

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

June 1, 2018

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
- Dear Dr. Rupert Advice Column (Dental Practice Management GURU & Know-it-all)
- Local Classifieds
- Dental Jumble

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

- Advantage Dental
- Assured Dental Lab
- Jones & Roth Dental CPAs & Advisors
- 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 ...

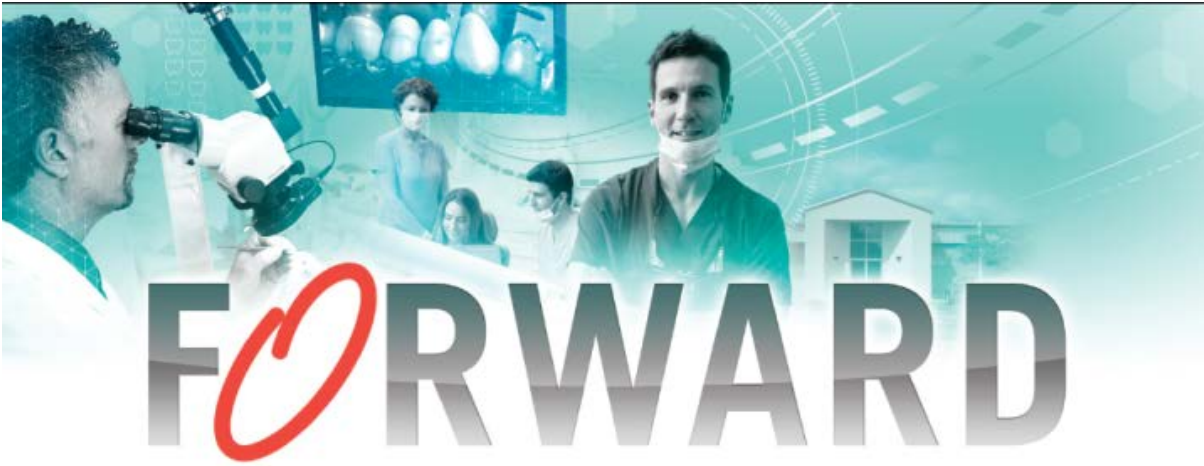
September 8, 2018 (Saturday)

2018 House of Delegates Meeting

Location: Sunriver Resort

Please consider serving as a Delegate or Representative for the Dental Society.

More information down below.



Renewing our commitment to a work ...in progress.

During nearly 50 years of supporting successful dentists, we've earned a reputation for innovation. Now, more than ever, this means developing new technologies while adapting creatively to changes in the dental field. **In that spirit, here are the latest developments we're proud to announce.**



New Technology: HydroPak™



Online Case Tracking



Fresh Look



Improving the margins of success*

800.445.5941 | 541.754.1238

customerservice@obrientalab.com

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

September 20, 2018 (Thursday)
Dental Society Dinner/Business Meeting

6:00 p.m. – Social ½ Hour

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

Speaker: Dr. Ryan Duval

Topic: **Dental Trauma & Cracked Tooth Syndrome**

Location: Riverhouse Convention Center in Bend

RSVP email likely to come 4 – 6 weeks before the meeting

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.



541-382-3590 BEND | PORTLAND | EUGENE



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

October 26, 2018 (Friday)

Continuing Education Memorial Lecture for Dr. Marika Stone

Global Smile Design

Dr. Bill Robbins

8:00 a.m. – 3:00 p.m.

Location: Spring Hill Suites (551 SW Industrial Way, Bend, 97702)

Cost: \$225 (proceeds from the course to benefit the children of Dr. Marika Stone)

To Register: send a check for the cost of the course to:

Krueger & Lenox

1475 SW Chandler Ave. #101

Bend, OR 97702

December 8, 2018 (Saturday)

Dental Society Holiday Party

6:00 p.m. – Social Hour

7:00 p.m. – Dinner

Location: Riverhouse Convention Center in Bend

RSVP email likely to come 4 – 6 weeks before the meeting



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

Central Oregon Dental Society News

[Meeting Minutes from CODS Business/Dinner Meeting, May 17, 2018](#)

