff Dr #100 Bend OR 97702

MEMBER FDIC EQUAL HOUSING LENDER SBA PREFERRED LENDER
www.umpquabank.com 1-866-UMPQUA 1-866-486-7752

Email Zak or Matt: zaksundsten@umpquabank.com or mattdynice@umpquabank.com

Central Oregon Dental Society News

Kemple Memorial Children's Dental Clinic News for June 2017 [Suzanne Browning](#)

Special thanks to all volunteer dentists that donated services to Kemple Clinic. We could not carry out our efforts without the donation of time, consultation, uncompensated treatments and support from these generous dental professionals. *The following is the THANK YOU that appeared in the Bend Bulletin last month (for May In-Kind services):*



**Kemple
MEMORIAL
Children's
Dental Clinic**

In our effort to provide dental care to children in Central Oregon who can't afford it, the Kemple Memorial Children's Dental Clinic wishes to thank the following dentists for their volunteered services in May 2017.

**VOLUNTEER DENTAL PROFESSIONALS
TREATING KEMPLE KIDS IN THEIR OWN
OFFICES IN MAY 2017**

Dr. Ben Bryan	Dr. Steve Timm
Dr. Elise Burrus	
Dr. David Burrus	<u>VOLUNTEER DENTAL</u>
Dr. Karen Coe	<u>PROFESSIONALS</u>
Dr. Matt Engel	Carol Harken
Dr. Matthew Erickson	Cindy Baumgardner RDH
Dr. Benjamin Grieb	Courtney Timms RDH
Dr. Kelli Fowles	Darla Thompson RDH
Dr. Taylor Fowles	Evelyn Grimm
Dr. Mark Jensen	Jennifer Fahrenthold
Dr. Mark Keener	Juan Flores
Dr. Jean Martin	Karen Hall EPDH
Dr. Maureen Porter	Karen Siewert RDH
Dr. Zack Porter	Kindee Moore RDH
Dr. Tom Rheuben	Pam Linegar RDH
Dr. Mehdi Salari	Virginia Olea EPDH

At the Kemple Memorial Children's Dental Clinic, our mission is to improve the health and well-being of children in Central Oregon by facilitating critical preventative, educational, and dental treatment services for children whose families cannot access basic dental care. We do this through our dental clinic facility screen and seal program events at local schools and community partner organization venues with subsequent follow-up and referrals to volunteer dental professionals as needed. We provide portable preventative dental services to children and young adults regardless of insurability at various convenient locations. We advocate for all children needing timely, high-quality dental care.

A special thank you to Dr. Michael Olin who did not let any grass grow under his feet as he entered retirement: he has treated a few patients and is expected to help us even more both in clinic as well as our screening venues. Cascade Endodontics has stepped up to assess a disabled patient... and to all of you who have helped us throughout this Fiscal Year – kudos to all! WE ALL HAVE LOTS TO BE PROUD OF AND THE COMMUNITY HAS GAINED HEALTHIER CHILDREN/YOUNG ADULTS AND SET THE STAGE FOR THEIR BRIGHTER FUTURES.

KEMPLE CLINIC SCREEN AND SEAL PROGRAMS: (School-Based and Community-Based Venues): As the end of our Fiscal Year comes to a close, we are proud of our continued expansion of our programs to many different venues.

Over 27 schools and/or community service partner locations (as well as our clinic services) provided over 8300 children with toothbrushes/hygiene kits and educational handouts while 6500 of those received dental screenings. Our clinic operations have provided preventative dental services to close to 275 children and young adults. *We will share the resulting summary of referrals to the Central Oregon Dental Community for acute dental treatments in next month's newsletter as we prepare our Fiscal Year-End reports.*

At the end of the school year, we focus on direct clinic services and referrals as well as increased summer community outreach- providing education, screenings, sealants, and referrals for various community partner organizations. Examples of some of our partners that we will serve are: High Desert ESD Summer schools, Parks and Rec summer programs, LaPine Screening and education, REACH (formerly Boys and Girls Club in Redmond), Boys and Girls Club in Bend – two locations; Tumalo Kids Program Champions; JBarJ – The loft; MOSAIC Medical; and a new partnership with VIM who will utilize our clinic operatory facility to provide their adult patients with preventative dental care, a great opportunity for Kemple to inform adults of our 3-19 year old comprehensive dental services for uninsured, underinsured, and underserved children. Getting uninsured adults/families to provide word-of-mouth advice to others in need can make a big difference in our regional support of those at risk of dental disease experiencing lack of access to services.

