President’s Message

Greetings to the Spokane District Dental Society members. I hope everyone enjoyed Halloween and survived the inevitable “sugar rush” that ensues. I think my children look forward to Halloween more than Christmas or summer vacation. I suppose we did as well so many years ago.

Everyone loves the internet! You can shop, purchase goods, make travel arrangements, reservations and communicate with friends and colleagues via social media. One other advantage is you have the ability to read reviews on vacation destinations, products you are contemplating purchasing, automobiles and the list goes on. And as we all know, you can access reviews of healthcare providers on a myriad of websites that give “star” designations or ratings to the providers which are largely based on patient experiences. It is this last item which is the topic of this newsletter.

Recently, a certain dental insurance company (to remain nameless), began a new Cost-Effectiveness Designation program of the dentists that are part of their PPO networks. Apparently, this was created in an attempt for improved transparency of both cost and quality as well as an aid to helping patients select a dentist. Essentially, the program evaluates claims utilization data and fee schedules of specific geographic areas and then assigns a Cost Effectiveness Designation to the provider in the form of one, two or three stars. Three stars indicates the highest potential cost savings and one star the lowest.

Where exactly is the cost savings to which they are referring, and to whom does the savings apply…? As a PPO provider you agree to accept the fee paid by the insurance company in exchange for being part of their network. And you can’t bill the patient the difference as we all know. Therefore, what is the actual rationale for this program? They are rating the dentists based on their fees and utilization but their fees are irrelevant as they accept the fee of the insurance company. Does anyone see a problem with this? I see a potential patient going to the Provider Directory and seeing dentists with various star ratings, and more likely than not, will select a dentist with three stars. This simply means their fees were lower than a significant number of participating dentists in their area. I see this as creating unnecessary competition based on truly irrelevant information that isn’t saving anyone any money. As a participating dentist in a PPO network, I think the insurance company has a fiduciary responsibility to list your practice fairly and equally in their directory.

Continued on next page
However, when they start rating their network providers in such a manner, they could actually be harming your practice or reputation. Patients will see the star rating and may think of the practice as a whole and not just cost although the insurance company writes “we encourage all individuals to consider all relevant factors when making healthcare decisions”. Then why rate your providers based on their fees... particularly when their fees are not relevant to the compensation? I don’t know about anyone else but I think there is an ethical issue here. I remember the storm that ensued in 2011 when WDS announced their 15% fee reduction and the impact it continues to have today. However, despite being detrimental to our profession and their cavalier response to our concerns, it wasn’t unethical. I do believe that this new Cost Effectiveness Program is unethical on the part of the insurance company and hope we can evaluate this further.

Yours in Dentistry,

Jonathan S. Judd, DDS

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**ANNOUNCEMENTS**

**Need CE Credits?**

Opportunities can be found on our web site:

Spokanedentalsociety.org

Does your office or study club offer CE opportunities?

Email the info to wendy@spokanedentalsociety.org and they’ll be placed on our web site and within the next Newsletter.

**IDEA Clinic Volunteers NEEDED!**

Assistants, Hygienists and Dentists

Did you know you can earn up to 7 CE credits for your volunteer time?!

We have many patients on our wait-list who are needing care. Please consider volunteering!

**Teeth Week**

THANK YOU to the following SDDS Members & their staff who participated in Teeth Week, Spokane:

- Dr. Sue Weishaar
- Dr. Nick Velis
- Dr. Ashley Ulmer
- Dr. Brad Shern
- Dr. Randy Stephens
- Dr. Lisa Ellingsen
- Dr. Amir Ganji
- EWU Dept. of Dental Hygiene
- Dr. Chris Herzog
- Dr. Jonathan Judd
- Dr. Joshua Johnson
SDDS GENERAL MEMBERSHIP MEETING
(Spouses Are Welcome To Attend)

TUESDAY, NOVEMBER 11
The Lincoln Center
(1316 N Lincoln Street, Spokane, 99201)

Malpractice and DQAC Complaints
SDDS Peer Review

November’s program is a very important one! Join us as we learn what the most common malpractice suits and DQAC complaints are. Also, Dr. Lisa Ellingsen, Chair of SDDS Peer Review Committee, will discuss how Peer Review is managed and what you need to know.

