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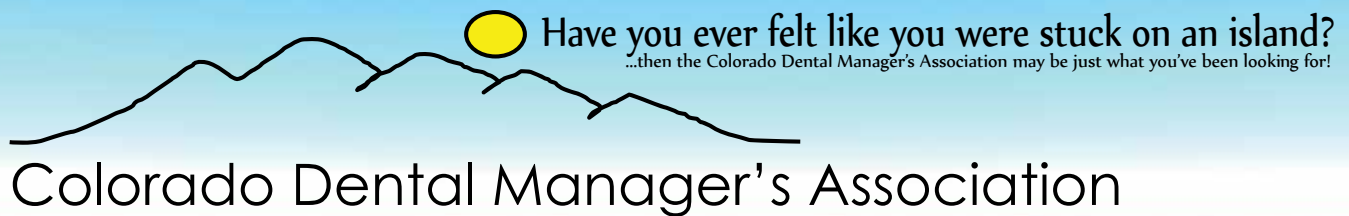
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The CDMA Mission:

The Colorado Dental Manager's Association is dedicated to dental office managers by providing an environment for education, networking, support and mentorship in a "workshop" environment for implementing new ideas and skills. The CDMA's objective - to help office managers prepare for and welcome the challenges of managing and building a productive dental practice in today's demanding market. To learn more about the CDMA please contact Leigh Olson at 720-233-0574, leigh@novaconsultingllc.com or www.mycdma.org.

Since its inception three years ago, the Colorado Dental Manager's Association has been privileged to have the following speakers address and lead "Round Table" discussions for many of Colorado's finest Office Managers and Practice Administrators.



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The Journey Ahead

By Cal Utke, D.D.S., CDA President



My journey started more than 20 years ago. I can assure you, there wasn't a hint of thought in my mind that at

some point in the future I would be standing before the CDA House of Delegates, accepting the role as CDA president. It is a true honor to accept this leadership opportunity and I appreciate your support.

All through my life, I was encouraged to "maximize my potential." It was reinforced by my family's work ethic, by my time at Creighton University and now by being a part of organized dentistry. God, family, country and profession – the four basic parts or some variation of those words, are a person's journey. I am sure they are the essence of life for you in some way as well.

At this point in my journey, and hopefully within all of our journeys, efforts must be maximized for the profession and ultimately for the patients of Colorado. By our usual nature, dentists love to fly below the radar and work behind the scenes – whether it is for local charity, Colorado Mission of Mercy (COMOM), or helping within the communities we live. With the challenge and journey before us, we can no longer be off the radar. We must be fully committed guardians of dental wellbeing for all those we call neighbors and citizens.

The CDA will concentrate on a handful of critical mission and action items that will consume most of our efforts over the next 12 months. Those items are namely Sunset Review of the Dental Practice Act, workforce, non-dentist providers and membership.

Sunset Review

If you are newer to Colorado's dental profession, Sunset Review is a process that occurs every 10 years to modify and update the Colorado Dental Practice Act – the laws that govern the practice of dentistry in our state.

We all owe a debt of gratitude to Dr. Ken Peters and the Sunset Review Committee. Since September of 2011, they have reviewed and prioritized points of concern and recommendations. They have met with dozens of stakeholders and the state Department of Regulatory Agencies, who oversees the Sunset Review process. They will continue to collaborate and resolve critical issues for our profession over the next five months. The goal is to help generate a Dental Practice Act that is a three-way win: a win for the state of Colorado and its dental board; a win for the dental team that provides the care and upholds the standard of care; and, most importantly, a win for the patients of our state.

Workforce and Non-Dentist Providers

As with the unknowns of Sunset Review, we will also be venturing into an uncharted path full of unknowns and variables within the context of non-dentist providers. Unfortunately, the Sunset Review of the Dental Practice Act presents an opportunity to those who might want to meddle with the dental workforce make-up in our state.

We will in all likelihood be faced with forces from outside Colorado that come here to push for the introduction of a new type of non-dentist provider authorized to perform surgical and irreversible procedures. These groups – blinded by misconceptions but well mobilized – claim they know Colorado's dental needs without understanding the reality. Our access issues are real, but geography alone is not always a limiting factor. Distance is a reality of rural life. Many people drive 90 miles for groceries, clothing and other needs, including healthcare. Yet, the groups advocating for non-dentist providers do not grasp this.

Another fact in the debate is that our Dental Practice Act is one of the most progressive in the country with its allowance for independent dental hygiene practice. We are not even close to maximizing the potential of the solo or mobile practice within the dentist or dental hygiene workforce. In addition, Colorado has two accredited expanded function dental

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assisting (EFDA) programs. These EFDA programs teach certain restorative procedures to assistants who will be directly supervised by a dentist. The training in these expanded EFDA programs outshines the existing training for non-dentist providers. Even better, EFDAs are always supervised by a dentist, and this level of supervision helps patients trust that care will continue to meet the basic standard. “Dentally treat unto others as you would want to be treated.”

In the debate on dental workforce and non-dentist providers, many myths abound. There is the myth that dental procedures are simple and that they can be handled by lesser trained individuals. My motto that I have lived by is, “the only constant in dentistry is absolute variation.” All irreversible procedures in dentistry have that unknown. I have not yet heard anyone be able to accurately define what a simple or routine surgical

procedure is before the actual work is done. Irreversible procedures are simply not predictable, and thus they require the full training and skill of a licensed dentist. If you would not want your family members treated in a lesser manner – by a lesser trained non-dentist provider – is it ok for someone else in the state to be treated this way?

Advocates for non-dentist providers make arguments and assumptions about dental education. This quote comes directly from the Pew Foundation materials on irreversible procedures and profitability: “*State policy makers considering new dental workforce models must decide what level of education will be required of allied providers. International experience reveals that two or three years of post-high school training is sufficient to produce practitioners with the necessary skills to deliver quality care.*”

Are we comfortable with this education standard as a benchmark for irreversible treatment for patients?

Fortunately, we have some momentum working in our favor to help push against these flawed arguments by proponents of non-dentist providers. We can address the criticisms being levied against our profession through creative use of the existing dental workforce and the Dental Practice Act.

Organized dentistry must educate lawmakers about these critical issues affecting the dental profession – from Sunset Review to dental access and workforce issues. The CDA is currently working to refresh its Action Team Leader program, which pairs each of Colorado’s 100 legislators with local dentists who can help answer questions and clarify information for the legislators as needed. My call to action for you is to volunteer to be

PRESIDENT *continues on page 10*

an Action Team Leader in Colorado. They need to hear the truth from you about workforce analysis and the basic standard of care that we all stand by! Please contact CDA Policy Coordinator Shannon Fender at shannon@cdaonline.org or 303-996-2848, and let her know that you want to serve as an Action Team Leader. Experience is not necessary – the CDA will give you everything you need for this role.

Speaking of the state legislature, a new dental benefit passed for Medicaid-eligible adults during the 2013 legislative session. The dental profession will need to quickly address how we incorporate and manage the estimated 300,000+ patients who now have a dental benefit. I know many dentists donate care and many dentists already provide care through Medicaid. My practice is like many others – margins are at zero right now, with the impact of maximum plan allowances and contracted levels of reimbursement. That said, I'm asking for you to do more. The reality is that if the dental profession is not willing to step up, enroll as Medicaid providers and help treat this newly covered population, there are new, non-dentist providers waiting in the wings for the opportunity to jump in and take our place. If we all do a small part, we can care for this growth in the patient population. I am simply asking all of us, as dentists, to be creative and also realize the big-

ger picture and the threats that exist if we don't step-up to this challenge. Others have already walked before us down this road. Dentists in Connecticut have gone through a very similar situation successfully. Please look up the Connecticut Health Foundation and their beautiful work with the Husky-A program. They were able to resolve most of the conflict around Medicaid by: 1) Getting reimbursements to a level that at least covers basic office expenses (the dentists, in essence, still donate their time, but at least their basic expenses are covered) and 2) Removing barriers like audits and unnecessary paperwork to streamline offices' participation. Like Connecticut, the CDA recognizes and is working hard to resolve some of the past frustrations and burdens of working with the state Medicaid program. We'll do our part, but we're also asking you to do yours. It can be treating Medicaid patients in your own office, or even donating time at a Federally Qualified Health Center. You might also consider coordinating with a local pediatric office to act on a referral basis to help adult Medicaid patients.

However you decide to do your part, I want our association, all of us, to reflect on five elements that have continued to surface over the last three years. These elements

have been part of the CDA's strategic planning, Peer Review, membership outreach, new dentist education, financial planning, communication and Sunset Review preparation.

- Basic principles in patient management
- Appropriateness of care
- Scope of practice
- Core values of the profession
- Standard of care

As we all move forward with the decisions to be made, remember these "BASCS."

Our success this next year and in the future will rest on how we uphold these critical parts of our mission. Whether educating a legislative staffer or motivating your staff in your vision of how you want to be a part of this journey for access-to-care, take comfort that you are not alone and the basic elements are on your side.

Membership

My final point is membership. We need all hands on deck to work through this year's challenges. The ADA and the CDA are actively recruiting new members through incentive programs and I encourage all members to reach out to colleagues and encourage participation in organized dentistry. By networking with other dentists, you just might meet someone new or, even more critically, you might reestablish a friendship that will nurture or revitalize your journey ahead. We need all dentists on our team.

In closing, I will stress that we all need to ask a simple question to give everyone the best chance at success: "Will you join us for the battle and journey ahead?"

I want to thank you, ahead of time, for your commitment and effort serving the CDA and the dental industry by bringing a professional "kick butt and take names attitude." I want to also thank you for making sure our membership, through your voice and personal stories, will understand that apathy and complacency is NOT an option.

Let's have a great year and awesome JOURNEY ahead! 🍀

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Take 5

Medicaid Provides Adult Dental Coverage in 2014

It is the best way to move from policy to action – demonstrating that Colorado dentists are ready to address the access issues facing our state and that no changes to our state's dental workforce are needed to improve access.

For the first time in history, Colorado is providing preventative and restorative adult dental coverage through Medicaid. This benefit will take effect in mid-2014.

In support of Gov. Hickenlooper's Winnable Health Battles initiative, the CDA worked with key stakeholders to pass SB 242 – a bill that provides limited dental coverage for adults under the state Medicaid program. During the legislative session, CDA members met with legislators and policymakers, testified at committee hearings, and made our support known to the public through editorials and social media-based patient advocacy. The governor signed this bill into law in May of 2013.

As we all know, access to dental care is a struggle that many low-income Coloradans face. The impact of that lack of access seriously affects their health and daily lives. Thousands seek costly care in hospital emergency rooms for urgent procedures that dentists could have prevented or better addressed.

Over the next year, the state's Medicaid department will put together a benefit package that will allow an estimated 300,000 additional Coloradans to access a dentist through

Medicaid. These adults – including parents, expecting moms, and people with chronic and developmental health conditions – will be able to join Colorado children in better accessing quality preventative and restorative dental care.

Additionally, the CDA worked during the legislative session to improve Medicaid for providers with a 4.5% increase in dental reimbursement rates starting July 1, 2013. The CDA continues to work to address the challenges commonly cited by dentists as barriers to Medicaid participation.

With these positive changes to the Medicaid dental benefit, the next step is to offer a dental home to these soon-to-be covered adult patients. It is the best way to move from policy to action – demonstrating that Colorado dentists are ready to address the access issues facing our state and that no changes to our state's dental workforce are needed to improve access. Coloradans at all levels of the care spectrum deserve the most



During legislative efforts for SB 242, the CDA stressed the vital importance of access to dental care for the overall public health of Colorado. In recognition of that role, CDA President Dr. Ken Peters and Executive Director Dr. Quinn Dufurrena joined the governor when he signed SB 242 in May of 2013.

highly trained providers offering the highest level of care, and we need the participation of all Colorado dentists to help address that need.