BRIGHTER SMILES CAMPAIGN – (whitening fundraiser): Thanks to all the dentist offices that scheduled appointments for the **May-June Brighter Smiles fundraiser** (Whitening at the reduced price of \$200). Many of you have asked to extend the offer beyond the campaign period – and WE LOVE THAT!! Hopefully, as we continue to collect fees from participating dentist offices, we will meet our goal of \$35,000 this year.

RETROSPECTIVE IN DEVELOPMENT IN CELEBRATION OF DR. H.M. KEMPLE: as mentioned in CODS news, Kemple Clinic organization is developing a “retrospective” on H.M. for publication sometime later this year to celebrate his life and pay tribute to his legacy. Central Oregon has grown so fast and many people here did not know Dr. Kemple nor do not recognize the name: **H.M.KEMPLE**. With the 10th year after his death approaching, the 95th anniversary of his birth in March 2018, and the 20th anniversary of the Kemple Clinic in 2018, we feel it is timely for a publication on who he was, what he did for this community, his legacy, his dream for Kemple, etc. We are trying to collect all sorts of info on the efforts that he championed in the community (e.g., St Charles Hospital, Volunteers in Medicine, Rotary Club, etc.) as well as the support & guidance he received along the way. **WE HAVE RUN INTO A SNAG: BEND BULLETIN ARTICLES, FILED IN DESCHUTES HISTORICAL SOCIETY RECORDS, CANNOT BE SEARCHED ELECTRONICALLY AND THE STAFF SEARCH SERVICE IS LIMITED.** If any of you have any copies of articles, announcements, awards, etc., we would appreciate any background information, stories, observations, pictures, etc. as we collect ideas for this retrospective. **Please contact Suzanne Browning at 541 410-3925 or email: suzanne@kempleclinic.org if you would like to contribute ideas, stories, insights, etc. If you just want to call and share a story or special contribution with Suzanne, she will make sure it is captured for the future publication.** We believe the region often needs reminders of all that has been done by our local founders of various initiatives/services who have passed and understand the legacy that they have established...and Dr. H.M. Kemple is certainly worthy of remembrance at this point in time

Investments, Medical, Office and Retail

Your Commercial Real Estate Expert

Jenn Limoges, Broker
541.639.2566
JLimoges@NAICascade.com

NAICascade
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE
Locally Owned With A Global Reach.
NAICascade.com

Email Jen Limoges: JLimoges@NAICascade.com

[Oregon Health Authority Opioid Prescribing Guidelines Task Force Recommended Opioid Guidelines for Dentists](#)

December 2016

Pain management is routinely required for some dental procedures. Patients must receive respectful care and appropriate management of dental pain. Most often, dental pain management is for acute or episodic situations, requiring short-term prescribing. For many conditions, ibuprofen, acetaminophen, or a combination of the two will suffice for dental pain. In other circumstances, a very small amount of opioid medications followed by over the counter medications will provide appropriate pain relief.

General Guidelines

- 1) Prescribe opioids cautiously to those with a substance abuse history.
- 2) Ask if patients are getting medications from other doctors, and use the PDMP prior to prescribing opioids whenever possible.

