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WINTER 2012

# Journal

OF THE COLORADO DENTAL ASSOCIATION

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for 2012

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# Journal

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Winter 2012

## C O N T E N T S



### About Our Cover:

Whether it's a New Year's resolution or not, don't forget to take care of some of this month's "to do's." See pg. 10 and pg. 16.

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# Make 2012 a Year to Give Back

By Brandon Owen, D.D.S., CDA Editor



**Dr. Brandon Owen is an Orthodontist in Fort Collins, Colo.**

A large number of private practice dentists do not perceive the existence of an access-to-care issue. The reality is that 30% of the population does not receive dental care on a regular basis according to a 2006 American Dental Association report on community dental health coordinators. One day at the Colorado Mission of Mercy (COMOM) makes it readily apparent that there is a

population in need of dental care that is currently underserved. The reason that many dentists in private practice may not realize this is that, on a daily basis, they are seeing the 70 percent who can afford dentistry. In Colorado, many practitioners also have the observation that there have been openings in their schedules in the midst of this economic slow down – so how could there possibly be a shortage of dental care for Coloradans? The true limitations lie more in geographic and financial barriers to dental care.

This dentally underserved portion of the population is driving foundations (i.e. Kellogg) to promote low/mid-level providers (who with two-to-four years of post secondary training can perform irreversible procedures such as fillings and extractions) in a number of states. One of these states happens to be next door in Kansas, where there is a big push for advanced dental hygiene practitioners. Additionally, Gov. Hickenlooper has made children's oral health one of his 10 winnable priorities here in Colorado. America is at a critical juncture in the access-to-care issue. It is no secret to the dental community that most of us do a sizable amount of donated care throughout the year in our offices. The problem is that we are usually the only ones who know it.

There are so many possibilities to connect with organizations that offer donated dental care in Colorado. Kids in Need of Dentistry (KIND) provides dental care to children in Denver and Colorado Springs. Dental Lifeline Network, based in Denver, provides care to disabled, elderly, and medically compromised patients. Project Smile and Dental Connections in Fort Collins offer opportunities to provide care for children and

adults respectively. In addition to the organizations listed above that provide ongoing dental care throughout the year, COMOM and Give Kids a Smile Day (GKAS) allow the dentists of Colorado to rally together and provide wonderful services to patients in a short time interval.

The benefits of working through these organizations and activities rather than choosing patients from your office to provide free or discounted care are numerous. First, it allows a provider to be assured that the patients truly need financial assistance for dental care because they are usually screened for eligibility by the organization. Second, it allows for us to track objectively how much care Colorado dentists provide to underserved populations – giving us a lot more political capital when the mid-level provider issue comes to a front. Additional benefits include a chance for camaraderie with fellow dentists who are also providing donated care.

Please consider making donated dental care a priority this year. Not only does it feel wonderful to help someone in need, but also, it is necessary for dentistry to step up right now and improve the access-to-care situation for Coloradans. Otherwise, we may discover that legislative bodies find another solution that could provide devastating consequences for dentistry and the quality of dental care in Colorado.

For a list of non-profit health centers and dental clinics in Colorado, see page D141 in your 2011/2012 CDA Membership Directory or go to [cdaonline.org](http://cdaonline.org) and click on "Low-Cost Dentistry" in the top navigation menu. ■



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# National Rule Requires Employee Rights Poster in Dental Offices

As of Jan. 31, most private-sector employers, including certain dental offices, must display the new employee rights poster under a regulation issued by the National Labor Relations Board (NLRB).



The poster is free and available for download from the NLRB at <https://www.nlr.gov/poster>. The poster is required to be 11x17 inches, and printed in color or black/white. Employers are allowed to print the poster on two 8.5x11 sheets of paper and tape the two pieces together for convenience. The

poster is available in a variety of languages. This poster is required to be displayed in a prominent place for all employees to view.

This requirement extends to hospitals, blood banks and other healthcare facilities "including doctors' and dentists' offices" with a gross annual volume of direct or indirect "inflow" or "outflow" from interstate commerce of \$250,000 or more.

For example, a dental practice falls under this requirement if it:

- receives \$250,000 or more from out-of-state patients
- buys equipment worth \$250,000 or

more from an out-of-state vendor or

- buys equipment manufactured out-of-state worth \$250,000 or more from an in-state or out-of-state vendor

Dental practices that are unsure of whether the rule applies should consult an attorney for a legal analysis of the practice's interstate commerce activity.

The notice states that employees have the right to act together to improve wages and working conditions; to form, join and assist a union; to bargain collectively with their employer; and to refrain from any of these activities. This poster is required to be displayed no later than Jan. 31, 2012.



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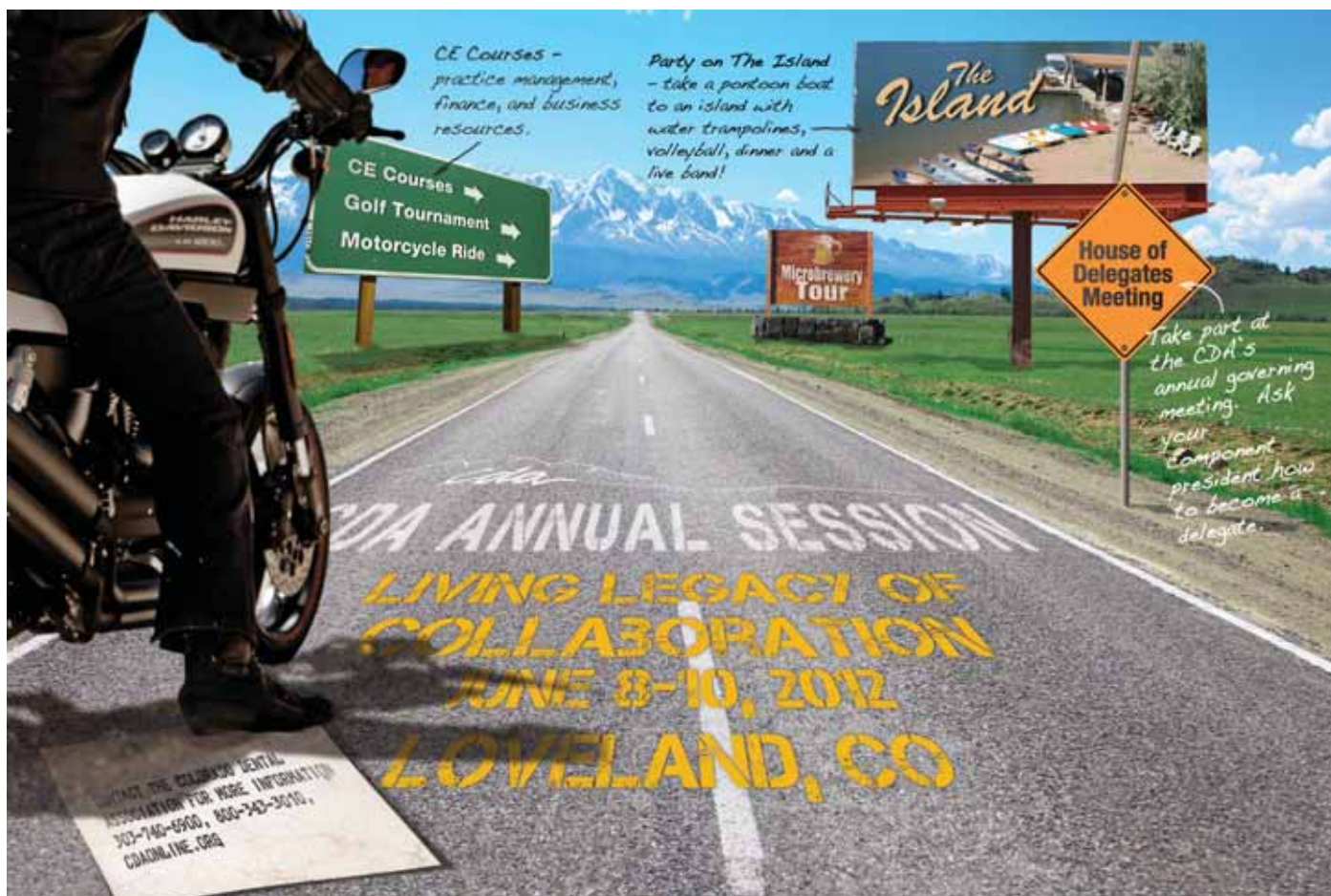
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# Dental Contracts 101

By Dan Schulte, J.D.

**T**he time to read your dental plan contract is *before* you sign it. Knowing what's in your contract is your responsibility. Here's a crash course in the basics of contracting with dental insurance plans – what they mean, their pros and cons, and what to watch out for when you sign on that dotted line.

Dental plans are a way of life for most dentists today, just as they have been for the past 30 or 40 years or so. Love them or hate them, they're part of doing business for many of us.

The relationship between dentists and dental plans is, and always has been, a complicated one. It is also typically a *contractual* one. Dentists are frequently asked to sign a contract with payors, who promise to increase patient flow for the dentist by participating with the payor. This promise is usually enough to entice the dentist to sign.

The terms that payor contracts contain are important, yet not always well understood by dentists and office managers. Unfortunately, their importance is often not realized until a dispute arises. The contract may be terminated or otherwise expire without being renewed, or another situation may arise, such as

being put on focused review, denial of claims, fees for non-covered services being limited, etc. When these disputes arise, the dentist typically realizes what the terms of the payor contract actually mean.

Payor contracts vary. However, they are all similar in that they contain this fundamental bargain: The dentist agrees to discount fees in exchange for the payor's agreement to allow the dentist to bill for and collect the patient's benefits directly from the payor, and to promote the dentist's participation status to patients.

Even if you believe you have no choice but to sign the contract (because the payor has a significant market share in your area), you still should make certain that you understand all of the contract's terms. This is the only way to know for sure what you're getting yourself into. There is no substitute for understanding the *entire* contract.

It is impossible to cover every nuance arising from every term in every payor contract in this article. However, listed below are the questions that everyone, at a minimum, should ask when considering signing any payor contract. You may or may not be able to re-negotiate portions of a contract (in fact, in most cases you

won't be able to), but you should still be aware of these important considerations.

## What is the fee schedule? How significant are the discounts?

The most significant consideration you provide the payor is your agreement to let the payor determine the fees to be charged for your services. Exactly which services the fee schedule applies to is also a critical question, discussed below. The payor not only establishes the fees, but most often has the right to change them without your consent. Typically, if the fee schedule changes are not to your liking, your only remedy is to terminate the agreement (see the amendment discussion below).


The fee schedule amounts are typically less than you would otherwise charge for your services. You should insist on knowing in advance, by procedure code, what the fees are that you will be paid. If the fee schedule is not attached to the contract as an exhibit, the payor should publish it on a Website or by some other means. Incredibly, many times payors refuse to provide a fee schedule. The only way you will know what you will be paid for your services is to first provide the services, bill for the services, and then wait until the payment arrives.

This same situation is true for physicians and other healthcare providers. The

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practice of dentistry and medicine are the only industries where goods and services are sold without the seller first knowing the sales price. You should insist on knowing in advance what you will be paid for your services. You can be sure that the payor is not agreeing to provide insurance coverage or otherwise fund a dental plan without knowing what premiums or contributions it will receive first. Likewise, your lab and employees do not agree to work for you without first knowing what they will be paid. Therefore, it goes without saying that dentists should not agree to a fee schedule without first knowing what it is.