CDA's Take 5 Program


The CDA's Take 5 program is a pledge drive that allows you to be recognized for your commitment to providing care for Medicaid covered adults and children. Take 5 calls on the CDA's members to accept a minimum of five Medicaid patients or families into their practices. The program is designed to make it possible for every CDA member to participate, do their part and commit at a level that works best for their practice. You can set the parameters for your participation – designating the number of patients you see, how often you see Medicaid patients and even how patients interface with

your practice (on a referral basis only, etc.). The CDA will provide resources and support to those members who sign up for the Take 5 program, with the goal of making participation in Medicaid as simple and efficient as possible.

As the rules and regulations for the Medicaid adult program come together, dentists participating in the Take 5 program will receive regular updates and information on working with the state Medicaid department. In addition, members will learn best practices for integrating patients into their practices. The CDA will develop online resources and interactive tools to help dentists better care for Take 5 patients. Participants will be recog-

nized on the Take 5 site as leaders in improving access to dental care.

Taking "5" will make an immediate difference. Statistics show that nearly eight million school hours are lost each year in Colorado due to dental pain and infection. A national study of Medicaid families found that when parents don't visit the dentist at least once a year, their children are 13 times less likely to visit a dentist. Through the CDA's Take 5 pledge, we have a unique chance to affect many Colorado lives – from adult to child.

The adult Medicaid dental benefit will be available mid-2014. The CDA is working with the state to ensure that this program most effectively and efficiently serves patients and providers. Making this new Medicaid benefit a success will ensure that our Take 5 pledge – making Colorado healthier through access to a dentist – becomes a reality. 

For more information about the Take 5 program and Medicaid coverage for adults and children, or to make the Take 5 pledge, please visit cdaonline.org/Take5.



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Executive Committee | Bios



President

Dr. Calvin D. Utke

Dr. Utke graduated from Creighton University in 1984 and has been in private practice for 29 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 was a member of 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 all their animal friends.



Immediate Past President

Dr. Kenneth S. Peters

Dr. 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 25 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 13 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 currently serving as their president-elect. He 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. Dr. Peters enjoys golf, and spending time with his wife Teresa, son Scott, and daughter Andrea.



President-Elect

Dr. Brett H. Kessler

Dr. 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. In 2007, 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.



1st Vice President

Dr. Gary L. Field

Dr. 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. He is a past president of the Colorado Springs Dental Society, and 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 board member and KIND clinic volunteer, in addition to serving on the CDA Council on Peer Review. 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.



2nd Vice President and Treasurer

Dr. Michael Varley received his bachelor's degree from Eastern Michigan Uni-

versity and M.S. from Wayne State University. Before attending and after graduating from the University of Detroit School of Dentistry, he served on the part-time faculty until moving to Colorado and entering private practice. His Highlands Ranch general dental practice of 25 years focuses on functional and aesthetic dental services. Dr. Varley served as president of both MDDS and the Metropolitan Denver Dental Foundation in 2005. He has served the CDA and MDDS in several capacities including 2011 co-chair of the Rocky Mountain Dental Convention, CDA Board of Trustees, and finance council for both organizations. In addition, Dr. Varley has been the treasurer of the American Equilibration Society for the past four years. Most recently, Dr. Varley was inducted into the Pierre Fauchard Academy. Dr. Varley enjoys Colorado with his wife, Suzanne, and sons, Mike and Kevin, engaging in long distance swimming, scuba diving and downhill sports.



Secretary

Dr. Carol M. Morrow graduated from the University of Colorado School of Dental Medicine in 2006. She has been in private

practice with her father, Dr. Robert Morrow, since graduation. She has been active in organized dentistry since dental school, where she served as ASDA president. Dr. Morrow has been co-chair of the Colorado

New Dentist Committee, president of the Arkansas Valley Dental Society, member of the CDA Government Relations Council, member of CODPAC, and board member of the Colorado Mission of Mercy. She is a fellow of the International College of Dentists and Pierre Fauchard Academy. Dr. Morrow is very passionate about access-to-care and making sure every person in Colorado receives the highest quality of care available. She testified in front of a Senate committee hearing for SB242, which passed and will provide dental care to approximately 300,000 previously uncovered patients. Dr. Morrow loves to garden, run, eat, and spend time with her husband, Tyler, and young children, Marley and Bode.



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 37 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 International College of Dentists, the American 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 36 years and has three adult children.



Editor

Dr. Michael K. Diorio graduated from the University of Colorado School of Dentistry in 1985. After graduation, he served

three years in the U.S. Navy Dental Corps as a dentist stationed at Marine Corps Recruit Depot in San Diego, Calif. Upon his return to Colorado in 1989, he established his private practice in the Denver area. Dr. Diorio has been very active in organized dentistry at both the state and local level. He served as the MDDS editor for nine years and won the William J. Gies Award for the most outstanding dental editorial in 2000. Dr. Diorio has a passion for working with patients with disabilities. He has been on the consulting dental staff at Craig Hospital since 1995, providing dental care for those with traumatic spinal cord and brain injuries. He is also very active in the anti-tobacco community and frequently presents the CDA's "Quit the Spit" program to students. In his spare time he enjoys time on his road bike, and is an avid skier and concert photographer. He has been able to shoot numerous national and local acts.

He has two grown children, Benjamin and Holly, and enjoys spending time with them. 🍷

CDA Staff | Bios



Executive Director
Quinn Dufurrena, D.D.S., J.D., came to the CDA from Idaho in 2011, 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.



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, Annual Session 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.



Associate Executive Director – Finance
Pam Brockhaus joined the CDA in 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.



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 (the 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.



Director of Government Relations
Jennifer Goodrum joined the CDA in 2009. Her duties

include overseeing strategy and advocacy for the CDA's legislative and regulatory activities, including the 2014 Sunset Review of Colorado's Dental Practice Laws. 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.



Director of Marketing
Nikki Williams joined the CDA in 2012. She is responsible for marketing and branding the CDA's

membership education and benefit program, "CDA Business Brief." She also oversees advertising sales, video production and graphic design, while taking part in member communications and Website content management. Her background is rooted in communications and business, having worked in public relations, marketing, event coordinating and sponsorship development. You can reach Nikki Williams at 303-996-2845, 800-343-3010 x105 or nikki@cdaonline.org.



Policy Coordinator
Shannon Fender joined the CDA in January 2013. She is a recent graduate of CU Denver and comes to the CDA

with several distinguished political internships that provided experience in policy analysis, government relations and political organizing. Shannon oversees the CDA's Action Team Leader Network and legislative database, organizes the CDA Lobby Day at the Capitol, represents the CDA in oral health stakeholder meetings, manages Capwiz alerts, and assists with other government relations and advocacy activities. You can reach Shannon Fender at 303-996-2848, 800-343-3010 x108 or shannon@cdaonline.org.



**Accounting/
Facilities Manager**

Mike Masamori

joined the CDA in 2006. Prior to the CDA, Mike spent 30 years in the whole-

sale electrical industry working in warehouse operations management, purchasing, sales, inventory control and customer service. Mike's current duties at the CDA include management of billing, accounts payable and accounts receivable, bank reconcilia-

tions and reporting. He also oversees facility and rental space management, and lab authorization book sales. You can reach Mike Masamori at 303-996-2841, 800-343-3010 x101 or mike@cdaonline.org.



Office Manager

Akila Martin joined the CDA in 2012.

Prior to the CDA, Akila spent 10 years in the medical support field specializing

in customer service and operations

support. Akila draws on her past experience as the national membership coordinator for the National Association of Chain Drug Stores, as well as her involvement helping organizations achieve JCAHO accreditation. Her responsibilities at the CDA include Peer Review administration, systems and operations support, and meeting coordination. She also oversees the x-ray training program. You can reach Akila Martin at 303-740-6900, 800-343-3010 or akila@cdaonline.org.

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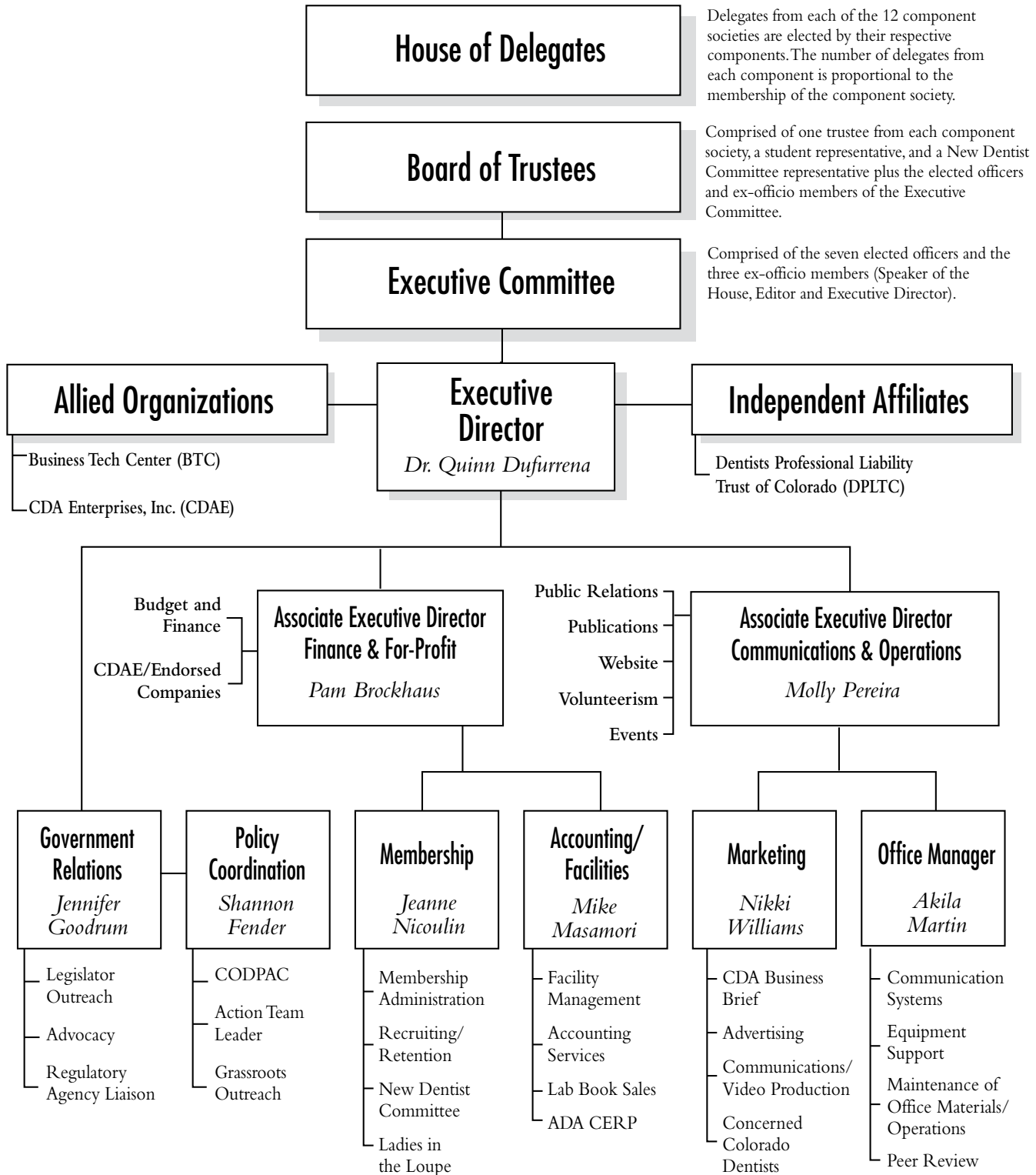
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Sheila Dashkow DDS