- 3) Do not prescribe opioids to patients in substance abuse treatment programs without consulting the program's medical staff.
- 4) Do not offer prescriptions with refills. Use caution if replacing prescriptions that were lost, destroyed, or stolen.
- 5) Prescribing over the phone is discouraged, especially with patients you have not met.
- 6) Use combination opioids (e.g., hydrocodone and acetaminophen) when an opioid is necessary.
- 7) If an opioid is indicated, prescribe only in small dosages, which in most cases should not exceed three days or 10 tablets.
- 8) Use stepwise guidelines for acute pain management as recommended in *Principles of Pain Management in Dentistry* in ADA Practical Guide to Substance Use Disorders and Safe Prescribing, 2015:
- 9) Mild to moderate pain: ibuprofen
- 10) Moderate to severe pain: ibuprofen + APAP
- 11) Severe pain: ibuprofen + hydrocodone/APAP
- 12) Inform patients how to secure medication against diversion and how to dispose of leftover medication.
- 13) Opioids should not be prescribed more than seven days after the last appointment. It is strongly recommended that the patient be assessed in the clinic prior to providing a refill (same or different opioid).
- 14) A second refill (same or different opioid) request should require that the patient be assessed in the dental clinic and only be provided once a supporting diagnosis to continue with opioid pain management is established.
- 15) Third refills are strongly discouraged (except in unusual clinical circumstances that are well documented, such as osteonecrosis management); consider need for chronic pain management by physician.
- 16) Prolonged pain management (while awaiting specialty care) should be managed by and/or coordinated with the patient's primary care provider.
- 17) Long acting or controlled release opioids including, but not limited to methadone, buprenorphine, fentanyl, and long acting formulations of hydrocodone, hydromorphone, morphine, or oxycodone should not be prescribed by dental providers.
- 18) Intramuscular or intravenous opioids should not be administered by a dentist except during the course of administering sedation according to the practitioner's anesthesia permit.

News from the ODA

- **ODA Board of Trustee Nominations** -Nominations are now open for election at the ODA House of Delegates, November 10-11. All ODA members are encouraged to participate in the leadership of this organization. For more information about any of these positions, call 503-218-2010 or email cleone@oregondental.org.
- **Ensure Your Website Is AwDA Accessible** - The Americans with Disabilities Act (AwDA) requires that places of public accommodation, including physicians' and dentists' offices, be accessible to persons with disabilities. The U.S. Department of Justice has taken the position that websites open to the public must also be accessible in various ways to persons with sight or hearing impairments. To assist with compliance, the ADA has developed support accessibility documents. [Review resources.](#)*

Volunteer Dental Opportunities in Central Oregon

- **Kemple Memorial Children's Dental Clinic** – Contact Debbi Smith (debbi@kempleclinic.com), Maria Gonzalez (referrals@kempleclinic.com) or Cathy Taylor (cathy@kempleclinic.com) at 541-617-1653. General inquiries are directed to info@kempleclinic.com or by phone at 541-617-1653. Kemple Clinic provides preventative dental treatments at their Clinic (Hygienists & Dental Assistants) and referrals to your dental office for acute treatments for at risk children ages 3-18 and young adults ages 19-25 (at-risk: uninsured, underinsured, underserved children and young adults). Kemple Clinic also provides portable Screen and Seal Programs to Central Oregon at various schools and community venues- *these programs are certified by OHA – Oral Health Unit*. Website: www.kempleclinic.org
- **Donated Dental Service (DDS)**. Provide comprehensive treatment to the underserved. Work from your office, no lab fees and great patients. Contact Jessica Forsythe at 503-594-0837 or jforsythe@dentalLifeline.org or Mark Keener DMD at 541-548-4064.

- **Healthy Beginnings** – Contact Shelley Irwin @ (541) 383-6357 or shelley.irwin@hdesd.org. Provide dental screenings for children and families in need.
- **Volunteers in Medicine Clinic** – Volunteer Dental Hygienists offer cleanings. Those interested can contact Kristi Jacobs 541-585-9008 or Kristi.jacobs@vim-cascades.org.
- **Smile Central Oregon** – Patients perform community service, in exchange for discounted dental treatment. Contact Dr. Julie Panchura @ (541) 771-1765 or www.smilecentraloregon.com or www.kahoot.org.
- **Central Oregon Community College Friday Clinic** -- Perform dentistry at COCC Dental Assisting Clinic with Dental Assisting students who are gaining clinical & chairside experience assisting you and the patient. Contact Lynn Murray for information about Friday Clinics at (541) 383-7574 or lmurray@cocc.edu for more information on dates of clinics and to volunteer.
- **Central Oregon Community College** Dental Assisting Program – Contact Deb Davies @ (541) 330-4368 or ddavies@cocc.edu for information on current Dental Assisting Students at COCC to observe and assist in your office, in order to earn their clinical hours and requirements for graduation.

