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SUMMER 2011

# Journal

OF THE COLORADO DENTAL ASSOCIATION



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# Collaborating for Success

By Tom Pixley, D.D.S., CDA President



**Dr. Tom Pixley**  
is a General  
Practitioner in  
Fort Collins,  
Colo.

As the CDA enters its 125th year, I am honored to lead this association as its newest president. In preparing for this year, I have been reading the *"History of Dentistry in Colorado,"* by William A. Douglas. Colorado was in the midst of the Gold Rush when the first dentists arrived. By 1887, Denver

had a population of 80,000 and a growing number of dentists. On April 5, 1887, 10 dentists met in a dental office on 15th street in Denver, formed a committee, elected temporary officers, and agreed to form a professional organization. In June of 1887, the first official meeting of the Colorado Dental Association was held. Those officers wrote a constitution, bylaws, code of ethics, and assessed dues of \$2 annually. They elected the CDA's first president, Dr. William Smedley, who went on to become influential in Colorado dentistry. A large part of the meeting was dedicated to presentations of "scientific papers," or what we now call continuing education. The final official action of that first meeting was the appointment of members to newly created committees: membership, executive and publication. It is also well documented that the early CDA placed a large emphasis on the social spirit of membership. A tradition of having the CDA Annual Session in various areas of the state was established. When I stop and reflect on the early days of organized dentistry, it's easy to note the similarities between the CDA of the past and the CDA of today.

What we do in organized dentistry is collaborate – we work together to achieve shared goals. Collaboration is at its best when it is creative in nature, uses shared knowledge, uses shared learning and builds a consensus. This is exactly how I would describe my experiences in organized dentistry. As a result, I have coined a motto for my year as president: "Our 125th year living legacy of collaboration." Our founders collaborated to form this association, and we have inherited the living legacy from them. My charge to you and all CDA members is simple: keep doing what we have been doing, keep collaborating, and our legacy will live on.

Something became apparent as I tried to place myself back in time, 125 years ago. By today's standards the technology of the dental practice of 1887 was primitive. Drills were foot powered, anesthetic was at best marginal, x-rays didn't exist, microbes were still being discovered, and restorative materials left much to be desired. Crowns were made in one visit, using the foot drill, standing on one foot, bent over the patient. They were made by using a pre-made occlusal surface, which was crimped to a collar and cemented. Compare that to today's technology of high-speed handpieces, eye magnification with headlamps, great local anesthesia, and systems like the Cerec and E4D Cadcam machines that can mill a state-of-the-art crown in one visit.

This past year at the CDA has been a great example of the continuation of our legacy of collaboration. Last August, when we lost our executive director, we formed a search committee, collaborated, and the process resulted in securing Dr. Quinn Dufurrena as our new executive director. Quinn brings skills and expertise to the

CDA that will take us forward in our important work of preserving and enhancing our profession.

The CDA Workforce Committee, formed in 2009, continues to work toward a policy statement explaining our position on the dental labor force needs in Colorado. We have made every effort to include all interested parties in this process, regardless of their affiliation. This challenging task has progressed well, and we will have a comprehensive document that provides a framework for discussing this issue. As I have had the opportunity to travel the country representing the CDA, I've seen how other areas are managing their workforce challenges, and I feel that comparatively we are in a better position than many areas to address this. Colorado has a broad dental practice act that allows auxiliaries to perform almost all dental services except surgical and irreversible procedures, so it seems unnecessary to create a new level of provider in Colorado. Despite this, we are seeing increased pressure to establish additional levels of dental providers by those who believe this will solve the access-to-care problems in Colorado. Due to the economic decline that began in 2008, many dentists have experienced a corresponding decline in their business. Senior dentists are retiring later and working longer hours; graduating dentists are having difficulty finding practice opportunities. This translates to an adequate supply of treatment capabilities already in place without using the alternative dental provider models that are being advocated. By simply providing dental benefits to qualified low-income adults via Medicaid, the current dental workforce can easily meet the existing demand. Sadly, in this economic climate, where government funding is being

drastically cut in all areas, no hope exists for our state to provide this benefit. Our professional emphasis on prevention won't be available to these citizens, and the progression of dental disease will continue. Advocates for alternative dental providers will use this as support for their cause. Working toward improving oral health by prevention should be our focus, because it is just not possible to "drill and fill" our way out of the access-to-care problem.

The New Dentist Committee is another example of collaboration. It was recently reformed because it became apparent that new dentists wanted a voice within the CDA. Many of our former CDA leaders, including myself, got their start by becoming involved in the original New Dentist Committee, so I support its revival. As the committee began its work, I have had the opportunity to see firsthand the passion they bring to the CDA. Now, the legacy of the new dentists will live on, and we look forward to the valuable input from this important CDA member demographic group.

Perhaps our biggest collaboration of the year so far was the CDA's effort to pass the Non-Covered Services Bill in the legislature. Because of the previous session's loss, by a tie vote in the House, we went all out this year. It was a valiant effort by a number of very dedicated and determined individuals. As it turned out, we had sufficient votes in both the House and Senate to pass the bill until Delta Dental ramped up their opposition. Delta Dental proposed three compromise options for the CDA to consider. The options were:

1. To accept Delta Dental offering implant treatment as a covered service in exchange for the CDA not running the Non-Covered Services Bill.
2. To support a change in Delta Dental governance: the elimination of the dentist membership class from the Delta Dental Articles of Incorporation. With CDA support, Delta Dental would agree to drop their opposition to the bill.

3. To mandate the posting of all dentists' full fee schedules online in exchange for Delta Dental to drop their opposition to the bill.

For obvious reasons, none of these options were acceptable to the CDA, and we declined. As the political quagmire thickened around this bill, it became apparent that it would not be considered on its merit alone, and also had a good chance to be vetoed. As a result, we backed off, circled the wagons, and will live to fight another day. Our bill had become a "political football." Rest assured that this issue is not dead, and we will collaborate again to be successful next time.

Most of you are aware that the Colorado Mission of Mercy (COMOM) has become very important to me. Since its inception, I could see the value of raising public awareness of the difficulty many people experience in accessing affordable dental care. COMOM became an opportunity for me to collaborate with those who shared this compassion and produce an event that would make a difference in

people's lives. The early days of the mission were challenging, but with the continued efforts of many dedicated and caring individuals, it became a success. Thanks to Dr. Steve Schiffer, Dr. John Hanck, Dr. Pasco Scarpella, Dr. Cal Utke, and hundreds of other volunteers for establishing the mission to a point where it is a standalone organization. The four missions in different Colorado locations have provided almost \$4M in free dental care, serving about 6,000 patients. Our next mission is October 20 to 23 in Brush, Colo. If you can, make plans to be there to help out. Remember that the mission needs many more non-dentists than dentists, so it provides a great opportunity to involve friends, family and staff. Volunteers, and their unselfish giving and genuine caring, are what make the mission possible. As Dr. Hanck says, "we work for hugs and tears of joy." Even though thanks are unnecessary, I thank

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**PIXLEY** continues on page 8



**PIXLEY** *continued from page 7*

you all personally as I look forward to collaborating with you in Brush.

As I assume the duties of the CDA's 125th president, I need to keep in perspective the president does not an organization make. For me, it is about the membership, and I pledge to keep that in my mind as the year unfolds. To serve the members, the CDA staff is ready, willing and able to accomplish the work required to provide the benefits we all enjoy. They also make my job as president effective by carrying out the activities assigned by the House of Delegates, Board of Trustees and Executive Committee. This being the beginning of my fifth year on the Executive Committee, I feel we have a cohesive, experienced and dedicated group of officers that, under the direction of our new executive director, can meet the challenges of the 125th year of the CDA.

I would not be writing this as CDA president today were it not for the

influence of many people. As much as I would like to acknowledge them personally, space won't allow me to. I owe them a debt of gratitude for their positive influence and encouragement during my activities in organized dentistry. I never planned on becoming the CDA president. I am here because of the positive influence of personal mentors who have facilitated my involvement in the CDA. With that in mind, I will do my best to continue the Living Legacy created by the previous 124 CDA presidents.

Before closing, let me tell you about next year's CDA Annual Session that will be held in Loveland, Colo. at the John Q. Hammond Embassy Suites. This is a world-class, state-of-the-art facility located right off I-25. The Fort Collins area has been my home for over 40 years, and I'm excited to share it with all of you next year. The Fort-Love area has built a reputation as a national leader in the microbrewery industry, so we plan to make that a part of the Annual Session

next year. We are also becoming a little known golf paradise with a wide variety of 25 nearby courses. For those of you non-golfers, I'm planning the first CDA motorcycle ride with rental bikes available at Thunder Mountain Harley Davidson, near the hotel. So plan to come to Loveland, bring the family, taste some beer, play some golf and be part of the CDA's first motorcycle ride.

As I enter my year as president, I owe a huge debt of gratitude to the many CDA members, CDA staff, CDA past presidents, as well as the multitude of people in the ancillary businesses and organizations that support the CDA. I would like to acknowledge my dental staff for their patience and understanding relating to the time and effort they have given, allowing me to take on this responsibility. The biggest and most heartfelt thanks go to my wife, Linda, and my three sons, Richard, Mason and Hunter. They have stood by me from day one. I feel fortunate to be able to continue the CDA's 125th Year Living Legacy of Collaboration. ■



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Together we'll go far



# The Need for Relevance

By Quinn Dufurrena, D.D.S., J.D., CDA Executive Director



Dr. Quinn Dufurrena

I came to the Colorado Dental Association in January of 2011 and would like to thank you for welcoming me into your dental association. I look forward to meeting more of you in the future and am pleased to offer a report on the CDA.

Concerning membership, the CDA continues to maintain an extremely high membership percentage of over 80% of the licensed dentists in Colorado. The demographics of our members are changing, however. Full active membership declined nearly 4% this year, active life membership increased 12% and retired membership increased 1% – resulting in decreased total dues revenue.

The CDA's overall revenues are on a par with last year's figures, thanks to increased advertising in our publications. In an effort to maintain our important non-dues revenue sources, our treasurer, Dr. Brett Kessler, has established quarterly dinners with the CDA's endorsed vendors to increase communication and to develop a more enhanced marketing

program for their products and services. Information received from these dinners has given rise to changes that the CDA is implementing to better inform members of the substantial benefits available to them by these companies.

Financially, the CDA remains strong. The strategic plan goal of maintaining 110% of the operating budget in the CDA reserve fund has been met and exceeded during this fiscal year. Our investment portfolio continues to grow in spite of the challenging economy.

In regard to CDA charity endeavors, the Colorado Mission of Mercy (COMOM) became its own 501(c)3, and as of July 1, 2010, the CDA staff completed the transfer of all assets and separated the financial records. COMOM hosted its fourth annual event in Colorado Springs, providing care to 1,365 individuals in October of 2010.

In the communications department, we have welcomed our new CDA editor, Dr. Brandon Owen, to the CDA leadership team. Dr. Owen is an orthodontist in Fort Collins, and works closely with Molly Pereira, our associate executive director, to produce the quarterly journals, membership directory and seven editions of the CDA eNewsletter. The electronic communications have been very well

received by members, as the CDA has stood by its commitment to only send out eNewsletters and eBlasts that contain information important to member practices. Earlier this year, the CDA also joined Facebook as a way to keep members and followers informed of current association news and CDA activities. If you haven't joined the CDA on Facebook, we encourage you to go to [facebook.com/cdaonline](http://facebook.com/cdaonline) and click on the "Like" button at the top of the page.

Dental associations are currently losing their most precious resource – new dentists. There are several reasons for this but one of the prevailing reasons is the perception that associations lack relevance to this age group. However, there is a persistent desire from this age group for more business training to better deal with the everyday proceedings of a dental practice. As such, I would like to use my background and experience in helping bridge the gap between dentistry and business. New dentists need to have an adequate education in business to increase their practice success. By supplying this valuable resource to new dentists, we add relevance to our association, as well as the tripartite. If we don't provide *relevant* education to these future dentists, which in turn teaches them the value of membership, we risk losing the future of our association. As such, new and innovative Web-based and staffed programs are being evaluated as added member benefits. These groundbreaking Web supported resources include human resource management, employment law, regulatory compliance, third party payer information and practice management resources. We look forward to further increasing member benefits to help you with your dental practice. ■

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# Finding Value in Dental Associations

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



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

**I**n some years past, when I would be writing out my check to pay for my dental association dues, I found myself asking – is the expense really worth it? With a down economy and a multitude of loans to repay, every last penny seems to matter more.

This year, however, when the time came around again to pay for membership in the association, I had no hesitation. For me, the value became readily apparent as I quickly learned what it is that the CDA and the ADA do for dentists on a daily basis. What my experience has taught me these past nine months, sitting on the CDA Executive Committee and the Board of Trustees, is that my dental association dues are one of the best investments I make throughout the year. In reality, the dental associations are more important than ever. For many dentists deciding not to seek dental association membership, it is not a lack of value but rather a lack of understanding of the value that membership adds.

A trend facing a multitude of associations right now is a decrease in membership and heightened expectations from their members. They are expected to do more for their respective members with less revenue. As a result, the successful organizations are those that

focus on the core values and the most important aspects of improving the lives of their members. Bringing the discussion back to dental associations, there are a number of benefits that are advertised to the membership on a monthly basis. I have heard many say that the savings they experience annually by using the endorsed companies more than pays for their membership. Though it is wonderful that so many are able to offset their annual dues with savings offered through membership, our greatest benefits as an association are less tangible. Legislative advocacy, for instance, has the potential to save every dentist tens of thousands of dollars over the course of their careers. One example from this legislative session is the repeal of the 1099 tax reporting legislation, which left dentists exempt from filing additional tax forms – a measure that would have both required more time and effort in filing forms and added further financial burden.

With the activity in healthcare reform, the potential for proliferation of the mid-level provider models, and insurance companies vying for more market share, dentists need to have a voice – and the dental association is the strongest voice we have. Whether on a national level with the ADA and ADPAC fighting in Washington D.C., on a state level with the CDA and CODPAC representing the interests of dentists at the statehouse, or on a local level with issues such as water fluoridation, our associations are battling to keep our lives, as practitioners, better. Some have said that annual association

dues can almost be thought of as legislative or political insurance; furthermore, the more resources we give to our political action committees, the louder our voice is with lawmakers.

Mid-level providers are on the horizon. It will not take long to see legislation make it to Colorado. The arrival of 18-month-trained Dental Health Aide Therapists (DHATs) extracting and filling teeth across America would change our profession forever. Insurance companies may only reimburse fees at the lowest rate, which would become the mid-level providers' fee. The supply of dentists is already climbing rapidly with new dental schools and larger class sizes. With DHATs adding to that pool (and at a rapid rate if the 18-month program were adopted), the market could become oversaturated, adversely impacting quality of care and small businesses. Furthermore, the standard of care for dentistry in America, which is now among the best in the world, would quickly fall. Whatever the future may bring, the most important thing we have is a voice in determining policy.

