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Save the Dates!

2019

- Tuesday Evening, October 15th: Dr. Rapson, *TMD* (2 CE).
- Friday, November 8th: Dr. Marco Brindis, *New Generation of Hybrid Dentures* (6 CE).

2020

- Tuesday, Feb 18th: *Infection Control*. (Presenter TBA)

LCDS Welcomes Drs. Snead, Lassen



Dr. Christian Snead

As we sat on the overcrowded deck of the Vero coffee shop near the U of O campus, I had the pleasure of learning about Dr. Christian Snead, one of new members to recently join the Lane County Dental Society.

Born in Santa Monica California, Dr. Snead did his undergraduate studies at St. Mary's in California. He showed early promise there, receiving Joseph P. McKenna Science Medal for his work on identifying bacteria by a novel process of analyzing the composition of their cellular membrane fatty acids. Following his time at St. Mary's, he received his dentistry degree from the University of Southern California. Dr. Snead also spent time in community health, recognizing the importance of giving back to our citizens in need.

For Dr. Snead and his wife Sarah, the "stars aligned" with his appointment to the White Bird Dental Clinic currently undergoing relocation and expansion. The Snead's appreciated the natural beauty of our area with plans to get out and enjoy what the Northwest has to offer, expecting to do some calm-water kayaking.

As part of his career plans, Chris is thankful to Drs. Peterschmidt and Meyer who have provided needed support during his transition to White Bird Dental Clinic. Looking further, Chris desires to "continue doing what I enjoy and get established". This includes learning more about private practice, with the option to work alongside an established dentist.

LCDS welcomes the Sneads to our community.

If one had an opportunity to enjoy a concert by the Eugene-Springfield Community Orchestra, one might notice fellow LCDS member Steffen Lassen, relatively new to the Eugene area but who, with his family, is already establishing roots.

Arriving in January of 2019, Dr. Lassen, his wife Emily and their children Calvin and Finn have settled in the South Eugene area. Recruited by Quest Dental in North Eugene, Dr. Lassen is a graduate of the University of Detroit Mercy School of Dentistry, where he was honored to receive the Dean's Circle scholarship award and was voted Class President by his peers. With travels to Ecuador, Guatemala, Detroit, and Washington DC., Dr. Lassen developed skills in Pediatric Dentistry and Endodontics, both supported by proficiency in Spanish.



Dr. Steffen Lassen

Following a brief time in Brookings, Oregon working in community health, Dr. Lassen and Emily saw opportunity in the Eugene-Springfield area. Among many reasons to relocate to our area, both were attracted by our climate and small-town feel.

While Dr. Lassen is focusing on his practice and music interests, his wife Emily looks to build on her profession teaching piano by pursuing a Masters in piano pedagogy.

We welcome Dr. Lassen to the Eugene-Springfield dental community.

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President's Message

Hello LCDS members,

Summer is here, a favorite time for slowing down to enjoy all the outdoor recreation opportunities we have in our wonderful state or travel and explore our country and the world.

Slowing down gives us time for reflection as well. We at the executive council have been considering the goals of LCDS and how we stay current, grow the membership base and provide the best service for our members. Continuing Education has been, and obviously will continue to be the major focus for our organization. We have been striving to provide diverse speakers of good quality, so please provide us with suggestions for future programs. On the topic of speakers, we are very fortunate to welcome Dr. Kevin Sweeny to the council, who will help us booking the speakers for the next year. While our component dues are higher than our sister societies, members do not have to pay for attending our programs. Similar presentations often charge hundreds of dollars.

Our component membership dues have been flat for quite a few years now. It is our great sponsors whom we should thank for that, but as the cost for good speakers continue to rise, we may be facing dues increases in the future.

We are also recognizing that there are many ways a dentist can meet their Continuing Education requirements these days, often for a nominal fee. Camaraderie, community involvement and local advocacy is something you cannot get from a magazine or a CE website, so we want to recognize ways we can increase those opportunities for our members and welcome your suggestions as well.