Speakers: Christopher Kerley, Attorney with Evans, Craven and Lackie
Dr. Lisa Ellingsen

Sponsors: Numerica Credit Union & The Dental Press

1 CE Credit - Paper certificates available - AGD certified continuing education provider

____________________________________________________________________________________________________
Hospitality Hour  5:30 p.m.
Dinner/Program    6:00 p.m.
Announcements    7:00 p.m.

Buffet Menu: Rolls & Butter, Spinach Salad with Onion, Mushrooms, and Blue Cheese Vinaigrette, Chicken Marsala, Crispy Gnocchi with Prosciutto Pesto Sauce, Chef's Choice Vegetables, Garlic Roasted Red Potatoes, Chef's Choice Dessert

______________________________________________________________________________________________
Please note the SDDS has to guarantee and pay for all reservations. If you cannot attend, please be prepared to honor and pay for any reservations NOT CANCELLED in advance. Thank you.

Please detach reservation form and return with check or credit card number to:
Spokane District Dental Society
23403 E Mission Ave, Suite 218, Liberty Lake, WA 99019
Fax: 509-838-5040 or Email: wendy@spokanedentalsociety.org

NAME _________________________________________________________________________________________

Visa/Mastercard__________________________________________Exp. Date_______________

Billing Zip Code ________________ CE Program: No Charge    Dinner: $30 (Includes service charge & sales tax)
General Membership Meetings

Lincoln Center

5:30pm Social, 6:00 Dinner, CE & Society Business

November 11: Malpractice, DQAC Complaints, Christopher Kerley, Attorney with Evans, Craven and Lackie


March 10: Odontogenic Sinusitis, Dr. Al Pokorny (Spokane ENT) and Dr. Rod Tataryn

April 14: SDDS Elections, Update on Bisphosphonate/Medication-Associated Osteonecrosis of the Jaw (BRONJ/MRONJ), Dr. Nicholas Freuen.

May 12: WSDA Visitation

Executive Council Meetings

Luigi’s Restaurant, 6:00pm

Open to ALL members

December - No Mtg.  March 24
January 27        April 28
February 24       May 26

April 16 - 18, 2015
Inland Northwest Dental Conference | www.indc-spokane.com
Continuing Education for the entire dental team! A few of our amazing speakers include: Dr. Joel Berg, Dr. Ron Jackson, Dr. Mark Donaldson, Dr. Jason Goodchild, Sarah Jackson, RDH, Sherry Blair, Phyllis Martina, RDH, Dr. Rob Veis and many, many more plus a surprise speaker!!

FRIDAY, APRIL 17, 2015
SDDS FOUNDATION GALA
Northern Quest Resort
SAVE THE DATE!!

APRIL 16 – 18, 2015

** New this year: Saturday courses and a surprise guest speaker!
Continuing Education for the ENTIRE dental team!

http://www.indc-spokane.com/

The Official Conference Program will be mailed to offices soon.

A few course titles include:

- Complex Medical Patients and Dental Considerations (Cardiovascular Challenges)
- Relevant and Useful Pharmacology (Pharmacokinetics / Pharmacodynamics / Pharmacogenomics)
- The Keys to Successful, Predictable, and Efficient Direct Posterior Composite Restorations
- Interceptive Orthodontics: Early Treatment for Children
- Minor Tooth Movement for Adults
- POSTERIOR COMPOSITES: A Rapid, Simplified Placement Technique
- Esthetic Restorative Excellence with Inlays/Onlays
- Creating a Road Map to Health, Function, and Esthetics: The art and science of treatment planning, case presentation, and achieving case acceptance!
- The Dental Emergency Kit and Medical Emergencies (Keeping Patients Safe)
- Practice Management
- Medicaid Billing Workshop
- Prevention & Treatment for the Wear & Tear on Oral Tissues
- Social Media Training
- Ten Things You Should Never Say To Patients
- Dealing with Change and Transitions and Giving
- Receiving Feedback Prevention vs. Prosecution
- HIPAA
- Infection Control 101: The Basics of Compliance, Creating a Culture of Safety in Your Practice
- Emergency Preparedness 101
- Ergonomics
- Lawsuit Prevention and Tax Reduction
- BLS for the Healthcare Provider
- First Aid
- OSHA WISHA Compliance
- CDC Infection Control
- The Caries Management Continuum: Treating Caries as a Disease
- Going Green: Implications for the Dental Office
- Oral and Maxillofacial Surgery
- Blood Borne Pathogens
- Complex Medical Patients and Dental Considerations (Respiratory Challenges)
- Dentrix Workshop