I believe that nearly every dentist would be a member of the dental association if they truly understood all that the associations are doing. As a result, our hope in the upcoming journals is to highlight some of the member values, and in doing so, expand each dentist's understanding of the issues we face and of the resources that are available to us as tripartite members. ■





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# CDA Executive Committee



## President

**Dr. Thomas R. Pixley** is a graduate of Colorado State University and the University of Colorado School of Dentistry. He completed his general

practice residency at the University of Rochester. He has been in private practice for 24 years in Fort Collins. He has served on numerous boards and committees including the Dentists Professional Liability Trust and the CDA Board of Trustees. He is a member of the American College of Dentists, International College of Dentists and Pierre Fauchard Academy. An avid supporter of organized dentistry, he has worked extensively on access-to-care issues, as well as governmental affairs. He enjoys all outdoor activities, especially skiing. His wife and three boys are the center of his world.



## Immediate Past President

**Dr. Pasco W. Scarpella** has practiced general dentistry for the past 24 years. After practicing 17 years in Louisville,

he established a new practice in Brighton over seven years ago. He graduated from the University of Missouri in Kansas City. He has been in the CDA House of Delegates for the past 24 years. He is a former CODPAC chair and key contact coordinator, delegate and alternate delegate to the ADA, past-president of the Boulder/Broomfield County Dental Society, and the CDA editor for six and a half years. Dr. Scarpella is a past chair of the COMOM Task Force and a member of the Academy of General Dentistry. He is a fellow of the Pierre Fauchard Academy and the International College of Dentists.

Dr. Scarpella enjoys writing, has written several plays, composes music, sings barbershop, and is a past high school-certified football official. He is very proud of his four children: Janna, Natalie, Julianne and Frank; and his wife, Karen.



## President-Elect

**Dr. Kenneth S. Peters** graduated from the University of Colorado School of Dentistry in 1984 and has been in private practice ever since. He

has had a general practice in Highlands Ranch for the last 23 years. He has been active in organized dentistry, serving on MDDS's Board of Directors for 13 years and as president of MDDS in 2000. He has been a member of the part-time clinical faculty at the University of Colorado School of Dental Medicine for the last 11 years, and is also on the faculty of the International Partnership for the Study of Occlusion. He has served as a member of the Board of Directors and as Annual Session program chair for the American Equilibration Society, and is a past president of the Colorado Prosthodontic Society. He is a member of the Pierre Fauchard Academy and a fellow of the International College of Dentists. He enjoys golf, and spending time with his wife Teresa, son Scott, and daughter Andrea.



## Vice President

**Dr. Calvin D. Utke** graduated from Creighton University in 1984 and has been in private practice for 27 years, except for a six-month overseas tour as

a reservist during Desert Storm. Dr. Utke has his general dentistry practice in north

central Colorado Springs. He has served in all positions within the Colorado Springs Dental Society and has been the trustee or alternate trustee for his component for 12 years. Dr. Utke has also served on the CDA Finance Council for 10 years and currently serves on the COMOM Board of Directors. He is a member of the International College of Dentists and a fellow of the Academy of General Dentistry. He and his wife, Kathryn, live in Black Forest, and in his spare time, he likes to golf and tend to their two Missouri Fox Trotter horses.



## Treasurer

**Dr. Brett H. Kessler** has been practicing dentistry, with a focus on esthetic, functional and reconstructive services, since 1995. In 2003, he and his wife,

Dr. Gina Kessler, established Town Center Dentistry and Orthodontics in northeast Denver. Dr. Kessler served on the MDDS Board from 2007-2010 and is a former part-time faculty member of the University of Colorado School of Dental Medicine. He also serves as the chair of the Dental Well Being Committee for the State of Colorado. Dr. Kessler has testified before congress on behalf of the ADA on the ravages of methamphetamines on oral health. He speaks internationally regarding this subject. He is a fellow of the American College of Dentists and was awarded an ADA Golden Apple Award for Leadership in Mentoring. He keeps in shape by coaching and participating in various endurance races including running, cycling, mountain biking and triathlon. He and his wife have four children: Abbey, Max, Sydney and Riley.





### Secretary

**Dr. Gary L. Field** was born and raised in Nebraska. He received a B.S. degree from the University of Nebraska-Lincoln in 1985, and a D.D.S. degree from the

University of Nebraska College of Dentistry in 1988. He completed a one-year GPR program at Ravenswood Hospital in Chicago in 1989 before moving to Colorado. He started his private practice in general dentistry in 1991 in Colorado Springs, Colo., and has been a member of organized dentistry since 1989. He has been a delegate to the CDA House of Delegates for over 20 years and an ADA alternate delegate for three years. He is a past member and chair of the CDA New Dentist Committee. He is also a member of the Pierre Fauchard Academy and Pikes Peak Dental Study Club. In 2000, he completed the FACE advanced occlusion course. Dr. Field is a COMOM and KIND clinic volunteer, in addition to serving on the CDA Council on Peer Review. He is the current president of the Colorado Springs Dental Society. His pastimes include golfing, biking, hiking, playing softball and running (completing several half and full marathons). He and his wife, Jenny, have two children, Spencer and Delaynie.



### Speaker of the House

**Dr. Gerald B. Savory** (Jerry) graduated from the Creighton University School of Dentistry in 1976. He served as a captain in the U.S. Army Dental Corp.

Upon his discharge from the military, he established his private practice in Boulder where he has served the communities of Boulder County for the past 35 years. He has been past president of the Boulder/Broomfield County Dental Society and was the CDA trustee for Boulder/Broomfield County for three years. He has been a member of the visiting faculty at the L.D. Pankey Institute since 1989. He holds membership in the American Academy of Restorative Dentistry, the American Academy of Fixed Prosthodontics, the American Equilibration Society, the Pierre Fauchard Academy, the International College of Dentists, and the International Academy of Gnathology. He is a fellow in the Academy of General Dentistry and participates in two national study clubs. He has been married to his wife, Mary Ellen, for 34 years and has three adult children.



### Editor

**Dr. Brandon A. Owen** grew up in Bozeman, and Great Falls, Mont. He attended Montana State University for his undergraduate studies, followed by the

University of Minnesota for dental school. He continued his studies at the University of Minnesota for his orthodontic residency where he also earned a masters degree in the science of dentistry. He bought an orthodontic practice in Fort Collins in 2006. Aside from his CDA involvement, he is the vice president of the Larimer County Dental Society, a diplomate of the American Board of Orthodontics, a member of the College of Diplomates of the American Board of Orthodontics, a member of the American Association of Orthodontists, a member of the Pierre Fauchard Academy, and the founder of the Fort Collins Interdisciplinary Study Club. He also holds memberships in Omicron Kappa Upsilon, Phi Kappa Phi and the Golden Key Honor Society. His hobbies include fly fishing, skiing and spending time with his wife, Nicole, and daughter, Presley. In March, he and his family suffered the loss of their nearly three-year-old son, Keller. ■

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# CDA Staff



**Executive Director  
Quinn Dufurrena**, D.D.S., J.D., came to the CDA from Idaho, where he was the executive director of the Idaho Dental Association. As a

dual degree professional, Quinn received his D.D.S. from the University of the Pacific and his J.D. from Concord Law School. He served in the U.S. Navy Dental Corps, and has also been an associate professor, teaching fixed prosthodontics and operative dentistry at Oregon's dental school in Portland. Quinn worked with the ADA chief policy adviser from 2007-2008 as a Hillenbrand Fellow. You can reach Quinn Dufurrena at 303-996-2846, 800-343-3010 x106 or [quinn@cdaonline.org](mailto:quinn@cdaonline.org).



**Associate Executive Director – Operations/Communications**

**Molly Pereira** joined the CDA in 2002. A Colorado native with a journalism background, Molly came

to the CDA after working for the Colorado Bar Association. Her duties at the CDA include association publications, member correspondence, advertising and media relations. She also coordinates volunteer charitable programs including Give Kids a Smile Day, maintains the Website and is responsible for e-communications. You can reach Molly Pereira at 303-996-2844, 800-343-3010 x104 or [molly@cdaonline.org](mailto:molly@cdaonline.org).



**Associate Executive Director – Finance**

**Pam Brockhaus** joined the CDA in November 2008. Prior to joining the CDA, Pam spent a number of years in the

governmental accounting field working for the State of California, Douglas County Colorado and the City of Maumelle, Ark. Pam's duties include

overseeing the association's fiscal operations, for-profit activities and endorsed companies. Pam also assists dental offices with third party payor issues and human resource questions. You can reach Pam Brockhaus at 303-996-2843, 800-343-3010 x103 or [pam@cdaonline.org](mailto:pam@cdaonline.org).



**Director of Membership**

**Jeanne Nicoulin** joined the CDA in 1999. Her responsibilities include membership recruitment and retention. Jeanne

maintains the CDA membership database, and handles membership records and requests, including invoicing, retirement affidavits and waivers. She coordinates the CDA New Dentist Committee and Ladies in the Loupe (CDA women's dentist group) activities, and sits on the CDA Membership Council. She also handles insurance contract analysis for members through the ADA legal department. You can reach Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or [jeanne@cdaonline.org](mailto:jeanne@cdaonline.org).



**Director of Member Benefits**

**Lu Anne Garvin** joined the CDA in 2001. She is a Colorado native, with a background in sales, management, event

planning, training and printing. She has served on the board of directors for the visually impaired and several years on the CDA Governmental Relations Council. Lu Anne is currently responsible for Peer Review, ADA CERP certification, the Annual Session, continuing education, volunteerism and charity/community outreach. She is also actively involved with COMOM and the CDA Membership Council. You can reach Lu Anne Garvin at 303-996-2845, 800-343-3010 x105 or [luanne@cdaonline.org](mailto:luanne@cdaonline.org).



**Director of Governmental Relations**

**Jennifer Goodrum** joined the CDA in 2009. Her duties include legislative outreach,

serving as a liaison with state regulatory agencies like the Colorado State Board of Dental Examiners, the CDA action team leader program, grassroots advocacy, and CODPAC administration. Prior to joining the CDA, Jennifer managed the government relations program for a national pharmacy association. You can reach Jennifer Goodrum at 303-996-2847, 800-343-3010 x107 or [jennifer@cdaonline.org](mailto:jennifer@cdaonline.org).



**Office Manager**

**Geri Mustain** came to the CDA in 2002. She previously worked nine years for AORN, a national nursing organization. At the CDA, Geri

is responsible for maintaining the CDA service center, coordinating business committee meetings, and arranging catering needs for various meetings. She also oversees all office equipment/supplies, x-ray training program sales and the annual production of the House of Delegates Manual. You can reach Geri Mustain at 303-740-6900, 800-343-3010 or [geri@cdaonline.org](mailto:geri@cdaonline.org).



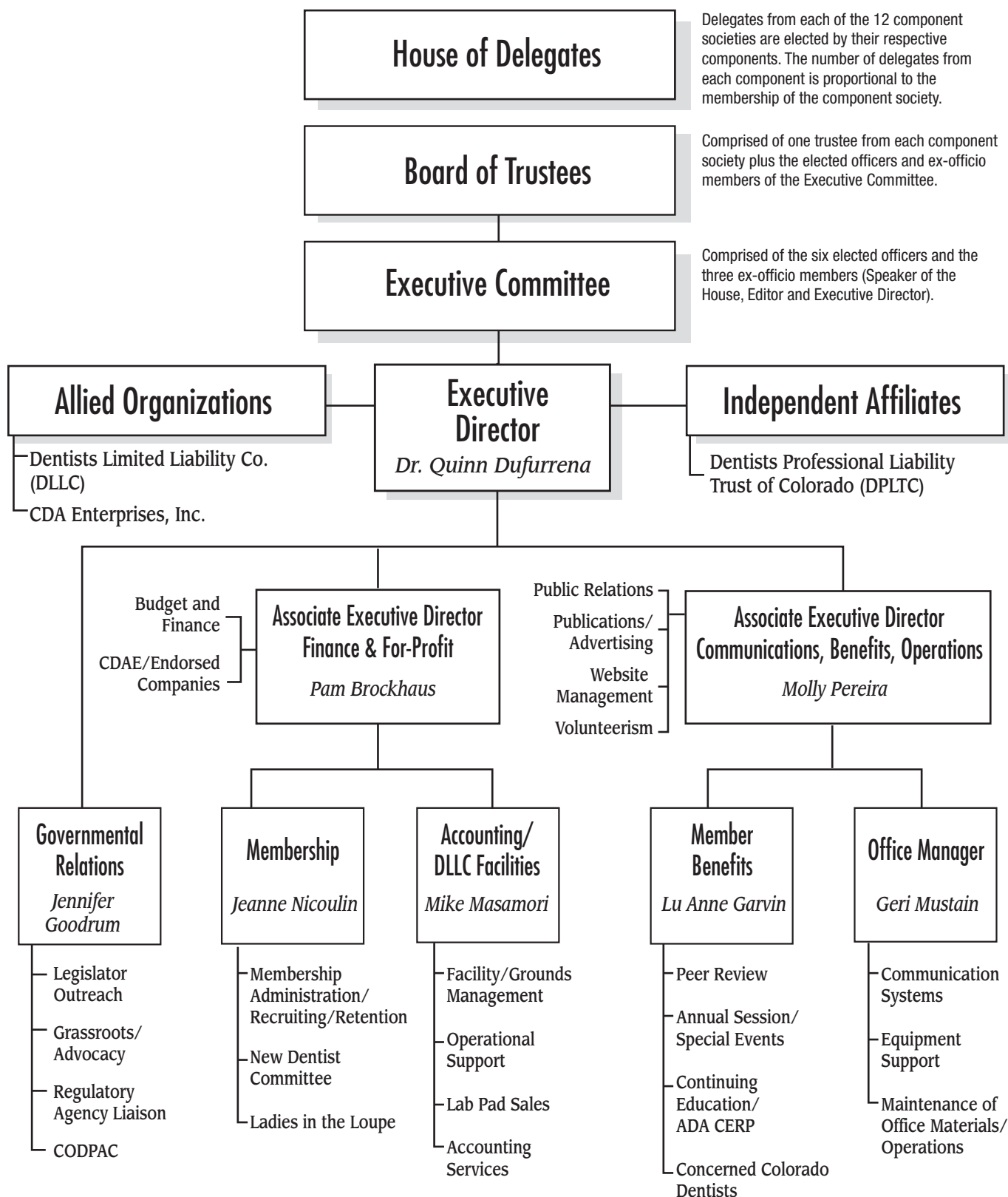
**Accounting/DLLC Facilities Manager**

**Mike Masamori** joined the CDA in 2006. Prior to the CDA, Mike spent 30 years in the wholesale electrical industry working

in warehouse operations management, purchasing, sales, inventory control and customer service. Mike's current duties at the CDA include management of accounts payable and accounts receivable, bank reconciliations and reporting. He also oversees facility and grounds management, rental space management, and lab pad sales. You can reach Mike Masamori at 303-996-2841, 800-343-3010 x101 or [mike@cdaonline.org](mailto:mike@cdaonline.org). ■



# CDA Organizational Chart



# CDA Leadership Across Colorado

*The following is a quick reference directory of the component presidents, trustees and executive directors, as well as CDA officers and staff. If you have questions about the CDA, or need any information about programs offered and services available, please contact one of the leaders below.*

## Arkansas Valley Dental Society

### Trustee & President:

Dr. Carol Morrow,  
Walsh, Colo.  
719-324-5251; fax: 719-324-5252

## Boulder/Broomfield County Dental Society

Trustee: Dr. David Jackson,  
Boulder, Colo.