As many of you know, not so long ago I spent a couple of years practicing dentistry in the UK. The average British dentist is over-worked, overregulated, underpaid and underappreciated. I came to realize that a major reason for that is the lack of strong organized dentistry. The BDA is not there for its members the way the tripartite serves our members. I hope LCDS can continue to do its part so we continue to enjoy the benefits of this wonderful profession.

~ Ivan Paskalev

Investment/Space for Lease Opportunity

BRAND NEW office space in highly visible, excellent location. The Schimmer building has medical/dental space available. 2921 Crescent Ave. On the corner of Shadow View and Crescent.

Beautiful views with many large windows and plenty of daylight. 3000 sq ft and 1150 sq ft.

Contact Jim Schimmer 541-521-7673
or Terri Baarstad 541-510-1332
tbaarstad@gmail.com

Former LCDS President Smiles in the Face of Adversity

Dear Members:

We recently learned that our former Council President Amy McDaniel is faced with financial challenges at a time when she is most vulnerable due to serious health concerns.

When Dr. McDaniel bought her business in 2012, she was unable to qualify for private disability insurance due to a pre-existing condition. After becoming progressively ill to the point where she could no longer work due to undiagnosed Lyme disease, Babesiosis, and Bartonella, her health suffered as she tapped her savings. Though covered by her husband's insurance through his employer the sudden switch to a single income stretched the couple financially.

Now with a cancer diagnosis on top of the Tick Borne Diseases the couple can't cover the extra medical and collateral expenses in addition to basic expenses. Despite support from the Oregon Cancer Foundation, Positive Community Kitchen and a number of friends (and friends of friends!), Amy is unable to afford certain prescriptions, over the counter medications, supplements and other supplies recommended by her oncologist to help manage side effects of the chemotherapy.

To raise funds, Amy has set up a PayPal.Me account. The Council is encouraging members to support Amy with her challenge.



To help Amy, go to [PayPal.Me/ChemoClub4Amy](https://www.paypal.me/ChemoClub4Amy)

LCDS News July/August 2019

Published bi-monthly by the Lane County Dental Society 2300 Oakmont Way #110, Eugene, OR 97401, 541-686-1175 and distributed to members of the Society as a benefit of membership. Statements of opinion in the LCDS News are not necessarily endorsed by the Lane County Dental Society. Contributions to the newsletter are welcome in the form of articles, photos, announcements, or other items of interest to share with the membership. Notice of errors or corrections appreciated.

Deadline for the September/October Issue is August 15th. Send all items to office@lanedentalsociety.org.

Executive Director's Report



I am happy to report that again, the Lane County Dental Society has been awarded the ADA Continuing Education Recognition Program (ADA CERP) status without any findings, an improvement over the year previous to my tenure when we had a couple, albeit minor corrections needed to renew our certification.

LCDS is evaluated annually on 14 aspects of CE program quality. As a CERP certified provider, all U.S. licensing jurisdictions with CE requirements for licensure renewal accept credits offered by CERP approved providers. It might be of interest to note that the Lane County Dental Society is the only component dental society in the State of Oregon that is CERP certified. We join the Oregon Dental Association and Oregon Health & Sciences University who are also CERP certified.

The Lane County Dental Society strives to book quality speakers for presentations. Though we are not a large component compared to those in larger metropolitan areas, we still book speakers can that can run between \$5000 and \$8000 for six CE.

I was recently perusing possible CE speakers and noticed the fees charged by other components across the nation. Though

locations varied, registration fees ranged from a low of \$80 for 2 CE credits to \$300 or more for six hours of CE. I was not surprised at these fees, as the speakers are very knowledgeable in their fields. I was however impressed that LCDS has been able to bring these speakers at no additional charge to members.

Our membership fee structure allows us to support the funding for nationally recognized speakers, but our sponsorship also supplants our funding needs. Supporting our sponsors helps show that you value their contribution. It is my hope that when a member dentist needs technical assistance in a market segment covered by one of our sponsors, that they call upon that sponsor to assess if their services meet the practice needs. Of course some members have existing relationships with companies not sponsoring LCDS (though they should), but at the very least, shopping around can confirm the value of your preferred vendor.