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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: Open
President: Open

Boulder/Broomfield County Dental Society

Trustee: Dr. David Jackson, Boulder, Colo.
303-447-2872; fax: 303-447-2896
President: Dr. Daniel Alleman, Boulder, Colo.
303-499-7133; fax: 303-499-3067

Colorado Springs Dental Society

Trustee: Dr. Arnold Cullum,
Colorado Springs, Colo.
719-591-2004; fax: 719-623-0305
President: Dr. Neal Allan,
Colorado Springs, Colo.
719-531-6711; fax: 719-531-7643
Executive Director:

Sharyn Markus
1870 Dublin Blvd., Ste. C
Colorado Springs, Colo. 80918
719-598-5161; fax: 719-532-0054
sharynm@questoffice.net
www.cs-ds.org

Intermountain Dental Society

Trustee: Dr. Stephenie Kaufmann,
Woodland Park, Colo.
719-687-4033; fax: 719-687-4518
President: Dr. Robert Provorse, Salida, Colo.
719-539-2587; fax: 719-539-4169

Larimer County Dental Society

Trustee: Dr. Brandon Owen, Fort Collins, Colo.
970-484-4102; fax: 970-484-1591
President: Dr. Ciaran Murphy, Fort Collins, Colo.
970-377-2456; fax: 970-377-9681

Metropolitan Denver Dental Society

Trustee: Dr. Michael Scheidt, Broomfield, Colo.
303-457-9617; fax: 303-457-2405
President: Dr. Mitchell Friedman, Lafayette, Colo.
303-664-1001, fax: 303-664-1116
Executive Director:
Elizabeth Price
925 Lincoln St., Unit B
Denver, CO 80203
303-488-9700; fax: 303-488-0177
director@mddsdentist.com
www.mddsdentist.com

Northeastern Colorado Dental Society

Trustee: Dr. Cameron W. Birch, Brush, Colo.
970-842-2858; fax: 970-842-0691
President: Dr. Jeane Schoemaker,
Fort Morgan, Colo.
970-867-7245; fax: 970-867-5818

San Juan Basin Dental Society

Trustee: Dr. Terrence Jakubanis, Durango, Colo.
970-247-8228; fax: 970-259-9150
President: Dr. Coleman Eich, Durango, Colo.
970-385-7350; fax: 970-385-7597

San Luis Valley Dental Society

Trustee: Dr. Joshua Ereksan, Alamosa, Colo.
719-589-2257
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. Loren Sites, Pueblo, Colo.
719-453-2271; fax: 719-543-0972

Weld County Dental Society

Trustee & President:
Dr. Kyle Connolly, Greeley, Colo.
970-392-0152; fax: 970-392-1652

Western Colorado Dental Society

Trustee: Dr. Jerry Peterson, Dillon, Colo.
petezl1556@gmail.com
President: Dr. Michael Tobler, Montrose, Colo.
970-249-1733; fax: 970-858-8520

CU School of Dental Medicine

Student Trustee:
Kamran Pirastehfar, Aurora, Colo.
kamran.pirastehfar@ucdenver.edu

CDA Officers

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719-593-8701; fax: 719-593-9258
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Immediate Past President:
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Highlands Ranch, Colo.
303-791-2570; fax: 303-683-4198
1st Vice President:
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Colorado Springs, Colo.
719-598-0872; fax: 719-598-8899

2nd Vice President & Treasurer:

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303-470-0500; fax: 303-470-1890

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

Editor: Dr. Mike Diorio
Englewood, Colo.
303-762-9575; fax: 303-762-1290

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Boulder, Colo.
303-530-4145; fax: 303-530-9620

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jeanne@cdaonline.org

Director of Government Relations:
Jennifer Goodrum
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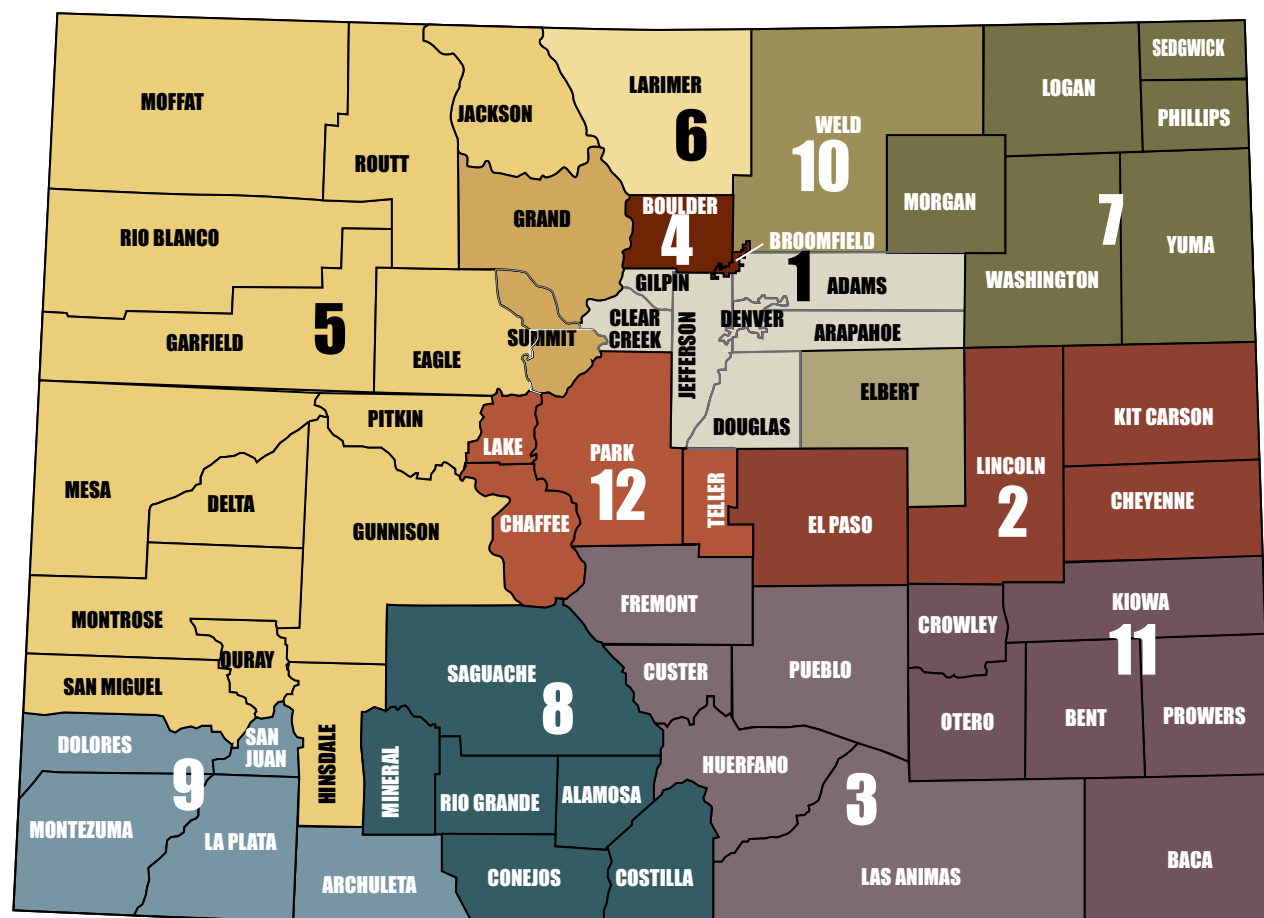
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mike@cdaonline.org

Office Manager:
Akila Martin
303-740-6900, 800-343-3010 x100
akila@cdaonline.org

Component Society | Map



Legend/Trustee

- | | | |
|--|--|---|
| <p>1. Metropolitan Denver Dental Society
Dr. Michael Scheidt
303-457-9617, fax: 303-457-2405</p> <p>2. Colorado Springs Dental Society
Dr. Arnold Cullum
719-591-2004, fax 719-623-0305</p> <p>3. Southeastern Colorado Dental Society
Dr. R.J. Schultz
719-542-0036, fax 719-583-2530</p> <p>4. Boulder/Broomfield County Dental Society
Dr. David Jackson
303-447-2872, fax 303-447-2896</p> | <p>5. Western Colorado Dental Society
Dr. Jerry Peterson
petez11556@gmail.com</p> <p>6. Larimer County Dental Society
Dr. Brandon Owen
970-484-4102; fax: 970-484-1591</p> <p>7. Northeastern Colorado Dental Society
Dr. Cameron W. Birch
970-842-2858; fax: 970-842-0691</p> <p>8. San Luis Valley Dental Society
Dr. Joshua Ereksn
719-589-2257</p> <p>9. San Juan Basin Dental Society
Dr. Terrence Jakubanis
970-247-8228, fax: 970-259-9150</p> | <p>10. Weld County Dental Society
Dr. Kyle Connolly
970-392-0152; fax: 970-392-1652</p> <p>11. Arkansas Valley Dental Society
Open</p> <p>12. Intermountain Dental Society
Dr. Stephenie Kaufmann
719-687-4033; fax: 719-687-4518</p> <p><i>Members practicing in Grand or Summit counties can choose to belong to MDDS or Western Colorado Dental Society.</i></p> <p><i>Members practicing in Elbert County can choose to belong to MDDS or Colorado Springs Dental Society.</i></p> <p><i>Members practicing in the city and county of Broomfield may choose to belong to MDDS or Boulder/Broomfield County Dental Society.</i></p> |
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An Overview of the Colorado Dental Association and Affiliated Organizations

The 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. The CDA is comprised of 12 component societies 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, 1st vice president, 2nd 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, 1st vice president, 2nd 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 non-voting members of the Executive Committee are the speaker of the house, editor and executive director. 🇺🇸



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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 1,500 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 or visit www.cdaonline.org/endorsedoffers.

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

regarding 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. \$550 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 Small Donor Committee (CSDSC)

The Colorado Dental Small Donor Committee (CSDSC) is very similar to CODPAC in that it raises money to support state legislators who understand and support key dental issues. However, a Small Donor Committee may give a candidate more than 10 times the amount of money than a regular PAC, making it a very powerful political tool. Individual contributions to the CSDSC are limited to \$50 per person, per year. Contributions to the CSDSC greatly

amplify dentistry’s voice at the state capitol and are used to support only the legislators most committed to supporting dental issues. Contributions to CSDSC are not tax-deductible and prohibited contributions will be returned. 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.

PROGRAMS *continues on page 24*

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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.

Concerned Colorado Dentists (CCD)

CCD is a group of dentist volunteers, most of whom 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.

Business Tech Center

The CDA established the Business Tech Center in 2013 when the CDA relocated its headquarters building to the Denver Tech Center. The Business Tech Center is a state-of-the-art rentable conference space, located in the heart of the Denver Tech Center. It consists of two high-tech conference rooms available for rent. The Conference Room, hosts up to 72 guests comfortably and is ideal for presentations, training sessions, or any professional gathering requiring technology. The Board Room accommodates up to 14 guests and is perfect for more intimate gatherings requiring presentation technology and/or video conferencing. For more information, visit www.thebusinesstechcenter.com. 



15
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P140402 (7/13)

2013 Legislation for the Dental Profession

By Shannon Fender, CDA Policy Coordinator

The Colorado state legislature completed its regular session on May 8, 2013. As always, the CDA worked hard at the state-house on your behalf. It was a busy and successful session for the dental profession. This year, the CDA monitored over 30 bills that had direct and indirect impacts to the profession.