### **What services are covered by the contract?**

Which services are covered by the contract may seem obvious – those services provided to the payor's insureds or the enrollees in its dental plan. Depending on its wording, however, the contract may apply to services you do not anticipate.

For sure, services you provide to patients insured by the payor or enrolled in its dental plan will be covered by your contract with the payor. The fee schedule and all of the other requirements of the contract will apply to the services. But what about services you provide to patients enrolled in an unrelated insurance product or dental plan that your payor contracted with to administer? Can your payor carry you along and obligate you to provide services to patients insured by or enrolled in plans of unrelated parties with which you have not contracted? This is a very common occurrence.

Some payors, for example, have more contracts with dentists in some states than others. These payors also contract with the sponsors of dental plans (employers and employer groups) to provide administrative services such as claims processing, payment, etc. You need to understand the scope of your contract, both by understanding its terms and by asking the payor to disclose to you all the dental plans that it has contracted to administer.

It is also possible that the contract applies to services you provide to patients enrolled in dental plans unrelated to your payor, and not even administered by your payor. Does your contract allow the payor to sell the fee discounts you have agreed to provide? Can the payor contract with an unrelated and not-administered dental insurer/plan, making your contract with the payor applicable to services you provide to those patients enrolled in the unrelated and not-administered dental plans? Many payors use this language. It makes the payor your agent, able to sell your commitment to limit the fees you charge to anyone.

Finally, you must review your contract to determine whether services you provide that are not covered are subject to the contract. For example, if a patient's dental plan provides a benefit for one crown per year, are you free to charge something other than the fee schedule amount for the patient's second crown in a year? What about when the patient reaches the dental plan's annual maximum dollar limit for all services? Are the services you provide that the patient is paying for out of his/her own pocket subject to the contract? The wording of your contract should answer these questions. Again, you may not be able to change these provisions in a contract, but at least you should be aware of them and understand their full implications.

### **How do I submit claims for payment? When can I balance-bill patients?**

Almost as important as how much you will be paid is when you will be paid and what you must do to obtain payment. The contract should specify:

- how a claim for payment is submitted (what codes are used, what forms/information should be included, if there are unique requirements for dental recordkeeping, etc.);
- the format (i.e. electronic or paper) that must be used to submit the claim;
- the time limits applicable to processing a submitted claim and when payment is required;

### ***A Great Member Benefit: The ADA's Contract Analysis Service***

Despite a constantly changing marketplace, CDA member dentists have the resources at their fingertips to help navigate today's rocky practice environment. One of those resources is the ADA's Contract Analysis Service. It's **FREE** to you as a CDA and ADA member.

The ADA Contract Analysis Service gives you informational reviews of unsigned participating dentist contracts from any insurance plan, at no charge, if the contracts are submitted through the CDA. These reviews can help you make informed contracting decisions.

The ADA also offers additional legal resources through their publications *Frequently Asked Legal Questions and Protecting Your Dental Office from Fraud and Embezzlement*.

For more information on the ADA Contract Analysis Service, contact CDA Director of Membership Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or [jeanne@cdaonline.org](mailto:jeanne@cdaonline.org).

- whether interest is paid or if there are other consequences to the payor for not paying as required.

Very few payor contracts contain provisions penalizing the payor for not paying a properly submitted clean claim within a reasonable time (i.e. 30 days). The payor is collecting premiums and contributions from the enrollees and/or plan sponsors to fund the dental plan on a payroll-by-payroll basis, whether enrollees are using their dental benefits or not. The dental plan certainly has the means to make payment of properly submitted claims on time and should not be allowed to go more than 30 days without paying a clean claim.

**CONTRACTS** *continues on page 14*

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**CONTRACTS** *continued from page 13*

Balance-billing is the term used to describe your ability to directly bill and collect from a patient the difference between the patient's dental benefit and the amount you are able to charge for the service provided. Balance-billing is almost always severely restricted by the terms of payor contracts. Typically, billing and collecting directly from patients is only allowed for approved copayments and deductibles.

What happens when a patient's dental benefit pays \$85 for an amalgam filling and the patient is ready, willing and able to pay \$120 for an upgrade to a composite filling? Does the contract limit your ability to balance-bill this patient for the \$35 difference? It shouldn't. Your ability to balance-bill for services that are not covered should also not be restricted. Unfortunately, your ability to balance-bill under many payor contracts is restricted in this fashion. You must know what your contract provides.

**What right does the payor have to conduct payment audits? How far back can the payor demand refunds?**

All payor contracts allow the payor to audit paid claims and seek refunds of amounts paid incorrectly. The contract should specify how far back in time the payor may audit claims – one year, two years, etc. If, in the audit process, it is discovered that you incorrectly submitted claims, resulting in you not receiving the full amount you were entitled to, your right to insist on additional payment for those underpaid claims should mirror the payor's right to seek a refund.

The contract should also specify how the audit process will be conducted. This should be done either directly in the contract or in a policy or procedure referenced by the contract. You should know the identity of the records that will be requested, the time period you have to produce the records, how you go about disputing a finding that a refund is due, and so forth. Assuming that you do not contest the payor's finding that a refund is

due, you need to know how the refund is to be paid. Does the contract allow the payor to obtain the refund by taking future amounts it owes you for unrelated services? Or are you allowed to make the refund payment over a specified period of time? Your practice's cash flow may be severely impaired if payments due for future claims are going to be used to pay a refund for past services.

**What is the contract's term? How can the contract be terminated?**

The stated term of the contract is usually less important than how it may be terminated. Most payor contracts are "evergreen," meaning that the contract term continues until and unless either you or the payor terminates.

The contract should clearly specify that both you and the payor have the right to terminate. Any conditions imposed upon the right to terminate must also be clearly specified and should be mutual. If you are required to give 60 days advanced written notice to the payor to terminate, the payor should be required to give you the same 60 days advanced written notice if it terminates the contract.

You should also understand whether the termination may occur "at-will" or if some cause (nonpayment of claims, malpractice, loss of licensure, etc.) is required to be able to terminate.

Finally, any obligations that survive the termination of the agreement should be specified. Are you required to participate in claim disputes, copy or transfer patient records, participate in quality assurance utilization review activities, etc., following the contract's termination? What effect does termination have on the payor's right to audit past claims and seek a refund? This too should be spelled out in the contract. Make sure you understand what the contract is saying.

**What quality assurance, utilization review and/or focused review activities will I be subject to?**

Payor contracts often will require you to participate in the payor's quality assurance and/or utilization review activities.

---

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In these activities, unlike a payment audit discussed above, the payor is attempting to determine whether the services you and other dentists in the network provide meet the payor's quality standards. The activities also determine whether you and other dentists are utilizing appropriate services, such as not routinely placing crowns when a filling would be appropriate, etc. The contract should specify the extent and nature of any quality assurance and/or utilization review activity you are required to participate in. How often can such a review be conducted? Is it conducted as a peer review activity by the payor, such that the statutory confidentiality and other protections available to peer review proceedings are available to you? Does the contract restrict the payor's ability to make disclosures regarding its findings in these activities to other payors or the state of Colorado?

Your contract should also specify when and under what circumstances you can be placed on "focused review," meaning you must obtain authorization before providing services and/or your claims are pulled for review prior to payment. Advanced notice of focused review should be required as well as a clear description of any additional documentation that you will be required to provide.

### **Can the payor amend the contract in any way and at any time?**

Most contracts outside the world of healthcare contain a standard amendment provision providing the contract cannot be amended unless both parties to the contract agree to the amendment. However, this usual contract term is rarely present in healthcare payor contracts. Instead, your contract with a payor will likely contain a provision allowing the payor to unilaterally amend any part of the contract without your consent.

You need to understand that if the payor amends the contract in a way that is objectionable to you (for instance, fee schedule reductions), it may be that your only remedy is to terminate the agreement. If this is the case, any advance notice of termination due from you should

be waived so that you can terminate immediately or prior to the objectionable amendment taking effect.

### **What obligations should the payor owe me?**

The most significant consideration the payor provides you is its agreement to pay your claims timely. This is discussed above.

In addition, the payor should be obligated to:

- publish your name in directories, announcements, advertisements and otherwise promote your participation status;
- promptly respond to your inquiries regarding patient benefit eligibility;
- promote and take other actions it reasonably can to steer patients insured by/enrolled in the payor's underwritten dental plans, plans that the payor administers, etc.;
- safeguard the confidentiality of all claim and other information that you submit to the payor and to make disclosures only that are legally required; and
- upon your request provide a certificate or other proof of your participation status.

The question most often asked by dentists is, "Should I sign contracts with payors?" The Colorado Dental Association cannot express any global answer to this question because to do so would be a violation of the anti-trust laws.

It is also not possible for an attorney or another advisor to provide an answer that will be applicable to all payors and/or payor contracts. This is because the answer will depend on the following three factors, which can only be determined on a case-by-case basis:

- the amount of the discounts contained in the payor's fee schedule;
- the number of patients to be gained by participating with the payor; and
- the "hassle factor" associated with the payor – the ease of claim submission, whether payments are made on time,

whether prior authorizations and benefit determination are given timely etc.

Each time you are presented with the opportunity to sign a payor contract you *must* both fully understand the terms and conditions contained in the contract and the potential benefits to your practice that can reasonably be expected to come from signing the contract. Whether the benefits outweigh the burdens is a determination that must be made when considering each contract.

If you have an agreement you are considering, you can request analysis of the contract by the ADA Contract Analysis Service. This is a free members-only benefit, and can be done by submitting the contract through the Colorado Dental Association. Contact CDA Director of Membership Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or [jeanne@cdaonline.org](mailto:jeanne@cdaonline.org) for more information.

Assuming you decide to sign a payor contract, you should review your relationship with the payor from time to time, evaluating the benefits and burdens of continuing the relationship. Have you gained sufficient patients as a result of the relationship? Do you need to continue the relationship to retain patients? What impact would billing patients directly have on your practice?

Like the decision to enter into a payor contract, the decision to continue the relationship should also be carefully evaluated in light of your actual experience with the payor.

Know the facts, know what your contract says and what it means, and then make an informed decision that best meets your practice's needs and the needs of your patients. ■

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*Dan Schulte, J.D., has served as legal counsel to the Michigan Dental Association since 2004, representing Kerr Russell & Weber, PLC, based in Detroit.*

*This article is reprinted with permission by the Michigan Dental Association.*

# Dental Licensing How-to Guide: Healthcare Profession Profile Form (New Requirement This Year!)

**T**his year, in order to renew your dental license in Colorado, you will be required to complete a Healthcare Professions Profile Form, a report that contains certain practice history information such as disciplinary actions, malpractice settlements, criminal convictions, healthcare related-business and financial associations, and certain employment information. This reporting requirement is a result of a 2010 patient transparency bill that affects most healthcare professionals.

Completion of this Health Professions Profile Form is required **before** you can renew your dental license. A description of all fields required from dentists, and some helpful tips on completing the form are provided below. Some fields may require additional documentation to be compiled and submitted. Please allot at least 30 minutes to complete the profile form for the first time.

To avoid licensure delays due to this requirement, you can create an account and begin filling in your profile now. To create an account and begin the profile process, visit <https://www.dora.state.co.us/pls/cproweb/cpro.logon>.

## BEFORE YOU BEGIN

- You do not need to complete this profile form if your license is cancelled or inactive. All other dental license types, including active, academic and retired licensees, must complete a profile.
- See an example of what your profile

will look like to the public. Visit [http://www.dora.state.co.us/pls/cproweb/hpps\\_search\\_gui.search\\_form](http://www.dora.state.co.us/pls/cproweb/hpps_search_gui.search_form) and look up one of your physician friends.<sup>†</sup> View their profile to help visualize the final outcome of this process.