303-447-2872; fax: 303-447-2896

President: Dr. Casey Kochevar,

Longmont, Colo.  
303-684-9777; fax: 303-306-3517

## Colorado Springs Dental Society

Trustee: Dr. Arnold Cullum,

Colorado Springs, Colo.  
719-591-2004; fax: 719-623-0305

President: Dr. Gary Field,

Colorado Springs, Colo.  
719-598-0872; fax: 719-598-8899

### Executive Director:

Sharyn Markus  
1870 Dublin Blvd., Ste. C  
Colorado Springs, Colo. 80918  
719-598-5161; fax: 719-532-0054  
[sharynm@qwestoffice.net](mailto:sharynm@qwestoffice.net)  
[www.cs-ds.org](http://www.cs-ds.org)

## Intermountain Dental Society

Trustee: Dr. Stephenie Kaufmann,

Woodland Park, Colo.  
719-687-9219; fax: 719-687-3919

President: Dr. Robert Provorse,

Salida, Colo.  
719-539-2587; fax: 719-539-6709

## Larimer County Dental Society

Trustee: Dr. John Siegmund,

Fort Collins, Colo.  
970-226-2920; fax: 970-226-8699

President: Dr. Nicole Holmes,

Fort Collins, Colo.  
970-221-2499

## Metropolitan Denver Dental Society

Trustee: Dr. Timothy Kneller,

Aurora, Colo.  
303-696-9364; fax: 303-696-6282

President: Dr. Charles Danna,

Littleton, Colo.  
303-933-2522; fax: 303-933-0242

### Administrative Office:

3690 S. Yosemite St., Ste. 200  
Denver, Colo. 80237  
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[director@mddsdentist.com](mailto:director@mddsdentist.com)  
[www.mddsdentist.com](http://www.mddsdentist.com)

## Northeastern Colorado Dental Society

Trustee: Dr. James Armbruster, II,

Sterling, Colo.  
970-522-1684; fax: 970-522-9492

President: Dr. Bruce Marron,

Fort Morgan, Colo.  
970-867-9700; fax: 970-867-8412

## San Juan Basin Dental Society

Trustee: Dr. Terrence Jakubanis,

Durango, Colo.  
970-247-8228; fax: 970-259-9150

President: Dr. William Lacey Jr.,

Durango, Colo.  
970-375-7671; fax: 970-375-1239

## San Luis Valley Dental Society

Trustee: Dr. Stephen Schiffer,

Alamosa, Colo.  
719-589-4946; fax: 719-589-4949

President: Dr. Brian Roberts,

Monte Vista, Colo.  
719-852-5432

## Southeastern Colorado Dental Society

Trustee: Dr. R. J. Schultz,

Pueblo, Colo.  
719-542-0036; fax: 719-583-2530

President: Dr. Steven Reck,

Colorado Springs, Colo.  
719-533-1864; fax: 719-542-6510

## Weld County Dental Society

Trustee: Dr. Robert Benke,

Greeley, Colo.  
970-356-2120; fax: 970-356-1013

President: Dr. Celia Turner,

Eaton, Colo.  
[cturnerdds@yahoo.com](mailto:cturnerdds@yahoo.com)

## Western Colorado Dental Society

Trustee: Dr. Jerry Peterson,

Dillon, Colo.  
[petezl1556@gmail.com](mailto:petezl1556@gmail.com)

President: Dr. Carol Lybrook,

Fruita, Colo.  
970-858-9511; fax: 970-858-8520

## CU School of Dental Medicine

Student Trustee: Kip Sterling, Aurora, Colo.

[kip.sterling@ucdenver.edu](mailto:kip.sterling@ucdenver.edu)

## CDA Officers

President: Dr. Thomas Pixley

Fort Collins, Colo.  
970-221-5115; fax: 970-221-5136

President-Elect:

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Highlands Ranch, Colo.  
303-791-2570; fax: 303-683-4198

Immediate Past President:

Dr. Pasco Scarpella  
Brighton, Colo.  
303-659-8200; fax: 720-685-9113

Vice President:

Dr. Calvin Utke  
Colorado Springs, Colo.  
719-593-8701; fax: 719-593-9258

Treasurer: Dr. Brett Kessler

Denver, Colo.  
303-321-4445; fax: 303-321-4504

Secretary: Dr. Gary Field

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719-598-0872; fax: 719-598-8899

Editor:

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970-484-4102; fax 970-484-1591

Speaker of the House:

Dr. Gerald Savory  
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303-530-4145; fax: 303-530-9620

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Director of Membership:

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[jeanne@cdaonline.org](mailto:jeanne@cdaonline.org)

Director of Governmental Relations:

Jennifer Goodrum  
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Office Manager:

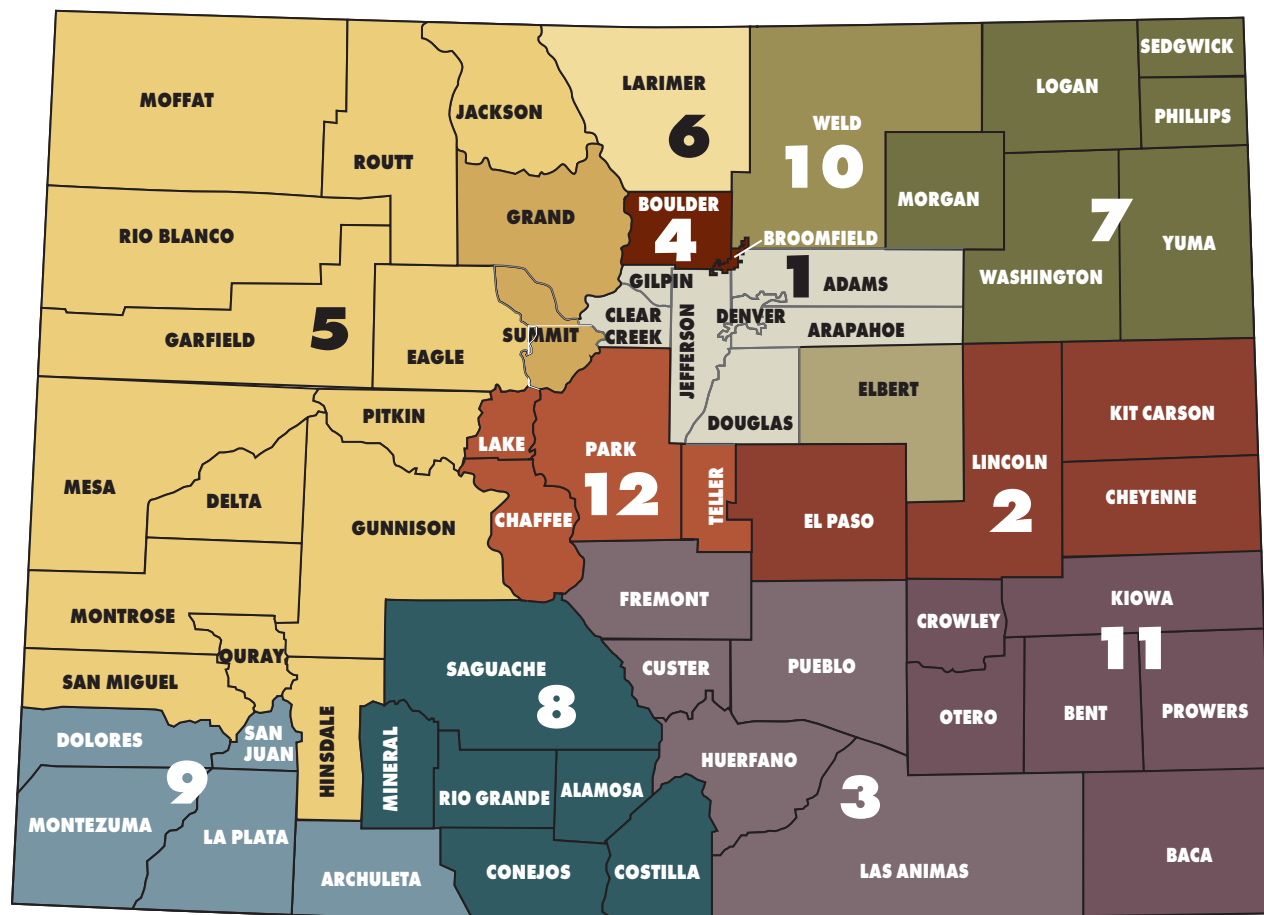
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Accounting/DLLC Facilities Manager:

Mike Masamori  
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[mike@cdaonline.org](mailto:mike@cdaonline.org)



# Component Society Map



## LEGEND/TRUSTEE

### 1. Metropolitan Denver Dental Society

Dr. Timothy Kneller  
303-696-9364, fax 303-696-6282

### 2. Colorado Springs Dental Society

Dr. Arnold Cullum  
719-591-2004, fax 719-623-0305

### 3. Southeastern Colorado Dental Society

Dr. R.J. Schultz  
719-542-0036, fax 719-583-2530

### 4. Boulder/Broomfield County Dental Society

Dr. David Jackson  
303-447-2872, fax 303-447-2896

### 5. Western Colorado Dental Society

Dr. Jerry Peterson  
[petezl1556@gmail.com](mailto:petezl1556@gmail.com)

### 6. Larimer County Dental Society

Dr. John Siegmund  
970-226-2920, fax 970-226-8699

### 7. Northeastern Colorado Dental Society

Dr. James Armbruster II  
970-522-1684, fax 970-522-9492

### 8. San Luis Valley Dental Society

Dr. Stephen Schiffer  
719-589-4946, fax 719-589-4949

### 9. San Juan Basin Dental Society

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970-247-8228, fax 970-259-9150

### 10. Weld County Dental Society

Dr. Robert Benke  
970-356-2120, fax 970-356-1013

### 11. Arkansas Valley Dental Society

Dr. Carol Morrow  
719-324-5251, fax 719-324-5252

### 12. Intermountain Dental Society

Dr. Stephenie Kaufmann  
719-687-9219, fax 719-687-3919

- Members practicing in Grand or Summit counties can choose to belong to MDDS or Western Colorado Dental Society.
- Members practicing in Elbert County can choose to belong to MDDS or Colorado Springs Dental Society.
- Members practicing in the city and county of Broomfield may choose to belong to MDDS or Boulder/Broomfield County Dental Society.

# An Overview of the Colorado Dental Association and Affiliated Organizations

**T**he Colorado Dental Association is a constituent society of the American Dental Association and represents over 80% of all licensed dentists in Colorado. More than 3,000 members, comprising every dental specialty, collectively exemplify the CDA's mission of providing the membership and public with superior service and to demonstrate effective leadership in advocacy, education, communication, and quality products and services that enhance member practices, professional growth, and patient care. The CDA is comprised of 12 components representing different geographical sections of the state.

*The following is a breakdown of the various entities within the CDA.*

## House of Delegates

The CDA House of Delegates is the supreme governing body with absolute authority over the CDA. It is the collective voice of the association. Members of the CDA House of Delegates are chosen by the 12 component societies of the

association. The allocation of delegates to represent component societies is determined by a formula defined in the *CDA Bylaws, Chapter IV, Section 1-B*. The formula is designated to give proportional representation based on the size of each component society. In addition, the president, president-elect, vice president, immediate past president, secretary, treasurer and speaker of the house are ex-officio members, as are the editor and executive director.

## Board of Trustees

The powers and duties of the CDA Board of Trustees, as defined in *Chapter V, Section 6 and 7* of the *CDA Bylaws*, make it the administrative body of the association. In general, the Board of Trustees carries out the policies of the House of Delegates when the House is not in session, and prepares proposed policies for consideration in the next session of the House of Delegates. The Board of Trustees also provides supervision of the properties of the CDA office and all other property or offices owned or operated by the association. The Board of Trustees

appoints the executive director and editor, prepares the annual budget, supervises financial affairs, selects the time and place of the Annual Session, and reviews all reports and makes recommendations on them to the House of Delegates.

## Independent Affiliates

The Dentists Professional Liability Trust of Colorado (DPLTC) operates as an independent entity. It is administered by a private company that is contracted to provide clerical and necessary support. The CDA strives to maintain a collaborative relationship with the trust board.

## Administration

The executive director oversees the day-to-day administration of the association. The executive director, in association with the Executive Committee, serves in the same capacity as a corporate chief executive officer. The voting members of the Executive Committee are the immediate past president, president, president-elect, vice president, treasurer and secretary. These officers are elected by the House of Delegates at the Annual Session. The treasurer serves a two-year term and must come from the Metropolitan Denver Dental Society (MDDS). The secretary must come from a non-MDDS component and also serves a two-year term. The ex-officio members of the Executive Committee are the speaker of the house, editor and executive director. They do not have voting privileges. ■

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# Additional Programs Associated with the CDA

## **Dentists Professional Liability Trust of Colorado (DPLTC)**

The Dentists Professional Liability Trust of Colorado (DPLTC) provides liability coverage exclusively for CDA member dentists. Over 1,600 CDA members participate in the plan, and the governing board is comprised of member dentists. For more information, call the trust administrator (Berkley Risk Services) at 303-357-2600 or 877-502-0100 and talk to Dr. Nate Reynolds.

## **Colorado Dental Association Enterprises, Inc. (CDAE)**

CDAE is the "for profit" arm of the non-profit CDA. Its mission is to generate non-dues revenue by providing high-value consumables, insurance products and programs of interest to the CDA membership. The CDAE Board is responsible for seeking out and endorsing companies that will provide special benefits and services exclusively to CDA members.

CDAE is an entity that generates income from the sale of products (i.e. laboratory work authorization forms) and endorsed companies. CDAE reviews endorsement opportunities from commercial businesses that sell products and services to CDA members. For a list of these products and services, see the "Member Benefits" section of this publication.