Senior Advice & Commentary

This column is a brief Question and Answer interview of some of our retired or established Central Oregon Dental Colleagues and is meant as a forum to share some of their experiences & perspectives with those still in practice.

Our Guest this month is retired Redmond Dentist, Dr. Richard Fixott

Dr. Fixott: Thank you asking me for “advice” for other dentists. To start, my career choices have been a bit unusual. After graduation I worked for 6 months as a part time associate in a 3 dentist office and also for my father. I then went on active duty in the Army in a 4 dentist clinic in Germany for 4 years and then a 30 dentist clinic in Hawaii for 4 years, during which I was the Division Dental Surgeon for the 25th Infantry Division. After leaving the army I worked for a “high end” dentist on Oahu for 6 months before moving to Maui for a year in a 3 dentist practice. I then worked for the Army Central Identification Lab on Oahu for 5 years doing Forensic Odontology which consisted of compiling ante mortem databases for Viet Nam and Korean missing, doing identification on remains of recovered service members and also Medical Examiner Cases for the State of Hawaii. On return to the mainland, I also returned to doing clinical dentistry. I worked with Gentle Dental in Portland, then Tender Care in Tigard, then Comfort Care in Milwaukie and was clinical director for a time at the Teamsters Dental Clinic in Portland. After some Army Reserve deployments, I worked for Capitol Dental in Salem and Lincoln City and Willamette in Bend. I started Coppertop Dental from scratch in 2006 and sold the practice/retired in 2015. I currently volunteer with Kemple and COCC.

CODN: *What business advice would you give to younger and practicing dentists right now?*

Dr. Fixott:

1. If possible start out with an internship or practice mentor. The more we know, the more we realize we need to learn.
2. Be open to different practice opportunities but decide on a course sooner than later.
3. Find a niche that makes you special. Could be an emphasis on a specific treatment or practice philosophy, or even just the hours you are open.
4. Be the cool dentist/office. Decorate the walls and treatment rooms with awards, CE certificates, or photos of and by you and your staff to let the patients know how cool their dental office is.
5. Invest in a practice management course/program early in your career if possible.
6. Consider a comprehensive CE program such as Spear, Pankey, LVI etc. Will make your practice more enjoyable if you do more of what you like and are good at.
7. If possible, donate services to those who otherwise cannot receive care. The smile and hug you receive in “payment” is priceless.
8. Find, support and care for a great staff. You spend more time with them than your family.

9. Take time. Listen to the patient, manage expectations, get to know them as people not just teeth.
10. If a patient is dissatisfied, do your best to make it right. Consider a refund if necessary. A refund will cost less than litigation in time and money and can turn a negative review into a positive one.
11. Bring your dog to work.

CODN: *What do you miss about dentistry?*

Dr. Fixott: I miss the interaction with the patients. As part of our notes we would include information about our people. As have many of you, my patients became my friends. The ability to repair a broken smile or make the phobic patient relaxed was really rewarding. I also miss my staff; they were my family away from home. We worked well together; each person was ready to assist the other to best serve the patients. As a team, my assistant, hygienist, and office manager felt free to give me the information I needed be aware of a personal issue needing the extra support or time, to check the hidden corner of a tooth, be prepared to discuss treatment during the hygiene check, and in general have my back. I also enjoyed CE, especially learning about the new technology and evidence based advances, and a chance to meet and share with others.

CODN: *What are the things you don't miss about Dentistry?*

Dr. Fixott: The business side was less enjoyable. In a sense I felt that I started out at zero at the first of the month and went from there. I felt responsible for my staff, which was ok, but a concern none the less. Taxes were a surprise at first. Hey I made X over expenses, awesome...uh oh, 50% needs to go to the tax fund. Like all of us there were the few patients that were a challenge. There were several that were dismissed for mutual benefit to patient and practice. After hours call could be stressful- do I need to go in, do I need an assistant/witness? Judging if a patient was abusing prescription meds was another challenge, which my staff often helped me with.