- Review this article to learn what information is required. Compile the references and information you need to complete the profile form.

<sup>†</sup> Most dentists have not yet submitted their profile form, but the profile has been required for physicians for several years now.

## HOW TO CREATE YOUR PROFILE

### 1. Create a Login and Password

You must create a new login for the Healthcare Professional Profile System, as this system does not share a common login with the license renewal system. Visit <https://www.dora.state.co.us/pls/cproweb/cpro.logon> to create a login for the profile system. Find the link to "create a Login ID" in the top left column (figure 1).



Figure 1.

You will be asked to enter the last four digits of your social security number, along with your name, birthdate and license number. Using this information, the system will display your official licensure name and ask you to create a login name and password. Once your login information is processed and approved, the system will send you an e-mail confirmation, and you will be able to log on and create your profile.

### 2. Your Account

When you login to the profile system, you will be shown an overview of your profile. Since you have not yet completed a profile, you will see red text that says "a current Profile is missing for this license" under your license information. Click the "New Profile" button to start completing the profile form (figure 2).



Figure 2.

### 3. Completing the Profile Form

The profile form is 21 steps in length, though many steps should be easy to complete. Each question appears at the top of the screen in a box. You are required to choose an initial "yes" or "no" answer to the questions. If you answer "yes" to a

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question, you will be prompted to enter additional information in most cases. If you are unsure about how to answer the question, refer to the "policy" section provided below the question box (figure 3). This section provides additional detail about the intent of the question and what types of information must be entered. Once you have completed a question, **be sure to click "save"** before proceeding to the next step or clicking "done."



Figure 3.

The dentist profile form contains the following fields:

- **Practice Location**  
Enter address information for all of your practice locations. Once you have entered an address, click "save." You will then be given the opportunity to enter an additional address.
- **Education and Training**  
You will be asked to select the school where you obtained your degree from a drop-down list. You may only select one school, so you are asked to select the school where you received the highest level degree you use in your profession.
- **Licenses in Other States or Jurisdictions**  
If you currently hold or have ever held a dental license in another state, enter information about that license. Enter the state, the year the license was originally issued, and the license status (active, inactive, expired, etc.).

## Have questions?

For more information or for help in completing the healthcare professions profile:

The Colorado Division of Regulatory Agencies (DORA) will offer a webinar to demonstrate the profile form and provide a forum for questions and answers. The next webinar will be on February 3, 2012 at 10:00 a.m. To register for the webinar, visit <https://www1.gotomeeting.com/register/905702833>.

For technical assistance or questions specific to the Healthcare Profession Profile Form, call DORA at 303-894-5942 or e-mail [hppp@dora.state.co.us](mailto:hppp@dora.state.co.us).

If you have questions or experience technical issues when renewing your license online, please e-mail [regonline@dora.state.co.us](mailto:regonline@dora.state.co.us). For all other inquiries regarding your renewal, or if you cannot access online services, call DORA at 303-894-2984.

**LICENSING** continues on page 18



- **Board Certifications**

**Practice Specialties**

If you have completed an ADA-recognized specialty program and are actively practicing that specialty, select the specialty from the drop-down list provided. For dentistry, the “board certification” and “practice specialty” field are identical.

- **Hospital Affiliations**

**Affiliations with Other Healthcare Facilities**

**Healthcare Related Business Ownerships**

If you have an affiliation with a hospital or healthcare facility, or financial interest in a healthcare-related business, enter the name, city and state of the facility, and indicate the nature of your relationship. Hospital affiliations for dentists may include teaching positions, hospital privileges, and service on a board of directors or IRB. You must list both in-state and out-of-state affiliations. Relevant business ownerships include healthcare products or services, health insurance entities, and supply, billing or staffing companies. See the “policy” section below the forms for a list of all associations that are considered relevant for the purposes of this form.

- **Employer**

List your employer name, address and phone number, if applicable.

- **Healthcare Employment Contracts**

If you have a contract with any healthcare company that pays you more than \$5,000 per year in direct compensation or gifts, list the contractor’s name, the length of the contract and your position. Employment contracts may include consulting or contracting work and insurance benefits reviews, among other relationships. See the “policy” section below the forms for additional detail on relationships that are considered relevant for the purposes of this form.

- **Disciplinary Actions\***

**License Restrictions or Suspensions\***

The location and state for any public disciplinary actions must be disclosed. These may include license suspensions, revocations, probations, and restrictions as well as letters of admonition. Non-public disciplinary actions are not required to be reported. Any public disciplinary action records must be submitted as documentation. See the “policy” section below the form for complete information on actions that must be reported and the documentation required.

- **Adverse Actions by Healthcare Facility**

If a hospital or healthcare facility has suspended your privileges since Sept. 1, 1990, list the facility name, location, type of action, date of action and duration of the suspension. Relevant actions are described in the “policy” section below the form and include limitations, probation, nonrenewal, denial, revocation and suspension of clinical privileges.

- **Employment Termination Related to Practice Act Violation**

If you have been terminated by an employer for a reason that would be a violation of the Dental Practice Act, list the employer name and termination date.

- **DEA License Termination\***

If you have ever involuntarily surrendered your DEA license, list the year of the surrender and submit a copy of the DEA order as documentation.

- **Criminal Convictions\***

You must report the year and location for any final criminal conviction or plea bargain associated with a felony or crime of moral turpitude. See the “policy” section below the form for complete information on actions that must be reported, exceptions and documentation required.

- **Malpractice Claims**

Report the year, location, claim type and mediator (if applicable) for any malpractice award that occurred after Sept. 1, 1990. See the “policy” section below the form for complete information on actions that must be reported.

- **Malpractice Carrier Refusal\***

If you have been denied liability insurance, report the year of carrier refusal and provide a copy of the refusal letter. This section does not apply to cancellations or termination due to non-payment. See the “policy” section below the form for complete information on actions that must be reported and the documentation required.

- **Narrative About Profession-Related Awards, Recognitions and Charity Care**

This is an optional field where you can list information about awards and recognitions that are directly related to the practice of dentistry.

**\*4. Documentation**

If you answered any question marked with an asterisk affirmatively, you must submit additional documentation about the incident. See the “policy” section below the respective portion of the form for complete details on the documentation that must be submitted (figure 4). Follow the instructions in Step 20 to submit the documentation to the profile system by mail or e-mail.



Figure 4.

# PRACTICE SALES AND TRANSITIONS

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### 5. Submitting the Profile Form

Once you have completed the profile form, you will be prompted to attest that the information submitted is correct.

If you need to add additional information or otherwise edit your profile before submission, you can save your work, logout and return to your profile later to complete the form. When logging in, click on the link for your "current" healthcare professions profile to return to your form (figure 5).

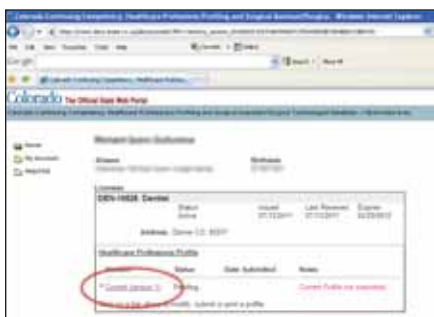


Figure 5.

Once your profile information is complete and correct, click "submit profile" to complete the process. You will receive an e-mail confirmation once your profile

has been submitted. If you do not receive the e-mail confirmation, please login to your account and check to see that the status of your healthcare professions profile form appears as "submitted" and lists a submission date. You must submit a profile before you will be able to complete your license renewal process.

Please note that completing the profile does not renew your license. Be sure you have also renewed your license, paid the license fee and received a confirmation. If in doubt, look up your license status and expiration date at <https://www.doradls.state.co.us/alison.php> to confirm that your license has been renewed. Once your renewal has been processed, the expiration date for your license will read "February 28, 2014."

### 6. Viewing Your Profile

Visit [http://www.dora.state.co.us/pls/cproweb/hpps\\_search\\_gui.search\\_form](http://www.dora.state.co.us/pls/cproweb/hpps_search_gui.search_form), select "dentist" and look up your name to view your final public profile form.

### TIPS TO KEEP IN MIND

- When completing the license renewal

process, please be sure to factor in sufficient time to complete this profile form. Please allot at least 30 minutes to complete the profile form for the first time. You will not be able to renew your dental license until the profile form is complete.

- The state advises "when in doubt, report it."
- If information in your profile changes, you must update most fields in your profile within 30 days. You have up to one year to report changes to employers, business ownerships and health-care-related employer contracts. Fines of up to \$5,000 can be imposed for failure to report and update this information.
- Reporting to the state board and profile system are separate. If you are required to report an incident to the state board, reporting that incident to the state board does not update your profile. You must also get online and update your profile. ■

# A Great Way to Oral Health is... To Brush!

By Pam Dinkfelt, Ph.D.

**A**nd to Brush, Colo. we went for the fifth annual Colorado Mission of Mercy (COMOM).

On Oct. 21-22, 2011, Brush High School was transformed into a large-scale dental clinic that served more than 1,300 patients. Patient registration, and health and dental triage were in the school's central commons area. The main gym was set-up for restorative procedures, sterilization, x-rays, and prosthodontics. The auxiliary gym became the place for pediatric dentistry, hygiene, and oral surgery. The wrestling room housed anesthesia, and the weight room was used for oral health instruction.

To accommodate COMOM, the Brush School District created an in-service day for its teachers, rescheduled a home football game and wrestling match, and had school bus drivers shuttle COMOM volunteers. This was just one of the many measures taken by Brush and surrounding communities to welcome the dental clinic and to help their many residents.

Dr. John Hanck, COMOM Board president, described the people of the rural town of Brush and the surrounding communities as having a "can do" attitude. "The people were welcoming, had wonderful energy, and their planning efforts were evident at every step leading to and during the dental clinic," said Dr. Hanck.

Dr. Chuck Schonberger, a general dentist in Brush, Colo., was the 2012 COMOM site chair. "Morgan County and other northeastern Colorado counties hold the federal designation as dental health professional shortage areas, and COMOM

## VOLUNTEERS

Dentists	171
Assistants	152
Hygienists	76
Lab Technicians	24
Front Office Staff	53
Dental Equipment Specialists	8
Dental Students	38
Pre-dental Students	20
Assisting Students	28
Hygiene Students	23
Non-dental Health Professionals	112
Community Volunteers	219
<b>TOTAL</b>	<b>924</b>

brought the dental cavalry," he said. With 924 volunteers traveling from across the state, including 171 dentists, \$800,000 in donated oral healthcare services was provided to patients.

Patients, aged one through 88 years old, underwent more than 5,000 dental procedures. They received cleanings, fillings, root canals, and extractions. Prefabricated crowns were placed and, whenever possible, interim partial dentures were prepared to provide patients with anterior teeth.

In order to promote ongoing oral health, patients were given one-on-one instruction on how to care for their teeth in the future. In addition, each patient received a list of low-cost dental care options for further treatment, a tooth-brush, toothpaste, and floss.

Patients were resoundingly grateful for the dental treatment they received. They were relieved from pain and given back their once lost smiles. Patients also commented on the kindness of the volunteers, the explanations and information received, the professionalism, and for alleviating their fear of dentistry.

One patient explained, "You've made it possible for me to chew food again, not to mention smile. You were willing to answer questions, and you didn't scare me." Another patient said, "I know angels walk amongst us and I experienced it first-hand at COMOM."