## **Colorado Dental Political Action Committee (CODPAC)**

CODPAC is a political action committee (PAC) that raises money to support state legislators who understand the importance of dentistry and are committed to the oral health of Coloradans. These contributions help the dentistry's voice to be heard on legislation that affects the dental profession and patients. Your

CODPAC contributions are vitally important. When making a CODPAC contribution, please note the following important points. CODPAC is designed for CDA members only. \$525 is the maximum allowable CODPAC contribution for each two-year cycle. Prohibited contributions will be returned. Contributions to CODPAC are not tax-deductible. The Colorado Secretary of State requires that certain information on each donor (name, address, occupation, name of employer) be collected and reported to the agency.

## **Colorado Dental Association Relief Fund**

The CDA Relief Fund is a non-profit 501(c)3 entity funded primarily by the ADA. The ADA solicits and collects funds. Upon submission of an audit of the CDA's fund, the ADA rebates a portion of the contributions collected in Colorado to the CDA Relief Fund. The funds are used to render financial aid to dentists and their dependents, including former dependents of deceased dentists. Funds are awarded because of misfortune, age, or physical or other disabling conditions. All funding requires the CDA Board of Trustee's approval. Other revenue is obtained from investments.

## **Colorado Dental Association Charitable and Educational Fund (CDACE)**

CDACE is a non-profit 501(c)3 organization that administers two separate funds. One fund supports various charitable and dental education programs in Colorado, in addition to supporting grant funding to other Colorado non-profit dental organizations.

The second fund is a repository for money collected by the Colorado Department of Regulatory Agencies' Board of

Dental Examiners. These funds are collected in conjunction with licensing fees. The money funds a legislatively mandated Peer Assistance Program to provide professional counseling and monitoring for dentists and hygienists with substance abuse or mental health problems. The Colorado Board of Dental Examiners must approve all expenditures from this fund.

## **Dental Limited Liability Company (DLLC)**

DLLC was established as an equal partnership between the CDA and the Metropolitan Denver Dental Society (MDDS) to purchase the building that houses the administrative offices of both organizations.

## **Concerned Colorado Dentists (CCD)**

CCD is a group of dentist volunteers, most of who are in recovery from chemical dependency and other former impairments. They work to help impaired dentists address their afflictions before patients are harmed or other damage occurs. CCD provides information about addiction, treatment and recovery. They also offer colleague interventions to gently urge voluntary corrective action before consequences happen.

CCD complements the Dentists Peer Assistance Program (DPAP) by providing additional services and support that only peer recovering dentists can provide. They also offer speakers for dental, assisting and hygiene school meetings. There is no cost for these confidential services. Call Dr. Michael Ford for information at 303-810-4475. ■

# Summary of Transactions

## 2011 CDA House of Delegates

### Committee on Rules and Order:

#### Resolution 01-11-H Concerning Colorado Dental Association House of Delegates Standing Rules and Procedures.

*RESOLVED*, that the standing rules and procedures of the Colorado Dental Association House of Delegates be approved as published and distributed.

**HOUSE ACTION: ADOPTED**

#### Resolution 02-11-H Concerning the Summary of Transactions of the 2010 Colorado Dental Association House of Delegates.

*RESOLVED*, that the Summary of Transactions of the 2010 session of the Colorado Dental Association House of Delegates be approved as published and distributed.

**HOUSE ACTION: ADOPTED**

### Council on Membership:

#### Resolution 03-11-B Concerning Life Members.

*RESOLVED*, that the following individuals meeting qualifications for Life Membership in the Colorado Dental Association, effective January 1, 2012 be approved.

Eric J. Atha, DDS, CSDS  
Mark J. Birnbach, DMD, BBCDS  
Malcolm E. Boone, II, DDS, MDDS  
Gregory M. Brown, DDS, SJBDS  
W. M. Brown, DDS, WCDS  
Robert L. Bunch, DDS, MDDS  
Charles K. Chew, DDS, MDDS  
Harold R. Christiansen, DDS, MDDS  
Donald E. Couchman, DDS, CSDS  
Jerry W. Crawford, DDS, MDDS  
Robert J. Denny, DMD, MDDS  
Daniel L. Dymerski, DDS, MDDS

James H. Gallagher, DMD, MDDS  
Richard L. Grant, DDS, WCDS  
Gary S. Hoffman, DDS, MDDS  
Paul Y. Horiuchi, DDS, MDDS  
Collis Johnson, Jr., DDS, MDDS  
David M. Johnson, DDS, CSDS  
Leslie G. Johnson, DDS, LCDS  
Edward Leone Jr., DMD, MDDS  
Paul J. Pavlik, DMD, CSDS  
David M. Rothbard, DDS, BBCDS  
Larry J. Rush, DDS, CSDS  
Charles R. Scarffe, DDS, MDDS  
Donald G. Sharp, DDS, MDDS  
Charles N. Theobald, DDS, MDDS  
David N. Trujillo, DDS, AVDS  
Robert E. Volger, DDS, SJBDS  
F. W. Wagle II, DDS, CSDS  
Rudy Woessner, DDS, MDDS  
David W. Wright, DMD, LCDS  
Ronald M. Yaros, DDS, MDDS  
Glen S. Zelkind, DMD, MDDS

**HOUSE ACTION: ADOPTED**

### Council on Finance:

#### Resolution 04-11-B Concerning the 2011/2012 Fiscal Year Operating Budget.

*RESOLVED*, that the 2011/2012 operating budget of revenue and expenses be approved.

**HOUSE ACTION: ADOPTED**

#### Resolution 05-11-BS Concerning the establishment of a dues increase for all dues paying members.

*RESOLVED*, that the Colorado Dental Association 2012 dues be increased to \$343 for CDA Active Members, as outlined in Chapter 1, Section 6, Paragraph D of the current CDA Bylaws.

**HOUSE ACTION: ADOPTED**

### 14th District:

#### Resolution 06-11-BS Concerning the 14th District Campaign Fund.

*RESOLVED*, that the CDA House of Delegates supports the 14th District's investigation into funding future 14th District candidates for ADA elected leadership positions. And be if further

*RESOLVED*, that the 2011 ADA delegation from Colorado report its findings back to the 2012 CDA House of Delegates for further review and action if necessary.

**HOUSE ACTION: ADOPTED**

### New Dentist Council:

#### Resolution 07-11-BA Concerning the adoption of Bylaws changes as recommended by the 2009 Governance Task Force and the New Dentist Council.

*RESOLVED*, that the Colorado Dental Association Bylaws be modified as presented.

**HOUSE ACTION: TO PRESENT THE RESOLUTION TO THE 2012 HOUSE OF DELEGATES FOR A VOTE.**

### Council on Membership:

#### Resolution 08-11-B Concerning the dues for Retired Members.

*RESOLVED*, that beginning in 2012, Retired Members will be charged 25% of full Active Dues.

**HOUSE ACTION: ADOPTED**

# Catastrophes don't make courtesy calls.

"7% be there  
next Tuesday,  
between  
10:00 a.m.  
and noon..."



Injuries, illness, weather disasters, accidents... these things don't make courtesy calls before knocking on your door. When they show up and interrupt your practice, all you need to know is that you're covered. Period.

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  - health
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## Colorado Springs Dental Society:

### Resolution 09-11-HA Concerning the review of membership payment plans, and membership retention and recruitment.

*RESOLVED, that the CDA staff be tasked to review Best Practices for implementation of installment payment of dues (quarterly, monthly) to encourage more dentists to renew their membership and more dentists to join organized dentistry. And be it further*

*RESOLVED, that the CDA executive director report back to the 2012 House of Delegates with recommendations on dues collection that will serve CDA members better than the current system, and provide information on the impact such a change could have for the constituent and component levels.*

**HOUSE ACTION: ADOPTED**

## 2011 ELECTION RESULTS

### 2011/2012 Colorado Dental Association Officers

President	Dr. Thomas Pixley, LCDS
President-Elect	Dr. Kenneth Peters, MDDS
Vice President	Dr. Calvin Utke, CSDS
Immediate Past President	Dr. Pasco Scarpella, MDDS
Treasurer	Dr. Brett Kessler, MDDS
Secretary	Dr. Gary Field, CSDS
Editor	Dr. Brandon Owen, LCDS
Speaker of the House	Dr. Gerald Savory, BBCDS

### CDA Delegates to the ADA House of Delegates

*(Three-year term, 2012-2014)*

Dr. Karen Foster, MDDS  
Dr. David Lurye, WCDS

### CDA Alternate Delegates to the 2012 ADA House of Delegates

Dr. Gary Field, CSDS  
Dr. Diane Fuller, MDDS  
Dr. Paul Glick, MDDS  
Dr. Brett Kessler, MDDS (*designated alternate under CDA Bylaws*)  
Dr. Carol Morrow, AVDS  
Dr. Thomas Pixley, LCDS (*designated alternate under CDA Bylaws*)  
Dr. Michael Scheidt, MDDS  
Dr. Jeane Schoemaker, NECDS



# 2011



*The CDA House of Delegates.*



*Dr. Pasco Scarpella makes his final presidential address.*



*ADA President Dr. Raymond Gist (middle) poses with CDA Past President Dr. Pasco Scarpella's (second from left) barbershop quartet.*



*Dr. Bob Morrow (second from right) is presented with CDA Life Membership by his daughter Dr. Carol Morrow. Also pictured are CDA Past President Dr. Pasco Scarpella (left) and ADA 14th District Trustee Dr. Ken Versman (right).*

## 2011 CDA Award Recipients:

Outstanding Council Chair Award: **Dr. Jeff Kahl**  
 Outstanding Council Chair Award: **Dr. Brett Kessler**  
 Exceptional Leadership Award: **Dr. Joe Tomlinson**  
 Volunteer of the Year Award: **Dr. Robert Meyer**  
 CDA Honorary Membership: **Sharyn Markus**, Colorado Springs Dental Society executive director  
 Colorado Mission of Mercy Award: **Dr. Cal Utke**  
 Team Spirit Award: **Cindy Bratcher**

Thank you to our generous door prize contributors:

**3M ESPE** (\$25 P.F. Changs gift card, prize winner: Sharyn Markus)

**Association Glove Program** (\$100 Best Buy gift card, prize winner: Dr. Carol Lazell)

**COPIC** (Two \$25 Starbucks gift cards, prize winners: Dr. Tim Schwartz/Dr. Allen Vessel)

**Silvertree Resort** (Embroidered Silvertree Resort bathrobe, prize winner: Julie Kammer)

**Best Card** (\$100 Visa gift card, prize winner: Dr. Sharlene Martinson)

**Longs Peak Financial** (\$100 Elway's Restaurant gift card, prize winner: Dr. Christine Jones)



*Sharyn Markus, Colorado Springs Dental Society executive director, receives CDA Honorary Membership from Dr. Cal Utke (left) and Dr. Pasco Scarpella.*



# ANNUAL SESSION

*The Face vocal band gave a performance receiving a standing ovation at Annual Session.*



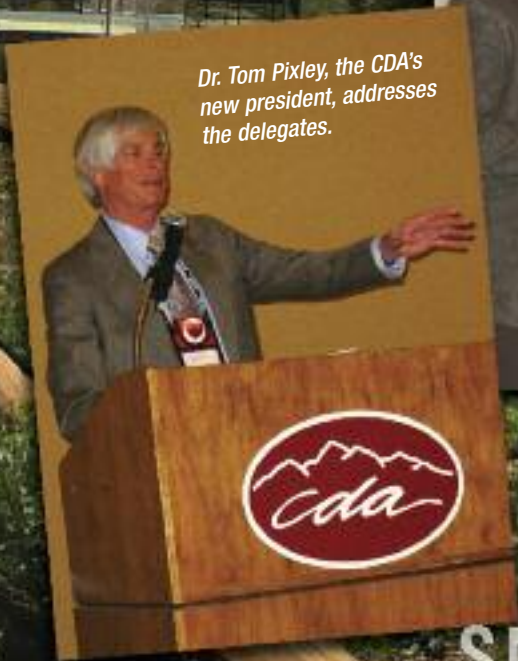
*The 5K/one mile participants at the annual fun run event.*



*The 2011/2012 CDA officers (l-r): Past President Dr. Pasco Scarpella, President-Elect Dr. Ken Peters, Vice President Dr. Cal Utke, Secretary Dr. Gary Field, President Dr. Tom Pixley, Speaker of the House Dr. Jerry Savory, Treasurer Dr. Brett Kessler, and Editor Dr. Brandon Owen.*



*Dr. Tom Pixley, the CDA's new president, addresses the delegates.*



*Dr. Joe Tomlinson (left) receives the Exceptional Leadership Award from Dr. Pasco Scarpella.*



*CDA Past President Dr. Pasco Scarpella's (second from left) barbershop quartet.*



*CDA President Dr. Tom Pixley poses with the Snowmass Village mammoth mascot.*



SNOWMASS, COLORADO



# Exclusive CDA Member Benefits

Membership in the CDA can pay for itself if you take advantage of the many special benefits offered only to CDA members. The following pages list the CDA endorsed companies and special member offers. For more information about these companies and benefits, please visit the CDA's Website at [www.cdaonline.org/endorsedoffers](http://www.cdaonline.org/endorsedoffers).

## Premier Endorsed Companies

**Endorsed for 8 years · 650 Colorado dentist clients**

**Banc of America Practice Solutions, Inc.**

**800-491-3623, [www.bankofamerica.com](http://www.bankofamerica.com)**

**Banc of America Practice Solutions™**

A subsidiary of

**Bank of America** 

**CDA Member Benefit:** Reduced administration fees.

For more than 20 years, Banc of America Practice Solutions has served the needs of dentists by offering financial products and services to the dental community. Whether you own a practice or are just getting started, they can provide customized financial solutions for your short-term needs and long-term aspirations.

Services Offered:

- Practice Sales and Purchases
- New Practice Start-ups
- Commercial Real Estate Products
- Improvement and Expansion Financing
- Equipment Financing
- Practice Equity Loan Program

If you are interested in learning more about how Bank of America can assist you with the management and growth of your practice, and how you can get reduced loan administration fees as a member of the CDA, please call 800-491-3623.

All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Banc of America Practice Solutions™ may prohibit use of an account to pay off or pay down another Bank of America account. Banc of America Practice Solutions™, Inc. is a subsidiary of Bank of America Corporation. Banc of America Practice Solutions™ and Bank of America are registered trademarks of Bank of America Corporation.

**Endorsed for 8 years · 800+ Colorado dentist clients**

**Best Card powered by First Data**

**303-482-2773, 877-739-3952, [www.bestcardteam.com](http://www.bestcardteam.com)**



**BEST CARD, LLC**

**CDA Member Benefit:** No set-up fees, reduced or no transaction fees.

Over 2,000 dental offices have saved an average of \$1,066 annually (23% savings) in credit card processing fees over their prior processor while receiving personalized customer service from Best Card. Fax a recent credit card processing statement to 866-717-7247 and receive a complimentary cost comparison as well as a \$5 Starbucks gift card.