A few great speakers include: Dr. Joel Berg, Dr. Rob Veis, Dr. Ron Jackson, Dr. Mark Donaldson, Sherry Blair, Kandis Garland, Dianne Glasscoe Watterson and MANY MORE!!
A job board is now maintained on the NEW SDDS web site:

www.spokanedentalsociety.org

Dentist
The Benewah Medical and Wellness Center is proud to offer the following positions in our Dental Clinic

Dental Director        Pediatric Dentist        Dental Assistants

Please review job descriptions and submit your application at www.bmcwc.com.

Dentist Needed at EWU
Dentist needed for Tuesdays. Perfect for someone who would love to get involved in passing on his/her knowledge to dental hygiene students. Job entails supervising all aspects of restorative procedures, doing general exams and giving feedback on student's work. Positive workplace with eager students hungry to learn and greatly appreciative.

If interested, please contact Leila at EWU Riverpoint Campus 509.828.1317

Associate Dentist Position Available
Seeking associate for established North Spokane dental practice with options to purchase.

Please contact Cathy to set up an interview.

509-235-8451
cathyr@drcollinsdds.com

I am the ASSOCIATE DENTIST your team has been waiting for!
My passion for dentistry and humanitarian work has allowed me the opportunities to practice around the world. These opportunities have led me to develop excellent patient rapport at a high skill level, while upholding strong values for good character and ethical standards. My goal is to join a dental team that is dedicated to providing the highest possible quality of care to patients while maintaining a safe and comfortable environment. I am a recent graduate of the USC School of Dentistry who is ideally looking for a full time position.

Contact: 702.349.3765  Email: loribiasidds@gmail.com

General Dentist
Are you wanting to retire, but not sure if the timing is right? Or are you wanting to slow down and work less days/week? Maybe you are simply tired of the stress and hassles of running your own practice? We may have a great solution? We are looking for a dentist who would like to liquidate his/her practice completely, or would like to work "in" the practice without managing it and stressing about it.

Eric Ellingsen DDS and Jeff Henneberg DDS are looking for a practice in the Spokane Valley. We want to preserve independent dentistry and may have a solution that is ideal. Call us at (509) 928-8400 or (509) 924-2866 or email: eric@smilesourcespokane.com

Periodontist / Oral Surgeon
Do you possess outstanding clinical skills and a heart for people? Our highly successful and growing practice in beautiful Colville Washington is seeking a Periodontist / Oral Surgeon who specializes in implants for 1-2 days per month. Applicants must have great people skills and always put the needs and desires of the patient first. We provide an extremely high standard of care and offer a wide array of dental services including. Our incredible support team is dedicated to providing thoughtful care in a warm and friendly environment.

Please e-mail a cover letter and resume immediately to: Dentalnow1@aol.com

General Dentist
Do you possess outstanding clinical skills and a heart for people? Our highly successful and growing practice in beautiful Colville Washington is seeking an Associate General Dentist. Applicants must have great people skills and always put the needs and desires of the patient first. We provide an extremely high standard of care and offer a wide array of dental services including. Our incredible support team is dedicated to providing thoughtful care in a warm and friendly environment.

Please e-mail a cover letter and resume immediately to: Dentalnow1@aol.com
Hygienist
Seeking Hygienist Position
I am a very dedicated, motivated, patient focused, team oriented, and enthusiastic dental hygienist. I am a hard worker and have great multitasking and interpersonal skills that help me to work well in a host of different environments. I recently graduated from Eastern Washington University in dental hygiene and am currently seeking a hygiene position in the North Spokane/Spokane area. I am looking for a full time position, but am willing and able to work part time or temp as needed. I will be licensed in both WA and ID. Please contact Kayce Smith by calling 509-991-7443 or emailing kayces17@gmail.com

Seeking Hygienist Position
As a recent graduate from Eastern Washington University I am looking to begin my career in the Spokane area. I am a self-motivated, patient-centered, respectful and reliable individual that is able to work well in a multitude of environments. I am looking for a full time position, although I am willing and able to work part time or temp as needed.