COMOM also gained the attention of lawmakers. Federal Congressman **Cory Gardner** visited COMOM and spent time volunteering in the patient exit interview section of the clinic. He was so moved by the clinic and the help that it provided to his hometown community that, days later, he made a formal presentation about COMOM and his experience before the U.S. Congress.

COMOM's next dental clinic will be held in Pueblo, Colo. on Sept. 28-29, 2012. Please consider volunteering for next year's dental clinic and/or making a financial contribution to the COMOM initiative. ■

## PROCEDURES PERFORMED

- 817 preventive
- 1,296 restorative
- 91 endodontic
- 123 periodontic (debridements)
- 116 prosthodontic (interim partial dentures)
- 1,218 surgical



# Thank you contributors!



*CDA Executive Director Dr. Quinn Dufurrena volunteers in the triage section at COMOM.*



*The main COMOM clinic in action.*

Brush School District RE-2(j)  
City of Brush!  
Brush Family Dentistry  
Colorado Dental Association  
Delta Dental of Colorado Foundation  
El Pomar Northeast Regional Council  
Caring for Colorado Foundation  
COPIC Medical Foundation  
Delta Dental of Colorado  
Joslin-Needham Family Foundation  
Jack Petteys Memorial Foundation  
Bloedorn Foundation  
Metal of Honor Fund  
Smiles for Life Foundation  
John G. Duncan Charitable Trust  
Larimer County Dental Society  
Wells Fargo  
Williams Family Foundation  
Western Colorado Dental Society  
Cargill Meat Solutions  
East Morgan Community Hospital

21st Century Equipment  
Ackley Building Center  
AC Ice  
Action Packaging  
American Dental Accessories  
American Trailer Storage Leasing of Fort Collins  
B & B Pharmacy  
Bank of Colorado  
Benco Dental  
Beta Sigma Phi Sorority  
Brush Chamber of Commerce  
Brush Dental  
Brush Fire Department  
Brush Grocery Kart  
Brush Lion's Club  
Brush Police Department

Brush Rodeo Association  
Brush Rotary Club  
Brush Trading Post  
Burkhart Dental  
Cavity Free by Three  
Centennial AHEC  
Church of Jesus Christ of Latter-day Saints - Fort Morgan  
City of Fort Morgan  
City of Sterling  
Coda Coffee Company  
Colorado Area Health Education Centers  
Colorado Plains Medical Center  
Colorado Springs Dental Society  
Complete Party Rental  
Corner Car Wash  
Crop Production Services  
CSI Colorado  
Dentsply  
Digger's Diner  
Eben Ezer Lutheran Care Center  
Eclipse Engineering  
Equitable Savings and Loan  
Farm & Home Hardware ACE  
Farmer's State Bank  
Fort Morgan Chamber of Commerce  
Fort Morgan Rotary Club  
Fort Morgan School District RE-3  
Great Copier Service  
Great Lakes Orthodontics  
Heer & Dahl Mortuaries  
Henry Schein Dental  
Ingmire-Phillips Insurance  
Johnson and Wales University - College of Culinary Arts  
Joseph's Hardware Store  
Journal Office Supply  
Komet Dental  
Larimer County Dental Society  
LED Dental - VELscopes  
Master Craft Dental Lab



*Susan Sexson, R.D.H., provides patient education post treatment to all patients.*

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Media Logic Radio  
Metro Printing  
Miller & Associates Auctioneers  
Montage Graphics  
Morgan Community College  
Morgan County  
Morgan County Economic Development Corporation  
Morgan County School District Re-3  
Morgan County Tourism Panel  
Mr. D's Hardware  
MSDI  
NAPA Auto Parts  
Northeast Colorado Broadcasting  
Ortho Express  
Patterson Dental  
Pepsi Bottling Group  
Prairie Mountain Publishing  
Premier Dental  
PEO - Chapter EG

PEO - Chapter T  
Pizza Hut  
Procter & Gamble  
Pueblo Community College - Dental Hygiene Program  
Restorative & Aesthetic Dentistry  
Red Bird Farms  
Rocky Vista University - College of Osteopathic Medicine  
RxPlus Pharmacies  
Santiagos Restaurant - Fort Morgan  
Helena Schultz Attorney at Law  
Seaman and Wiley Dental Laboratory  
Town of Hillrose  
Ultradent Products  
University of Colorado - School of Dental Medicine  
University of Colorado - School of Medicine

**BRUSH** continues on page 22



*CDA President Dr. Tom Pixley is interviewed by Colorado Public Radio.*



*The first COMOM patient in line receives an anterior partial denture and her smile.*



*The organizers of the 2011 COMOM: Dr. Chuck and Pat Schonberger of Brush, Colo.*



*U.S. Congressman Cory Gardner volunteered in the exit interview section of COMOM.*

#### **BRUSH** continues from page 21

Viaero Wireless - Brush  
Verizon Wireless - Boulder  
Walmart - Fort Morgan  
Waste Management of Northeast Colorado  
Western Colorado Dental Society  
Xcel Energy  
Z Laboratories

David Albert DDS  
Jack Allen DDS  
J Michael Archer DDS  
Ronald Baker DDS  
Darren Bennett DDS  
Shane Bergo DDS  
Mark Berman DDS  
Jennifer Berwick DDS  
Brittany Bevis DMD  
Andrew Bland DDS  
Thomas Bogan DDS  
Roger Brown DMD  
Michael Burnham DDS  
David Carbone DDS  
Vance Carlson DDS

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G Bruce Douglas DDS  
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# 2012 Legislative Priorities: Dental Benefits for Pregnant Mothers

*By Jennifer Goodrum, CDA Director of Governmental Relations*

**D**uring Colorado's 2012 legislative session, the CDA will be working to pass a bill to provide pregnant women on Medicaid with dental benefits. The CDA is supporting this initiative because it will help reduce overall Medicaid costs, assure healthy baby outcomes and educate families about oral healthcare, which also saves future healthcare costs. Studies show that a mother's oral health condition is the best indicator of a child's oral health. In fact, early childhood caries is 32% more likely to occur in children under five years of age if the mother has poor oral hygiene or low socioeconomic status. In helping to improve a pregnant mother's oral health, we can lay a foundation for a future of better oral health for her child. In addition, we can reduce current healthcare expenditures on preventable emergency room visits and potentially even unhealthy high-risk babies. While there is little state money

available to implement a dental benefit for pregnant mothers, the CDA is committed to finding creative solutions to fund this benefit. Bottom line: good oral health standards will save the state dollars. This bill is a great investment in our future.

The CDA invites dentists around Colorado to "Dentists at the Capitol" lobby day on Friday, Feb. 17 at 11 a.m. at the Colorado State Capitol in Denver. R.S.V.P. at [cdaonline.org/DAC](http://cdaonline.org/DAC). This event will provide an opportunity to meet with your legislators to discuss issues important to dentistry, such as the dental benefit for pregnant mothers. It's also important to develop a relationship with your legislator before the 2014 Dental Practice Act sunset review, a process that will impact your practice for the next 10 years. The "Dentists at the Capitol" event provides a comfortable and supported environment to help you have maximum influence as you begin developing the relationship with your legislators. The CDA will provide

lunch and message training, as well as an optional orientation to the legislative process and a tour of the Capitol. ■

## **Your Opportunity for Input: Dental Practice Act**

In 2014, the laws that govern the practice of dentistry, known as the Dental Practice Act, will undergo a complete review by the state legislature. This process is known as sunset review. The CDA has convened a committee to conduct a line-by-line review the laws that affect dentistry and make recommendations to the legislature on necessary changes. If you have input on sections of the current law that are helpful or sections that need to be changed, please e-mail your comments to [jennifer@cdaonline.org](mailto:jennifer@cdaonline.org) or call 303-996-2847 or 800-343-3010 x107.

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# It's All About the Context

By Kim McGuire



Kim McGuire

Leading a powerful and successful life, both personally and professionally, means making certain distinctions and living by them. A distinction

is a new mindset that causes you to stretch and grow. Why is it that some dental practices are more successful than others? Why, during these “challenging economic times,” are some practices having record months while others are struggling? Perhaps it’s not just what they are doing, but more about the experience they create for their patients. I call this the *content* vs. *context* distinction.

Most dental practices perform a lot of the same work – schedule patients, implement a hygiene program, enroll patients into operative work, collect fees and work with insurance companies. Patients these days can get most dental work performed by any practitioner. All the things we *do* are the *content* of our work.

The *context*, on the other hand, is how the patient engages with you and your team. What is your service like – is it “5-star” or mediocre? Do you have a culture of teamwork or can you feel conflict in the air? Is the physical space where you work welcoming and comfortable, or dated and uninviting? Are you emotionally connecting to your patients or are you just going through the motions? These are just some aspects that create the context, or culture, of your practice. Remember: your patients can go anywhere for their

dental treatment but they can’t get you and your team anywhere else!

What makes up the context of your practice? There are four main areas:

- **Vision:** Your practice vision must be defined and communicated to your team. Vision is a crystal clear picture of how you want your life and practice to be. If you had the ideal practice, what would that look like? Ultimately, your practice vision is about creating an emotional connection with your team and your patients.
- **Agreements:** Agreements support the vision. Agreements are not office policies; they are a code of conduct that your team agrees to follow (i.e. agreeing to open and honest communication; or agreeing to not talk behind another’s back; or agreeing to 5-star service for all patients).
- **Communication:** Communicating with integrity will support the interactions within the practice. The quality of our life is the quality of our communications with ourselves and with other human beings. Once we have an agreed upon set of operating principles, we must effectively communicate to keep the agreements in place and keep the vision as our primary focus.
- **Relationships:** Relationships show up when you have mastered the three areas above. When you have a shared vision or outcome, and agreements about how you will “be” with one another and with patients, and when you communicate openly and honestly about issues when they arise, you have the perfect recipe for rock solid and lifelong relationships.

In order to be great in all four areas, you must see yourself as a leader and someone who sees the best in your team and patients. It may stretch your idea of what it means to be a dentist, entrepreneur, and business owner. You must alter your mindset!

Next time you’re “doing” the dentistry in your practice, ask yourself, “how can I be different going forward?” What are three things you can implement into your practice now, in order to change the context of how your patient experiences your dentistry?

I challenge you to intentionally focus on the context of your practice and create a culture of success. Your team deserves to be lead, inspired and encouraged to deliver the highest quality experience. Your patients will complete their treatment, they will understand and be compliant in their continuing care, and they will be inspired to refer all their friends, family and colleagues! ■

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*Kim McGuire is a practice management executive coach with Fortune Management. Contact her at [kimmcguire@fortunemgmt.com](mailto:kimmcguire@fortunemgmt.com) or visit [www.fortuneofcolorado.com](http://www.fortuneofcolorado.com).*

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# Classified Ads:

*Journal of the Colorado Dental Association, VOL. 91, No. 1, Winter 2012 issue.*

## OPPORTUNITIES WANTED

**Opportunity Wanted:** Looking for general dentist position in Fort Collins or surrounding areas. Comfortable in all aspects of general dentistry including pediatrics. Interested in a full-time/part-time, associateship or sale offer. Contact [tredlinger@cox.net](mailto:tredlinger@cox.net) or 702-809-7625.

**Opportunity Wanted:** GP with over 10 years experience, proficient in all phases of dentistry, looking for an associate position with an opportunity for buy-in/buy-out. Looking to start in Feb/March 2012, Three-to-four days/week, in and around Denver/Boulder/Golden area. Please contact 248-635-3441 or e-mail [dds248@yahoo.com](mailto:dds248@yahoo.com).