Legislative Successes

During 2013, the CDA supported the following dental-related bills, all of which passed:

SB 242 – A Bill Creating an Adult Medicaid Dental Benefit

Oral health is one of Gov. Hickenlooper's "Winnable Battles" for Colorado. As such, it was a 2013 legislative priority for the state Medicaid program to add an adult dental benefit. Mid-2014, approximately 300,000 adults will be eligible to receive a dental benefit under the Medicaid program. The dental benefit for Medicaid adults will include both preventative and limited restorative services. The CDA believes that access to a dentist for all Coloradans is crucial to our state's public health. As we all know, many low-income Coloradans struggle to access dental care. The impact of that lack of dental care affects their health and daily lives. Too many Coloradans endure pain and suffering, missed work and declining overall health. Thousands seek costly care in hospital emergency rooms for urgent procedures that dentists could have prevented or bet-

ter addressed. That is why the CDA and its members took a leading role in advocating for this new Medicaid benefit. In recognition of the CDA's role in the passage of this bill, CDA Immediate Past President Dr. Ken Peters was asked to introduce the governor when SB 242 was signed in May 2013.

As SB 242 was discussed before the legislature, it became apparent that the state Medicaid program may contract with a dental administrative services organization (ASO) – essentially a third-party dental benefit company – to administer the new Medicaid dental benefit. SB 242 does not require the state to contract with a third-party ASO, but it is very likely that Medicaid will use this model. Anticipating this possibility, the CDA successfully amended the bill to add certain protections for dental providers if an ASO model is used to administer the dental benefit. For example, the CDA added language to the bill to require the state, not the ASO, to determine which services are covered by Medicaid. The CDA was also able to add language to the bill that prevents an ASO from being able to require a Medicaid provider to take all of their additional products, like other private PPO and HMO plans, in order to see Medicaid patients. Additionally, the bill requires the state to engage in a collaborative stakeholder process during the design of the adult dental benefit. The CDA

will ensure that dentists are informed of opportunities for stakeholder input and that dentists play an active role in the benefit design. The stakeholder process is expected to occur during the summer and fall of 2013.

SB 230 – A Bill Setting the 2014-2015 State Budget

SB 230 is the annual state budget bill, also called "The Long Bill." Originally, this year's budget bill included a 2.5% rate increase for Medicaid providers. The CDA successfully added an additional rate increase for dental providers. The bill passed with a total 4.5% rate increase for Medicaid dental providers. The rate increase took effect July 1, 2013. This was a huge victory for dentists who have seen disproportionate cuts in their Medicaid provider rates through the years.

SB 160 – A Bill Renewing the Old Age Pension Dental Advisory Program

SB 160 renewed the Old Age Pension (OAP) dental advisory board that oversees grants and fee schedules related to the state's dental care program for low-income seniors. The bill reduced the number of dentists on the board from 10 members to seven. Although the size of the board was reduced, dentists maintained the same proportion of representation overall.

SB 261 – A Bill Modernizing Oral Health Community Grant Programs

SB 261 updated the state health department's oral health laws to

ADVOCACY continues on page 27

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Denver, CO 80203
8:00am - 4:00pm
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September 27

Introduction to Dental Sleep Medicine (Dr. Glassman)

Mountain West Dental Institute
925 Lincoln Street
Denver, CO 80203
8:00am - 4:00pm
(303) 488-9700

September 28

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8:00am - 4:00pm
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get rid of outdated language and programs (such as a never-funded benefit for children that overlapped the CHP+ dental plan). The bill continues a grant funding program for dental sealant programs in low-income schools. The bill also removed a prohibition that prevented use of state funds to support community water fluoridation programs. Although the CDA anticipated some controversy from anti-fluoridationists around this bill, there was no public testimony against fluoride as the bill moved through the two chambers of the legislature.

Other bills that passed include:

- HB 1144, which permanently ended a state sales tax exemption for cigarettes.
- HB 1245, which established funding for the state health insurance exchange.
- SB 08, which eliminated an enrollment waiting period for children applying for healthcare benefits through the CHP+ program.
- SB 23, which increased the liability cap to \$350,000 per occurrence in cases where the government is liable to citizens for damages (may impact some hospitals and public health clinics that provide dental services).
- SB 111, which further defined reporting requirements for providers that must report suspected abuse or neglect of senior citizens (dentists were already mandatory reporters).
- SB 200, which expanded the eligibility requirements for Medicaid.

Legislative Disappointments

The CDA had substantial concerns with both of the following bills, and worked to amend them. Unfortu-



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Tonya Lanthier, RDH

nately, both bills passed with the concerns not fully addressed.

HB 1068 – A Bill Allowing Onsite Inspection of Medicaid Providers Without Notice


HB 1068 sought to bring state law into compliance with federal law by allowing unannounced state inspections/audits of Medicaid providers. Third-party auditors contracted by the state would be able to conduct onsite audits of Medicaid providers without a previously required 10-day advanced notice. As part of federal healthcare reform, states were required to comply with certain inspection requirements or they would lose matching federal funding for Medicaid. HB 1068 brought Colorado's Medicaid inspection program in compliance with the federal requirements. As unannounced inspections can be significant interruptions for providers, the CDA worked to amend the bill to give certain protections for low and moderate risk level providers. Most dental offices are anticipated to be classified as low to moderate risk providers, which should greatly reduce the impact of these unannounced inspections on the dental profession.

SB 137 – A Bill Improving Medicaid Fraud Protection

SB 137 directs the state to research a change in the way Medicaid audits

payments. Currently, Medicaid pays providers up front for claims and then uses an audit process to collect any improperly disbursed funds. The new proposed model would analyze Medicaid claims prior to payout, similar to the fraud detection systems of private insurers. The new model could save the state time and money currently used to retrieve Medicaid dollars that were improperly paid. There are potential concerns with the new model, however, including the possibility that the new model could delay legitimate payments to providers. As originally introduced, the bill mandated a switch to the pre-screening model, but the CDA and other stakeholders were able to assign the issue to committee for further study.

Both HB 1068 and SB 137 aimed to better control Medicaid fraud to ensure that Colorado continues to receive the full Medicaid match from the federal government. Although the outcomes on these bills were not ideal, bill sponsors did work to amend both bills to reduce the impact on reputable providers as much as possible.

A full report on all bills that the CDA participated in during the 2013 legislative session is available at cdaonline.org/BillStatus. 

Summary of Transactions

2013 CDA House of Delegates

June 14, 2013 – Steamboat Springs, CO

Resolution 01-13-H Concerning the 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 ACTIONS: ADOPTED

Resolution 02-13-H Concerning the Summary of Transactions.

RESOLVED, that the Summary of Transactions of the 2012 session of the Colorado Dental Association House of Delegates be approved as published and distributed.

HOUSE ACTIONS: ADOPTED

Resolution 03-13-H Concerning Life Members.

RESOLVED, that the following individuals meeting qualifications for Life Membership in the Colorado Dental Association be approved effective January 1, 2014.

Thomas L. Allen, DDS, LCDS
Elizabeth S. Barr, DMD, MDDS
E. James Belfiglio, DMD, CSDS
James A. Bergles, DDS, SECDS
Richard S. Boyes, DMD, WELD
James R. Buck, DDS, BBCDS
John W. Bull, DDS, WCDS
Vincent F. Cleaves Jr., DDS, BBCDS
Gail W. Coleman, DDS, WELD
Walter S. Davis, DDS, BBCDS
John A. Drazek, DDS, WCDS
Neal H. Engel, DDS, MDDS
Robert M. Eyer, DDS, MDDS
Robert R. Faucett, DDS, MDDS
Bonnie C. Ferrell, DDS, MDDS
James H. Franckum, DDS, LCDS
Larry M. Gitlin, DDS, MDDS
Richard A. Glucksman, DDS, MDDS
Russell H. Hanson, DDS, BBCDS
James E. Henry, DDS, CSDS
Michael A. Iacoboni, DDS, LCDS

John M. Kearney, DDS, SECDS
Donald J. Kinkade, DDS, WELD
Elyse L. Klingener, DMD, SJBDS
Gary J. Kloberdanz, DDS, WELD
Steven J. Koehler, DMD, LCDS
S. K. Lauson, DDS, MDDS
Sharlene Martinson, DDS, WCDS
Larry J. O'Neill, DMD, MDDS
Daniel W. Patterson, DDS, MDDS
Douglas L. Peak, DDS, CSDS
Michael B. Plous, DDS, MDDS
Rand L. Redfern, DDS, CSDS
Gregory M. Reich, DDS, CSDS
David G. Sabott, DDS, BBCDS
Walter E. Schneider, DDS, BBCDS
Clark L. Scriven, DDS, NECDS
Kent J. Spillman, DDS, MDDS
Gilbert H. Sydney, DDS, WELD
Allen H. Vean, DMD, MDDS
Gerald F. Wallace, DDS, MDDS
J. Douglas Wilson, DDS, MDDS
Barry L. Wohlgenuth, DDS, MDDS
Robert J. Wurtzebach, DDS, MDDS
Donald J. Zimmer, DDS, MDDS

HOUSE ACTIONS: ADOPTED

Resolution 04-13-B Concerning changing the Colorado Dental Association Bylaws to clarify amendment and vote requirement for the House of Delegates.

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

HOUSE ACTIONS: ADOPTED

Resolution 05-13-BA Concerning changing the Colorado Dental Association Constitution to allow amendments by 2/3 of the delegates present at the House of Delegates.

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

HOUSE ACTIONS: ADOPTED

Resolution 07-13-HA-2 Concerning changing the Colorado Dental Association Bylaws to allow housekeeping modifications for consistency.

RESOLVED, that the Colorado Dental Association Bylaws be modified as presented. And be it further

RESOLVED, that the Bylaws on page 3, lines 12-13 be modified as presented:

In addition, a dentist shall be a member in good standing of the Component Society in whose jurisdiction the dentist primarily practices consistent with Component Society membership requirements described elsewhere in these Bylaws, and is a dentist, who is qualified to be an Active Member of the ADA...

HOUSE ACTIONS: ADOPTED

Resolution 07-14-B Concerning changing the Colorado Dental Association Constitution to reflect the correct location of the CDA building, in addition to housekeeping modifications for consistency.

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

HOUSE ACTIONS: READ (resolution will be voted on in 2014)

Resolution 08-13-B Concerning changing the Colorado Dental Association Bylaws to reinstate the Immediate Past President's voting privileges on the Executive Committee and Board of Trustees, in addition to reinstating this officer's duty to attend the American Dental Association Annual Session as an Alternate Delegate.

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

HOUSE ACTIONS: ADOPTED

Resolution 09-13-B Concerning changes to the Colorado Dental Association Bylaws regarding the University of Colorado School of Dental Medicine submission of delegates.

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

HOUSE ACTIONS: ADOPTED

Resolution 10-13-B Concerning changes to the Colorado Dental Association Bylaws regarding the conducting of electronic meetings.

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

HOUSE ACTIONS: ADOPTED

Resolution 11-13-B Concerning changes to the Colorado Dental Association Bylaws regarding the performance of an annual audit.

RESOLVED, that a financial audit of the Colorado Dental Association occur at a frequency of at least every two years or at an increased frequency if deemed necessary by the Board of Trustees. And be it further

RESOLVED, that the CDA Bylaws be modified as presented.

HOUSE ACTIONS: DEFEATED

Resolution 12-13-B Concerning changes to the Colorado Dental Association Bylaws regarding initiative procedure.