Dr. Erica

Crosta

CODS Meeting

May 17th 2018

1. Meeting
 - a. Call to order/Anti-Trust Statement

ODA Anti-Trust Statement

ODA meetings are conducted in compliance with the federal and state antitrust laws and regulations that prohibit associations from price or fee-fixing, agreements to divide patient or market areas, refusal to deal with third parties, and related conduct that is anti-competitive

2. Introduction of new vendor Mathew Hamlin with Jones & Roth CPA's and business advisors
3. Thank vendors for their support of the Dental Society
4. Upcoming courses
 - a. May 24th → Jeff Clark, Provider Accountability and Performance Measurement, Deschutes Tap Room, registration @ 5:30pm.....if you are interested call Ziemek 866-943-6357

- b. September 8th → House of Delegates meeting at Sunriver Resort, 8am-5pm, we currently have 3/6 positions filled, if interested send an email to Cassie Leone @ cleone@oregondental.org OR let Nate Lenox/Jared Adams know.
- 5. Madras Department of Corrections Dentistry opportunity, flexible position, contact Dr. James Klusimier @ 541-974-8761 if interested.
- 6. Special guest → Ellie Naderi CEO of Advantage Dental, took over position January 8th
- 7. New members → Dr. Chad Stephenson, Dr. Jacob Bushnell, Dr. Cody Negrete
- 8. Announcement
 - a. Dr. Marika Stone Lecture in development for October 26th, speaker Bill Robbins.....more details to come!
- 9. Speaker → Karen Wilson, Human Resources 101; Best Practices
 - a. Karen works for Astra, a company based out of Portland that is an all-inclusive HR company

ODA House of Delegates [Oregon Dental Association](#)

The Central Oregon Dental Society needs a few more individuals to step up and volunteer to serve as a Delegate for the upcoming ODA House of Delegates, which this year is conveniently being held in beautiful Sunriver.

It's a great opportunity to get involved in Organized Dentistry and see how what goes on behind the scenes and to represent the dentists of Central Oregon. It's a great learning experience, there is no experience needed to join the fun and it's a great opportunity to enhance your leadership skills.

Interested individuals should email/contact Dr. Nathan Lenox at lenox.n@gmail.com.

When: Friday, September 7, 2018
 Delegate Reception (optional)
 6:30 pm

Saturday, September 8, 2018
House of Delegates Meeting
 8:00 am – 5:00 pm (required)

Where: Sunriver Resort (17600 Center Drive, Sunriver, Oregon, 97707)

With many critical topics being brought back in 2018, including the report and recommendation(s) from the Component Task Force, we'd like to extend a special invitation to you to register as a 2018 delegate.

[Register Now*](#)

*Please note that you will need your ADA username and password to access the online delegate registration. Your user ID is your ADA membership number, unless you have created a custom user ID. If you need to reset your password, please contact the ADA at [800-621-8099](tel:800-621-8099) or mscopy@ada.org

Once you have completed the registration process, the ODA will notify your component. Please contact cleone@oregondental.org with any questions you may have about this meeting. We look forward to seeing you in Sunriver!

COCC News [Lynn Murray, M. Ed, CDA, EFDA, COCC Program Director](#)

Thank you, thank you, thank you!

To all of the dentists who worked with our students in the Dental Clinic at COCC to provide needed dental services to low income individuals in Central Oregon, thank you! The students gained a lot of experience and enjoyed working with you all!

Dr. Josh Prentice
Dr. Mike Olin
Dr. Richard Fixott
Dr. Mehdi Salari
Dr. Janell Ginsburg
Dr. Greg Ginsburg
Dr. Jeff Timm
Dr. Jade Cherrington
Dr. Yoli DiGiulio
Dr. Brandon Turley
Dr. Greg Lee

Welcome all newcomers! We are always in need of more dentists to offer their expertise to students and provide dental care to patients. We are scheduling clinics with one or two dentists. We have had good feedback that dentists like working with and visiting with one another in the clinic.