**Opportunity Wanted:** In need of temporary fill-in due to illness or emergency? General practitioner in Pueblo, well-versed in oral surgery and molar endodontics looking for temporary practice employment, and long-term possibilities. Member of CDA, covered by Berkley Risk. Creighton grad. Please contact [pueblohealthymouth@gmail.com](mailto:pueblohealthymouth@gmail.com).

**Opportunity Wanted:** Energetic GP with 10 years of experience recently re-located to Colorado. Seeking associate or buy-in

opportunity in a PPO or fee-for-service practice, which places value on quality. Must be within commuting distance of Louisville, Colo. Call Ann at 303-551-5945 for more information.

**Opportunity Wanted:** Experienced (25 years+) lab tech seeking position in a CO dental office. Have some equipment to contribute. Specializing in implants and all types of fixed restorations. Anxious to relocate. Contact 858-272-9987 or [laryfriebel@att.net](mailto:laryfriebel@att.net).

**Opportunity Wanted:** Retired orthodontist in Denver metro area seeking part-time work; can also cover vacations and health issue situations. I can be reached at [darbthedog@aol.com](mailto:darbthedog@aol.com).

## POSITIONS AVAILABLE

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**Associates:** Please visit our Website, [www.ctc-associates.com](http://www.ctc-associates.com), to see the current associate

opportunities available. To apply, e-mail your resume and cover letter to [info@ctc-associates.com](mailto:info@ctc-associates.com). Please specify which location you are applying for and when you are available to start.

**Associate:** Metro Denver. Assoc. leading to buy-in, GP, \$2.7M gross, min. of nine yrs. experience. (CO 1139) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Associate:** Boulder, Colo. Associate needed in an established fee-for-service small group practice with equity potential. Great location with current equipment and technologies. Experience and a GPR a big plus. E-mail [johnmbishop@comcast.net](mailto:johnmbishop@comcast.net).

**Associate:** Trinidad, Colo. Excellent opportunity with possible future buy-in or buy-out. Please submit resume to [welchdental@hotmail.com](mailto:welchdental@hotmail.com).

**Associate:** Great opportunity! Dynamic general sedation dentist needed for a FT associateship position in the Ft. Collins area. Dentist must possess comprehensive treatment planning, molar endo., surgical extraction, and leadership capabilities. Potential buy-in for the right

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**Dentist:** The Springs Modern Dentistry office seeks an energetic GP to join us as we grow in Colorado Springs, Colo. State-of-the-art technology, exciting financial opportunity plus full benefits, quality focus/comprehensive care, prof. mgmt., lifestyle balance, and career path. E-mail [rooneya@pacden.com](mailto:rooneya@pacden.com) for more info.

**Dentist:** Pacific Dental Services and affiliated owner dentists are looking for GPs to join us in the northern Colorado/Loveland area. State-of-the-art technology, exciting financial opportunity plus full benefits, quality focus/comprehensive care, prof. mgmt., lifestyle balance, and career path. E-mail [rooneya@pacden.com](mailto:rooneya@pacden.com) for more info.

**Dentist:** Pacific Dental Services and affiliated owner dentists are looking for GPs to join us in the Denver metro area. State-of-the-art technology, exciting financial opportunity plus full benefits, quality focus/comprehensive care, prof. mgmt., lifestyle balance, and career path. E-mail [rooneya@pacden.com](mailto:rooneya@pacden.com) for more info.

**Dentist/Orthodontist:** Commerce City, Colo. Bilingual preferred. Five operatories, all digital x-rays. Brand new building. Call Todd for details, 303-809-0674.

**Dentists:** ForwardDental of Wisconsin is in search of dentists to join our team in a number of communities across the state! Competitive compensation and unmatched benefits include malpractice insurance, internal continuing education and the opportunity for ownership. Contact [kfredrick@amdpi.com](mailto:kfredrick@amdpi.com).

**Orthodontist/Oral Surgeon:** Need orthodontist and oral surgeon for kids/adults, majority Medicaid, great retail location in Aurora. State-of-the-art office. E-mail [cozydental@gmail.com](mailto:cozydental@gmail.com).

**Oral Surgeon/GP:** Need oral surgeon/GP with sedation certificate to do sedation for kids. Our dentist performs dentistry. E-mail [cozydental@gmail.com](mailto:cozydental@gmail.com).

**Pediatric Dentist:** Full-time opening for a pediatric dentist at our brand new pediatric office in NE Colorado Springs. Excellent opportunity for a pediatric dentist to join our team while growing the practice within the community from the ground up. Solid compensation package includes a guaranteed per diem or a percent of production, whichever is greater, along with a potential signing bonus. Ownership opportunity available as well. Dental degree from an accredited university and an active Colorado State Dental Board license. D.D.S./D.M.D. Oral Sedation license required. Please call Ed Loonam at 949-842-7936 or e-mail at [looname@pacden.com](mailto:looname@pacden.com).

**Dentist:** Looking for a dynamic, outgoing, energetic dentist with private practice experience of 10 years or more. Able to produce \$80K-100K/mo. Need to be able to place implants, and perform oral surgery and IV sedation. Fortune Management Technology a plus. Our practice is a high-end \$3+M practice on the north end of Colorado Springs and moving to a new office space effective Jan 2012. Please respond by sending an email with CV to Robert Winkler, D.D.S., [rsrinkler7@yahoo.com](mailto:rsrinkler7@yahoo.com), 719-323-1393.

**Dentist:** Seeking general dentist to work two days a week, with possibility for more hours. Looking for dedicated, compassionate and outgoing dentist for potential long-term position in a very fun, quality private family practice in southwest Colorado Springs. Must have at least two years experience. Some flexibility with schedule. E-mail resume to [eurodeb@hotmail.com](mailto:eurodeb@hotmail.com).

**Dentist:** Small growing practice seeks friendly dentist with oral surgery skills to perform extractions on Wednesdays. Call and leave a message if I don't answer!  
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**Pediatric Dentist:** We are a thriving established multiple-location pediatric dental practice in northern Colorado. We serve a full range of clients from Medicaid to private insurance to fee-for-service. Our goal is to provide kids and their parents with a fun, out-of-the-ordinary relational experience while receiving the very best pediatric dental care. The pediatric dentist candidate must have excellent technical dental skills, love working with a highly trained knowledgeable and fun staff, enjoy working with children, and possess excellent communication and relational skills. We are looking for a long-term relationship and offer two options to our doctors: one as an employee dentist and another as a track leading to partial ownership. Excellent pay/benefits. Please fax or e-mail your resume and a brief description of your qualifications for this position to 970-225-1577 or [bhollen@toothzone.com](mailto:bhollen@toothzone.com).

**CLASSIFIEDS** continued on page 28

**CLASSIFIEDS** continued from page 27

**Pediatric Dentist:** Centennial, Colo. Exceptional opportunity for pediatric dentist to join well-established pediatric dental practice. Owner is seeking a caring, community-centered individual who loves children for an ownership opportunity. Practice is located in a professional medical facility and equipped with state-of-the-art technology. Experienced, multi-skilled team, strong referral base and hospital privileges at nearby hospitals provide huge growth potential. Please fax your CV and future objectives to 303-699-4863 or e-mail [carrie@lifetransitions.com](mailto:carrie@lifetransitions.com).

**Orthodontist:** Boulder non-profit clinic establishing orthodontic program for underserved population. Part-time position, one-to-two days per week. Compensation per diem plus production incentives based on experience. Prefer board certified /eligible with bilingual skills. Please send resumes only to director of orthodontics, Dental Aid, [drjaws@qwest.net](mailto:drjaws@qwest.net).

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Community Health Center, attn: Human Resources, 110 E. Routt Ave., Pueblo, CO 81004. Fax 719 585-3038, or [humanresources@pueblochc.org](mailto:humanresources@pueblochc.org). Contact Eileen Squires, 719-543-8718 x147. For more information about PCHC, visit [www.pueblochc.org](http://www.pueblochc.org). EOE.

**Dentists:** Santa Fe, NM. Mountain Dental is seeking candidates for Santa Fe office. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity, call Laurie Reardon at 715-530-4183 or e-mail [lreardon@mountaindental.com](mailto:lreardon@mountaindental.com). Visit our Website at [www.mountaindental.com](http://www.mountaindental.com).

**Dentist:** Salud Family Health Centers has a full-time dentist opening in our Sterling, Colo. site. It offers the opportunity to work in a wonderful small town community (14,000 pop.) with great recreation amenities of boating, fishing and hunting. Also home to North Sterling State Park, Prewitt Reservoir, golfing and Northeastern Junior College. SALUD is a Migrant/Community Health Center serving primarily the needs of the underserved, low income and migrant farm worker population. SALUD has dental and medical clinics in nine communities throughout NE and central Colorado. This position may be eligible for loan repayment. We offer an exc. benefits pkg. that

includes: med ins., dental disc., paid CE, paid vacation and sick leave, holiday pay, malpractice ins., retirement plan, life ins., and various other benefits. SALUD is an EOE. If you are interested in this position, please contact Beth at 303-286-4592, fax CV with salary requirements to 303-286-4586 or e-mail [bdazey@saludclinic.org](mailto:bdazey@saludclinic.org). More information about SALUD can be found at [www.saludclinic.org](http://www.saludclinic.org).

**Dentist:** DTC dental practice looking for full-time dentist. Partnership opportunities available. Practice technologies include E4D Cad/Cam, Laser, Diagnadent and digital imaging. Great opportunity with great pay!! Ideal candidate should be charismatic, compassionate, gentle-handed, motivated, driven and a leader. We are looking for clinicians who want to make a transition from a tooth mechanic to oral facial doctor. Please e-mail resume to [mmcallister@dhcamerica.com](mailto:mmcallister@dhcamerica.com) or fax to 303-779-9182.

**Dentist:** Boulder dental practice looking for full-time dentist. Partnership opportunities available. Practice technologies include E4D Cad/Cam, Laser, Diagnadent and digital imaging. Great opportunity with great pay!! Ideal candidate should be charismatic, compassionate, gentle-handed, motivated, driven and a leader. We are looking for clinicians who want to make a transition from a tooth mechanic to oral facial doctor. Please e-mail resume to [mmcallister@dhcamerica.com](mailto:mmcallister@dhcamerica.com) or fax to 303-779-9182.

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... Dr. Scott Williams (Associate and new owner!)

"I have so appreciated your help with my transition planning process to help me choose the best way to transition my practice. I appreciated the team support, finding the "right" person, transition marketing, communication between all of us, development of transition documents and the sales process. Thank you for everything Susan!"