CODN: *Are there any political issues you see facing dentistry right now, that you feel Organized Dentistry and Dentists need to be aware of and address?*

Dr. Fixott: A recent editorial from the American College of Dentistry discussed proposals regarding Dental Therapists with a scope of practice including placement of restorations, extractions, etc., which is basically a junior dental license. I don't think we will see that scope of practice in Oregon, but it is an issue to be monitored. Another issue I see are the number of regulations arising from the Oregon Board of Dentistry, such as new CE topics that are required, regulations on the use of nitrous oxide or minimal sedation, and the yet to be proposed guidelines on implants. These may be due to complaints brought to the Board, but seem to be impacting all for the sake of a few. Also the role of the Oregon Health Authority Dental Director and how state funded managed care will impact non-corporate practices.

NO OTHER LAB IS AS COMMITTED TO YOUR SUCCESS

- Full Service C&B and Removables Dental Laboratory
- Technician Owned and Operated Since 1969
- Tucker Gold Study Club Member for 25+ Years
- Featuring Oregon's only CDT Specializing in Implants
- Inventors of TRUfit®, our patented proprietary manufacturing process

IF OUR CUSTOMERS ARE SUCCESSFUL THEN SO ARE WE! THAT'S OUR GUIDING PRINCIPLE

At O'Brien Dental Lab, we've built an unmatched team of professionals who strive to deliver the highest level of service, education, innovation, and reliability. We support your practice with everything from case consultation to continuing education. O'Brien Dental Lab is your partner for *Successful Dentistry*®

O'Brien Dental Lab, Inc. 4311 SW Research Way Corvallis, Oregon 97333
 www.obriendentallab.com customerservice@obriendentallab.com 800.445.5941 541.754.1238 (541.754.7478)

TRUfit®
 ISO 9001:2015
 All restorations delivered by O'Brien Dental Lab are 100% Made in the USA.

Link to O'Brien Dental Lab Website: <https://www.obriendentallab.com>

(WARNING: *The chauvinistic, bipolar, arrogant, and politically incorrect opinions of Dr. Rupert do not reflect any organization or individuals' views or opinions ... except for Dr. Rupert; and are printed for light reading/entertainment purposes only.)*

July 2017

**Common Sense, Practical, Practice Management
 Advice for Dental Professionals
 The All-Knowing, All-Seeing, GURU of Everything Dental & Mental**

Dear Dr. Rupert

(Please submit your questions, comments or disgruntled remarks to DearDrRupert@yahoo.com)

Dear Dr. Rupert,

I recently seated a few anterior veneers on a patient and I have never sweated so much in my life! Even though the patient had gotten a chance to see and approve the restoration before final cementation, he wasn't too happy with the results after final cementation. Everything from the shade, incisal length, embrasures, occlusion, line angles and cost was called into question by the patient and I was ready to jump off of a bridge!

Do you have any tips or recommendations for cementation appointments with cosmetic restorations?

Signed, Need Patient Management Advice on Cosmetic Cases

Dear Need Patient Management Advice on Cosmetic Cases,

There's nothing more frustrating than a disgruntled patient on esthetic cases. It can ruin your schedule, day and relationship with your patients. I use a very special and unique patient management tool called 'Distractoration' when seating esthetic restorations.

'Distractoration' is short for Distractory Conversation and directs a person's attention and focus away from one thing and onto another. It works incredibly great with elementary school children and it works even better with adults, if you know how to properly phrase your comments.