By maintaining our CERP status and associated quality programming, we continue to attract members who see the value of membership. In this issue we profile two new members, Drs. Snead and Lassen, with more profiles coming in future issues. While I reach out to every new dentist who joins LCDS, please contact me if you think anyone has been overlooked.

~ J.P. Wilcox

Regional CE Calendar Program Fees May Be Assessed

Date	Host Dental Society	Course title	Speaker	Hours CE	Location	More Information
9/10/2019	Marion & Polk	Social Media - How to Benefit my Office	Stew Bartlett & Ian McNickle	1.5	Salem (Boys & Girls Club)	Contact Sabrina H. - marionpolkdentalsociety@gmail.com
9/19/2019	Central Oregon	Implant Supported Overdentures	Dr. Sam El Ebrashi	2	Bend (Riverhouse Convention Center)	www.centraloregondentalsociety.org
10/8/2019	Marion & Polk	The Restoration of Endodontically Treated Teeth and Color & Shade Selection	Larry Over, DMD, MSD	1.5	West Salem (Roth's)	Contact Sabrina H. - marionpolkdentalsociety@gmail.com
10/16/2019	Multnomah	Digital Dentistry	Samantha Jones & Kristen Minto	2	Milwaukee (MODA Plaza)	multdental@aol.com or lora@multnomahdental.org
10/28/2019	Clackamas	Digital Marketing	Ian McNicholes - WEO Media	2	Oregon City (Providence Willamette Falls Comm. Center)	www.clackamasdental.com or executivedirector@clackamasdental.com
11/12/2019	Marion & Polk	Dental Profession's Role in Managing the Patient with Diabetes	Jaime Collins, RDH	1.5	West Salem (Roth's)	Contact Sabrina H. - marionpolkdentalsociety@gmail.com
12/6/2019	Multnomah	Risk Management & Medical Emergencies	Chris Verbiest & Normund Auzins, DDS, MD	7	Portland (McMenamins Kennedy School)	multdental@aol.com or lora@multnomahdental.org

White Bird Clinic Report



Our remodel at 1415 Pearl Street has begun. We are still expecting donations for the clinic. We are moving our chairs and equipment to use in our new space. If you are interested in sponsoring a chair or equipment for our new clinic, we would be grateful.

The reality of the scope of this project is here. We are still fundraising to cover the cost of the renovations. Our hope is to see more patients by utilizing another fourth-year dental student and maximizing the scheduling and production of our staff dentists and hygienists.

Our clinic has served homeless and low-income patients since 1995 and we will continue that mission with your help.



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(Photo from left to right
Phill, Megan, Whitney, Kim, Matt, Justin, Bryan)

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springfielddentallab@yahoo.com



left to right:
JONATHAN POWELL, CPA
LINDSEY STEIGLEDER, CPA
JOHN MLYCZYK, CPA, PARTNER

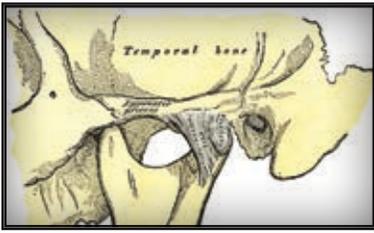
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LANE COUNTY DENTAL SOCIETY

Temporomandibular Joint Disorders with James Rapson, DDS of Permanente Dental Associates



From 1985-2007 Dr. James Rapson was on active duty with the United States Navy Dental Corps, engaged part of that time in general dentistry including Fleet Marine independent duty, Dept. Head at Sea, Restorative Dept. He was also Head Command Consultant for

Orofacial Pain & TMD, Oral Diagnosis Dept. Head & Clinic Director.

In 2001 Dr. Rapson completed graduate studies at the University of Kentucky, and entered practice limited to TMD & Orofacial Pain.

