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CENTRAL OREGON DENTAL NEWSLETTER

January 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
- 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
- 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 ...

January 18, 2018 (Thursday)

Dental Society Dinner/Business Meeting

6:00 p.m. – Social ½ Hour

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

Speaker: Bethany Valachi (Ergonomic Coach & Author / more info. at www.posturedontics.com)

Topic: **Dental Ergonomics**

Location: Riverhouse Convention Center in Bend

RSVP email should be coming soon

April 5 - 7, 2018

Oregon Dental Conference

Continuing Education, Vendor Displays and Class and Organizations Meetings

Location: Portland, Oregon

Registration through the Oregon Dental Association

May 17, 2018 (Thursday)

Dental Society Dinner/Business Meeting

6:00 p.m. – Social ½ Hour

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

Speaker: TBD.

Topic: **TBD**

Location: Riverhouse Convention Center in Bend

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

September 8, 2018 (Saturday)

2018 House of Delegates Meeting

Location: Sunriver Resort

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

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: TBD.

Topic: **TBD**

Location: Riverhouse Convention Center in Bend

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

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

DENTAL FINANCING PROGRAMS FOR:

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

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Commercial Banking Manager
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zak.sundsten@umpquabank.com

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Central Oregon Dental Society News

Dr. Marika Stone (Bend Dentist) Tragically Killed Dec. 30th as she was riding her Bike

Many of you have already heard, but some may not have heard that we lost a member of our Central Oregon Dental Community a few days ago. Words cannot describe the sorrow and pain associated with this accident!

Dr. Marika Stone was an outstanding and upstanding member of the Central Oregon Dental Society ever since she moved to town and started her practice. She was a regular at local Dental Society meetings and functions and will be dearly missed.



Link to the KTVZ Channel 21 News story: <http://www.ktvz.com/news/cyclist-struck-killed-on-dodds-road-east-of-bend/679443045>

COCC Dental Assisting Program Update & Request for Volunteers Lynn Murray, Dental Assisting Program Director

Thank you to all the dentists who volunteered to work with dental assisting students in the Dental Clinics at COCC. We are still looking for volunteers to complete the academic year though. If you can find 5-6 hours on a Friday to offer your expertise in dentistry in providing care to patients and experience to dental assisting students we would greatly appreciate it! Continuing Education is provided to all volunteers. Thank you for your consideration. The dates that need dentist volunteers are below. Please contact me though e-mail at lmurray@cocc.edu or phone at 541 383-7574 to schedule your date.

Warm regards,
Lynn

- * February 16, 2018
- * March 2, 2018
- * March 16, 2018
- * April 13, 2018
- * April 27, 2018
- * May 18, 2018
- * June 1, 2018

Lynn L. Murray, M.Ed., RDA, CDA, EFDA, RFC, CPFDA, FADAA
Associate Professor of Dental Assisting Central Oregon Community College
Dental Assisting Program Director Dental Clinic Manager
2600 N.W. College Way, Bend, OR 97703
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Kemple Memorial Children's Dental Clinic News for December 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 November In-Kind services): THIS IS AN EXCEPTIONALLY HUGE LIST OF VOLUNTEERS... THANK YOU SO MUCH!!*



**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 November 2017.

VOLUNTEER DENTIST LIST IN THEIR OWN OFFICES IN NOVEMBER 2017

Dr. Jared Anderson	Dr. Chad Stephenson
Dr. Bradley Burket	Dr. Andy Timm
Dr. David Burrus	Dr. Jeff Timm
Dr. Elise Burrus	Dr. Ryan Timm
Dr. Ben Bryan	Dr. Andrew Toms
Dr. Stephanie Christensen	Dr. Peter Yonan
Dr. David Dunscombe	<u>VOLUNTEER DENTAL</u>
Dr. Rex Gibson	<u>PROFESSIONALS</u>
Dr. Richard Gilmore	Hollie Crenshaw, DA
Dr. Benjamin Grieb	Dr. Richard Fixott
Dr. Brad Hester	Bar Gahr
Dr. Mark Jensen	Karen Hall, RDH
Dr. Gregg Jones	Carol Harken, DA
Dr. Roxane Kotzin	Yvette Heryford
Dr. Jean Martin	Emilie Keimig, RDH
Dr. Tran Miller	Kathy Saterdahl
Dr. Ashley Palladino	Craig Smith
Dr. Robert Pressprich	Jennifer Stenkamp
Dr. Anthony Ramos	Darla Thompson, RDH
Dr. Tom Rheuben	Rosie Veatch
Dr. Mehdi Salari	Jennifer Wilson, RDH
Dr. Anne Scott	Melissa Womack, DA
Dr. Ken Shirtcliff	

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: Good News - we have completed all school-based screenings for the year. During the last 6 months, we have screened over 5600 children and continue to identify 5% needing urgent care and another 15% with near term dental issues. With the addition of all Bend LaPine Elementary Schools to our list this year, the "ready for and need sealants" data is increasing: this year, 58% of the children screened (over 3000 children including clinic patients are ready for and need sealants! We are now scheduling the Return to Seal days with the BendLaPine, Redmond, and Sisters districts for the next two months, with close to 1000 children *with parent consent* needing sealants in these schools.

FEBRUARY - GIVE KIDS A SMILE (GKAS) MONTH: Kemple Clinic is working in 5 schools during February. In addition, we will have patients ages 3-25 that will need to be seen. Please contact Maria Gonzalez at referrals@kempleclinic.org to sign up to provide treatment and specify if you have an age preference.