What I usually do during my cementation appointments is make little comments about various features of the patient that directs their attention to something that they will obsess over for hours, and sometimes even days. Some of my favorite little side comments that I use are:

- It's very slight, but as I'm trying to get the edges of these veneers are lined up, I couldn't help but notice that one of your pupils is slightly higher than the other one!
- It's very slight and hardly noticeable, but as I'm trying to center my restorations, I couldn't help but notice that your nose is ever so slightly deviated to one side!
- It's very slight and I'm only seeing it because I've been staring at you for 30 minutes, but there's just a slight cant or slant in how your chin and lips come together!
- It's barely noticeable and hardly anything worth mentioning, but I'm noticing it as I'm trying to adjust the length of these restorations. One of your ears is a little longer than the other!

Do you get what is going on here? You do not mention or bring the teeth up at all! You bring some other feature of the face or body up and when you hand the mirror over to the patient to look at the teeth, all they will do is look at their ears, nose, eyes or chin. They will usually be so self-conscious of the little blemish that they had never noticed before, that they will be tickled pink that they got a few new restorations to improve their ghoulish appearance!

The only unfortunate thing with Distractoration patients, is that many of them will often seek consultations with Plastic Surgeons to correct the whatever slight thing you brought up. Other than that, there is no quicker way to gain the patient's approval of your dental work, than when you point out some other flaw or imperfection on the face or hair that has nothing to do with the teeth.

Glad I could help,

Dr. Rupert

Maximize Your Dental Practice Success

Choosing a CPA & Advisor with expert knowledge of the dental industry means you can manage your practice more profitably and make the most of your opportunity.

Jones & Roth
Dental CPAs & Advisors

541-382-3590 BEND | PORTLAND | EUGENE



Link to Jones & Roth Website: <https://www.jrcpa.com>

Dental Society Classified Ads

You are welcome to email me anything dental that you might want to sell/trade or buy.

No charge to Dental Society members for listings. [Limited to 2-4 lines.]

\$15/issue charge to non-Dental Society Dentists wishing to post items. [Limited to 2-4 lines.]

\$60/issue charge to Labs/Suppliers/Businesses wishing to post services or listings. [Bigger sized ads are priced differently/higher.]

Burns Dental Group is in need of a full time Dentist. We offer NHSC Federal Loan Repayment with a competitive compensation package and possible future buy-in.. We are a full service practice -- doing all procedures. We have a new CEREC machine/lab unit, a Galileos 3-D imaging unit, a Periodontist on staff, implant placement and everything else. Please call or email Carolyn Bauer, Business Manager Burns Dental Group at burnsdentalgroup@gmail.com or [541-573-7778](tel:541-573-7778). Thank you.

LOCUM TENUM FOR YOUR PRACTICE: Temporary coverage in your office with your staff at any level you desire. Dr. Bill Guy 541-788-4844.

[Becoming a Member of the Central Oregon Dental Society](#)

If you are not currently a member of the Central Oregon Dental Society ... or if your membership has expired and you wish to join organized dentistry once again ... you may:

- 1) Download the application paperwork at <http://www.oregondental.org/member-center/join-renew>
- 2) Contact Alexa Hujik, Coordinator for Membership & Administrative Services
 - Phone: (800) 452-5628
 - Email: ahujik@oregondental.org ,

[Deadline for Articles for the Newsletter](#)

The deadline to contribute articles or request the posting of information in the Newsletter is the last day of each month. The Newsletter is typically sent out in the first few days of each month. Article submissions relevant to the Dental Community are welcomed. We also welcome any personal & fun information about local dentists such as births, marriages, special events and such.

[Your Contact Information](#)

Please 'reply' to this email and let me know if you have a new email address or want the Central Oregon Dental Newsletters going to a different email address than the one it is being sent to. All Dental Newsletters are sent via email ... so if you want to be in the loop, please make sure your email address is current.

Please contact Dr. Mehdi Salari (bendsalari@gmail.com) if you would like to post an announcement, classified or advertisement in future issues of the Central Oregon Dental Newsletter. The Central Oregon Dental Newsletter is sent to all practicing and retired Dentists & Specialists in Bend, Redmond, Prineville, Madras, Sisters, La Pine, Sunriver, Warm Springs & Mitchell.

If you no longer wish to receive correspondence from the Central Oregon Dental Newsletter, please 'reply' to this email and ask to be removed from the email list.