He is Commander, USN (retired) working in civil service from 2007-2010 at the US Navy Dental Center, Norfolk, VA. He is currently lead clinician with Permanente Dental Associates, Portland, OR, holding his position there since 2010.

From the presenter: “[A mentor] helped convince the Navy to send me to graduate school. While most other residents had a dozen or more TMD cases behind them upon entering the TMD Program, I had already completed about three thousand cases. I learned more in the first six weeks at Kentucky than I had learned in the previous ten years of study and on-the-job experience. General & restorative dentistry was a good career; I still envy younger men and women who drill & fill every day, like I did for several years, but my TMD practice is delightful.”



Register Now

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Lane County Dental Society designates this activity for 2 continuing education credit. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp.

***Late Registration, Cancellation, No Show and Refund Policies:**

Advance registration is required to guarantee seating and to receive the free tuition member benefit. A late registration may be accepted after the registration deadline only if seating is available and a Late Registration fee of \$35.00 is charged in addition to any tuition due. Full refunds can be requested by telephone or email to LCDS prior to the registration deadline. No refunds are available after the close of registration. A No Show fee of \$35.00 will be charged to registered LCDS members who do not cancel prior to the close of registration and do not attend the program.

For more information - 541 686-1175
office@lanedentalsociety.org

Tuesday, October 15th, 2019

5:30 p.m. - 8:00 p.m.

Dinner Included

Center for Meeting and Learning

Lane Community College | 4000 E. 30th Ave, Eugene

2 CE CREDITS

Free for LCDS Members

with advance registration.

Non-LCDS member dentists \$80

Dental staff, student/non-profit staff \$40.

Course content is appropriate for general dentists and specialists.

It is still up to the general dentist to manage most TMD patients. A quick foray into TMD literature often reveals in an overwhelming or intimidating knowledge base, that often does not lead to practical solutions. This presentation will utilize information we all learned as dental students and provide practical algorithms for the diagnosis and treatment of the vast majority of TMD cases.



Lane County District Dental Society has been designated an approved PACE Program Provider by the Academy of General Dentistry. This program provider's formal COE programs are accepted by the AGO for membership maintenance, Fellowship, and Mastership credits. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of AGD approval extends from 1/16/2017 to 1/15/2020.