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**Dentist:** General dentist needed part-time for this busy Westminster affiliated Bright Now! Dental office. Schedule will be Tuesday 10 a.m. to 7 p.m., Friday 8 a.m. to 5 p.m. and every other Saturday 8 a.m. to noon. Requires three years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must be comfortable working as the only dentist in the office. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "Smiles for Everyone." Please visit our Website at [www.smilebrands.com/careers](http://www.smilebrands.com/careers) or e-mail your resume to [sherrie.dean@smilebrands.com](mailto:sherrie.dean@smilebrands.com). A comprehensive benefits package is offered to full-time employees, which includes: medical, vision, life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

**Dentist:** Lead full-time general dentist needed for this busy Boulder Bright Now! affiliated dental office. Must have leadership skills and experience. Requires three plus years experience. Must be skilled with molar endo treatment, dentures, partials and extractions. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "Smiles for Everyone." Please visit our Website at [www.smilebrands.com/careers](http://www.smilebrands.com/careers) or e-mail your resume to [sherrie.dean@smilebrands.com](mailto:sherrie.dean@smilebrands.com). A comprehensive benefits package is offered to full-time employees, which includes medical, vision,

life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

**Dentist:** General dentist needed part-time for this busy Tower Road Aurora affiliated Bright Now! dental office. The schedule is Monday, Tuesday and every other Saturday. Requires two years experience, must be skilled with molar endo treatment, dentures, partials and extractions. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "Smiles for Everyone." Please visit our Website at [www.smilebrands.com/careers](http://www.smilebrands.com/careers) or e-mail your resume to [sherrie.dean@smilebrands.com](mailto:sherrie.dean@smilebrands.com). A comprehensive benefits package is offered to full-time employees, which includes: medical, vision, life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

**Dentist:** Colorado Springs, Colo. Seeking a full-time dentist with one+ years of experience to join state-of-the-art general and specialty practice. Large existing patient base, averaging 150+ new patients per month. Competitive pay, benefits and equity buy-in opportunities. A.J. Peak 412-337-5254, [aj.peak@gmail.com](mailto:aj.peak@gmail.com), [www.ColoradoDentalGroup.com](http://www.ColoradoDentalGroup.com).

**Periodontist:** Associate needed for one-to-two days per week to partner with a second periodontist in Colorado Springs. Current periodontist is booked out three months and averaging \$5K/day. Flexible on scheduling. Please call A.J. at 412-337-5254 or [aj.peak@gmail.com](mailto:aj.peak@gmail.com).

**Endodontist:** Associate needed for two-to-three days per month to handle the referral volume from five general dentists across two large group practices within Colorado Springs. Pay is very competitive and flexible schedule is available. Please call A.J. at 412-337-5254 or [aj.peak@gmail.com](mailto:aj.peak@gmail.com).

**Dentist:** Full-/part-time dental position for GP or pediatric dentist at an award-winning private pediatric dental office. A caring person who has a commitment to excellence is needed. Practice located in Oklahoma City. Please send CV to [childrensdentalposition@yahoo.com](mailto:childrensdentalposition@yahoo.com), attn: Joel.

**Dentists:** Denver, Colo. Perfect Teeth is seeking senior dentists in Colorado with a

compensation range of \$90,000 to \$200,000+. Successful private or group experience required. Benefit package. Also seeking associate dentists (compensation range \$75,000 to \$95,000). Specialist opportunities also available for part- and full-time endo, oral surgery, pedo and perio with exceptional compensation. Call Dr. Mark Birner at 303-691-0680, e-mail at [mbirner@birnerdental.com](mailto:mbirner@birnerdental.com) or visit [www.bdms-perfectteeth.com](http://www.bdms-perfectteeth.com).

**Dentists:** Dental One Partners is opening new offices in Colorado. Each practice is unique in that it has an individual name like Preston Hollow Dental Care or Waterside Dental Care. Our patient base consists of approximately 70% PPO and 30% fee-for-service. We do not do HMO or Medicaid. Our facilities are warm and inviting with state-of-the-art equipment. The practices have intraoral cameras and digital radiography. We offer competitive compensation packages with benefits. We also offer equity buy-in opportunities. To learn more about working with one of Dental One Partners practices please contact Andy Davis at 602-391-4095.

**Dentist:** Immediate opportunity. Broomfield, Colo. Mountain Dental is seeking a full-time dentist to join a long standing, fee-for-service practice. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity, contact Laurie Reardon, [lreardon@mountaindental.com](mailto:lreardon@mountaindental.com) or 715-530-4183. Visit our Website at [www.mountaindental.com](http://www.mountaindental.com).

**Hygienist:** Full-time hygienist, Commerce City, bilingual preferred. Call Todd for details, 303-809-0674.

**Hygienist:** Part-time hygiene position for Thursdays and Fridays. Please visit [winterparkdentalcolorado.com](http://winterparkdentalcolorado.com). Please e-mail resume with references to [marknchua@gmail.com](mailto:marknchua@gmail.com).

**CLASSIFIEDS** continued on page 30



## CLASSIFIEDS *continued from page 29*

**EDDA:** Job opportunity for experienced Expanded Duty Dental Assistant (EDDA) with three years of experience. This is a full-time position (40-hour week) in a faith-based inner city health clinic. Must be an efficient and compassionate team player. Bilingual skills (English/Spanish) are a plus but not required. Will be expected to assist our dentists in providing caring, exceptional, quality service to a diverse population of patients in a respectful manner reflective of our mission. Please e-mail a cover letter to Cheryl Simmons at [cherylk@innercityhealth.com](mailto:cherylk@innercityhealth.com).

## PRACTICES FOR SALE

**Thinking of Retirement?** Jerry Weston will meet with you personally to discuss the transition of your dental practice. We will explore your options considering preparation, valuation, representation and timing of the sale. Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal.

**Practice:** Longmont, Colo. Nicely-equipped office in great location. Collecting \$425,000 on two days a week! Could easily be four days; 2,000 active charts. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practice:** Montrose, Colo. Doctor retiring. Great location on western slope. Collecting \$360,000 with much more potential. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practice:** Colorado Springs, Colo. Four ops. on college campus location. Doctor retiring. Collecting \$360,000 on nine months a year. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practice:** Pueblo, Colo. Nicely-equipped four ops. in beautiful building, collecting \$635,000 with nice profit. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practice:** Sheridan, Wyo. Four ops. collecting \$420,000, all fee-for-service. Profit \$200,000 plus. Doctor retiring. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practice:** Longmont, Colo. Three ops. next to hospital, collecting \$300,000. Newly remodeled, digital x-ray, new chairs. Profit \$120,000. Contact Jerry Weston at 303-526-0448 or [pma0448@yahoo.com](mailto:pma0448@yahoo.com).

**Practices:** Professional Marketing and Appraisal, specializing in Colorado practice sales and transitions. Over 20 years of personal attention to the dental profession. Call for current listings. Jerry Weston, Professional Marketing and Appraisal, 800-632-7155, [www.dentaltrans.com](http://www.dentaltrans.com).

**Practice:** Colorado Springs, Colo. Unique practice opportunity. Perfect for group practice, partnerships, or doctor owner with associates. Four ops. plus three additional impression/removable rooms. Restorative, hygiene, and oral surgery with a heavy emphasis on removable prosthetics. 2,800 sq. ft. includes an onsite laboratory with four tech stations. Office is located in a new medical building in southwest Colorado Springs (Broadmoor). Most recent appraisal is \$625,000. Purchase price negotiable depending on terms

and conditions. Retirement or transition. For more information and a brochure, contact Julie at 719-597-7979 or [rushjulie@gmail.com](mailto:rushjulie@gmail.com).

**Practice:** Long established dental practice in the White Mountains of Arizona. Retirement. 68-years-old. A 2000 office, six ops., fully equipped and set up. I employ two dental assistants, one hygienist and two receptionists. A large roster of patients, about 12,000 records. The rent is very reasonable. The office has an up-to-date electronic x-ray, modern ops all plumbed for nitrous oxide, Global microscope. Interested? Contact me, I will respond immediately. 928-205-8357 or [mountaindental1@hotmail.com](mailto:mountaindental1@hotmail.com).

**Transition Services:** For more information on how to sell your practice or bring in an associate, please contact Larry Chatterley or Susannah Hazelrigg with CTC Associates at 303-795-8800 or visit our Website for practice transition information and current practice opportunities, [www.ctc-associates.com](http://www.ctc-associates.com).

**Practices:** Practice listings along the Front Range in Denver, Lakewood, Lafayette, Centennial, Fort Collins, Lamar, two hours east of Denver and the Garfield County area. For more information on current practice opportunities, including an overview of each practice, please visit our Website, [www.ctc-associates.com](http://www.ctc-associates.com), or call Larry Chatterley or Susannah Hazelrigg with CTC Associates at 303-795-8800.

**Orthodontic Practices:** Two opportunities in Boulder County. For more information, please visit [www.ctc-associates.com](http://www.ctc-associates.com) or call Larry Chatterley or Susannah Hazelrigg at 303-795-8800.

**Pediatric Practice:** South Denver, three ops., grossing \$239,000 in 2010. For more information, please visit [www.ctc-associates.com](http://www.ctc-associates.com) or call Larry Chatterley or Susannah Hazelrigg at 303-795-8800.

**Buyer Representation:** If you would like more information on buying a practice or associating before a buy-in or buy-out, call CTC Associates at 303-795-8800 or e-mail [info@ctc-associates.com](mailto:info@ctc-associates.com).

**Start-up/Practice Management:** For more information on doing a scratch start-up or assistance with managing your practice, call Marie Chatterley at 720-219-4766 or e-mail [marie@ctc-associates.com](mailto:marie@ctc-associates.com).

**Practice:** Aurora, Colo. GP, \$560,000 gross, same loc. since 1984. (CO 1117) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Boulder, Colo. GP, \$450,000 gross, four ops. +two, est. 2004, Tues.-Fri., 8 a.m. to 5 p.m. (CO 1121) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Denver, Colo. TMD, \$766,000 gross, est. in 1987. (CO 1021) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Denver, Colo. Turn-key facility, no pts., three ops. (CO 1028) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Highlands Ranch, Colo. GP, \$1.27M gross, six ops. (CO 1107) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Littleton, Colo. GP, \$1.4M gross, five ops., 1,831 sq. ft., same loc. since 1985. (CO 0817) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Arvada, Colo. GP, \$107,000 gross, three ops., office reconstructed in 2010. (CO 1123) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** Boulder, Colo. GP, \$695,000 gross, three ops., owned since 1981, same loc. since 1990. (CO 1134) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** West Denver Suburb. Peds/ortho, \$815,000 gross, seven ops., est. in 2004 (CO 1135) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Practice:** South-Central Colo. GP, \$480,000 gross, same loc. since 1991, three ops., Tues.-Thurs. 8 a.m. to 5 p.m., Fri. 8 a.m. to 3 p.m. (CO 0935) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Space Sharing:** Broomfield, Colo. Share space in "high-end" facility in excellent location! Future opportunity for practice purchase! Includes disposable supplies and computer support! Digital radiography, pano, staff availability negotiable. Susan, 303-973-2147 or [susan@sastransitions.com](mailto:susan@sastransitions.com), SAS Dental Practice Brokers.

**Practice:** Northeastern, Colorado. Established practice one hour from Denver with the amenities of country living! Great purchase value at \$242,000. Owner willing to stay on part-time after sale. Loyal staff and good location. Growth potential! Susan, 303-973-2147 or [susan@sastransitions.com](mailto:susan@sastransitions.com), SAS Dental Practice Brokers.

**Practice:** Lakewood, Colo. Established practice with approx. 1,950 active patients! Owner dentist is retiring but willing to assist with the transition post sale. Good location, four treatment ops., plus one designated hygiene op. Digital radiography, new equipment, computerized, with modern treatment philosophy! This won't last. Susan, 303-973-2147 or [susan@sastransitions.com](mailto:susan@sastransitions.com), SAS Dental Practice Brokers.

**Practice:** Englewood, Colo. Lease to own start-up with 50+ active patients. Great location near Swedish Hospital. Perfect for small start-up, great lease opt., low cost investment. Must see before investing hundreds of thousands of dollars! Motivated seller! Susan, 303-973-2147 or [susan@sastransitions.com](mailto:susan@sastransitions.com), SAS Dental Practice Brokers.