Great appreciation and 6 hours of Continuing Education are offered to our fabulous volunteers! The schedule of this coming academic year is below.

Date
October 26, 2018
November 16, 2018
November 30, 2018
January 11, 2019
January 25, 2019
February 8, 2019
February 22, 2019
March 8, 2019
April 12, 2019
April 26, 2019
May 3, 2019
May 17, 2019
May 31, 2019

If you see a day that will work into your schedule, please contact Lynn Murray, Dental Assisting Program Director/Dental Clinic Manager at 541 383-7574 or through e-mail at lmurray@cocc.edu.

Here are the Clinic Totals in terms of donated dental services provided at the COCC Dental Assisting Clinics this past school year. **THANK YOU VOLUNTEERS and DENTAL ASSISTING STUDENTS AND FACULTY !!!**

COCC Dental Clinic Totals

October 20, 2017-April 27, 2018 w/ 2 Two-Dentist Clinics Left

From the Equivalent of 18 Clinics
(with the equivalent of 4 remaining)

Student Practicum Hours Earned: **558.5** Estimate - 668

Number of Low Income Patients Treated: **118** Estimate - 158


Treatment	Cost	Total Number	Total Cost
X-rays	\$45.00	176	\$7,920.00
FMX	\$193.00	2	\$386.00
Focused Exams	\$123.00	118	\$14,514.00
Amalgam- 1 surface	\$186.00	6	\$1,116.00
Amalgam- 2 surfaces	\$212.00	9	\$1,908.00
Amalgam- 3 surfaces	\$250.00	3	\$750.00
Amalgam- 4 surfaces	\$349.00	0	\$0.00
Composite - 1 surface	\$299.00	11	\$3,289.00
Composite - 2 surfaces	\$331.00	19	\$6,289.00
Composite - 3 surfaces	\$405.00	3	\$1,215.00
Composite - 4 surfaces	\$557.00	7	\$3,899.00
Pulp Caps	\$25.00	2	\$50.00
Straight Extractions	\$218.00	72	\$15,696.00
Surgical Extractions	\$431.00	19	\$8,189.00
Scaling/root planing	\$402.00	1	\$402.00
Removal of Residual Roots	\$218.00	0	\$0.00
Oral Hygiene Counseling	\$25.00	6	\$150.00
Prophylaxis	\$129.00	7	\$903.00
Full Mouth Debridement	\$197.00	6	\$1,182.00
Sedative Restoration	\$137.00	0	\$200.00
Total Cost for Dental Services			\$68,058.00

Average Treatment Provided Per Patient \$576.76

Estimate of 4 remaining clinics (.33%) \$21,577.00

Total Estimate for 2017-2018 Academic Year **\$85,894.00**

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 April In-Kind services):*



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 April 2018.

VOLUNTEER DENTIST LIST IN THEIR OWN OFFICES IN APRIL 2018

Dr. Jared Adams	Dr. Andrew Timm
Dr. David Burrus	Dr. Peter Yonan
Dr. Elise Burrus	Dr. Jonathan Young
Dr. Ben Bryan	VOLUNTEER DENTAL PROFESSIONALS
Dr. David Cauble	Lana Austin, RDH
Dr. Steven Christensen	Dawn Bailey, RDH
Dr. Sara Day	Cindy Baumgardner, RDH
Dr. David Dunscombe	Hollie Crenshaw, DA
Dr. Paul Fairbanks	Sherry Egbert
Dr. Taylor Fowles	Heidi Ewing, RDH
Dr. Rex Gibson	Dr. Richard Fixott
Dr. Benjamin Grieb	Dina Licitra, DA
Dr. Brad Hester	Virginia Olea, RDH
Dr. Mark Jensen	Darla Thompson, RDH
Dr. Gregg Jones	Courtney Timms, RDH
Dr. Mark Keener	Thank You to COCC Dental Program, Rose Pharmacy and Westside Pharmacy for February Tooth Tools Drive.
Dr. Roxane Kotzin	
Dr. Jean Martin	
Dr. Tran Miller	
Dr. Dennis Perala	
Dr. Tom Rheuben	
Dr. Mehdi Salari	

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.