RESOLVED, that the CDA Bylaws be modified as presented.

HOUSE ACTIONS: ADOPTED

Resolution 13-13-BA Concerning the annual dues of the Colorado Dental Association.

RESOLVED, that beginning the first of January 2014, the annual dues for active members of the Colorado Dental Association shall be \$362.

HOUSE ACTIONS: ADOPTED

Resolution 14-13-HA Concerning the 2013/2014 fiscal year operating budget.

RESOLVED, that the 2013/2014 operating budget of revenue and expenses be approved.

HOUSE ACTIONS: ADOPTED

Resolution 15-13-B Concerning alternatives to live patient examinations for state licensure.

RESOLVED, that the Colorado Dental Association support the addition of a state licensure option that does not involve live patient examinations. And be it further

RESOLVED, that the CDA work with the Colorado Department of Regulatory Agencies (DORA) to incorporate this priority in their written recommendations and report for the 2014 dental Sunset Review.

HOUSE ACTIONS: ADOPTED

Resolution 16-13-B Concerning insurance audits in Colorado.

RESOLVED, that the Colorado Dental Association coordinate with the Colorado Medical Association and other professional organizations in Colorado, such as the AAPD and AGD, to sponsor legislation that prohibits "Contingency Based Audits" of insurance claims both government and private insurance forms of insurance.

HOUSE ACTIONS: DEFEATED

Resolution 17-13-HA Concerning a request that the American Dental Association support prohibiting contingency based audits.

RESOLVED, that Colorado's delegation to the 2013 American Dental Association 14th District Caucus bring a request that urges members of the ADA 14th District Caucus to formulate and support a 2013 ADA House of Delegates resolution. Such resolution would strongly urge the appropriate divisions of the ADA and other concerned organizations such as the American Medical Association and American Hospital Association to support all measures to prohibit "Contingency Based Audits."

HOUSE ACTIONS: ADOPTED

Resolution 18-13-HA Concerning changes to the Colorado Dental Association Bylaws regarding dues for Active Life Members.

RESOLVED, that beginning in 2014, any new CDA Active Life Members be charged 75% of Active Member dues. Dentists who attained CDA Active Life Member status in 2013 or prior would

continue to pay 50% of CDA Active Member dues. And be it further

RESOLVED, that the CDA Bylaws be modified as required to implement these changes.

HOUSE ACTIONS: ADOPTED

Resolution 19-13-B Concerning the Colorado Dental Association Annual Session.

RESOLVED, that the Colorado Dental Association establish a task force to examine the current structure and funding of the Annual Session and suggest alternative considerations for future meetings.

HOUSE ACTIONS: ADOPTED

Resolution 20-13-B Concerning the continued competency model of professional development.

RESOLVED, that the Colorado Dental Association establish a task force to evaluate the continued competency model of ongoing professional development as an alternative to requiring continuing education. And be it further

RESOLVED, that the task force report its progress to the 2014 CDA House of Delegates.

HOUSE ACTIONS: ADOPTED

Resolution 21-13-HA Concerning the funding of delegates and alternate delegates to the American Dental Association.

RESOLVED, that the Colorado Dental Association fully funds Colorado's maximum number of delegates and alternate delegates to the American Dental Association House of Delegates on an ongoing basis starting in 2013.

HOUSE ACTIONS: ADOPTED

Resolution 22-13-HA Concerning a proposal that Colorado Dental Association members receive a tuition discount at Mountain West Dental Institute courses equal to that of Metropolitan Denver Dental Society members.

RESOLVED, that the Colorado Dental Association House of Delegates approve a one-time naming rights sponsorship of auditorium A in the Mountain West Dental Institute (MWDI) for \$50,000. And be it further

HOD continues on page 30

RESOLVED, that in exchange for this contribution, the Metropolitan Denver Dental Society (MDDS) Board of Directors guarantees tuition fees for CDA members at MWDI courses will be equal to those of MDDS members at non-Rocky Mountain Dental Convention courses.

HOUSE ACTIONS: DEFEATED

Note: 06-13-B was withdrawn prior to the start of business. 🐼

2013 Election Results

2013-2014 CDA Officers

President:	Dr. Cal Utke, CSDS
President-Elect:	Dr. Brett Kessler, MDDS
1st Vice President:	Dr. Gary Field, CSDS
Immediate Past President:	Dr. Ken Peters, MDDS
2nd Vice President & Treasurer:	Dr. Michael Varley, MDDS
Secretary:	Dr. Carol Morrow, AVDS
Speaker of the House:	Dr. Jerry Savory, B/BCDS
Editor:	Dr. Michael Diorio, MDDS

Elected 2014 ADA Delegates (three-year term)

Dr. Ken Peters, MDDS

Elected 2014 ADA Alternate Delegates (one-year term)

Dr. Carrie Seabury (new dentist), MDDS
Dr. Jeane Schoemaker, NECDS
Dr. Jim Setterberg, WCDS
Dr. Jamie Just, MDDS
Dr. Jeff Kahl, CSDS
Dr. Rhett Murray, MDDS



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Dr. Paul Casey



Dr. Jillian Cypher



Dr. Jordan
Dobmeier



Dr. Resa Espinoza



Dr. Davina
Esquibel



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Dr. Brenna
Goodwin



Dr. Bryan
Graziano



Dr. Jeffrey Green



Dr. Kami Groten



Dr. Nathan
Gunning



Dr. Kris Gurr



Dr. Sean Harrell



Dr. Galen
Hartenberger



Dr. Marcus
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Dr. Rozbeh
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Dr. Leia Jackson



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Dr. Kathryn
LaFree



Dr. Diana Lopez



Dr. Truska
Mahmood



Dr. Amanda May



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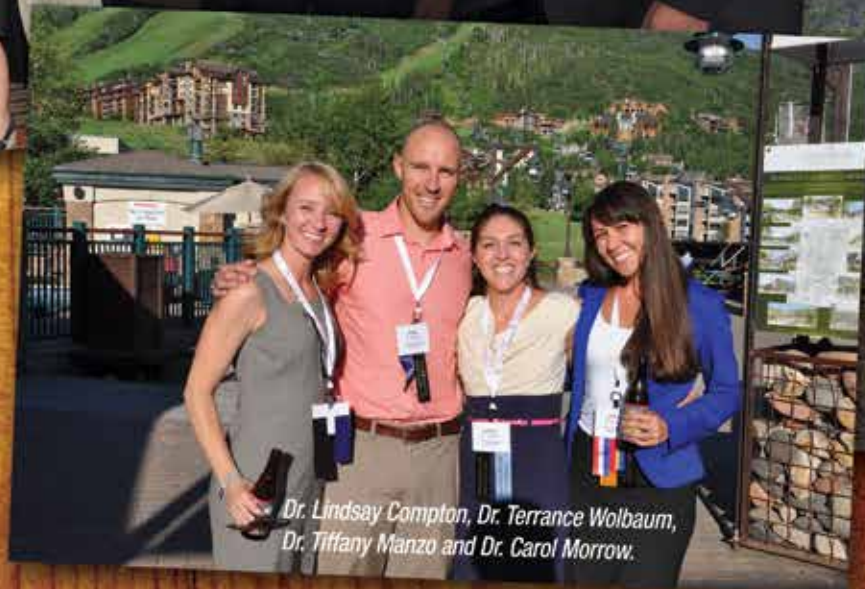
Dr. Nick Shumaker and Dr. Brandon Owen at the president's reception.



Dr. Bob Murphy (left) received the Distinguished Service Award from CDA President Dr. Ken Peters.



CDA Executive Committee 2013/2014: Immediate Past President Dr. Ken Peters (left), 2nd Vice President and Treasurer Dr. Mike Varley, Speaker of the House Dr. Jerry Savory, Editor Dr. Mike Diorio, 1st Vice President Dr. Gary Field, President-Elect Dr. Brett Kessler, Secretary Dr. Carol Morrow and President Dr. Cal Utke.



Dr. Lindsay Compton, Dr. Terrance Wolbaum, Dr. Tiffany Manzo and Dr. Carol Morrow.

2013 CDA Award Recipients:

*Distinguished Volunteer Award: **Dr. Bob Benke**, Greeley, Colo.*

*Exceptional Leadership Award: **Dr. Karen Foster**, Aurora, Colo.*

*Distinguished Service Award: **Dr. Bob Murphy**, Boulder, Colo.*

*Colorado Mission of Mercy Award: **Dr. R.J. Schultz**, Pueblo, Colo.*



STEAMBOAT SPRINGS, CO

JUNE 13-15, 2013



ADA 14th District Trustees Dr. Gary Yonemoto (left), CDA Vice President Dr. Brett Kessler, CDA Executive Director Dr. Quinn Dufurrena, ADA President-Elect Dr. Charles Norman, CDA President-Elect Dr. Cal Utke and CDA President Dr. Ken Peters at the Board of Trustees dinner.



Dr. Karen Foster (left) received the Exceptional Leadership Award from CDA President Dr. Ken Peters.



Dr. Kevin Sessa and his dental team at Annual Session.



Outgoing President Dr. Ken Peters (left) with incoming President Dr. Cal Utke at the president's reception.



The CDA House of Delegates.

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- Disability Retirement Security (10% CDA discount) (Mike Edwards)
- Life Insurance (personal and business needs, best rates regardless of health issues) (Mike Edwards)
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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. Call for more information at 303-639-5100 or 800-557-9380.

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ASSOCIATION GLOVE PROGRAM

877-484-6149, www.associationgloves.com



CDA Member Benefit: Exclusive 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 on more than 60 nitrile, powder-free and powdered latex, vinyl and chloroprene gloves from seven nationally known manufacturers. Fitted gloves are also available. All gloves are sold by the case, with 10 boxes per case. An obligation-free recurring order program is offered to reduce your office's inventory management challenges. Free glove samples are available upon request.

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

- Powder-free nitrile starting at \$5.12 per 100 gloves
- Powder-free latex starting at \$6.40 per 100 gloves
- Fitted gloves starting at \$6.75 per 100 gloves

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

OTHER CDA ENDORSED COMPANIES

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

Colorado Heart Rescue: 877-233-4381,
www.coloradoheartrescue.com

Amalgam Separators (member benefit: free waste collection containers)

SolmetexX: 800-216-5505, 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

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

Lands' End: 800-990-5407, www.ada.landsend.com

Computers/IT Services (member benefit: 20% labor discount)

Springs Hosting: 719-393-9266, www.springshosting.com

Credit Cards*

U.S. Bank: 888-327-2265 x80023, www.usbank.com/adavisa

Digital Signage (member benefit: 5% discount)

Ping-HD: 303-313-3351, www.pinghd.com

Furniture (member benefit: 50% discount on Herman Miller furniture)

Workplace Resource: 303-313-3351, www.wrcolo.com

Metal Reclamation (member benefit: free shipping)

D-MMEX: 800-741-3174, www.easyrefine.com

NSF Collection Service (member benefit: free NSF check collections)

eCashflow: 303-482-2773, 877-739-3952,
www.bestcardteam.com/additional-services

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

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

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

FedEx: 800-MEMBERS, 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

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

Medical Systems of Denver: 303-772-7971,
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 team of lobbyists and a full-time staff member, the CDA has a constant presence at the state and federal legislature to represent CDA member dentists.

CDA Business Brief: CDA Business Brief is an educational e-mail series delivered twice monthly to CDA members. These e-mails use brief, entertaining videos to answer commonly asked business questions regarding practice management, risk management, employment law, regulatory compliance and 3rd party payors. After distribution, these e-mails are conveniently archived in our robust library. Learn more by visiting www.cdaonline.org/cdabusinessbrief.