**Practice:** Colorado mountain practice! Ski! Ski! Ski! Great transition opportunity! Annual collections \$300,000 with good growth potential. Beautiful facility, newer equipment, digital and computerized! Established patient base. Seller refers out all endo, implant placement and orthodontics. Available now!

# PRACTICE SALES AND TRANSITIONS

## PROFESSIONAL MARKETING AND APPRAISAL



**"I give you the individual attention you and your practice deserve"**

Choosing the right consultant is a key element in the selling and transition of your dental practice. As a licensed professional, with over 25 years of experience, my goal is to provide you with the information and expertise to effect a smooth transition while maximizing the profit from your practice.



**Jerry Weston**

- **I am personally at each and every showing of your practice.**
- **I return phone calls promptly.**
- **I give the same care and attention to smaller practices as larger practices**

*My commitment to you is that I will give you the Highest Level of Professionalism in order to effect a smooth and successful practice transition.*

**Email • pma0448@yahoo.com**

**For your personal Consultation call 303-526-0448**

Susan, 303-973-2147 or [susan@sastransitions.com](mailto:susan@sastransitions.com), SAS Dental Practice Brokers.

**Practices:** New listings available for 2012! Stop by my Booth 239 at 2012 RMDC! Metro Denver, Pueblo, southern Colorado, Cherry Creek and more! Also, call today for specific information. Inventory changes before my ads! Susan Spear, practice transition specialist/licensed broker, SAS Transitions, Inc., SAS Dental Practice Brokers, 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.com).

**Hire me to SELL your practice!** Choose a broker you can trust! I get results! Ask your friends! I find the BEST buyers and make you proud of your decision! Direct sales! Associate to partnerships! Associate buy-outs! 17 years experience in dental practice transitions! Susan Spear, practice transition specialist/licensed broker, SAS Transitions, Inc., SAS Dental Practice Brokers, 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.com).

**Need help BUYING a practice?** Help with appraisals, reports, financing and more! I provide expert advice on how to purchase your practice, negotiate on your behalf, and help you successfully become the new owner! Why go it alone? Susan Spear, practice transition specialist/licensed broker, SAS Transitions, Inc., SAS Dental Practice Brokers, 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.com).

**Practice:** Littleton, Colo. General practice, 1,600 sq. ft., four ops., great location, collecting \$575,000. Professional Transition Strategies, Robert B. Deloian, D.D.S., 303-814-9541.

**Practice:** South Fork, Colo. Enjoy small town mountain living. Fee-for-service practice. Can purchase practice, or practice and building. Owner only working 140 days a year and doing limited procedures. Great upside potential. Professional Transition Strategies, Robert B. Deloian, D.D.S., 303-814-9541.

**Practice:** Two office practice seeking associate to buy one practice. \$2M plus in annual production. Located in Grand Junction, Colo. Contact 970-243-2025 or [gretcheng@jpdentalgroup.com](mailto:gretcheng@jpdentalgroup.com).

**Practice:** Greeley, Colo. Beautifully designed, boutique style, fee-for-service general dental practice, located in one of the most highly sought after areas in Greeley, is seeking a quality dentist interested in an exceptional purchase opportunity. Outstanding, patient-centered team with an emphasis on comprehensive, restorative dentistry. Owner will assist with quality introduction period to ensure a smooth transition. Please reply in confidence with your objectives and CV to [carrie@lifetransitions.com](mailto:carrie@lifetransitions.com).

**Practice:** Loveland, Colo. Pediatric dental practice. Super family friendly community away from metro hassles yet close enough to enjoy Denver's night life and northern Colorado's great outdoors. Consistent \$550,000+ net collections on only three work days per week with staff of three plus doctor. Low overhead and highly digital. Four main private ops. plus five chair open bay to expand practice in spacious contemporary doctor-owned office building. Please send serious inquiries to [apolco2002@gmail.com](mailto:apolco2002@gmail.com).

**Practice:** Fairplay, Colo. Strong patient base with room to grow well beyond present numbers. Annual gross \$348,000. Close to Denver, as well as ski slopes. Dave Goldsmith, AFTCO transition analyst, 303-304-9067, [dgoldsmith@aftco.net](mailto:dgoldsmith@aftco.net).

**Practice:** Montrose, Colo. Strong, active patient base and a monthly new patient count of 40+, considerably above average for this size community. High-tech equipment. Loyal staff. Good location within the city. Ample parking with a favorable lease, plus option to buy now or later. Dave Goldsmith, AFTCO transition analyst, 303-304-9067, [dgoldsmith@aftco.net](mailto:dgoldsmith@aftco.net).

**Practice:** San Luis Valley, Colo. Six ops., annual gross \$773,000, large patient base, loyal staff, good hygiene department, great growth potential. Dave Goldsmith, AFTCO transition analyst, 303-304-9067, [dgoldsmith@aftco.net](mailto:dgoldsmith@aftco.net).

**Practice Buyers/Sellers:** Do you want your transaction to be handled in a professional, non-adversarial environment? After determining your needs we will fit you with one of our more than 150 programs to help you achieve quality of life goals. See listings by visiting [www.aftco.net](http://www.aftco.net). Dave Goldsmith, AFTCO transition analyst, 303-304-9067, [dgoldsmith@aftco.net](mailto:dgoldsmith@aftco.net).

**Practice:** Greeley, Colo. Exceptional opportunity for a general dentist seeking a quality, fee-for-service practice to purchase after a successful initial employment phase. This premier established practice has a fine

**CLASSIFIEDS** continued on page 32



## CLASSIFIEDS *continued from page 31*

reputation in providing comprehensive dentistry to the Greeley community. This practice has a dynamic, experienced team and a strong emphasis on CE and professional growth. Please send your CV in confidence to: The Sletten Group, Inc., 303-699-0990, fax 303-699-4863 or [carrie@lifetransitions.com](mailto:carrie@lifetransitions.com).

**Practice:** The trusted transition partner. Your practice is the product of your life's work. It deserves the utmost care and respect when you're ready to consider your transition alternatives. For more than 40 years, Midwest and Mountain Dental have served as a trusted transition partner for practice owners seeking discreet, efficient transition alternatives. Clinician-led, we offer deep experience in supporting practice owners through the transition process. Like you, we care for patients everyday. We are not looking for a transaction. We seek like-minded care providers with a vested interest in the long-term health of their patients and the careers of their staff. Our references are readily available and all discussions are strictly confidential. Importantly, we are a dental practice so there are never any fees involved when working with us. To learn more, please contact Sean Epp at 715-579-4188 or [sepp@midwest-dental.com](mailto:sepp@midwest-dental.com). You can also visit us online at [www.midwest-dental.com](http://www.midwest-dental.com) or [www.mountain.com](http://www.mountain.com).



**This space  
reaches more  
than 3,000 dental  
professionals.  
Target your  
audience.**

For advertising rates and  
information,  
call Molly Pereira at  
303-740-6900  
(outside Denver call 800-  
343-3010).

## SPACE AVAILABLE

**Space Sharing:** Denver, Colo. Space share in solo group arrangement, four ops., 1,700 sq. ft. (CO 0920) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Space Sharing:** Denver, Colo. One-to-two days per week for specialist, 850 sq. ft., \$1,300 rent/mo. including utilities. (CO 1138) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Space Sharing:** Opportunity to share space in newer Colorado Springs office. This single doctor GP is equipped with four operatories, digital x-ray, and panorex, and is a computerized, paperless office. Open to arrangements with a specialist or general dentist. Please e-mail inquiries, [drhall@dwaynehall.com](mailto:drhall@dwaynehall.com).

**Space Sharing:** Space sharing opportunity in GP office in Aurora, Colo. If interested, please contact us at 303-745-8828 or e-mail [greenentalaurora@yahoo.com](mailto:greenentalaurora@yahoo.com).

**Space Sharing:** Space sharing opportunity in brand new, beautiful GP office in Broomfield, Colo. The office is conveniently located and includes state-of-the-art equipment. Doctor is currently working two days a week, leaving the flexibility of a two-to-three day schedule. If interested, please contact us at 303-745-8828 or e-mail [greenentalaurora@yahoo.com](mailto:greenentalaurora@yahoo.com).

**Space Sharing:** Opportunity in existing orthodontic office with two locations in Colorado Springs. Ideal for pedodontist who needs satellite or new start-up. Contact 719-596-1363 or [daniel1662@mindspring.com](mailto:daniel1662@mindspring.com).

**Space Sharing:** Lovely office in DTC area looking to space share solo group with another individual interested in fee-for-service, great patient rapport, and state-of-the-art delivery of care. Five ops., low overhead, great staff. Doctor currently works only three days per week. Hours can be arranged to offer another doctor or two a very flexible work schedule. If interested, please call 303-355-1645 or e-mail inquiries to [justteeth@gmail.com](mailto:justteeth@gmail.com).

**Space Sharing:** Space sharing opportunity in newer high tech office near Quincy and Parker overlooking CC Reservoir. Open to arrangements with specialist or GP. Digital x-rays. Five ops. Phone 303-693-7330.

**Space Sharing:** Denver, Colo. Share expenses – why pay for everything yourself? Seeking general dentist/specialist wanting to share practice costs without the burden of going solo on expenses. Office totally re-equipped three years ago. Four operatories, each with computer, intra-oral camera, DVD, CD, satellite radio and TV. Digital x-ray, Pan-X, Caesy, Luma bleaching, portable Diagnodent, Harvey, Statim, & Hydrim washer. Software schedules, bills, processes insurance for multiple providers. Private office, consult room, and reception room with large flat screen educational program. Contact Dr. Pavlik, 719-592-0878 or [pjp@trackerenterprises.com](mailto:pjp@trackerenterprises.com).

**Space Sharing:** Space share in GP office in Aurora. Six treatment rooms, fully-equipped with latest ergonomic concept, administration

support, fully digital office, pleasant professional location. Call 303-369-1069.

**Office Space:** For sale or rent. Commerce City dental office building, five operatories, digital x-rays, Apple computers, sterilizers and much more. Call Todd for details, 303-809-0674.

**Office Space:** Grand Junction, Colo. 1,440 sq. ft. established dental office. High profile, central location, near major hospital. Four ops, low tenant start-up costs. Great starter office. Plumbing, electrical, air, vacuum, N2O lines, and cabinets in place. Ready for installation of dental equipment. Purchase of up-to-date equipment possible. Call 970-243-1532.

**Office Space:** Aurora, Colo. Professional dental office spaces consisting of 900 sq. ft. and 1,003 sq. ft. available for lease. Some existing dental equipment present in suites also may be available to purchase, making for an affordable, smooth, and quick practice start-up. Spaces currently are partitioned, plumbed and wired for dental operatories, etc. Ideal location with high traffic visibility and easy access. Call Dr. Trompeter at 303-688-3838 or e-mail [trompeternotes@msn.com](mailto:trompeternotes@msn.com).

**Office Space:** Join other dental professionals at our newer state-of-the-art building at Kipling and Morrison in Lakewood. Near the new St. Anthony's hospital, strong demographics, high traffic count and each office has a private entrance and retail-like signage, and modern architecture with concrete and steel construction. For more information, call Joe Awad at 303-587-8442.

**Office Space:** First floor dental space across from new Southglenn Mall. Space is 1,466 sq. ft. with four operatories, plumbed and wired for dental chairs, computer lines and cabinetry in place, along with sterilization room and lab. Motivated landlord is offering three months free rent. Please call Sharon Sheppard, 303-726-2093.