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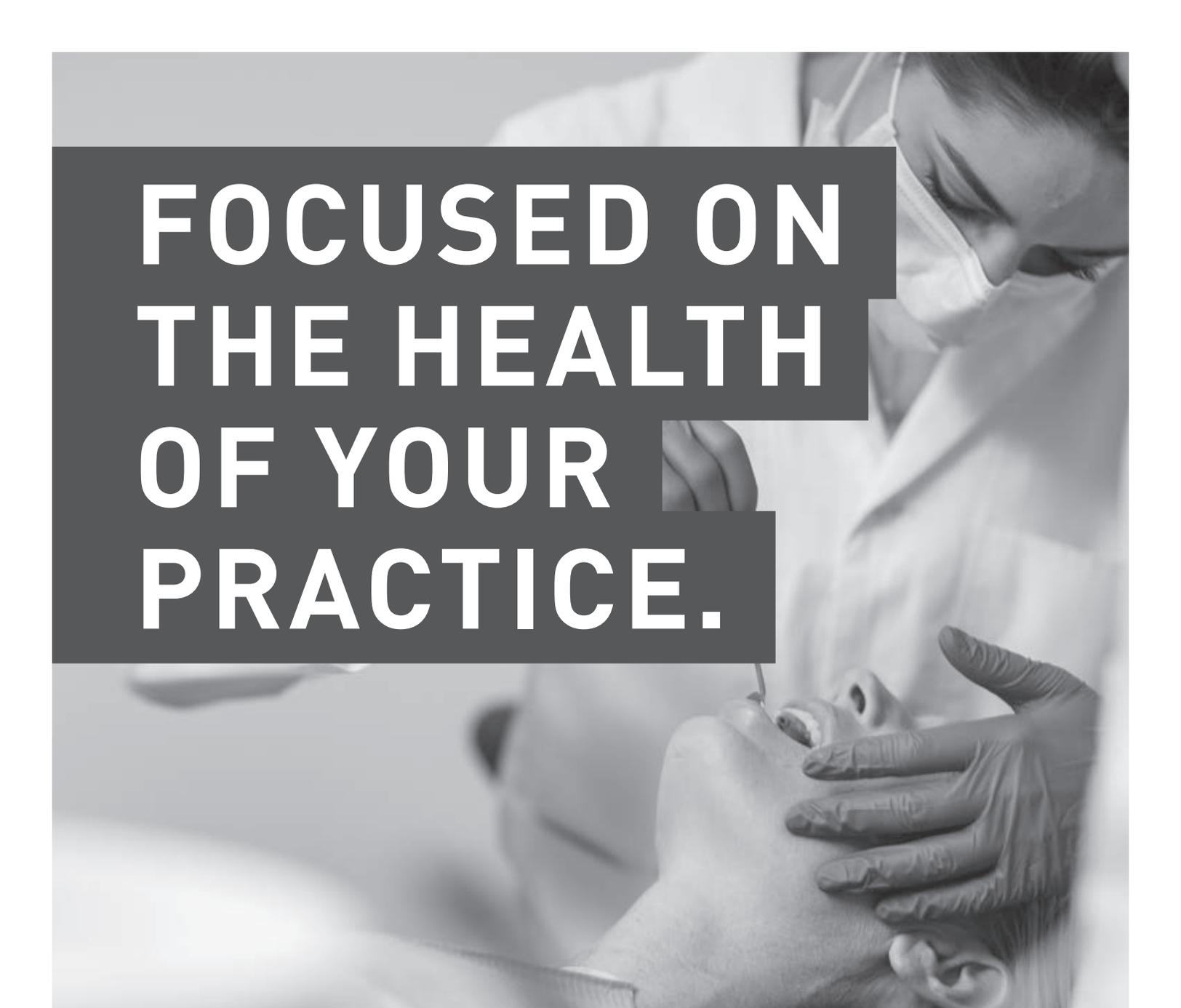
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LANE COUNTY DENTAL SOCIETY

A New Generation of Hybrid Prosthesis: An effective viable hygienic solution for the edentulous patient *with* **Marco Brindis, DDS**

Sponsored by



Image courtesy of Dentsply Sirona Inc.

Friday, November 8th, 2019
8:30 a.m. - 3:30 p.m.

Breakfast and Lunch Included
Center for Meeting and Learning

Lane Community College | 4000 E. 30th Ave, Eugene



Dr. Marco Brindis is a professor at the Prosthodontics Department at Louisiana State University, where he also maintains an intramural restorative practice devoted to esthetics and implants with an interdisciplinary approach. He earned a D.D.S from the Universidad Intercontinental in Mexico City in 1998. He did a Preceptorship in Dental Implants at the Universidad Intercontinental in 1999 and a Preceptorship in Dental Implants at the Dental

School at the UT Health Science Center in San Antonio in 2002. He completed a surgical Implant Fellowship at the Biotechnology Institute in Vitoria Spain in 2003. He got his Certificate in Prosthodontics at LSU School of Dentistry in the Department of Prosthodontics in 2007. He then completed the Esthetic and Occlusion courses at the Pankey Institute in 2007. Dr. Brindis is very passionate in the field of interdisciplinary dentistry for full mouth reconstruction, esthetics and implant dentistry. He is involved in the development of new implant protocols to treat the edentulous patient. He has lectured nationally and internationally. He is a member of several organizations including the American Academy of Restorative Dentistry, Academy of Osseointegration, American Dental Association, American College of Prosthodontist and the Pierre Fauchard Academy. Dr. Brindis does not have any relevant financial interest in this course offering.