SCHOOL-BASED SCREEN AND SEAL PROGRAMS We have completed all school-based Screen and Seal Programs. We are finalizing screening data and will share it with CODS next month. The remainder of this fiscal year (through June 30th) and throughout the summer months will be dedicated to clinic facility preventative services appointments as well as referrals for acute/restorative care to those of you who continue to amaze us with your kindness and donation of time and treatments. We will also be planning for the new school year, with scheduling already solidified for the Redmond school district. As we share our year-end results with CODS in the next two months, you will definitely take great pride in what we all do for the community of children and young adults. Without your help and support, we couldn't possibly continue our services to the Central Oregon community.

BRIGHTER SMILES CAMPAIGN – (whitening fundraiser) PLEASE JOIN THIS CENTRAL OREGON CAMPAIGN AS SOON AS POSSIBLE*. Thanks to all the dentist offices that are already scheduling appointments for the May-June Brighter Smiles fundraiser (Whitening at the reduced price of \$200).

THIS YEAR, WE ARE PROUD TO ANNOUNCE THAT KEMPLE CLINIC HAS RECEIVED A MATCHING CHALLENGE GRANT OF \$20,000 FROM MAYBELLE CLARK MACDONALD FUND. This fund will match the dedicated whitening fees collected from the Brighter Smiles Campaign up to \$20,000. **This is a wonderful opportunity to receive double the benefits from the Brighter Smiles Campaign.** We need more offices to sign up for this fundraiser; **if you provide only FIVE \$200 whitenings it will result in a \$2000 benefit to Kemple Clinic.** Please join us and offer your patients Brighter Smiles at a reduced rate!!

If you do not provide whitening services, please advertise the Brighter Smiles campaign anyway and, if appropriate, refer your patients to those dentist offices that are participating. *And, as an option, if you do not participate in whitening or our fundraising campaign, we would appreciate your monetary donation to cover advertising and product costs – any donation will be doubled and very helpful.*

*Those of you who want more information and/or whitening product/posters delivered to your office – please contact the Kemple Clinic at (541) 617-1653 as soon as possible. We will come to your office and brief your staff and get you started with the event. PLEASE SEE OUR DENTIST OFFICE TOOL KIT ON THE KEMPLE WEBSITE: <http://kempleclinic.org/events/brighter-smiles-campaign/> Scroll down to the Tool Kit For Participating Dentists where you will find posters that can be downloaded and used in your offices -- one advertises the campaign in general and one advertises that your office is participating. There is also a Facebook content that you can place on your Facebook page. We strive to make the Brighter Smiles Campaign effortless and simple for you to manage. Just copy this link to your browser to see an example of the promotional materials for your use. [file:///C:/Users/Owner/Downloads/kemple_smiles_office-poster%20\(1\).pdf](file:///C:/Users/Owner/Downloads/kemple_smiles_office-poster%20(1).pdf)

Dental Financing Programs for: <ul style="list-style-type: none"> • Equipment • Tenant Improvements • Doctor Buy-ins • Real Estate • Refinance/consolidate loans 		
Zak Sundsten, VP 541-312-4857 zaksundsten@umpquabank.com	Matt Dynice, VP 541-312-4805 mattdynice@umpquabank.com	
400 SW Bluff Dr #100, Bend, OR 97702 www.umpquabank.com		
<small>Equal Housing Lender SBA Preferred Lender Member FDIC</small>		

Link to Umpqua Bank Website: <http://www.umpquabank.com>

Volunteer Dental Opportunities in Central Oregon

- **Kemple Memorial Children's Dental Clinic** – Contact Debbi Smith (debbi@kempleclinic.org), Maria Gonzalez (referrals@kempleclinic.org) or Cathy Taylor (cathy@kempleclinic.org) at 541-617-1653. General inquiries are directed to info@kempleclinic.org 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 Dawn Zuvich at 503-594-0837 or dzuvich@dentalLifeline.org or Mark Keener DMD at 541-548-4064.
- **Healthy Beginnings** – Contact Kelli Neumann @ (541) 383-6357 or kelli.neumann@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.