**Office Space:** Available now! 1,000 sq. ft. of professional office space for rent. Share building with current dental practice. Located in Westminster, Colo. on busy street. Great exposure. Off-street parking. Three office/exam rooms, waiting room, office/receptionist, kitchen and bathroom. \$12.80/sq. ft. plus triple net. Call 719-783-2627 or cell 719-429-6671.

**Office Space:** Only remaining suite in professional dental building. 1,357 sq. ft. at 1140 W. S. Boulder Rd., Lafayette, CO. Two exam rooms with sinks, reception and lab. \$10. NNN. Contact Craig Ockers for details at 303-449-2131 or [craig@coloradogroup.com](mailto:craig@coloradogroup.com).

**Office Space:** Lafayette, Colo. Beautiful turn-key 3,237 sq. ft. dental suite in Class A building next to Community Medical Center on South Boulder Road. Other tenants include oral surgeon and orthodontist. Plenty of parking, great local management and excellent lease terms. Ready to move in! Call David, 303-838-0683.

**Office Space:** 1,900 sq. ft. corner dental space available in Parker. Expandable to 2,800 sq. ft. Move-in ready with existing millwork and improvements – only chairs required. Located adjacent to a large pediatric dentist. A generous TI allowance and signage is available. Building features secured access, T-1 lines, Comcast



cable, modern lobby, music and satellite TV broadcasting. Contact Todd Faestel, 303-841-7600 or [tbj@faestelproperties.com](mailto:tbj@faestelproperties.com).

**Office Space:** 2,300 sq. ft. dental/orthodontic space available in a Super Target anchored development in Parker. Move-in ready with existing millwork and improvements – only chairs required. Six chair positions, central millwork station, large reception area, custom reception desk, two private patient consultation rooms, x-ray room, lab room, private office, break room. Signage and TI allowance available. Contact Todd Faestel, 303-841-7600 or [tbj@faestelproperties.com](mailto:tbj@faestelproperties.com).

**Office Space:** Aurora, Colo. Centrally located on Mississippi. Convenient to I-225, Market Square, Aurora Medical Center and RTD. Immediate occupancy, affordable rates, flexible terms. Lots of parking. Monument signage available. Call 303-799-8800.

**Office Space:** Denver Tech Center/Lone Tree/Highlands Ranch area. Modern dental building in a new business park near Park Meadows Mall. A great location for any specialist or general dentist. Approx. 2,400 sq. ft. Cabinetry, plumbing and electrical in place with central vacuum and air compressor. Contact Ken Andow at 303-908-4442 or [kandow@comcast.net](mailto:kandow@comcast.net).

**Office Space:** First floor office with five operatory suites located in central Greeley. All plumbing, nitrous lines, computer lines and cabinetry are in place, along with sterilization room and lab space. Call 970-356-5151.

**Office Space:** Centennial, Colo. Ortho/pedo space for lease. 1,800 sq. ft. plumbed for five open-bay ops. Located across from Newton Middle School on the busy corner of Arapahoe and Colorado. Approx. one mile from new Streets of Southglenn development. General dentist located in the same building. 303-221-3044 or [irene@ButtermanDental.com](mailto:irene@ButtermanDental.com).

## FOR SALE

**For Sale:** Two used Diagnodent Caries Detection units in very good condition; includes stericassette probe holder and calibration unit. \$1,000 each. New: \$2,390. One never used additional KAVO lightprobe "A" tip for \$95. Schein catalog price \$135. Contact 303-740-9353.

**For Sale:** Two six-tier AADS Solutions HIPAA compliant rotating file cabinets in almost new condition. Dimensions 31" x 36.5" x 82", \$900 or best offer. Current retail: \$1,800. Purchaser needs to arrange for pick up. Contact 303-740-9353.

**For Sale:** J. Morita Versaview panoramic x-ray. Machine works well and is in good condition, but we have switched to all digital equipment. Please call or e-mail for details, 303-745-8828 or [greendentalaurora@yahoo.com](mailto:greendentalaurora@yahoo.com).

**For Sale:** ADEC beige stone/white four op. carts, four four foot side cabinets w/SS sinks, two pass through x-ray cabinets, two intraoral lights (beige). Four ICW monitor wall mounts, four ICW monitor/keyboard wall mounts, four comps, six reception chairs, two office chairs, HON file cab/LGL, Darby countertop instrument washer, and some artwork. Pictures at [www.StudioOneDental.com](http://www.StudioOneDental.com). Call 720-771-7309.

**For Sale:** Compressor – duel head 2 HP, quiet and smooth running, 110/220v compressor. Rebuilt then stored for a satellite that never

materialized. \$1,100, O.B.O. 970-988-2755, [cotoothdoc@aol.com](mailto:cotoothdoc@aol.com).

**For Sale:** Antique dental cabinet and a lab workbench – '20s vintage. Refinished oak with all crystal knobs and glass – excellent condition! Cabinet 32W x 14D x 62H, \$1,550, O.B.O. WB 37W x 16D x 43H; bench 38H, \$400, O.B.O. 970-988-2755 or [cotoothdoc@aol.com](mailto:cotoothdoc@aol.com).

**For Sale:** 2004 ASI Ergo 4 Dual Cart, model #2202E. Asking \$4,000. Pick-up only, located in Edwards, Colo. Please call Shaya, 970-569-3074.

**For Sale:** 2006 ASI Ergo Elite Drawer/Door system, model #2133E/R. Asking \$3,000. Pick-up only, Edwards, Colo. Please call Shaya, 970-569-3074.

**For Sale:** Two complete CEREC systems available for purchase. These are aggressively priced to move. Pick-up only in south Denver metro area. Please call Sean at 715-579-4188 to learn more.

## SERVICES/ANNOUNCEMENTS/MISC.

**EDDA Course:** EDDA I and II combined course. Five-week class, 12 hours per week on weekends in Denver. Classes start every three months. Tuition is \$1,295. Call the Colorado School of Dental Assisting for details at 800-383-3408. [www.SchoolOfDentalAssisting.com](http://www.SchoolOfDentalAssisting.com).

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**Service:** Concerned Colorado Dentists (CCD) is a subcommittee of the Colorado Dental Association. We are in existence to help colleagues, staff and/or families who think they may have a problem with substance abuse. If you think you or someone you know may have a problem, please call Dr. Michael Ford at 303-810-4475 (day or night). All inquiries are kept confidential.

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**Attorney:** Representing dentists/dental practices: associate agreements, purchase/sale of practices, partnership agreements, leases, general contracts and compliance. Flat fee billing arrangements. Responsive. Rubicon Law Group, Ltd. Contact: Ryan Howell, J.D., M.B.A., 303-800-9120, [ryan@rubiconlaw.com](mailto:ryan@rubiconlaw.com).



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### Join MDDS On a 7-Night Western Caribbean Cruise!

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**MAY 27 - JUNE 3, 2012**

#### Hot Topics in Clinical Restorative Dentistry

**Dr. Henry A. St. Germain, Jr., DMD, MSD, MEd**  
Associate Professor and Chairman, Adult Restorative Dentistry  
College of Dentistry, University of Nebraska Medical Center

This eight-hour continuing education seminar at sea will provide you with the latest information on restorative dentistry topics from a clinician-academician with 36 years of experience, who uses these materials and techniques every day. Treatment Planning considerations combined with discussion of clinical cases will enhance your enjoyment of his presentation.

### MDDS CE GET AWAY – Devil's Thumb Ranch

**June 21-24, 2012**

Bring your family and friends to an amazing weekend in the mountains and take advantage of Dr. Greer's CE course at the MDDS CE Getaway at the Devil's Thumb Ranch in Tabernash, Colorado.

#### Course Subject:

Non-Smoking HPV Associated Oral Cancer (2 CEU'S)

Saturday, June 23, 2012 from 9:00am - 11:00am

**Robert O. Greer, DDS – doctor, author, rancher** Dr. Greer is Professor of Pathology, Medicine and Dentistry at the University of Colorado Health Sciences Center where he specializes in head and neck pathology and cancer research.



#### CPR/AED Training

Instructor: Life Rescue CPR February 28, March 28, & May 3, 2012

This course provides CPR and AED training and certification to all dental professionals.

For more information and to register for any of these events visit [mddsdentist.com](http://mddsdentist.com)



#### Basic Radiation Education for Unlicensed Dental Personnel

Instructor: Dr. Brad Potter February 10, 2012

This certification course fulfills the lecture (didactic) portion of the requirements for operating x-ray machines in accordance with the Colorado Dental Practice Law.



#### Are You Maximizing the Tax Benefits for Your Practice?

Instructors: Ms. Stacey Grogan, CPA; Ms. Carla Sievers, CPA; Mr. Scott Bush, CPA February 11, 2012

This course concentrates on common tax formation and planning considerations for dental practices, as well as financial reporting under generally accepted accounting principles.

#### The Pankey Institute Presents: Introduction to Bonded Porcelain Restorations Hands-on

Instructors: Dr. James Kessler & Dr. Michael Fling March 2-3, 2012

This course covers all aspects of planning and delivering conservative, bonded indirect restorations. The presentation will include case selection, treatment planning, tooth preparation, provisional fabrication, restorative material options, luting resins, and bonding techniques. Participation exercises will consist of tooth preparations and provisionals for anterior porcelain veneers and posterior-bonded onlay restorations.



#### How to Choose the Right Laser Wave Length for Your Practice

Instructor: Dr. Robert Convissar April 21, 2012

This course will compare and contrast different options for dentists looking to use lasers. It will help guide them in making an informed decision as to what is right for their practice.



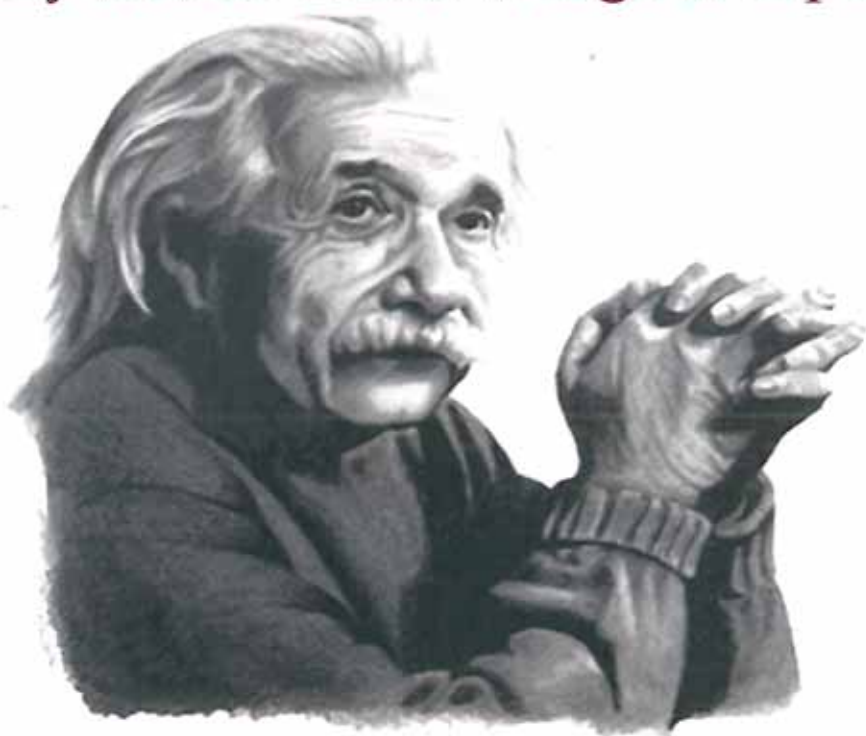
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