6 CE CREDITS
Free for LCDS Members
with advance registration.
Non-LCDS member dentists \$80
Dental staff, student/non-profit staff \$40.
Course content is appropriate for general dentists, specialist and dental staff.

This program is listed online as: A New Generation of Hybrid Dentures

Program Objectives:

1. Understand the benefits of cross arch stabilization during immediate loading.
2. Understand the complications and limitations of the hybrid denture.
3. Learn a new alternative for the treatment of the Edentulous Maxilla. A healthier, more esthetic, and maintainable approach.



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5-Year Plan to Sell Your Dental Practice: Follow These 5 Steps

By Grant Gerke, Founder and President of
Mountain Top Practice Transitions



Grant Gerke

The American Dental Association's Health Policy Institute reports that there were 2,820 dentists in Oregon in 2018, and that the average age of those dentists is 47.7 years of age. The ADA HPI also points out that from 2015-2020 there are more dentists entering the profession in Oregon, than the number of dentists retiring, by 47 each year. This economic principle of supply and demand has created a "sellers' market," which is good news if you are looking to retire and sell in the next five years. There are simply fewer practices going up for sale each year, than the number of buyers who want to purchase.

If you are thinking about retirement in the next five years, but aren't sure what to do in preparing your practice to maximize the sales price when the time comes, the following five steps can help you achieve that goal and reduce anxiety about your transition by being fully prepared.

1. Build Your Advisory Team Now

Most dentists only sell their largest professional and business asset once in their lifetime. A seller's most successful approach in their practice sale is to enlist an experienced and trusted advisory team including a practice broker, CPA and attorney who all have experience working with dentists and practice transitions. This team will protect your confidentiality from curiosity seekers and present your practice in its best, but honest light. Your advisory team will guide you through the entire selling process, from a practice valuation to the final closing. They will also offer key advice about how and where to market for maximum exposure to potential buyers, how to structure the sale for maximum tax savings, and how to minimize the risks of post-sale lawsuits.

2. Get Your Systems & Processes In Order

Most dentists have the intention of getting their systems in order at their office, but never find the time. Now is not the time to share your 5-year plan to sell, but it is a great time to have your staff start to clean up the accounts receivable, the unscheduled treatment plans, the active patient list, and the recall system. Your practice management software can guide your staff through these tasks.

3. Cosmetic Refresh of Your Office

No one can look into someone's mouth and proclaim, "wow, you have a great dentist!" A dentist creates and communicates their professional and clinical philosophy to their patients through the office environment. If your office has worn carpet, frayed furniture, tattered pictures, and a tired look you should make a small investment in a cosmetic update. A fresh coat of paint, new floor coverings and some updated lighting not only make your office more welcoming and inviting to your patients, but also puts your best foot forward in the eyes of a buyer when you are ready to sell.

4. Equipment

You will not recover dollar for dollar the money you spend on equipment prior to the sale of your practice. Only purchase equipment that you have time to use prior to the sale. Before updating your equipment, determine the years until your transition. If you plan to continue to work for less than two years, do not buy large items or "go digital". However, if you plan on practicing three years or more, upgrading equipment will make your office more productive prior to the sale. With the new tax laws on tax credits and accelerated depreciation the investment may be smaller than you think. An equipment update will certainly make your office more attractive to buyers. The upgrades will not appreciably "add to the value" of your practice, but they will make your practice easier to sell.

5. Know Your Numbers

Work with your CPA to understand what is driving the economic engine of your practice and how to maximize that efficiency. Be familiar not only with your production and collections numbers but go a little deeper to understand the cashflow of your practice, as this is ultimately what a buyer is paying for when you sell. You will also want to know what the value of your practice is, and your practice broker can provide that to you through a practice valuation. This allows you to know where you are today, so you can create a treatment plan for your practice and take the appropriate steps to where you want to be when the time comes to sell.