ACH check deposit is also available as well as the Visa prepaid gift card program. In addition, Best Card offers two other programs: check warranty (1.15% + \$.15 per transaction) or free NSF (nonsufficient funds) collection service.

Credit Card Rates & Fees	Rate	Transaction Fee
Visa/MasterCard/Discover Debit Swipe	0.54%	\$0.30*
Visa/MasterCard/Discover Credit Swipe	1.94%	\$0.00
Visa/MasterCard/Discover Rewards Swipe	2.44%	\$0.00
Visa/MasterCard/Discover Keyed (midqual)	2.44%	\$0.05 AVS**
Visa/MasterCard/Discover Keyed (nonqual)	2.74%	\$0.05 AVS**
American Express (deposits with Visa/MasterCard/Discover)	2.55%	\$0.20

\$0 setup fee for terminals/\$39 for online systems and a low monthly statement fee/annual compliance fee/no long-term contract.

\*Debit swipe rate effective 10-1-11 with implementation of the Durbin Amendment Regulations.

\*\*Address Verification Service



Endorsed for 25 years • 1,631 Colorado dentist clients

### **Dentists Professional Liability Trust of Colorado**

administered by Berkley Risk Services

303-357-2600, 877-502-0100, [www.dentalliability.com](http://www.dentalliability.com)

**CDA Member Benefit:** Exclusive to CDA members only.

Liability (malpractice) insurance coverage through the Dentists Professional Liability Trust of Colorado continues to set the standard for dentists' liability coverage in this state. There are approximately 1,600 participating members. The Trust was created by Colorado dentists, for Colorado dentists and continues to be managed by Colorado dentists. Voting members of the board are CDA dentists.

Call Dr. Nathan Reynolds (manager of the Dentists Professional Liability Trust of Colorado) at 303-357-2600 or 877-502-0100 for more information.



Endorsed for 9 years • 1,200 Colorado dentist clients

### **COPIC Financial Service Group**

720-858-6280, 800-421-1834, [www.copicfsg.com](http://www.copicfsg.com)

**CDA Member Benefit:** Several discounts on various insurance services.

COPIC Financial Service Group provides business and personal insurance products at competitive prices through multiple providers. Insurance products include:

- Business Owners Property and Liability (BOP) (Kristin Stepien, 720-858-6297)
- Worker's Compensation (Kristin Stepien)
- Commercial Umbrella (Kristin Stepien)
- Employment Practices (Kristin Stepien)
- ERISA, Fidelity, Fiduciary Bonds (Kristin Stepien)
- Personal Lines (home and auto umbrella liability) (Kristin Stepien)
- Disability Income (up to a 20% CDA discount) (Mike Edwards, 720-858-6289)
- Disability Overhead (10% CDA discount) (Mike Edwards)
- Disability Retirement Security (10% CDA discount) (Mike Edwards)
- Life Insurance (personal and business needs, best rates regardless of health issues) (Mike Edwards)
- Long-Term Care (5% discount from two carriers) (Wendy Heckman, 720-858-6285)



Endorsed for 17 years • 100 Colorado dentist clients

### **Sharkey, Howes & Javer**

303-639-5100, 800-557-9380, [www.shwj.com](http://www.shwj.com)

**CDA Member Benefit:** Up to 10% discount.

Sharkey, Howes & Javer is a nationally recognized fee-only financial planning and investment management firm. They provide financial solutions to fit your financial goals. They offer discounted financial planning fees, investment selection, 401(k) consulting, retirement advice and objective insurance evaluation. Members receive a free consultation and up to a 10% discount on planning services.



Endorsed for 2 years • 140 Colorado dentist clients

### **Association Glove Program**

877-484-6149, [www.associationgloves.com](http://www.associationgloves.com)

**CDA Member Benefit:** Special member pricing.

Every dental professional has unique needs when it comes to the comfort, fit and feel of the gloves they wear. The Association Glove Program provides special pricing exclusively for CDA members and a complete line of products from two leading glove manufacturers. All gloves are sold by the case, with 10 boxes per case. Free samples are available upon request.

Here are just a few examples of the special pricing exclusively available to members:

- Powder-free latex starting at \$6.70 per 100 gloves
- Powder-free nitrile starting at \$7.50 per 100 gloves
- And more!

There are two easy ways to place an order, get more information or request samples: call 877-484-6149 or visit [www.associationgloves.com](http://www.associationgloves.com).

## Other CDA Endorsed Companies

**AEDs** (member benefit: \$200 discount per unit)

**Colorado Heart Rescue:** 877-233-4381,  
[www.coloradoheartrescue.com](http://www.coloradoheartrescue.com)

**Amalgam Separators** (member benefit: free waste collection containers)

**SolmeteX:** 800-216-5505, [www.solmetex.com/dental.html](http://www.solmetex.com/dental.html)

**Appliances** (member benefit: discounts on Whirlpool, Maytag, Amana and Kitchen Aid)

**Whirlpool Corporation:** 866-808-9274,  
[www.partners.whirlpool.com](http://www.partners.whirlpool.com)

**Clothing for Staff** (member benefit: 10% discount on logo'd apparel)

**Lands' End:** 800-990-5407, [www.ada.landsend.com](http://www.ada.landsend.com)

**Computers/IT Services** (member benefit: 3% discount on equipment/labor)

**CSI Colorado:** 303-325-5598, [www.csicolorado.us](http://www.csicolorado.us)  
(contract ending 8-31-11)

**Credit Cards**

**U.S. Bank:** 888-327-2265 x80023, [www.usbank.com/adavisa](http://www.usbank.com/adavisa)

**Filing Supplies/Storage Equipment/Prescription Pads/Forms** (member benefit: up to 70% discount)

**Evolving Office Solutions:** 303-663-8006, 866-238-6583,  
[www.evolvedirect.com](http://www.evolvedirect.com)

**Flex Plans, Section 105 and 125 Plans** (member benefit: 25% discount on first year fees for Flex System)

**TASC:** 800-422-4661, [www.tasconline.com](http://www.tasconline.com)

**Health Savings Accounts** (member benefit: tax deduction)

**First Horizon Msaver:** 866-257-2652, [www.dentalhsa.com](http://www.dentalhsa.com)

**Metal Reclamation** (member benefit: free shipping)

**D-MMEX:** 800-741-3174, [www.easyrefine.com](http://www.easyrefine.com)

**NSF Collection Service**

(member benefit: free NSF check collections)

**eCashflow:** 303-482-2773, 877-739-3952,  
[www.bestcardteam.com/additional\\_services.html](http://www.bestcardteam.com/additional_services.html)

**Office Supplies** (member benefit: 10% discount)

**Office Depot:** 303-547-2525, [www.bsd.officedepot.com](http://www.bsd.officedepot.com)

**Patient and Procedure Education** (member benefit: 50% discount on dental animation set-up fees for your practice Website; free set-up if using the CDA Website Program)

**ToothIQ.com:** 720-890-6004 x224, [www.toothiq.com](http://www.toothiq.com)

**Patient Financing** (member benefit: special offer on enrollment)

**CareCredit:** 800-300-3046 x4519 (new enrollment),  
800-859-9975 (already enrolled),  
[www.carecredit.com/dentistry](http://www.carecredit.com/dentistry)

**Retirement Planning**

**ADA Members Retirement Program/401(k):**  
800-523-1125 x2, [www.axa-equitable.com/ada](http://www.axa-equitable.com/ada)

**Shipping** (member benefit: 27% discount on select shipping services)

**FedEx:** 800-MEMBERS,  
[www.enrolladvantage.fedex.com/4505](http://www.enrolladvantage.fedex.com/4505)

**Telephone Messaging/Appointment Reminders** (member benefit: 20% discount on InTouch System)

**InTouch Practice Communications:** 877-493-9003,  
[www.ddsonhold.com/ada](http://www.ddsonhold.com/ada)

**Vehicle Lease/Purchases** (member benefit: \$100 discount)

**Auto Buyer's Pro:** 303-888-8889, 800-530-8884,  
[www.autobuyerspro.com](http://www.autobuyerspro.com)

**Waste (medical) Disposal** (member benefit: member pricing)

**Medical Systems of Denver:** 303-772-7971,  
[www.medsysden.com](http://www.medsysden.com)

## CDA Services and Other Member Benefits

You're caring for your patients, who's caring for you? The CDA is proud to offer members priceless benefits

**CDA Professional Support for Your Practice:** The CDA is fully staffed by a team of individuals to help member dentists. Information about exclusive member benefits, regulations and rules affecting dental professionals is just a click or phone call away.

**Political Advocacy:** With a lobbyist and a full-time staff member, the CDA has a constant presence at the state and federal legislature to represent CDA member dentists.

**eNews Alerts and Updates:** As a member you can receive electronic communication to ensure that you're aware of important, time sensitive information. Recent communications about state rule revisions, prescription rule changes and legislative topics have been e-mailed to keep members aware of items that will affect them and their practices.

**CDA Web Resources:** [cdaonline.org](http://cdaonline.org) is a resource for both dentists and patients. It contains the CDA-exclusive "Find a Dentist" search engine to help market your practice. This marketing tool is free for members and is one of the most visited sections of the Website.

**New Dentist Network:** The CDA New Dentist Committee focuses on members who have been out of school for 10 years or less. This active group provides dentist members with an outlet to network, socialize and learn in an environment with their peers.

**Ladies in the Loupe:** The CDA's women's network is focused on providing female dentists with opportunities to meet their female colleagues, exchange ideas and address dental practice/life balance issues unique to this special demographic of professionals.

**Peer Review Dispute Resolution Services:** Members have access to a resource to help resolve complaints that may arise in the delivery of dental services to the public. Peer Review provides a confidential alternative dispute resolution mechanism, at no cost to either party and without involvement of the Colorado State Board of Dental Examiners.

**State Board Approved Lab Authorization Pads and X-ray Training Course:** Lab Authorization Pads are available for purchase from the CDA office. Each book contains 50 state board approved duplicate work order forms. The CDA also has a state board approved x-ray training course available to dental offices. This self-taught video course is jointly sponsored by the CDA and the University of Colorado School of Dental Medicine. Call the CDA to place orders for either product at 303-740-6900 or 800-343-3010.



# MARK YOUR CALENDAR

**January 19 ▶ 21, 2012**



Check out our  
heavy-hitting  
educational  
lineup at the  
Rocky Mountain  
Dental Convention!

Learn more at  
**RMDCONLINE.COM**



**DAWSON**



**CHRISTENSEN**



**TANAKA**



**PANKEY**

- Dr. Peter Dawson & The Dawson Academy
- Dr. Gordon Christensen
- The Pankey Institute
- Dr. Terry Tanaka

*Above: The Convention Center's Famous "Blue Bear" Sculpture  
Below: The Beautiful and Modern Denver Convention Center*



**See You Here at the RMDC this January!**



# 2011 State Legislative Session Wrap Up

*By Jennifer Goodrum, CDA Director of Governmental Relations*

As always, the CDA worked hard at the statehouse on your behalf during the 2011 legislative session. During this session, which adjourned May 11, 2011, the CDA monitored more than 40 bills with direct and indirect impacts on the dental profession.

Some key bills that passed and may impact your practice include:

## Licensure and Compliance

- **PDMP patient notification requirement:** Colorado's Prescription Drug Monitoring Program (PDMP) is a database designed to give healthcare providers objective information about their patients' controlled substance prescription records. The database can be a valuable and even life saving tool in helping providers make informed decisions on whether to prescribe a controlled substance. As part of the PDMP's renewal, during the 2011 legislative session, SB 192 requires providers who prescribe a controlled substance to notify the patient that the patient's identifying information will be entered into the PDMP database. Additional information and compliance tools are available to CDA members at [cdaonline.org/pdmp](http://cdaonline.org/pdmp) (login to view free helpful tools for your practice). (Effective: July 1, 2011)
- **Child abuse reporting:** Healthcare professionals, including dentists and dental hygienists, are already required to report known or suspected instances of child abuse or neglect to the county department or local law enforcement personnel. SB 34 extended this requirement to anyone who provides educational services through the supplemental nutrition program for women, infants and children (commonly known as the food stamps program). This requirement could apply to dental assistants or other unlicensed personnel if they provide oral health education under this program. (Effective: Sept. 1, 2011)

## Practice Management and Small Business

- **Loan forgiveness programs expanded to faculty:** Dental faculty may be able to qualify for loan forgiveness under HB 1281. A loan forgiveness pilot program for nursing faculty was reorganized under the state primary care office and given expanded funding from tobacco settlement funds. The new program structure makes loan forgiveness available to all qualifying healthcare faculty, including dental faculty. Eligibility criteria include committing to work part-time or full-time for at least two consecutive academic years at an accredited institution offering an accredited, advanced degree. (Effective: July 1, 2011)
- **Tax exemption for medical supplies in dental offices reaffirmed:** SB 263 clarifies that a current state sales tax exemption for drugs and materials furnished by a licensed prescriber as part of professional services provided to a patient applies to all healthcare providers, not solely physicians. While the state has interpreted the exemption broadly in the past, there was some concern because the statute exempted specifically "physicians" and not all healthcare providers. (Effective: July 1, 2011)
- **Protections for disclosure of employment history:** HR 1148 provides immunity to present and former employers of healthcare workers who disclose information about drug diversion, drug/alcohol violations, patient abuse or crimes of violence to a prospective employer. (Effective: July 1, 2011)

## Patient Care

- **Some CHP+ children will shift to coverage under Medicaid:** SB 8 shifted a number of children currently covered in the lower income brackets of CHP+ to Medicaid to help streamline program enrollment and provider pools for parents who may currently have multiple children in different programs. With dental care, Medicaid offers better benefits than CHP+. However, the pool of dental providers is much smaller under Medicaid than CHP+. The bill has potential to interrupt some existing patient-provider relationships. (Effective: Sept. 1, 2011)
- **School-based health centers can waive patients' co-pays:** HB 1019 aimed to eliminate barriers for children screened at school health clinics by eliminating a criminal penalty for school-based health centers that fail to collect a patient's required deductible or copayment when billing a third-party payer for services

- **Certain health clinics exempt from state public health licensing:** HB 1101 and HB 1323 exempt federally qualified health centers (FQHCs) and rural community health centers (CHCs) subject to building construction license and inspection requirements at the federal level from duplicative requirements through the state department of public health. These bills should help eliminate red tape for new public health clinics. (Effective: July 1, 2011–HB 1323; Aug. 10, 2011–HB 1101)
- **Military training qualifying for licensure requirements:** HB 1100 requires that all state licensing boards, including the Colorado State Board of Dental Examiners, accept education, training or service completed by a member of the armed services toward the requirements for licensure. In the dental profession, this allowance will primarily affect the demonstration of current competency for licensure applicants who graduated from their degree program 12 or more months prior. Military experience is already considered toward the demonstration of current competency for dentists. The Colorado State Board of Dental Examiners is working to incorporate this competency allowance for dental hygienists. It's important to note that HB 1100 does not provide a board with the authority to create any new licensure categories (like licensure for dental assistants, EDDAs, etc.), nor does it impact the scope of practice for licensees. (Effective: Jan. 1, 2012)