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 dentist license renewals, electronic records 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 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 Books and X-ray Training Course: Lab Authorization Books 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. 

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Classified Ads

Journal of the Colorado Dental Association
VOL. 92, No. 3, Summer 2013 issue.

OPPORTUNITIES WANTED

Opportunity Wanted: Dental assistant looking to relocate to the Denver area in the next couple months. I have 14 years experience working front office and back office. I have been licensed for x-rays, coronal polishing and sealants. Contact 918-230-1910.

Opportunity Wanted: Endodontist looking for part-time position in an endodontic practice, or a group practice seeking an in-house endodontist. If interested, please contact me at 717-333-7846.

Opportunity Wanted: 35 years of GP experience, owned a family practice in small Nebraska town. Excellent patient skills. Looking for one-to-four days per week. Interested in working another five years before retirement. Contact me at bjeffers@mac.com or 415-407-3370.

Opportunity Wanted: Used digital pano in good condition, N2O portable unit and BP/continuous pulse oxygen monitor needed. Please contact heartsidedentistry@gmail.com or 720-441-2310 if you have any of these items.

Opportunity Wanted: Retired orthodontist in Denver metro area seeking part-time work. Can also cover vacations and health issue situations. I can be reached at darbthedog@aol.com.

Opportunity Wanted: General dentist with 10 years experience in quality patient centered private practice. I currently have a successful practice out-of-state, and I am

considering moving back. Experience including implant placement and restoration, CD/PD, endo, complex restorative, perio surgery, and much more. I am seeking a dentist near retirement, preferably in the Colorado Springs, Colo. area (but open) who would like to sell their practice and has an open time frame (I have to sell my practice) and cares about finding the right person. Please e-mail relocatingdentist34@gmail.com.

Opportunity Wanted: I am an experienced dentist looking for a part-time position in the greater Denver area. I sold my practice after more than 25 years and would like to continue working part-time. I am quality oriented and willing to work hard. Call 720-935-4458 or e-mail hunks2@msn.com.

Opportunity Wanted: Do you need someone during CE classes, emergency situations or vacations? Experienced dentist looking for on-call/locum position. Keep surgeries and molar endo in-house. Available anytime for the months of June, August, October, December. E-mail me at poumpy@yahoo.com.

Opportunity Wanted: Tufts graduate general dentist with 10 years experience, Colo. license and DEA. I am very confident at operative, prosthodontics, endodontic and extractions. Looking for full-time position, associate, buy-in opportunities. Contact meevechie@gmail.com.

Opportunity Wanted: Semi-retired dentist seeking dental position approximately two days a week in north

metro area. Have owned private practice for 43 years, specializing in family dentistry. 5280 "Dentist of the Year" award for three consecutive years. Happy to work during your vacation or cover during health situations. Call Dr. Ben at 303-378-2679.

Opportunity Wanted: Employee-associate seeking one-to-two days per week opportunity in your office. Quality-minded, personable, experienced. Skilled in all facets of general dentistry. Flexible expectations. Let me show you how I can help your practice! 303-335-8160.

POSITIONS AVAILABLE

DIRECTORS, ASSOCIATES, PARTNERS

Director: Uncompahgre Medical Center in beautiful southwest Colorado is seeking a dentist/dental director to lead a small clinical staff and highly regarded subsidized care program. Four chairs, contemporary systems and equipment. Management level position. Great quality of life. Contact info@umclinic.org.

Associate: Colorado Springs, Colo. We have three practices that have associate positions available. Please contact Kyle Francis, Professional Transition Strategies, at 719-459-1021.

Associate: Oral Health Partners, in Grand Junction, Colo., seeks a full-time pediatric dentist associate and a general dentist associate for its growing group practice. OHP has

CLASSIFIEDS continues on page 40

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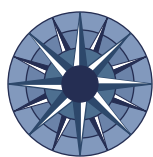
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a new 9,000 sq. ft. state-of-the-art facility. Currently all dentists have permits to perform moderate conscious sedation and have privileges at St. Mary's Hospital. For more information, contact Mary at 970-241-1313 or mary@oralhealthpartners.com.

Associate: Associate position available in a general practice treating children. Seeking a full-time enthusiastic, child friendly dentist. You will be working with an established and team-oriented staff. Starting at \$120,000/year with great benefits. Please e-mail resume to ddsdenial13@yahoo.com.

Associate: Gentle Smiles of Colorado will have a three-to-four day associate dentist position available starting in August. This position includes both the S. Denver and Golden, Colo. location. To obtain further office information about the practice, please visit www.gentlesmilesofcolorado.com. Resumes and CV letters may be faxed to Dr. Wachuta at 303-278-8448.

Associate: Pueblo, Colo. Full-time associate with buy-in potential. Active practice, great staff. Call Kyle Francis, Professional Transition Strategies, 719-459-1021.

Associate: Castle Rock, Colo. Full-time associate with buy-in potential needed in busy general dentistry office. castlerockdds@yahoo.com, 720-291-7188.

Associate: Associate wanted Oct. through Nov. for maternity leave. We are a busy two-doctor practice in Northglenn, Colo., and both doctors will be out in Nov. Contact us by phone at 303-452-4556.

Part-Time Associate: Great Vail Valley opportunity! Part-time dental associate. One-to-two days/week or one week/month. Flexible schedule. 2012 restorative produced \$450,000+ at eight days/month. Post graduate training very helpful. High-end restorative and aesthetic dentistry. Great team in place. Contact dentalteam8150@yahoo.com.

Associate Leading to 25% Buy-In: SE Wyo. (WY 1127). Annual revenue \$3M, seven ops. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Associate: Associate position available in a general practice treating children. Seeking a full-time enthusiastic, child friendly dentist. You will be working with an established and team oriented staff. Starting at \$120,000/year with great benefits. Please e-mail resume to ddsdenial13@yahoo.com.

Associate: Associate position available for immediate employment in Colorado Springs, Colo. with opportunity for buy-in. Two years experience or GPR minimum. Adult dentistry focus in removable and fixed prosth implants, endodontics, reconstructive and cosmetic services. Send

resume to joerota@mac.com or call 719-331-7682 for more information.

Associate: 2Well-established children's dental clinic in Pueblo, Colo. Seeking full-time enthusiastic, child friendly general dentist. Starting salary \$140,000 plus benefits. For more information, please contact Renee at 719-564-6464 or Dr. Bielecki at 720-435-1550.

■ DENTISTS:

Oral Surgeon: Sign-on/retention bonus available! Full-time and part-time positions available to support the growing number of affiliated Bright Now! dental offices in Colorado. This is a fantastic opportunity with the potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "Smiles for Everyone." Please e-mail your resume to sherrie.dean@smilebrands.com or apply online at www.jobs.smilebrands.com/Colorado. Equal opportunity employer.

Dentist: Privately owned practice in southern Colo. seeking a licensed dentist to join our growing team. We have two state-of-the-art facilities and currently employ three associate dentists. We are a team-oriented office with an emphasis on patient care. We provide family dentistry and a full range of general dentistry procedures. Compensation is based on production. E-mail your resume to housedmd@gmail.com.

Orthodontist: Part-time position available working for an exceptional non-profit organization, www.dentalaid.org in Boulder, Colo. Opportunity to work with a group of pediatric and general dentists providing care to the uninsured and underserved. Compensation is per diem based on experience and qualifications. Please contact Dr. Steven Markowitz, director of orthodontics at, Dental Aid at djraus@quest.net.

Dentist: Greeley, Colo. Perfect Teeth is looking for a full-time dentist to work in our established and mature practice in Greeley. After four years of practicing, the current dentist is moving out of state. The office staff has been around for years and is a tight-knit family. Great income potential and excellent benefits in this single GP practice. Contact Kevin at 303-285-6030 or ksauer@perfectteeth.com for more information.

Dentist: As of Aug. 2013, our friendly small town GP dental clinic is looking to hire a dentist for two-to-four days/week. Temp. or permanent with buy-in option. Explore mountains, lakes and relaxed country living. Please contact 970-946-4972, sanjuandental@centurytel.net.

Dentists: Lead dentist opening for general dentistry practice in Colorado Springs, Colo. Employment model with quarterly bonus. Emphasis on pediatrics. Contact Scott M. Shue at 615-750-0342 or e-mail at sshue@shsm.com.

Orthodontist: Commerce City, Colo. Bilingual Spanish/English a plus. All digital x-rays including pan/ceph. Call Todd, 303-809-0674.

Dentist: Looking for a lead dentist to join our team in Centennial, Colo. Must be experienced with high-production treatment, including implants, molar endo, and oral surgery. Your proficiency and excellent chairside manner will be the key to your success. Flexible hours for the right 1099 consultant. Cheerful, competent digital office needs a senior dentist looking for a long-term home that includes fee-for-service and selective insurance participation due to our unique business model. For consideration, please forward your CV to dentist@northbear.com.

Dentist: Highlands Ranch, Colo. Our doctor-owned patient focused general dentistry office is growing and looking for another doctor to join our team of fun, hardworking and dedicated professionals! Two yrs. experience or GPR/AEGD required. We offer great income potential and great working conditions. This is a full-time opportunity. If you would like to learn more about our opportunity, send a cover letter and resume to hndentaljob@gmail.com and we will be in touch to schedule an initial phone interview.

Orthodontist: Busy childrens dental practice in need of an orthodontist. Please call 720-435-1550 for more information.

Dentist: Southern Colorado practice is seeking a licensed dentist to join our growing practice with multiple locations. Great work environment with an emphasis on quality rather than quantity while building long-term patient relationships. We provide a full range of general dentistry procedures and specialty procedures in a state-of-the-art facility. Compensation is based on a percentage. E-mail your resume and business references to southerncoloradodentist@gmail.com.

Endodontist or Oral Surgeon: Fully equipped, seven operatory, paperless, private practice in Lakewood, Colo. seeking endodontist or oral surgeon. Run your own business with separate office suite number and invoicing. We provide all staffing, equipment, facility, billing and share marketing costs. 303-656-9166.

Dentist: Summit Community Care Clinic is seeking a long-term, part-time (20 hours per week) dentist. We are a non-profit located in the heart of ski country. Experience or residency preferred. We provide a full range of general dentistry procedures in a state-of-the-art facility. This position is student loan repayment eligible through the NHSC. Please send CV to dyoung@summitclinic.org.