Contact information:
Ashley Flynn, RDH BSDH
509-688-9456 or flynntastic89@eagles.ewu.edu

Front Office
Seeking PT Position
*Seeking PT position - Retired RDH seeking patient relations, CE coordination, marketing, etc. Position in Liberty Lake, Post Falls, CDA or Spokane Valley. Contact Christa at 998-5122 or pckbaumgartner@hotmail.com

Seeking FT Front Office Position
*FT front office position wanted. Excellent people and communication skills. Mature, well organized, efficient and self motivated. 15+ years experience, great PC skills and pleasant phone voice. CPR certified. Contact Carol Davis at 509-701-3789 or lisg4me@gmail.com

Dental Assisting
Seeking Dental Assistant
CHAS is currently seeking candidates to fill the following vacancies:
Dental Assistant (Full Time) in Clarkston
www.chas.org/careers

Seeking Dental Assistant
The Benewah Medical and Wellness Center is proud to offer the following positions in our Dental Clinic:
Dental Assistants
Please review job descriptions and submit your application at www.bmcwc.com

Seeking Registered Dental Assistant
We are seeking a part-time Registered Dental Assistant to join our amazing team. Our office is located on Spokane's South Hill. 2+ years of experience in restorative dentistry is required. A knowledge of Dentrix software is a plus. Front office experience and knowledge of social media is preferred. Candidate must be a Registered Dental Assistant and certified in CPR/BLS. Our team is fun, caring, flexible, honest, dependable, service-oriented, and patient focused. If this sounds like you, we would welcome your application.

Please email the following to pfawsondds@gmail.com:
Cover Letter
Resume
3 References

Additional positions are available on our web site. Interested in posting a position?

Email the ad to wendy@spokanedentalsociety.org

www.spokanedentalsociety.org
Dear SDDS Member,

On behalf of the Spokane District Dental Society Foundation Board, I invite you to participate in a very special event. The Spokane District Dental Society Foundation (SDDSF) will hold its fifth annual Gala at the Northern Quest Resort & Casino on Friday, April 17, 2015. We need your help to make it a success.

**What can you do?**

Please consider donating items which can be included in our live and silent auctions. Donations small and large are welcomed! A few great ideas include: themed gift baskets (wine, family fun night, spa, sports, etc.), tickets to sporting events, concerts and theme parks, golf vouchers, airline tickets, artwork, vacations, dinner gift certificates and services. NO donation is too small. The SDDSF is a 501(c)(3) non-profit organization. As such, your much needed donation is tax deductible! Monetary donations are always welcome and again, tax deductible.

**How do you donate?**

If you are able to contribute, please complete the attached form and send to:

Spokane District Dental Society Foundation  
23403 E Mission Ave, Suite 218  
Liberty Lake, WA 99019  
509.838.0436 T  
509.838.5040 F  
wendy@spokanedentalsociety.org

**Where does the money go?**

The money we raise supports our many programs designed to promote improved oral health and increased opportunities for dental care to those in need throughout our community. The auction is one of our major sources of revenue each year, and helps to sustain and expand our programs and improve access to care.

Your support is truly needed—and appreciated—to make this benefit a success!

Sincerely,

Amir Ganji, DMD  
President, Spokane District Dental Society Foundation
Spokane District Dental Society Foundation
5th Annual Gala
2015 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: __________________

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 personal/business recognition on our website to wendy@spokanedentalsociety.org. NOTE: Photo’s cannot be copied from Websites and printed for the display. Photo images less than 300 dpi cannot be accepted.

Please mail/fax/email form to:

Wendy Johnson
Spokane District Dental Society
23403 E Mission Ave, Suite 218
Liberty Lake, WA 99019
Phone: 509.838.0436
Fax: 509.838.5040
Email: wendy@spokanedentalsociety.org
Recovering Smiles: a dental program for rehabilitation of those who are recovering from drug and alcohol addiction.

Will you consider joining a pool of Recovering Smiles dentists who will service these clients needing further restorative treatment?

These patients have already successfully:

- navigated the EWU dental hygiene clinic
- received periodontal therapy and simple restorative treatment
- may be accompanied by their dental hygiene student to their first appoint at your office if requested

These patients are becoming:

- New patients who will eventually become employed, with insurance, and will become part of your regular dental patient pool

What’s in it for member dentists?