~ **Grant Gerke**

**EXECUTIVE COUNCIL APPROVED GENERAL BUSINESS
MEETING MINUTES
Tuesday, April 2nd, 2019
Meeting Convened at 6:05 pm**

Attendees Present: Ivan Paslalev, Andrew Dow, Carly Peterschmidt, T. Mathew Jacks, Jordan Lentfer.

- 1) Reading of Anti-Trust Policy. T Matthew Jacks
 - 2) Agenda Reviewed.
 - 3) February minutes approved as submitted.
 - 4) White Bird Dental Support letter presented, reviewed for ideal wording and approved. Kim Freun, Director of White Bird Clinic requested that Dr. Welch make a fundraising announcement, unresolved.
 - 5) Executive director Job Description- not enough council persons in attendance to discuss.
 - 6) Council roles and responsibilities discussion - Council business should be discussed as a group and not to lobby. Discussed orientation for future council members
 - 7) Reports. Finance. Bookkeeping.
 - a) Statement of income and expenses discussion. Reports were from 2016-2018. Jim will update us with 2019 reports.
 - b) Proposed 2019-2020 Budget Decision was to decrease proposed budget \$1000 from Office Equipment Upgrade and \$2150 from CE Program budget to balance the budget. Job of President Elect and Executive Director to work together to discuss/negotiate honorariums. Motion passed.
- Jim spoke to ODA about signing member from corporate dental; Ivan/Jordan mentioned New Dentist Social. Goal is to increase sponsorship revenue. Be more welcoming to corporate dentists (How to include in ODA, Lane County; How to capture those in transition to private; Invite

- non-member to initial meeting (new dentist social).
- c) Progress on books; Prioritize based on risk factors.
- i) Bookkeeping support plans (decision) - Tapering off
- ii) Quickbooks upgrade decision was to used fixed software, not subscription.
- d) Officers on bank account: Decision was to change the responsible officers after election.
- e) Update on renewals, sponsorship (information)- Discussed new sponsors.
- 8) Scout at the 2019 ODC in Portland- Counsel members gave Jim recommendations for which speakers to check out. Pursue future lectures from ODA list.
- 9) CE Planning/Member Events Information: Venue → LCC is a good deal. Video conference for optional expense reduction.
- 10) Purdy award: Speakers ID'd for Dr. Carmichael.
- 11) Member survey: Best days for socials/ meetings.
- 12) Meeting Review.

Respectfully submitted by Andrew Dow

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Grant Gerke is the founder and president of Mountain Top Practice Transitions. He has 25 years experience in the dental industry and personally services the Western United States. Grant regularly publishes articles & conversations around dental practice transitions. Visit his website for industry news, current listings and associateship opportunities.
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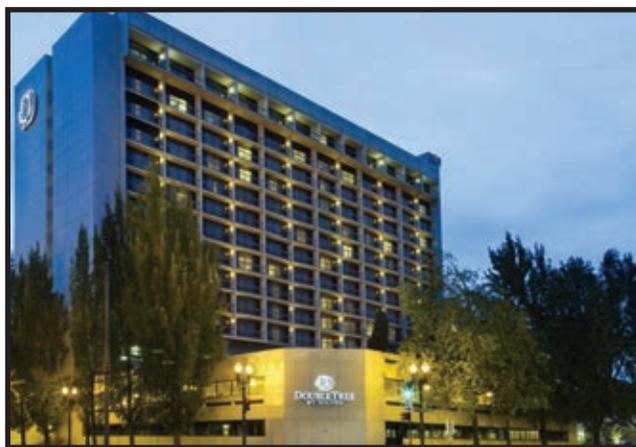
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**2019
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HOUSE OF
DELEGATES
SATURDAY,
SEPTEMBER
28TH**

Representative Positions Available

The House of Delegates is the legislative and governing body for the Oregon Dental Association. As such, it speaks for over a 1,000 dentist members as part of the larger American Dental Association.

The House meets once a year. LCDS members have the opportunity to speak on behalf of the Society on important issues affecting members. Representative positions are still available. To register or learn more, contact the LCDS office a 541-686-1175 or email at office@lanedentalsociety.org

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