- **Allowance for medical insurance payments to employees:** SB 19 allows small employers (50 or fewer employees) who do not offer health insurance coverage as a benefit of employment to pay or reimburse employees for the partial or full costs of health insurance premiums. Previously premium reimbursement was prohibitive due to additional obligations incurred under state law if reimbursement was made. (Effective: March 29, 2011)
- **Medicaid payment delays cease:** This year's budget package ended Medicaid provider payment delays previously used in an accounting maneuver to shift costs from one state fiscal year to the next. This is good news for high volume Medicaid providers and practices operating on narrow margins that were disproportionately impacted by the delays. Unfortunately, several cuts were made to Medicaid dental benefits in the budget process, including capping fluoride varnish applications (three per year), reducing dental prophylaxis allowances (two per year) and eliminating reimbursement for oral hygiene instruction. Exceptions to these policies may be made on a case-by-case basis. A slight cut to provider fees was also implemented, bringing provider rate cuts over the course of the recent economic downturn to a cumulative 6.5%. (Effective: July 1, 2011)

provided. Concerns were raised that a copayment waiver of this nature could incentivize school-based health over care at a dental or medical home. The CDA will monitor the impacts of this bill. (Effective: July 1, 2011)

In addition to the bills that passed, the CDA helped to defeat a few bills that were unfriendly to the dental profession, including:

- **Requirement for healthcare provider photo ID badges:** HB 1175 seemed to arise from physicians' frustration with multiple professionals using the term "doctor." Doctors of dental surgery, podiatric medicine, optometry, chiropractic, psychology and nursing were specifically identified as doctors fueling patient confusion, and potentially misleading and deceiving

patients. HB 1175 would have required all healthcare providers to wear photo identification specifying the type of professional license held among other information – an unnecessary burden for small business dental practices where provider roles are well understood by patients. Further, the bill would have required that patients be notified anytime someone other than a M.D. or D.O. provided care, which did not make sense in a dental setting. The bill also had implications for advertising, which had potential to duplicate or

contradict the extensive advertising rules already in place for the dental profession. While the bill was written in a manner that would have impacted dental practices, it clearly did not account for the differences in dental practice settings. Failure to comply with the bill's requirements would have been considered unprofessional conduct subject to publicly reported disciplinary action and required refunds of any patient fees or amounts billed while in

**LEGISLATIVE** *continued on page 32*

**LEGISLATIVE** *continued from page 31*

violation. The bill was rejected by the House Health Committee.

- **Database to track mistreatment of at-risk adults:** SB 171 would have created a database to track complaints

against caretakers by at-risk adults. Though well-intended, the bill was written broadly and there was concern that an at-risk adult might be able to report their displeasure with a health-care provider as "abuse." Under the bill, abuse allegations against a provider

could have arisen from fee disputes, quality of care complaints, or even pain during dental procedures, as abuse is defined to include the "infliction of physical pain." This could have the devastating and unintended consequence of discouraging providers from serving this critical population. The CDA had planned to offer an amendment to the bill to clearly define who was considered a "caretaker." However, the bill was defeated in the Senate Health Committee rendering such efforts unnecessary.

Finally, there were a few bills favorable to the dental profession that didn't pass this legislative session, including HB 1128, which would have protected state board disciplinary documents from civil discovery, and HB 1106, which would have limited recovery of damages in lawsuits to actual charges versus billed charges. We hope these efforts will succeed in the future and will continue to support efforts to this end. ■

A complete synopsis of all bills monitored this legislative session is available at [cdaonline.org/BillStatus](http://cdaonline.org/BillStatus). If you have questions regarding the CDA's legislative efforts, you can also contact 303-740-6900, 800-343-3010 or [jennifer@cdaonline.org](mailto:jennifer@cdaonline.org).

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# Free Program Gives Dentists Critical Information on Controlled Substance Prescriptions

By Brett Kessler, D.D.S.

*It's 8:00 p.m. and you're the dentist on call. You return a call to an individual who states that he is your partner's patient. This individual states that he had dental surgery the previous day, he's out of pain medication, and is in terrible pain. As a healthcare professional, you do not want to deny a legitimate request because the patient's welfare is your ultimate concern. On the other hand, the DEA requires prescribers to guard against prescription drug abuse and protect their practices from becoming drug diversion targets. So, how do you know if you're being "scammed?"*

**T**he electronic Prescription Drug Monitoring Program (PDMP) is a secure database that provides objective information about patients' controlled substance prescription records to assist Colorado healthcare providers in offering appropriate treatment to their patients. The PDMP was enacted into law in 2005, in part, to reduce prescription drug abuse. The CDA helped renew the PDMP program for an additional 10 years during the 2011 legislative session.

Prescription drug abuse is a growing problem, among both youth and adults. It may surprise you to learn that more than twice as many people in Colorado die from prescription drug abuse than from drunk-driving related crashes each year.<sup>1</sup> An estimated 2% to 4% of the population abuses prescription drugs each year.<sup>2</sup> "Doctor shopping" to obtain prescription drugs for both personal use and distribution is a substantial problem. If you have not already encountered doctor shopping

patients in your practice, you likely will. With the right tools, you can help combat this problem and even save patient lives!

The PDMP database provides dentists with vital information to make informed decisions about prescribing a controlled substance. For instance, if a patient is taking OxyContin, the database allows a prescriber to review when the patient was first prescribed the drug, how many providers prescribe for the patient, how often, and from what pharmacies the patient is receiving controlled drugs. The information helps the prescriber determine whether the patient is taking the medication appropriately and whether further prescribing would be appropriate. The information in this database can be used to help you make the best treatment decisions possible for your patient – whether providing a prescription or referring a patient to needed help.

Registering to use the PDMP tool is free. All prescribers pay a small fee as part of their license renewals to help make this system available. You pay this fee regardless of whether or not you use the system – so you might as well reap the benefits.

You can register at <https://www.coloradopdmp.org> using your dental license number and other key pieces of identifying information. These elements are required to ensure that only authorized individuals are allowed to register and access the PDMP data via the internet. Your personal registration information is protected on this secure Web portal. Once you have registered and logged into the

system, you can view a patient's controlled substance prescription history.

In addition, the PDMP allows a dentist to obtain a complete record of the controlled substance prescriptions that have been dispensed pursuant to his/her DEA registration. This has allowed some dentists to catch fraud and diversion by patients or office staff.

The records in the PDMP database come from Colorado registered pharmacies, which are required to submit data to the PDMP twice each month. The PDMP electronic database is only accessible to prescribers of controlled substances and pharmacists, who must use the program only for legitimate medical purposes for patients they are currently treating. Fines for misuse of the program are hefty. While patients may obtain copies of their own personal data, law enforcement officials may only obtain information specific to a patient or prescriber by the presentation of a subpoena or court order. Patients and law enforcement agencies do not have direct access to the database; rather, requests from these entities are processed manually by pharmacy board staff.

Starting July 1, 2011, healthcare providers are required to notify any patient being prescribed a controlled substance that the patient's identifying information will be entered into the PDMP database. This notification requirement exists regardless of whether or not you, as a prescriber, choose to use the PDMP database. The notification requirement can be satisfied by verbally informing patients, asking all patients sign a consent form (like HIPAA) during the registration/check-in process, or stamp-

<sup>1</sup>National Highway Traffic Safety Administration Traffic Safety Facts Colorado 2005-2009.

<sup>2</sup>Wartell, La Vigne (2004). "The Problem of Prescription Fraud." Center from Problem-Oriented Policing. [http://www.popcenter.org/problems/prescription\\_fraud/](http://www.popcenter.org/problems/prescription_fraud/).

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## **PRESCRIPTIONS** *continued from page 33*

ing or printing a disclaimer on the prescription pad about the PDMP database. To assist with compliance, the CDA has made sample forms and scripts available to members on its Website at [www.cdaonline.org/pdmp](http://www.cdaonline.org/pdmp).

For additional information or to register to use the database, please visit <https://www.coloradopdmp.org/>.

### **Common Questions about the PDMP**

#### ***Should I use the system to verify every controlled substance prescription I write?***

You are welcome to use the system to verify prescribing histories for every patient you prescribe a controlled substance. However, most prescribers access the PDMP only when an element of the examination, call or visit seems unusual and triggers some suspicion. Some common red flags, especially in aggregate, include:

- Patient has a vague or too well rehearsed story
- Examination results do not match reported symptoms
- Name, address or birth date inconsistencies
- Timing of the request (after hours, holidays, weekends)
- Patient is unwilling or unable to schedule an appointment in a reasonable timeframe
- Claiming to be a former patient (10 years prior), new patient, partner's patient or from out of town when requesting narcotics
- Patient requests a specific drug be prescribed and is resistant to discussing other treatment options
- Patient claims to be allergic to non-narcotic remedies
- Repeatedly running out of medication early or requesting unscheduled refills

- Pressure to prescribe maximum dosages or quantities, or altering quantities on past prescriptions
- Claiming to have lost the prescription for a controlled substance
- Overall trend of increased requests for controlled substances at your practice

#### ***If I suspect that a patient is abusing prescription drugs, what should I do?***

First, check your own charts, especially if you are in a large or group practice. If the patient has several prescriptions for narcotics, that will be a red flag. Then check the PDMP to see if the patient is indeed getting prescriptions from multiple sources. Confirm prescriptions with the pharmacy if you have the pharmacy's phone number.

If you have data from charts, PDMP and/or a pharmacy to support a suspicion of drug abuse, express your concerns to the patient while presenting the evidence that you have received. Let the patient know that it is a felony to write or seek out fraudulent prescription drugs. Offer to refer the patient to a pain or addiction specialist.

If the patient admits that he/she has an addiction, be supportive. Refer them to a drug treatment center. There are several great treatment programs in Colorado including CeDAR, Harmony, Parker Valley Hope, Arapahoe House and Sobriety House. You can also search the internet to find a drug/addiction treatment center in your area.

Never give narcotics to a patient at their first appointment unless you do a procedure that could cause acute pain. If you believe the patient has a legitimate reason for needing a narcotic pain medication, prescribe only for the acute management of the pain: two-to-three days worth and have the patient follow-up either with you or his/her doctor for treatment. Don't forget to document the diagnosis, recommended treatment and conversation that you had with the patient. Notify the patient that all narcotic

prescriptions are reported to the PDMP when filled.

If a patient refuses treatment, you do not have to give more pain medication. If the patient is drug seeking, he/she will often be very manipulative and demanding. Make sure that there is an auxiliary in the room with you who can witness any suspicious or strange behavior.

Do not write a prescription that you are not comfortable writing. Just because a patient is in your office, you do not have to treat him/her if you are uncomfortable. Full recommendations on prescribing analgesia are available in the July 2011 issue of *JADA*. The article Prevention of prescription opioid abuse: The role of the dentist offers detailed guidance on prescribing protocols. Read the article at <http://jada.ada.org/content/142/7/800.abstract>.

#### ***When is a dentist required to report suspicious behavior to law enforcement?***

Your primary role as a healthcare provider is to ensure the health and well-being of your patients. However, there are some circumstances where reporting to law enforcement may be advised or required. These situations include:

- Observations of child abuse or neglect
- If a prescription pad is stolen or someone is using your DEA number inappropriately
- If a patient seeks treatment under a false or stolen identity or
- If you know or suspect that a patient is reselling or distributing drugs

#### ***Does use of the PDMP violate HIPAA or patient privacy agreements?***

Use of the PDMP is like calling up another prescriber (physician, etc.) or pharmacist to consult about a matter with a shared patient's health. HIPAA authorizes this kind of information sharing between healthcare providers and allows for PDMP programs with appropriate security controls. So long as a patient is utilizing controlled substances appropri-

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ately there should be no reason for undue concern. The privacy of patient medical records continues to be protected under HIPAA and other state laws. Controlled substances are highly regulated and there are both federal and state regulations aside from the PDMP that currently monitor prescribing and dispensing of these drugs. The information on controlled substance prescriptions contained in the PDMP can be obtained through other sources; it just takes a little more work to compile the information without the database. The protection of PDMP data is as stringent as, if not more stringent than, protections for any other medical record. Further, HIPAA makes an explicit exception for complying with programs authorized by state or federal law and reporting improper activities by patients to law enforcement agencies.

### **Tips for using the PDMP**

- The PDMP database can be searched several ways – by letters in a name, birth date, zip code, etc. Usually, less is more. Start your search with the

patient's given name and date of birth. If you don't find the results you expect or still have suspicions, it can be useful to check variations of the name (using a couple letters of the name, nicknames, etc.), a spouse's name (if known) and aliases.

- The PDMP lists the names of other healthcare providers who have prescribed your patient a controlled substance. You can use the information in the PDMP to consult with other prescribers about appropriate treatment and courses of action when applicable.
- If you deny a patient prescription request based on information in the PDMP, print a report of the patient's PDMP record to keep with their chart and medical records.
- Be sure to have an auxiliary in the room with you as a witness whenever you talk to a patient about prescription drug abuse or addiction suspicions. ■



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# Commencement 2011

*By Denise Kassebaum, D.D.S., Dean,  
University of Colorado School of Dental Medicine*



**Dr. Denise Kassebaum**

**T**here are a few key milestones in the life-long education of a dental professional, and one is definitely graduation from dental school.

Graduation is significant in the lives of not only the graduates and their families, but also in the faculty and staff who mentor them. The punctuation of an academic year with this time-honored ceremony provides a time to reflect on the resources required to educate tomorrow's dental workforce. An important resource is the partnership and collaboration with the Colorado Dental Association. This year's commencement provided the opportunity to showcase an amazing group of graduates and celebrate important partnerships that have prepared them to enter practice or the next phase of their professional education.

The University of Colorado School of Dental Medicine Commencement Ceremony was held on May 27, 2011. On a cloudless Colorado morning, dental graduates, their families and friends, the faculty of the School of Dental Medicine, ceremony honorees, and community friends gathered for the dental graduation ceremony on the beautiful Anschutz Medical Campus in Aurora, Colo.

Forty-eight dental graduates were awarded their Doctor of Dental Surgery degrees. It is often said that all dental classes have a personality. The dental class of 2011 was a very special one with a great personality, and it was hard to say goodbye to these bright, enthusiastic young people. When this exceptional

class started the DDS program, just four short years ago, they had one of the highest grade point averages of any dental class in the U.S. These exceptional students went on to complete the program with high scholastic and clinical achievement, which included strong performances on the regional licensing boards. While several of the graduates have plans to go into private practice, many others are going on to complete advanced dental education programs, which include general practice residencies and residencies in the dental specialties in University-based, hospital-based, and military programs. This year, 10 graduates have elected to serve in the military following graduation.