Remember, we are working with Volunteers in Medicine and The Loft to provide services to young adults who need dental care, ages 19-25. This is an at-risk age group that often “falls through the cracks” but still needs our help. As a reminder of Kemple Clinic’s vision: ***Childhood dental disease is eradicated in Central Oregon resulting in the improved health and well-being of children and young adults in our community thus creating a strong, healthy workforce and a vibrant economy.***

In past years, several offices have been very creative in helping Kemple during this special month dedicated to children’s dental health. Anything you might want to do in your own offices to give visibility to this special, dedicated month encouraged and certainly would be appreciated. Ideas from the past years have included clever/unique dental office fundraising/contests, collecting dental hygiene products for our clinic, collecting monetary donations, special GKAS emphasis in facebook pages (e.g., “like”) and website, and other creative ways to raise awareness of children’s oral health disease. The ADA website may provide you with other ideas to make this a key awareness building month in our region <http://www.adafoundation.org/en/give-kids-a-smile>. *Kemple Clinic is an approved recipient of ADA product donations in the state of Oregon.*

We will be very busy providing preventative dental services with “all hands are on deck” to complete sealant applications in schools and referring patients for treatments during the months of January & February.

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 Jessica Forsythe at 503-594-0837 or jforsythe@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.

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Brian Goff, CDT

Foreground
Alex Rugh, CDT

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Southern Willamette Dental Society Presents: *First Annual Winter Forum*

4 CE hours, One Great Event!

Date: Friday January 26, 2018

Location: The Vue, 517 SW 2nd St, Corvallis

Cost: \$50 (includes breakfast and lunch)

Winter Forum Schedule:

8:00-8:30 Continental Breakfast and Registration

8:30-10:30 Part 1: Contraindications to Implant Therapy

Part 2: Failures with Implants

Larry Over, DMD, MSD, Prosthodontist

10:30-10:45 Break

10:45-12:00 Advances in Esthetic Restorative Materials

Derrick Luksch, CDT, O'Brien Dental Lab

12:00-12:30 Lunch

12:30-2:00 Endodontic Update

Karan Repogle, DDS, MS, Director of Advanced

Specialty Program in Endodontics, OHSU

2:00-3:00 Social Hour

To register, call or email Brian Summers: 503-360-5921 or br.summers@gmail.com

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(**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.*)

January 2018

**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 have advertised and have slogans everywhere promoting myself as a painless dentist, but it's not really paying off or bringing in additional patients. What am I doing wrong?

Signed, Painless Parker

Dear Painless Parker,

Painless dentists are a dime a dozen! Everyone promotes themselves as gentle, caring, loving, squishy, lovable, adorable, cuddly, etc. The reason your advertising or marketing isn't doing anything for you is that you are selling the same pile of goop that everybody else is promoting and selling.

What makes marketing or advertising actually work is if you are offering a service or product that others are not! You have to set yourself up as unique, original, different or special ... not just another re-hash of the same stuff that's being offered at every other office in town.

Because I'm a caring and giving person, I am going to share my personal advertising campaign which has made our office so successful. I don't mean to brag ... but I don't know what to do with all these new

patients each and every month!!! My newest advertising campaign has brought in the most number of new patients! Here's what the flyers all around my office and town have on them:

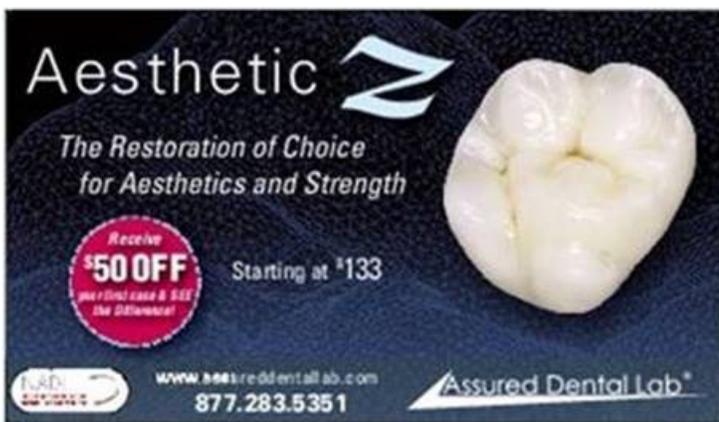
Extremely Mean, Painful & Uncaring Dentist Accepting New Pediatric Patients

- Are you tired of telling your kids to go and brush their teeth?
- Are you tired of seeing all that plaque on your kids' teeth after they've supposedly brushed?
- Do you think your kids should eat less junk food?
- Are your words falling on deaf ears?
- Would you like to find a dental practice that is good at teaching your kids a lesson?
- It's time you put the fear of cavities and the Dentist back in your children's hearts and mind!
- Let our uncaring, rough and mean staff scare the turd right out of your kids with each and every visit.
- We make sure your children learn the importance of good oral hygiene.
- Sometimes, the best way to get the kids to take better care of their teeth, is to use a little different form of motivation.

My Mean and Painful Dentist Advertising Campaign has not only brought in a ton of new pediatric patients, but their parents and grandparents as well. It turns out there is a huge pool of patients out there who don't want to be babied and pampered and just want the same dentistry that their grandparents suffered through.

Glad I could help,

Dr. Rupert



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

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[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.

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