Dentists/Specialists: Denver to Colorado Springs. Perfect Teeth is looking for GPs and specialists to work in



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303-814-9541

Ty Pechek, D.D.S.
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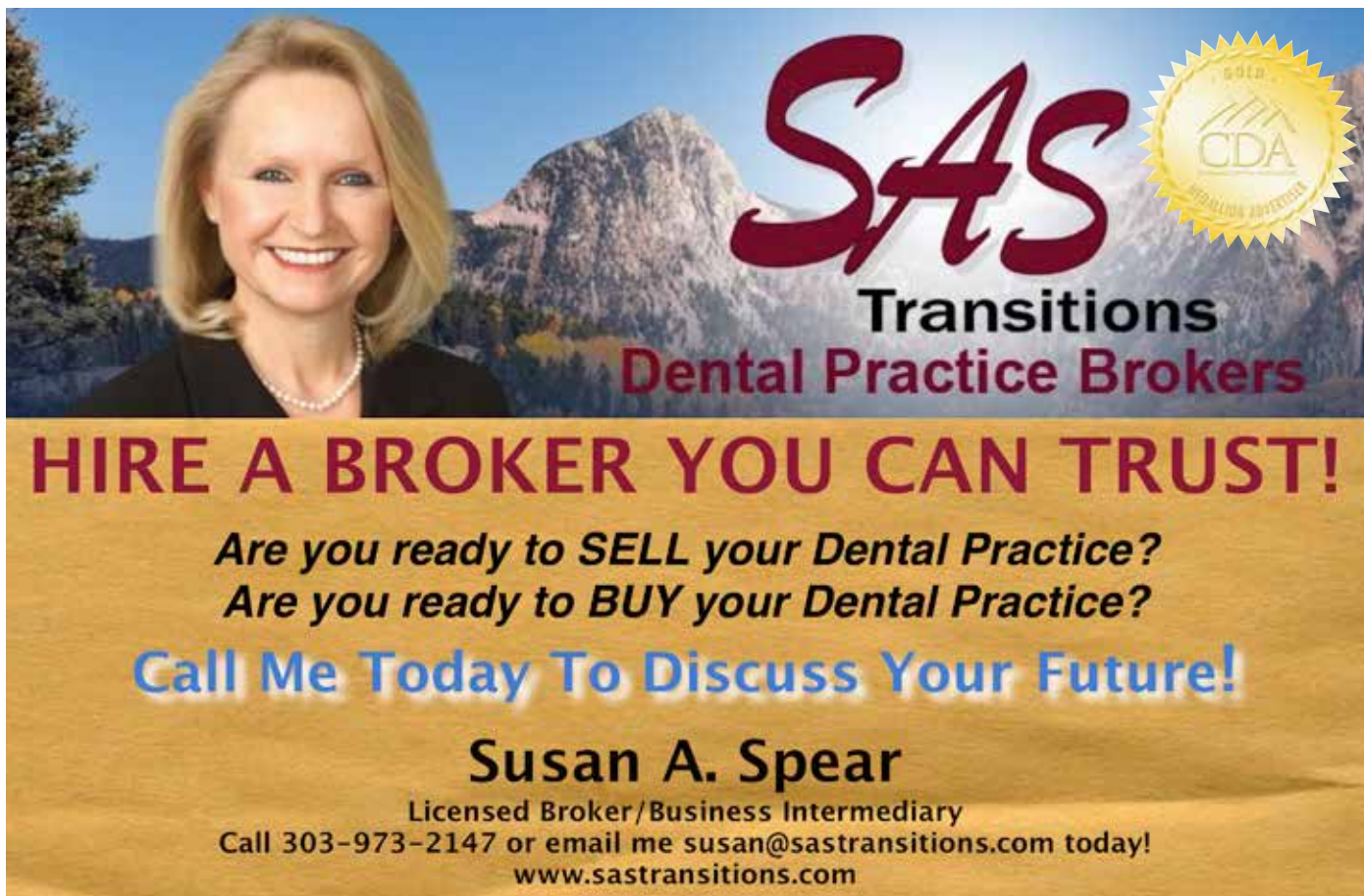
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our Denver and CO Springs locations. We are growing and looking for experienced dentists to join our group. Not including specialty centers, the average office is built for one GP/RDH. 60% of our affiliated dentists have 15+ years experience, and many have been practice owners. We offer a guaranteed monthly income or percent of production and excellent benefits. We do not accept Medicaid. Speak with dentists in our group and you'll hear about the great work/life balance. For more information, visit www.perfectteeth.com, contact Kevin at 303-285-6030 or e-mail ksauer@perfectteeth.com.

Dentist: General dentist full-time, Highlands Ranch, Colo. Bright Now! dental affiliated office. Requires two years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery and surgical extractions. Must be experienced and comfortable working as the only dentist in the office. Schedule is Monday thru Friday and two Saturdays a month. Help us with our mission to promote "Smiles for Everyone." Please visit our Website at www.smilebrands.com/careers or e-mail your resume to 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: Full-time general dentist who enjoys treating children ages 0-25 yrs. needed in Kansas City, Kan. area. We utilize conscious sedation, hospital cases and nitrous oxide. Please send your CV to krista.shehan@yahoo.com.

Dentist: Pacific Dental Services and its supported owner dentists have exciting associateship opportunities in Boulder, Denver metro, Highlands Ranch, Loveland and Colorado Springs, Colo. Practices are uniquely named (i.e. Cherry Creek Modern Dentistry) and owned by general dentists who make all clinical decisions in a traditional, private-practice setting while PDS provides the business support services.

Associates see 12 to 13 patients a day in a PPO/FFS setting (no Medicaid). Practices are state-of-the-art, fully digital, and equipped with Cerec CAD/CAM 4.0, lasers, and intra-oral cameras. Focus on quality, long-lasting dentistry with a career path to ownership and emphasis on continued learning. Exciting comp. package with full benefits, CE, malpractice insurance and partnership/ownership opportunities. To learn more, please visit www.jobs.pacificdental.com or e-mail rooneya@pacden.com for more information.

Dentist: Well-established children's dental clinic in Pueblo, Colo. Seeking full-time enthusiastic, child friendly general dentist. Starting salary \$140,000 plus benefits. For more information, please contact Renee at 719-564-6464 or Dr. Bielecki at 720-435-1550.

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 Andrew Risolvato at 972-755-0838 or andrew.risolvato@dentalonepartners.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 \$5,000/day. Flexible on scheduling. Please call A.J. at 412-337-5254 or aj.peak@gmail.com.

Endodontist: Associate needed for part-time or full-time to handle the referral volume from multiple group practices within the Colorado Springs, Colo. region. Ownership opportunities exist. Pay is very competitive and flexible

schedule is available. Please call A.J. at 412-337-5254 or aj.peak@gmail.com.

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.

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, attn: Joel.

Associate Leading to Buy-In: Our busy Fort Collins, Colo. practice seeks an exceptional new general dentist who will begin as an associate and then buy-in to the practice. We focus on team work and excellence in all we do. We have a constant concern for our patients, whose trust and loyalty we strive to earn by delivering the best possible experience for them. Are you enthusiastic, caring and professional? Then please send your resume, the names of three business references, and a cover letter explaining why you are the right fit for this opportunity to dmdcill@alpinedental-health.com. All inquiries kept confidential.

■ HYGIENISTS/ASSISTANTS

Hygienist: Experienced and motivated hygienist needed for three days/week at Winter Park office. Independence, the ability to identify disease and administer anesthetic required. Competitive pay in a beautiful setting. Contact toothman121@yahoo.com.

Hygienist: Hygienist needed for growing non-profit dental clinic in Steamboat Springs, Colo. Respond to mwd@optimum.net.

CLASSIFIEDS continues on page 42

EDDA: Looking for an experienced EDDA to join busy SE Denver, Colo. practice. Full-time with great pay and benefits. Please call Dr. Pfalzgraf at 303-757-8446 to schedule a working interview.

■ **OFFICE STAFF**

Office Manager: Family owned dental office looking for a self-driven individual team player to help treatment plan, answer phones, and handle accounts and insurance. If you have these skills and more please contact/send resume to Dr. Doug Koch at douglas.koch78@me.com and we will set up a time to talk. Position available immediately!

PRACTICES FOR SALE

Thinking of Transitioning? Jerry Weston will meet with you personally to discuss the transition of your dental practice. We will explore your options considering preparation, valuation, representation and timing of the sale. Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal. For a full prospectus and photos of our listings, please visit www.dental-trans.com.

Practice: Colorado Springs, Colo. Partnership opportunity. 12 ops. Great location. Collecting \$2.2 M. Call Jerry and Tyler Weston at 303-526-0448, pma0448@yahoo.com.

Practice: Colorado Springs, Colo. Five incredible ops. in a prime location. Collecting \$500,000 fee-for-service. Call Jerry and Tyler Weston at 303-526-0448, pma0448@yahoo.com.

Practice: Commerce City, Colo. Brand new equipment! Five ops. This is the best looking practice in Colorado! Call Jerry and Tyler Weston, 303-525-0448, pma0448@yahoo.com.

Practice: Woodland Park, Colo. Alpine wonderland! Four ops. collecting \$340,000 on three days. Great potential. Call Jerry and Tyler Weston, 303-526-0448, pma0448@yahoo.com.

Practice: Greeley, Colo. \$300,000 in profit! Three ops. collecting \$650,000! Small town with no competition. Call Jerry and Tyler Weston at 303-526-0448, pma0448@yahoo.com.

Practice: Southeast Denver. Producing \$450,000, 2,850 active patients, not doing endo, perio, ortho or implants. Great room for growth. Also great location to merge another existing practice. Owner motivated. Call Dr. Robert B. Deloian, Professional Transition Strategies, at 303-814-9541.

Practice: Southeast Colorado general dentistry. Very busy recently renovated practice with great potential for growth. Current production \$1M plus per year. Excellent opportunity. Contact Kyle Francis, Professional Transition Strategies, 719-459-1021.

Practice: Produced \$800,000 last year, four ops., newer equipment, 2,000+ sq. ft. Total price reduced to \$250,000. Tremendous value! Contact Dr. Ty Pechek, tpechek@professionaltransition.com or 719-821-2237.

Practice: Littleton, Colo. Great location near Littleton Hospital. Fee-for-service practice, 1,900 sq. ft., five ops., spectacular views, dedicated long-term staff willing to stay. Contact Kyle Francis, Professional Transition Strategies, at 719-459-1021.

Endodontic Practice: Southern Colorado. Endodontist is retiring! Five treatment ops.! Excellent location! Referrals, referrals, referrals! Great staff! Contact Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers, www.sastransitions.com.

Practice: Northeast, Colo. Buy or associate to own! Owner will help with the transition. 1,000+ patients! Team will stay. Motivated seller. Contact Susan, 303-973-2147 or

susan@sastransitions.com, SAS Dental Practice Brokers, www.sastransitions.com.

Practice: Mountain town, Colo. Practice and real estate! High-end office and equipment. Great potential for expanded growth! Contact Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers, www.sastransitions.com.

Practice and Associate Transition: South corridor of Denver, Colo. Interviewing now! Amazing high-end general dental practice! Two-to-three year Associate opportunity to ownership. Applicant must have at least two-to-three years experience. Implants and OS a plus! Contact Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers, www.sastransitions.com.

Practice: Denver, Colo. transition practice into yours! 764 active patient base. Great acquisition or satellite practice in downtown Denver! Motivated seller! Contact Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers, www.sastransitions.com.

Practices: Coming 2013! GP northern Colo. with real estate, GP west metro, southwest mountain practice, Denver metro practice, pediatric and specialty practices! Go to www.sastransitions.com for new listings as they come forward! Contact Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers.

Hire a Broker You Can Trust! What are you waiting for? It is a seller's market! This will never happen again in your dental lifetime! Great motivated buyers! Excellent interest rates! Pick from the best pool of applicants! www.sastransitions.com. Susan Spear, practice transition specialist / licensed broker. SAS Transitions, Inc. / SAS Dental Practice Brokers 303-973-2147, susan@sastransitions.com.

Practice: South Denver area. (CO100) General dentistry practice with cosmetic emphasis for sale in the south Denver area. Timing is great for this transition. The growth in this



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area has been continually strong and the new development of business, retail and residential housing increases the practice potential. Great range of demographics. Only worked one and a half days/week and producing over \$200,000. Five full ops. ready to be used and priced to sell. Great dr. owner ready to help in the transition and make this a huge success for the right buyer. One year remaining on lease allowing for new owner to maximize numerous options in moving forward. Contact Craig Gibowicz with Henry Schein Professional Practice Transitions at 303-550-0842 or e-mail Craig.Gibowicz@henryschein.com.