Each year, the University of Colorado School of Dental Medicine Alumni Association honors individuals who have made outstanding contributions, or who have rendered outstanding service to the school, alumni association, university, or profession. This year, the University of Colorado School of Dental Medicine Honorary Alumni Awards were awarded to **David Gozalo, D.D.S. and Craig Passon, D.D.S., M.S.** for their unique and important contributions to the school's continued initiatives in instructional technology and advanced restorative care that have supported the education of health professionals entrusted to them as faculty.

The commencement speaker was the CDA's new executive director, **Dr. Quinn Dufurrena**. Dr. Dufurrena gave an inspiring address that challenged graduates to get involved. He suggested they play a role in shaping the dental profession and their communities. The graduates reported his remarks were definitely "on target," and stated they

were particularly meaningful to them at this time in their careers.

I must say that no matter how many years I have been in academics, I never get tired of participating in the commencement and graduation ceremonies. Observing the pride, as well as a sense of hope on the faces of the graduates who represent the future of the dental profession truly inspires me each year. As I consider the talents and moral compasses they possess, I am confident that the future of our great profession is in good hands. I look forward to the contributions that many of them will make as new members of the Colorado Dental Association.

To the current members and leadership of the Colorado Dental Association, thank you again for your support of the University of Colorado School of Dental Medicine; your collaborations and partnership truly enhance the education of our graduates and the communities we are privileged to serve. I would like to thank Dr. Dufurrena, who I know will work side-by-side with the strong volunteer leadership that is such a critical resource at the CDA. I would also like to send a special note of appreciation to those who volunteer their time to teach in our clinics; please know you are making a difference in the lives of the next generation of dental professionals. On behalf of the graduates, I salute and thank you.

Let me once again congratulate the class of 2011! To each new graduate, I hope that your service to, and involvement in, the dental profession will be a source of great pride and personal satisfaction to you. ■

# 2011 Graduating Class



Dr. Steven  
Bauman



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Bennetts



Dr. Julie Berkhoff



Dr. Brady Bichon



Dr. David Bryant



Dr. John Chase



Dr. Eric Chatterley



Dr. Matthew  
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Dr. Jennifer  
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Dr. Ian Morse



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Dr. Lana Nysse



Dr. Joseph  
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Dr. Jessica Roeber



Dr. Rachel Ross



Dr. Erin Sain



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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 an unrivaled passion for providing quality care in a fee-for-service setting, we would enjoy an opportunity to learn about your practice philosophy along with your career goals and expectations. Please consult our Website at [www.mountaindental.com](http://www.mountaindental.com) for more specific background on our support team. For a direct contact, call 715-926-5050 or e-mail [development@mountaindental.com](mailto:development@mountaindental.com).

**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 individual. Please send resume to [opnwyd41@yahoo.com](mailto:opnwyd41@yahoo.com) or call 970-685-8299.

**Associate:** Englewood, Colo. \$1.5M gross, est. in 1984, six ops., two-to-four days/wk. (CO 1116) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425, [www.adsprecise.com](http://www.adsprecise.com).

**Associate Buy-In:** Eastern CO. GP: \$825,000 gross. Open three-to-four days/wk., Tues.-Thurs., 8 a.m.-5 p.m., six ops, three asst., two front desk, two hyg., est. and at same location since 1983. (CO 1001) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425.

**Partner:** General dentist and orthodontist needed in my Commerce City building. Five operatories, all digital x-rays, Pan-Ceph and

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**Dentist:** Our family practice is seeking highly motivated and personal general dentist to join our team in new state-of-the-art beautiful offices located in Denver metro area. We are a private practice servicing all phases of general dentistry and orthodontics. Looking for energetic dentist who has passion for quality and enjoys treating both children and adults. Successful private or group experience preferred. Flexible work schedule and excellent compensation. Future buy-in/partnership opportunities. Inquiries welcome, 303-930-8828, Eunice Lee, D.M.D. E-mail resume to [hampdensmiles@gmail.com](mailto:hampdensmiles@gmail.com) or fax to 303-930-8823.

**Dentist:** Looking for a dentist to join our established family practice with the opportunity to buy-in. Fort Collins, Colo. Interested? Call Dr A, 970-690-0845.

**Dentist:** Established state-of-the-art Pueblo dental practice seeking a full-time experienced dentist capable of doing endodontics and oral surgery. Commission based on production. Send resume to [housedmd@gmail.com](mailto:housedmd@gmail.com).

**Dentist:** Full-time/part-time dentist needed at pedo office. Our state-of-the-art office is completely digital and chartless. Our office is located in Aurora, serving Medicaid patients and adults. We require an individual who is comfortable treating children, compassionate and motivated to grow with practice. Please send your CV to [goodprosth@gmail.com](mailto:goodprosth@gmail.com).

**Dentist:** Full-time general dentist who enjoys treating children, ages 0-20, needed in Independence, Mo. Excellent pay, benefits and staff. We utilize enteral conscious sedation, hospital cases and nitrous oxide. Please contact Dr. Ben Wilson at 970-901-9865 and/or [benandmichelle@frontier.net](mailto:benandmichelle@frontier.net).

**Dentists:** Dentists needed for full- or part-time work in northern Colorado Springs extended-hours dental center. Generous commissioned 1099 work for dentists comfortable with oral surgery and molar endo. Requires a minimum of one-to-two years experience using rotary systems in a clinical environment other than school. Must be able to perform high-production treatment on a wide variety of patients. Semi-retired dentists always welcome – please forward your CV to [cv@erdentist.com](mailto:cv@erdentist.com) for immediate consideration.

**Dentist:** Dentist needed for safety net clinic Steamboat Springs, Colo. Excellent benefit package, four-day work week, multiple locations (two). Contact for more details. 970-824-8000, [nwcodental@qwestoffice.net](mailto:nwcodental@qwestoffice.net).

**Dentist:** Full-time dentist needed at Salud Family Health Centers in Frederick, Colo. Performs professional dental care in the diagnosis and treatment of patients and assists the director in developing and implementing the dental program. DDS or DMD. Possession of a valid current license to practice dentistry in Colorado. Bilingual (English/Spanish) preferred. Sensitivity to low-income and ethnic minority community a must. To apply please submit an online application at [www.saludclinic.org](http://www.saludclinic.org) or e-mail resume to [bdazey@saludclinic.org](mailto:bdazey@saludclinic.org).

**Dentist:** Our growing dental practice is looking to hire an energetic, caring general dentist. Must like working with kids. All candidates must have a degree in dentistry from an accredited dental program, and an active Colorado dental license. Please send CV to: [kidsandfamilydentistry@gmail.com](mailto:kidsandfamilydentistry@gmail.com), attn: Neda.

**Dentist:** Part-time dentist needed one-to-two days a week for a busy private solo practice on the west side of Aurora near I-225. One year of experience is desired. We have an up-to-date office with great staff. Please e-mail your resume to [jillsumner@mindspringl.com](mailto:jillsumner@mindspringl.com) or call 303-696-6979.

**Dentist:** Part-time general dentist needed, Fridays and Saturdays. Our state-of-the-art office is completely digital and chartless. Our office is located in Green Valley Ranch (near DIA). We are seeking an associate dentist that has completed a dental residency program or has two+ years experience after dental school. We require an individual who is able to sell large treatment plans with confidence and will retain many, if not all procedures in office. The right candidate for this position will share our philosophy on preventive dentistry, and will be a leader and role model to our wonderful team. Much oral surgery knowledge will be required, as the perfect candidate would be very comfortable with removing third molars on a regular basis. If you have always wanted to focus on your patients, without the headache of running the day-to-day operations of the practice, have a wonderful support team in place, and the latest technology at your fingertips, then this is the opportunity for you!

**CLASSIFIEDS** continued on page 40



**CLASSIFIEDS** continued from page 39

This is an extremely wonderful opportunity with high earning potential for the right individual. If this sounds like what you've been looking for, please send your CV and salary requirements to [stephanie@greenvallleynranchdental.com](mailto:stephanie@greenvallleynranchdental.com), so we can set up a time to meet. We look forward to hearing from you.

**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.

**Endodontist:** Our growing dental practice is looking to hire an endodontist to treat our patients two-to-four days/month. We find that

our patients prefer the convenience of being treated at our office located in the Denver/Cherry Creek area. All candidates must have a degree in dentistry from an accredited dental program and an active license to practice dentistry in the Colorado. The qualified candidate will have also completed an accredited post graduate residency program in endodontics. Candidates must be available immediately. Pay is based on percentage of production. Dental assistant and most disposable supplies provided. Specialty equipment provided by endodontist. Please e-mail CV to [cherrycreekdentist@gmail.com](mailto:cherrycreekdentist@gmail.com).

**Orthodontist:** We are looking for a great orthodontist to join us in providing high quality dentistry. The ortho practice currently runs four days a month. It has the potential for much more. Beautiful office, great family neighborhood. Perfect for an inexpensive startup or low-overhead satellite office. Will consider associate or buy-out. Please call 303-888-0231 or e-mail [pbelldds@gmail.com](mailto:pbelldds@gmail.com) with CV.

**Dentist:** Lead general dentist needed full-time for this busy Longmont Bright Now! Dental affiliated office. Schedule is Monday through Friday. Requires three plus years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must have leadership experience and skills. 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 full-time for this busy Downtown Denver Bright Now! Dental affiliated office. Schedule is Monday through Friday. Requires two-to-three years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must be comfortable and have experience working as the only dentist in an 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:** General dentist needed full-time for this busy Cherry Creek Denver Bright Now! Dental affiliated office. Schedule is Monday through Friday. Requires two-to-three years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must be comfortable and have experience working as the only dentist in an 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

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... Mitch Friedman, D.D.S.

"Susan is a delight to work with as she is very professional, very knowledgeable, and has a great personality. I could not have been more pleased having had Susan as my broker as she met all expectations and then some."

... Betty Stranahan (on behalf of Dr. Patrick Stranahan)

"Thank you Susan for your help during my Associate Buy-out Transition. You did a great job matching us up and guiding us all the way through! I couldn't be happier!"

... 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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- Quarterly or Biannual Operation Reviews

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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 general dentist needed full-time for Arvada Bright Now! Dental affiliated office. This is a new office that is opening in the fourth quarter of 2011. We are interviewing now. Schedule is Monday through Friday, and two Saturdays a month. Requires three years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must be comfortable and have experience working as the only dentist in an 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 general dentist needed full-time for Thornton Bright Now! Dental affiliated office. This is a new office that is opening in the fourth quarter of 2011. We are interviewing now. Schedule is Monday through Friday, and two Saturdays a month. Requires three years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and extractions. Must be comfortable and have experience working as the only dentist in an 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:** Part-time general dentist needed for this busy Colorado Springs Bright Now! Dental office. The schedule is two-to-three weekdays and every other Saturday. Requires two plus years experience, must be skilled with molar

endo treatment, dentures, partials, oral surgery and leadership skills. 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@brightnow.com](mailto:sherrie.dean@brightnow.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.

**Orthodontist:** Full-time position open at Bright Now! affiliated dental offices. Schedule will be eight days a month to start working Tuesday, Thursday, Friday and Saturday. Position will grow into full-time five days a week. Requires covering four offices located in Colorado Springs, Castle Rock, Highlands Ranch and Aurora. Whether you're someone who's just starting off in your dental career or a seasoned provider, you'll soon be on your way to running an effective specialty practice supporting this busy network of offices. You can practice on a variety of orthodontic cases from the simple to the complex. This position has a 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@brightnow.com](mailto:sherrie.dean@brightnow.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:** Plains Medical Center is seeking a general dentist for rural clinic on eastern Colorado plains. PMC is a Federally Qualified Community Health Center located in Limon, Colo. PMC's mission is to provide quality primary medical, dental, and behavioral healthcare in the medically underserved communities in Limon, Hugo, Flagler, and Strasburg, Colo. In addition to direct clinical duties, dentists are expected to assist with direction and training of staff. Send resume to [jkelly@pmchc.org](mailto:jkelly@pmchc.org).

**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-time position available in Fort Collins, Colo. for an energetic, competent and reasonably experienced dentist. Our facility is state-of-the-art, digital x-rays and a very progressive staff. Please forward resume to [dds dental31@yahoo.com](mailto:dds dental31@yahoo.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:** Care for Kids, a pediatric focused practice, is opening new practices in the San Antonio and Houston, TX areas. We are looking for energetic full-time general dentists and pediatric dentists to join our team. We offer a comprehensive compensation and benefits package including medical, life, long- and short-term disability insurance, flexible spending and 401(k) with employer contribution. New graduates and dentists with experience are welcome. Be a part of our outstanding team, providing care for Texas kids. Please contact Anna Robinson at 913-322-1447, e-mail [arobinson@amdpi.com](mailto:arobinson@amdpi.com) or fax to 913-322-1459.

**CLASSIFIEDS** continued on page 42



## CLASSIFIEDS *continued from page 41*

**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. Wheat Ridge, 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, call Andrew Lockie at 715-579-4076 or e-mail [alockie@midwest-dental.com](mailto:alockie@midwest-dental.com). Visit our Website at [www.mountaindental.com](http://www.mountaindental.com).

**Hygienist and Assistant:** A dental hygienist and dental assistant are needed for a private office in Littleton, Colo. If interested, please call 303-312-1665 for more details!

**Hygienist:** Dental hygienist needed in Colorado Springs, Colo. Needed two-to-three days a week for maternity coverage from August to December. Two+ years experienced preferred and past experience with Eaglesoft software a plus. Please e-mail resume to [team.sfed@gmail.com](mailto:team.sfed@gmail.com).

**Hygienist:** Do you love a winning team! Busy, expanding dental office in beautiful Broomfield, Colo. needs you immediately! Our ideal candidate is a positive, friendly R.D.H. with excellent communication skills, is self-motivated, great at multitasking, and highly detail-oriented. Part-time: Monday, 7 a.m. to 4 p.m., Wednesday, 9 a.m. to 6 p.m., and every other Thursday or Friday (day/hours TBD, either 7 a.m. to 4 p.m. or 8 a.m. to 5 p.m.). Requirements: Current CO license and malpractice insurance, Soft Tissue Diode Laser certification, and two years minimum experience. Excellent base plus incentives. Please e-mail a cover letter and resume immediately to [tara@larkridgefamilydentistry.com](mailto:tara@larkridgefamilydentistry.com).

**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).

**Hygienist:** Dental hygienist position available. If interested please e-mail your resume to [bobbette\\_gentlesmilesofcolorado@yahoo.com](mailto:bobbette_gentlesmilesofcolorado@yahoo.com).