Are you looking for more dental patients?



Join the Advantage
Dental Network, the
exclusive network for
PacificSource.

Questions?

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



Link to Advantage Dental Website: <http://www.advantagedental.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.*)

May 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,

In your opinion, what is the hardest thing we do in dentistry?

Signed, Wondering

Dear Wondering,

That's a question that dentists are asked all the time. What's the hardest thing about being a dentist? Many believe that matching the shade of one anterior restoration to the rest of the front teeth is one of the hardest things we have to do in dentistry. Others believe that mastering occlusion and truly understanding the complexities of the temporomandibular joint is the hardest thing we do in dentistry. Others consider the treatment of phobic or anxious patients to be the most challenging and difficult thing that dentists have to do. There are groups who feel the management of the staff and the running of a small business is the hardest thing that we do in dentistry. Still others would argue that finding that fourth canal on a molar is challenging, while other consider the access and removal of an impacted 3rd molar in a patient with a limited opening to be the most difficult thing in dentistry.

I don't mean to brag, but none of the things mentioned in the paragraph above are all that difficult! If you ask me, there are two things that we do in dentistry that are difficult and hard to deal with, each and every time they occur.

The first item on my list of hardest things that we do in dentistry is cleaning up impression material from the face of bearded elderly female patients. The male patients are used to tugging and pulling on their facial hair, but it's quite offensive to be pulling on the hair of the face of elderly female patients! I personally turn red in the face, each time I see my final impression oozing out of the corners of the mouth and onto those long strands of hair on the face of our older women. I get so embarrassed that I leave the mess for my Dental Assistant to clean up and immediately leave the room after the impression is removed from the mouth.

The other item on my list of hardest things that we do in dentistry is working on patients with a full bladder! On most days, it's just impossible to find time in between patients to use the restroom and dentists often times find themselves suffering from a frenzy of a full bladder as they are trying to calmly give an injection to a nervous patient or elevating out a fractured root tip. It's so hard staying focused on your patient's mouth, when at any moment you might have an accident in your pants!

I just wish we had more breaks during the course of our day in the clinic, but somebody always seems to get written in or squeezed into the small openings in the schedule and it's our bladders that suffer when we help out our patients.

Glad I could help,

Dr. Rupert

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.]

PRACTICE OPPORTUNITY IN BEND

Fun and Excellence is yours.

No insurance contracts, no roller skates, it feels good here.

I love what I do, figured some things out, have grown it for a while [46 years] and ... it's time to transition.

Spring days, teaching opportunities, toys are calling ... and each hour is precious.

This practice is simple, fun and rewarding. It's about excellence and health, actually taking care of people.

We focus on healthy care and on fixed prosth from diagnosis through any implant care to complex reconstruction.

Yes, I teach that stuff, and would help get you up to speed ... may be worth a residency or two. I can't teach essentials like 'caring' or respect for 'process'.

Would rather this jewel land in the hands of an already local Dr. than import one more to our mix ; ~ }.

Am happy to work/mentor as requested until purchaser is and feels competent/confident.

Let's talk about it: Tad at 541-410-0285; tad@mastersofdentistry.net

1800 sq./ft. stand-alone office building available for lease/rent located at 551 NE Greenwood Ave. in Bend. Highly usable, versatile space could be used for various business types (previously a dental office). Parking lot included. If interested, please contact 949-228-7299 or 541-480-7048.



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

Dental Jumble

Unscramble the letters in the words below to form a common dental saying:

(U R H B S) (N D A) (O S L F S) (A D Y L I)

*Answers in next month's Newsletter.
Jumble Hint/Clue at bottom of Newsletter.
Last Month's Dental Jumble answer: White Coat Syndrome*

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. The Newsletter is sent out on the 1st day of each month and new content needs to be submitted before the last day of each month, in order to be included in the following month's Newsletter.

This Month's Dental Jumble Hint/Clue:

Oral hygiene instructions ...

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.