Practice: Central mountains. Annual revenue \$481,000, three ops., four days/week, great ski town location, dr. retiring. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Aurora, Colo. (CO 1333). Annual revenue \$1.3M, six ops., five days/week, two doctors, one willing to associate up to two yrs. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: South central mountains. (CO 1326). Annual revenues \$83,000, one op., two days/week. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Northwest, Colo. (CO 1321). Annual revenue \$688,000, four ops, four days/week, 1,500 sq. ft. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Southern Front Range, Colo. (CO 1322). Annual revenue \$230,000. Three ops., dr. retiring. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Richmond, Va. (VA 1324). Annual revenue \$1.1M, five ops., one not equipped. Dr. moving out of state. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Cherry Creek area of Denver (CO 1325). Annual revenue \$639,000, four ops., 1,335 sq. ft., four days/week. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Centennial, Colo. (CO 1317). Annual revenue \$660,000, four ops. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Northern Colo., I-25 corridor (CO 0910). Annual revenue \$1.2M, eight ops. 2,100 sq. ft., bldg. for sale with practice. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Fort Collins, Colo. area (CO 1220). Annual revenue \$1.15M, 2,100 sq. ft., four ops., Mon., Tues., Wed. from 8:00 a.m. to 5:00 p.m., Fri. from 8:00 a.m. to 2:00 p.m. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Arvada, Colo. (CO 1123). Annual revenue \$135,000, three ops. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: South central Colo. (CO 0935). Annual revenue \$480,000, three ops. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Mountains in west, Colo. (CO 1334). Annual revenue \$1.5M, 2,500 sq. ft., five ops. ADS Precise Consultants, 888.909.2545, www.adsprecise.com.

Practice: Northern Wyo. (WY 1236). Annual revenue \$800,000, five ops. Dr. retiring. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

OMS Practice: Western Kan. (KS 1216). Annual revenue \$1.5M, 2,000 sq. ft. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Prosthodontic practice in Front Range, Colo. (CO 1315). Annual revenue \$1.5M, six ops. Four and a half days/week. ADS Precise Consultants, 888.909.2545, www.adsprecise.com.

Practice: Denver western suburbs. (CO1224). Annual revenue \$323,000, three ops., four days/week. ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: 40-year-old quality comprehensive, restorative, patient-centered practice in southeast Colorado. Practice,

building, and equipment for sale. Welcome full- or part-time associate. 719-336-7719, chaskelleydds@hotmail.com.

Practice: Silverthorne, Colo. Beautiful mountain town with skiing, biking, hiking, fishing. Gross average \$350,000 per year working four days per week. Low overhead. Great opportunity. Contact tkhill772@gmail.com.

Practice: High quality general practice. Must have three years of experience. Excellent location to practice and live, and great opportunity for a first-time purchase or someone who wants team approach to private practice such as office coverage and reviewing cases but leadership is required. The office has a part-time fixed prosthodontist on staff and an experienced general dentist. Ideal person would see this practice as their home to establish and build their career. Privately owned, not a corporation. Trial period is available. After initial down payment is made, owner will carry the balance of the buy-in. Please forward resume and list of CE to dentistryopportunityco@gmail.com.

Transition Services: For more information on how to sell your practice or bring in an associate, or for information on buying a practice or associating before a buy-in or buy-out please contact Larry Chatterley and Susannah Hazelrigg with CTC Associates at 303-795-8800 or visit our Website for practice transition information and current practice opportunities at www.ctc-associates.com.

Practices: Practice listings along the Front Range in Denver, Boulder, Longmont, Fort Collins, Centennial, Aurora, Littleton, Colorado Springs, Lamar, Clear Creek County, west Jefferson County (foothills), and south Weld County. For more information on current practice opportunities, including an overview of each practice, please visit our Website at www.ctc-associates.com or call Larry Chatterley and Susannah Hazelrigg with CTC Associates at 303-795-8800.

Selling Your Dental Practice or Looking to Purchase a Practice? Henry Schein Professional Practice Transitions can help with the process from appraisal to closing. Please contact licensed practice broker Craig Gibowicz at 303-550-0842 or craig.gibowicz@henryschein.com for more info.

Practice: Sale/lease. Excellent opportunity to rebuild long-established south Denver practice in highly visible location. Must see before investing thousands in new start-up. Owner retiring due to health. E-mail denverdentaldoc@gmail.com.

SPACE AVAILABLE

Space Sharing: Live and practice in the Rocky Mountains of Colo. Live onsite, enough space for multi-doctors, satellite office, or rent additional space for extra income. Call 303-506-4147 for photos and more info.

Space Sharing: Pearl Street Dental in beautiful Boulder, Colo. has an extra operator(s) to space share. Great for start-up or a specialist. Beautifully equipped. See our Website www.pearlstreetdental.com. If you are interested, please contact jenny@pearlstreetdental.com.

Space Sharing: Dentist wanted for office share or associateship in high-tech, fully furnished dental office in Broomfield, Colo. Fax resume to 303-466-2786.

Space Sharing: Female dentist with 10+ yrs. dental experience is looking for a dental office to share one-to-two days/week to provide dentistry for children in Highlands Ranch, Colo. area. E-mail kidsdentist1@gmail.com or call 720-440-2535.

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

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: 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: Ready to go dental space in Ken Caryl, Colo. at 7761 Shaffer Pkwy. 1,801 sq. ft. Great mountain views. For details, please call Dan Miller with Cassidy Turley at 303-312-4272.

Office Space: For lease, 2,029 sq. ft. in Northglenn, Colo. Former orthodontic space outfitted. Join established dental practice in building. Plentiful parking and monument signage. Basement available for storage and equipment. Contact Jim Cortney, NAI Shames Makovsky, at 720-881-7532 or jcortney@shamesmakovsky.com.

Office Space: For lease, 1,600 sq. ft. in downtown Denver. Three furnished and equipped ops., lab, private office, reception, shared lobby and panoramic x-ray, and excellent parking. Call Monica at 303-296-1402.

Office Space: Oral surgery or other specialists office at 120th and York, Thornton, Colo. Five ops., prep., staff lounge, consultation and more. Some equipment and furniture too. Contact Gary Giglio, president, CCIM 303-469-2020 for details and to set up a viewing. The Augustin Companies, Inc.

Office Space: Lafayette, Colo. Beautiful turn-key, 1,498 sq. ft. dental suite in class A building next to Community Medical Center on South Boulder Road. Plenty of parking and excellent lease terms. Ready to move in! 994 sq. ft. suite also available. Call David, 303-838-0683.

Office Space: Colorado Springs-South. 3,205 sq. ft. space for sale or lease. Five dental ops., two hygiene ops, lab, sterilization area, two private offices, consult room, reception office, business office, reception room, private bathroom, staff lounge. Call 719-576-6432.

Office Space: For lease, 1,200 sq. ft. in Ft Collins, Colo. Three ops., lab, private office, reception, shared lobby, and excellent parking. Available May 1, 2013. Call Jodi at 970-223-7567 or e-mail drake2627@drakepark.net.

Office Space: Dental space available from 1,000 to 8,800 sq. ft. Office spaces both build-to-suite and move-in ready. Locations available: Centennial, Arvada, Westminster (144th and I-25 adjacent to new Centura hospital), Castle Rock, Colo. and more. Call NavPoint Real Estate Group for information, 720-420-7530.

Office Space: 2,500 sq. ft. in west Denver dental specialists building. 41st and Kipling St. Pediatric dentist or prosthodontist. Please call 303-232-3443 with questions.

Office Space: For lease. Broomfield, Colo. Existing three op. dental office, approximately 1,250 sq. ft. Recently updated/remodeled. Move in ready. \$2,900 per mo. (may be negotiable). E-mail blfdds@yahoo.com for more info.

Office Space: Turn-key affordable furnished dental office for lease, Colorado Springs, Colo. Three furnished operatories, receptionist area, private office, file room, lighted signage on major street. 1,050 sq. ft. Masciarelli Corp., James Masciarelli, broker, 719-597-4065.

Office Space: Colorado Springs, Colo. second generation 2,050 sq. ft. dental suite for lease. Four ops., lab, break room, private office, darkroom, sterilization, files, reception and waiting. Some equipment available. Masciarelli Corp., 719-597-4065.

Office Space: Second generation dental space available with premier visibility and access from south Broadway, near Littleton hospital. 48,000 cars per day will see your sign! Call Patricia at 303-830-1444 x301.

Office Space: Dental office for sale or lease. Beautiful eight op. condo. 3,646 sq. ft. Gorgeous views of the Front Range. Sunsets on huge patio. Overlooking the busy intersection of Morrison road and S. Kipling. Practice has produced \$3M in revenues over the past four years with

CLASSIFIEDS continues on page 44

overhead below 60%. Fully equipped with digital x-rays, N2O/O2 in all ops. and pan/ceph. Spacious staff lounge and doctors private office with shower. Doctor is relocating. Call Billy Halax/Metro Brokers at 303-550-1211.

FOR SALE

For Sale: Belmont Clesta dental exam light, eight years old, new condition, ceiling mount, hand movement on/off, three intensities, \$475. Belmont X-Calibur dental chair, eight years old, new condition, greystone color, \$2,000. Free delivery in Denver area. 303-798-5465, pohlds@aol.com.

For Sale: Intra oral x-ray system. Elitys™ by Trophy. New in 2007 with new head replacement one year ago. Essentially a new unit. Fort Collins, Colo. Unit is off the wall and ready for pick up. Scissor arm max extension 80 11/16 inches. Inspected June 2012. \$1,500. Contact estallen@comcast.net.

For Sale: Gendex GXCB-500 CT scan for sale. Installed in 2009, like new. Includes original software and manuals. Upgrading to a new system. Priced for quick sale. Please contact Dr. Ruvin at enruvin@yahoo.com or call 303-368-0777.

For Sale: Used equipment for sale, two dental EZ "J" chairs, Adec 1005 priority chair with post mount light and IC 4400 unit attached, two P&C Spirit units, two P&C ceiling mounted lights, heliodent x-ray unit, and PC-1000 pano (film based). Please e-mail blfdds@yahoo.com for more information.

For Sale: New handheld portable x-ray unit (\$3,500). New intraoral wall x-ray unit (\$1,650). New mobile x-ray on wheels (\$1,695). New chairs/units operator packages

(\$3,695). New implant motors (\$1,850). Everything is brand new, with warranty. Contact nycfreed@aol.com.

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BLS CPR Class: Anyone in your office need their CPR? Two year AHA BLS cert. We'll come to you and work around your schedule. Designed for dentists. Call HP at Firefighter-CPR, 303-656-0012.

Leasing Dental Office: Dental office needed to lease 12 hours per week for Dental Assisting School during office down time in Fort Collins, Colo. Class hours are during office down time one weekend day and one weekday evening. Lease payment to office is approximately \$1,000 to \$1,500 per month depending on class size. Please contact Becky Coltra at the National/Colorado School of Dental Assisting at 800-383-3408 or e-mail at bcoltra@dentalassist.org.

Furniture Donations Wanted! Serenity School is an educational and day treatment program for kids seven to 21 years old with severe special needs. Our kids have physical, developmental, cognitive and medical disabilities. Serenity is a 501(c)3 non-profit, so there isn't much extra for furniture. We are in need of leather or vinyl couches, chairs, and rolling office chairs. Many of our kids wear diapers due to their special needs, and the health department requires leather or vinyl for cleaning purposes. Donations of leather couches and chairs are our greatest need. Classrooms could also benefit from paper shredders (it's a job skill for our kids) and non-glass conference tables for class work and meals. Serenity is located at 3409 S. Fairplay Way, Aurora, CO 80014. The phone number is 303-699-6373. If anyone has questions, please contact Sandy Wognum, teacher, at missw005@hotmail.com.

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

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