**Assistant:** Dental assistant needed five days a week, Highlands Ranch, Colo., growing practice. Min. two years of dental assisting experience needed. Busy practice that focuses on patients' health. Call 303-741-2727.

**Assistant:** Fast paced south Denver/Golden practice is seeking a full-time dental assistant with experience, reliability and good interpersonal skills. Must be willing to travel between the two locations. Contact Bobbette: 303-756-2770.

**EDDA:** Looking for an experienced expanded duty dental assistant to join our team in Lakewood. Must be confident in working as the only assistant and with two columns of patients. Positive attitude and friendly smile are a must! E-mail a cover letter and resume to [lakewood.assistant@gmail.com](mailto:lakewood.assistant@gmail.com).

**Assistant:** Dr. Mike Martin in Grand Junction, Colo. is seeking a full-time dental assistant. Experience with Dentrrix, digital x-rays, Invisalign, intraoral cameras would be preferred. Approximately 32 hours per week. We would like you to have at least two years of hands-on chairside experience. Come work where laughter is always part of your day! Please e-mail a cover letter and resume to [mikehdcare@gmail.com](mailto:mikehdcare@gmail.com).

**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).

**Assistant:** Job opportunity for experienced dental assistant. 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).

**Front Desk:** Our busy, two-doctor office is seeking an experienced, full-time front desk manager. We are looking for someone with strong financial and insurance skills who is both familiar and comfortable with scheduling, insurance verification and eligibility, discussing financial arrangements, collecting payment, and presenting treatment plans. This individual should be professional, organized, cheerful, able to multi-task, and possess strong communication skills. Experience in the dental field is required, and familiarity with Dentrrix is a plus. Once again, this is a full-time position, Monday through Thursday. Please fax all resumes to 303-433-6870.

## PRACTICES FOR SALE

**Practice:** Littleton practice for sale in good location. Buy the patients; buy the equipment (three chairs in great condition and lots of auxiliary "goodies"); or buy both. Contact [iowagraddsd@yahoo.com](mailto:iowagraddsd@yahoo.com).

**Practice:** Space sharing in 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).

**Practices:** New listings coming available August/September 2011! Northeastern Colorado, Englewood, Littleton, metro Denver! Call today for specific information. Inventory changes before my ads! Susan Spear, practice transition specialist/licensed broker, SAS Transitions, Inc., 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.com).

**Pediatric Practice:** Eureka, Calif. Great ownership opportunity, exceptional income, in modern pediatric dental office! Revenues \$1.5M, low overhead, seller retiring and will consider all reasonable offers! Susan Spear, SAS Transitions, Inc., P.C., Inc. of California, 303-973-2147, e-mail [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., 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.com).

**Hire me to SELL your practice!** Choose a broker you can trust! Direct sales! Associate to partnerships! Associate buy-outs! 16 years experience in dental transitions! I get results! Ask your friends! Susan Spear, practice transition specialist/licensed broker, SAS Transitions, Inc., 303-973-2147, [susan@sastransitions.com](mailto:susan@sastransitions.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:** White mountains of Arizona. Long established practice. Has weathered the economic storm of the last near three years intact. I wish to retire; I am 68 years old. The office is 2,000 sq. ft. It has six ops. fully plumbed and set-up. I employ two dental assistants, one hygienist and two front office people. We have a large inventory of patient records. The office has a reasonable amount of electronic data and rather modern operatories. It is fully plumbed for nitrous oxide sedation; we use a global microscope in endodontics. If interested, please contact me at [mountaindental1@hotmail.com](mailto:mountaindental1@hotmail.com) or 928-205-8357. I will respond immediately.

**Practice:** Fairplay, Colo. Strong patient base with room to grow well beyond present

# PRACTICE SALES AND TRANSITIONS



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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:** Colorado Springs, Colo. Established, busy fee-for-service group, one-third partnership. Great staff, location and lifestyle. Easy transition and immediate income. Some owner financing with serious inquiries. [grrtjcg@aol.com](mailto:grrtjcg@aol.com).

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

**Practices for Sale:** General practice opportunities are available in Denver, Lakewood, Boulder, Fort Collins, Lafayette, Littleton, Centennial, Colorado Springs, Pueblo, and eastern Colorado. Pediatric practice available in Cherry Creek. Orthodontic practice available in Boulder County. Associate opportunities across the Front Range. For more information on current practice opportunities, including an overview of each practice for sale, please visit [www.ctc-associates.com](http://www.ctc-associates.com) or call Larry

Chatterley and Susannah Hazelrigg with CTC Associates at 303-795-8800.

**Practice:** Summit County. Ski to work! Nicely equipped two op. office. Great starter or part-time opportunity. Growth potential. Jerry Weston, Professional Marketing and Appraisal, 303-528-0448, [www.dentaltrans.com](http://www.dentaltrans.com).

**Practice:** Boulder, Colo. Four ops. in great location, ideal for satellite or starter practice. Collecting \$250,000 on two-days-a-week. Professional Marketing and Appraisal, Jerry Weston, 303-526-0448, [www.dentaltrans.com](http://www.dentaltrans.com).

**Practice:** Longmont, Colo. Five ops. in excellent location, collecting \$450,000 on two days a week. Potential for much more. Call Jerry Weston, Professional Marketing and Appraisal, 800-632-7155, [www.dentaltrans.com](http://www.dentaltrans.com).

**Practice:** Pueblo, Colo. Beautiful practice with four ops. of newer equipment, collecting \$580,000. Nice profit! Call Jerry Weston, Professional Marketing and Appraisal, 800-632-7155, [www.dentaltrans.com](http://www.dentaltrans.com).

**Practice:** Montrose, Colo. Beautiful practice, eight ops., newer equipment. Collecting \$1.4M. Owner will work back. Call Jerry Weston, Professional Marketing and Appraisal, 800-632-7155, [www.dentaltrans.com](http://www.dentaltrans.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:** 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 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).

**Practices:** Metro Denver area. Arvada, GP, family practice, \$420,000 gross, three ops. (CO 1026) Aurora, GP, \$560,000 gross, same loc.

since 1984. (CO 1117) Boulder, GP, \$450,000 gross, four ops. + two, est. 2004, Tues.-Fri., 8 a.m. to 5 p.m. (CO 1121) Denver, space share in solo group arrangement, four ops., 1,700 sq. ft. (CO 0920) Denver, GP, available Dec. 2011, \$600,000 gross, five ops., 2,100 sq. ft. (CO 1112) Denver, TMD, \$766,000 gross, est. in 1987. (CO 1021) Denver, turn-key facility, no pts., three ops. (CO 1028) Denver metro, pediatrics, fast-growing family community, \$1.11M gross, \$578,000 net w/five ops in 2,500 sq. ft., est. 1997, one office mgr., one EDDA, two assists and one recep. (CO 0923) Highlands Ranch, GP, \$1.27M gross, six ops. (CO 1107) Littleton, GP, \$1.4M gross, five ops., 1,831 sq. ft., same loc. since 1985, available Jan. 2012. (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:** 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).

**Practice:** Colorado Springs, Colo. GP: gross \$473,000, one recap., one asst., one hyg., three ops., prof. bldg., 1,600 sq. ft., Mon.-Thurs., 8 a.m.-5 p.m. (CO 0803) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425.

**Practice:** Glenwood Springs, Colo. GP: \$800,000 gross, four ops., condo office available. (CO 1108) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425.

**Practice:** Nebraska: north central, GP, gross \$500,000, price \$217,000, four ops., three and a half days/wk. Doctor retiring. (NE 0809) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425.

**Practice:** Wyoming: northern, GP, gross \$816,000, net \$462,000, six ops., four days/wk. (WY 0936) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 303-759-8425.

**CLASSIFIEDS** continued on page 44



**CLASSIFIEDS** continued from page 43

**SPACE AVAILABLE**

**Space Share:** Southlands area. Modern four-operator practice in Southlands Mall Professional Building (Smokey Hill and C-470) is seeking a general dentist or a specialist to share space. Excellent location. Great opportunity for a part-time doctor. High-end facility, four operatories, CT scan, fully computerized. Please e-mail inquiries, [qualdent@yahoo.com](mailto:qualdent@yahoo.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:** Aurora, Colo. Professional dental office spaces consisting of 900 sq. ft. up to 2,672 sq. ft. will soon become available for lease. Currently partitioned, plumbed and wired for dental chairs, etc. Ideal location with high traffic visibility and easy access. Call Dr. Trompeter at 303-688-3838.

**Office Space:** Dental/medical office for lease. Available in October/November. Finished medical/dental office space located on Mississippi avenue, two blocks west of Havana in the medical dental building. Direct street exposure with dedicated parking. High traffic area located in a well-established residential neighborhood. Office includes 2,000 sq. ft. with private and patient entry. Four private fully plumbed treatment rooms, reception and check-in/-out areas, private office and accessory spaces. ADA compliant. Large storage. To schedule a showing, please contact Dr. Ruvin at [qualdent@yahoo.com](mailto:qualdent@yahoo.com) or 303-928-7575.

**Office Space:** New fully equipped dental space for lease near Southglenn Mall. Over \$400,000 in build-out. All equipment and supplies included. Call for details. Sharon Sheppard, 303-726-2093.

**Office Space:** Denver dental office space. Cherry Creek East building has a new three-operator office for \$2,809 per month. Expandable to four chairs. Address is 925 S. Niagara St. Excellent location demographics. Call Wes at 303-815-2235.

**Office Space:** Loveland, Colo. Hwy 287 and 29th Street, two suites. #2992, dental surgeon office, 2,221 sq. ft., four operatories,

\$4,425/month. #2988, open floor plan, 2,250 sq. ft. available now, \$3,915/month. Call Joe Palieri, 970-215-4713, [jpalieri@comcast.net](mailto:jpalieri@comcast.net).

**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 operator 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:** 1975 GE Panelipse Model 46-154870G2, 1992 BF Wehmer Cephalostat model KV1616, Kodak m35A-M x-OMAT processor, Surex CM100 chemical mixer. Machines are operational and hold current inspection stickers. Call Scott, 970-391-0899 for info. and pictures.

**For Sale:** New endo equipment for sale! It was ordered and played with but never used it on a patient. For info, please contact Nicki at 303-361-6668 or [nicki\\_koonce@yahoo.com](mailto:nicki_koonce@yahoo.com). We have: one RealSeal oven, two RealSeal Intro Kits, one EndoTouch TC motor, one PeerlessPost Kit, one Morita root zxII (apex locator), one EndoActivator System Kit.

**For Sale:** Three Royal pedo/ortho dental chairs, good condition, \$300 each. Also eight reception room chairs and three task chairs, all matching color to the dental chairs, \$35 each. 303-740-7088, [orthopedo@comcast.net](mailto:orthopedo@comcast.net).

**For Sale:** A full array of equipment for sale! From P&C chairs and Adec delivery systems, to a Biolase Waterlase and Gendex x-ray unit. For full equipment list, please e-mail [utbergdmd@netscape.net](mailto:utbergdmd@netscape.net) or call 303-841-5313.

**For Sale:** Discus Dental Zoom Advanced Power whitening light. Upgraded since originally purchased in 2004. Excellent working condition. New is \$2,000; will sell for \$950. Call Dr. Bob Koff, 719-593-9388.

**For Sale:** Compressor – dual 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.**

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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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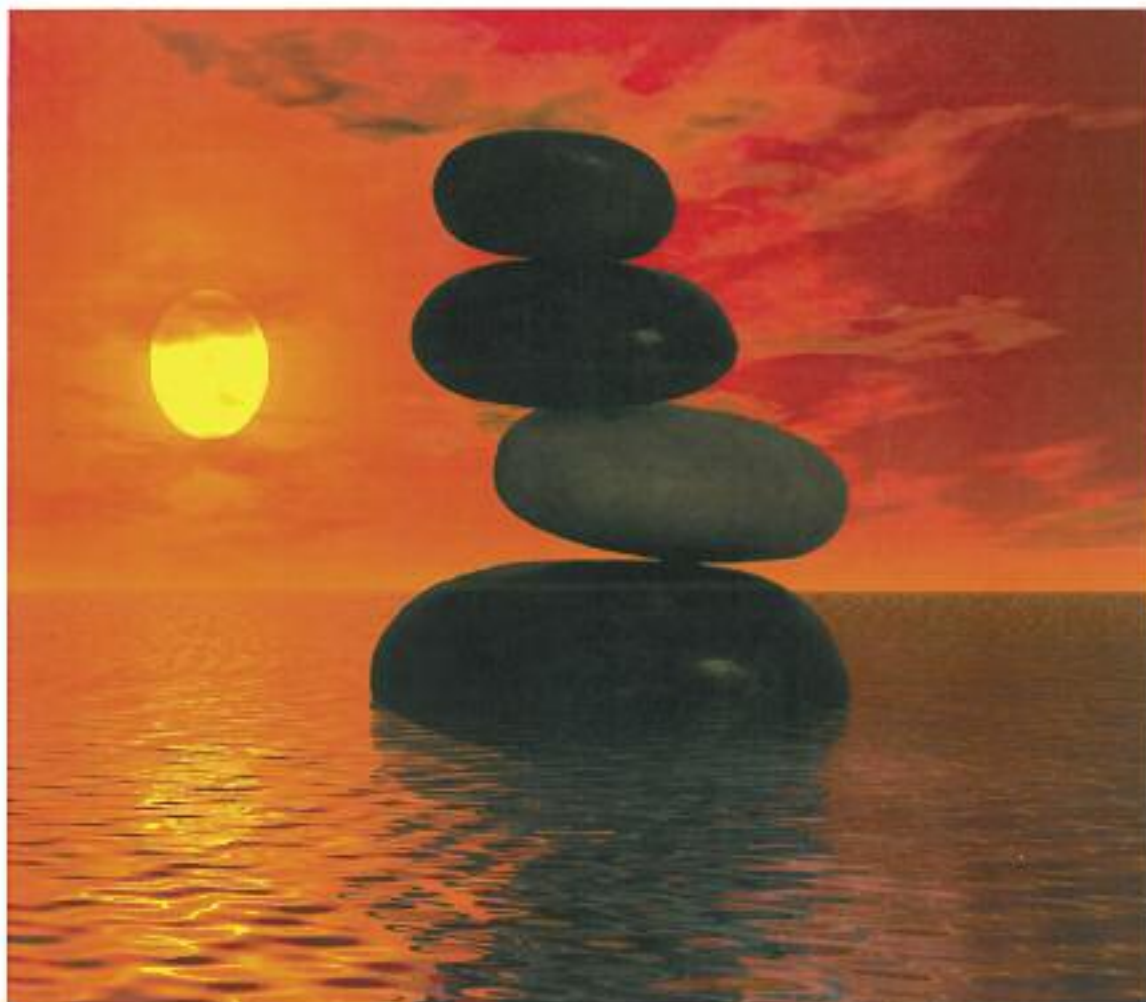
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