The great feeling received by giving back to the community

Adjunct faculty status at EWU which includes a certificate and annual appointment letter

Annual 3 hour free CE course (approved by WA state for licensure renewal) provided by EWU

Program is copyrighted and an official 501c3 for tax deduction purposes

Please Contact:

Georgia Butler
Community-Minded Enterprises
25 W. Main Ave., Spokane, WA  99201
509-209-2864
giab@community-minded.org
Prime Spokane Valley Dental Suite

Now Available

100 N. Mullan Building
CenterPointe Business Park (Argonne Corridor)
2100 Square Feet
$18.50 Per SF (Includes Base & Operating)

* 4 Dental Stations, 2 Lab's
* Reception Area, Offices
* Dental Equipment Available
* High Visibility & Signage

*Compressor
* Break Room / Storage
* Custom Cabinets
*Onsite Property Management

*Easy Access to I-90 and Sprague Ave*

Gene Arger
G. Arger Co. Real Estate Inc
(509) 926-5311 phone
(509) 927-4823 fax
garger@argerco.com

Property information on this flyer is for convenience only and should not be relied upon for accuracy. All prospective buyers should conduct their own analysis and inspections for their intended use.
### Offices Accepting Adult Dental Medicaid

<table>
<thead>
<tr>
<th>Clinic</th>
<th>Phone</th>
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<tbody>
<tr>
<td><strong>EWU Hygiene Clinic</strong></td>
<td>368-6510</td>
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<tr>
<td><strong>Chas Clinics</strong></td>
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<tr>
<td>Denny Murphy Clinic 1001 W 2&lt;sup&gt;nd&lt;/sup&gt; Avenue, Spokane</td>
<td>434-0308</td>
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<tr>
<td>Maple Clinic 3919 N. Maple Street, Spokane</td>
<td>242-1821</td>
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<tr>
<td>North County Clinic 401 S. Main Street, Deer Park</td>
<td>434-0292</td>
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<tr>
<td><strong>Riverstone Family Health/Northeast Dental Clinic</strong></td>
<td>326-4382</td>
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<tr>
<td>4001 N. Cook Street (Spokane, 99207)</td>
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<tr>
<td><strong>N.E. Washington Health Programs/Lake Spokane Community Dental Clinic</strong></td>
<td>464-0002</td>
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<tr>
<td>5952 Blackstone Way, Suite 100 (Nine Mile Falls)</td>
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<tr>
<td><strong>I.D.E.A Clinic</strong></td>
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<tr>
<td>4001 N. Cook Street (Spokane, 99207)</td>
<td>482-4332</td>
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<tr>
<td><strong>Dr. John Burke</strong></td>
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<tr>
<td>919 N Pines</td>
<td>924-0381</td>
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<tr>
<td><strong>Dr. Don Marshall</strong></td>
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<tr>
<td>707 W Frances Ave #200</td>
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<tr>
<td><strong>There currently is a waiting list</strong></td>
<td>327-3368</td>
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<tr>
<td><strong>Dr. Alfred Fairbanks</strong></td>
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<tr>
<td>1410 SE Bishop Blvd (Pullman)</td>
<td>332-2329</td>
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<td><strong>Drs. Dale Crum &amp; David Gailey</strong></td>
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<tr>
<td>Inland Oral Surgery 321-1404</td>
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<tr>
<td>2204 E 29&lt;sup&gt;th&lt;/sup&gt; Suite 104</td>
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<tr>
<td><strong>Drs. Neal Curtis, Alex Isom, Spencer Sautter &amp; Cary Simonds</strong></td>
<td>928-8800</td>
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<td>Oral Surgery Plus 123 W Francis</td>
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<tr>
<td>12409 E Mission</td>
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<tr>
<td><strong>Drs. Nicholas Freuen &amp; Terrance Hauck</strong></td>
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<tr>
<td>Cascade Oral Surgery 468-1535</td>
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<tr>
<td>101 W Cascade Way #103</td>
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<tr>
<td><strong>Drs. Mark Paxton, Melanie Lang &amp; Bryan McLelland</strong></td>
<td>926-7106</td>
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<tr>
<td>Spokane Oral &amp; Maxillofacial Surgery 12109 E Broadway Ave Bldg C</td>
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<tr>
<td>602 N Calgary Ct, Suite 202, Post Falls</td>
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<tr>
<td>2807 S Stone, #202</td>
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