

Journal

OF THE COLORADO DENTAL ASSOCIATION



give kids a smile!
National Children's
Dental Access Day



CARR

HEALTHCARE REALTY

Dental & Medical Real Estate



"Thanks for making my recent lease renewal as easy as you did! I wish I would have had your service 33 years ago when I signed my first lease!"

Charles S. Danna, DDS
Sun Creek Dental Group

At Carr Healthcare Realty...

We provide Dentists with the most experienced representation and skilled negotiating available for every real estate need.

When it comes to renewing your lease or relocating to a new office, the slightest difference in lease rates, tenant improvement allowances and free rent can impact you financially by hundreds of thousands of dollars.

With this much at stake, make sure you are represented by an expert; someone who only represents Tenants and not Landlords, and can provide you with substantial references and a proven track record. At Carr Healthcare Realty, we can do just that.

If your lease is expiring in the next 12 – 18 months, ask us how we can help you negotiate the most favorable lease or purchase possible.

COLIN CARR
President

303.817.6654
colin@carrhr.com



CHRISTIAN GILE
Denver Metro / Boulder

303.960.4072
christian@carrhr.com



ROGER HERNANDEZ
Colo Springs / So. Colorado

719.339.9007
roger@carrhr.com



KEVIN SCHUTZ
Northern Colorado / Wyoming

970.690.5869
kevin@carrhr.com



WWW.CARRHR.COM

Lease Negotiations • Office Relocations • Lease Renewals • Purchases

CDA EDITORIAL BOARD

Dr. Joseph C. Tomlinson

Editor-in-Chief

Molly M. Pereira

Managing Editor

CDA EXECUTIVE COMMITTEE

Dr. David Lurye

President

Dr. Pasco Scarpella

President-Elect

Dr. Thomas Pixley

Vice President

Dr. Kenneth Peters

Treasurer

Dr. Calvin Utke

Secretary

Dr. Jeffery Hurst

Immediate Past President

Dr. Gerald Savory

Speaker of the House

Jim Young

Executive Director

BOARD OF TRUSTEES

Dr. Robert Morrow Arkansas Valley
719-324-5251, fax 719-324-5252

Dr. Dana Johnson Boulder-Broomfield
303-447-8810, fax 303-447-0553

Dr. John Ordahl Colorado Springs
719-596-3098, fax 719-596-3099

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

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

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

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

Dr. Brian West San Juan Basin
970-259-5600, fax 970-247-2820

Dr. Fred Thrash San Luis Valley
719-589-4771, fax 719-589-4258

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

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

Dr. David Nock Western
970-242-4433, fax 970-256-7671

Open Allied Dental Team

Andrew Comerci CU Student Member
505-401-2456

USPS 661730 ISSN 0010-1559

Journal of the Colorado Dental Association (ISSN 0010-1559) is published quarterly by the Colorado Dental Association, 3690 S. Yosemite St., Ste. 100, Denver, CO 80237-1808. Annual subscription rates: CDA members included in dues; Non-members US - \$35; Other countries-\$50. Periodical postage paid at Denver, Colorado, and additional offices. Single copy is \$20 in the USA.

POSTMASTER: Send address changes to: *Journal of the Colorado Dental Association*, 3690 S. Yosemite St., Ste. 100, Denver, CO 80237-1808.

Articles for publication, correspondence, and advertising should be addressed to: Managing Editor, *Journal of the Colorado Dental Association*, 3690 S. Yosemite St., Ste. 100, Denver CO 80237-1808. 303-740-6900 or 800-343-3010.

The *Journal* reserves the right to reject any advertising and, as a matter of policy, does not accept advertising of any product classified by the American Dental Association Council on Dental Therapeutics as unacceptable.

Advertisements: For advertising rates and specifications call 303-740-6900 or 800-343-3010.

Contributions: Neither the Editors nor the Colorado Dental Association are in any way responsible for the articles or views of contributors published on these pages.

The *Journal of the Colorado Dental Association* is a peer-reviewed publication.

©2010 Colorado Dental Association. All Rights Reserved.



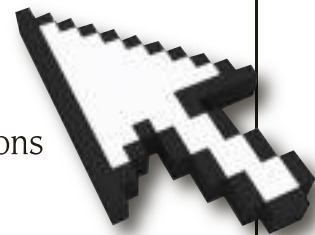
CDA E-News

What you'll find only online

Did you miss the last E-Newsletter? You can still read the articles online at cdaonline.org!

To view past articles:

1. Simply go to cdaonline.org and log-in at top right corner of your screen
2. Enter the Dental Professional side of the site
3. Click on Member News and Publications
4. Click on CDA Newsletters & Journals



Online articles you might have missed:

▶ **March 1 Compliance Alert for Dentists Offering Payment Plans**

▶ **Effective March 30 New Anesthesia Rule**

▶ **State Legislative Update: 2010 Bills**

▶ **Dentist Sales Tax in Centennial, CO**

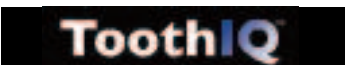
▶ **HIPAA Breach Reporting - Required by March 1**

To get the CDA E-Newsletter in the future, please contact the CDA with your e-mail address at geri@cdaonline.org, 303-740-6900 or 800-343-3010. We promise to never sell or abuse the privilege of having your personal e-mail address. Your address will only be used to communicate important regulatory, legislative or membership information.

Get Your Practice Online!

The Colorado Dental Association introduces a Website tool for your practice

- Exclusive for CDA members
- Build a Website in just a few hours with our user-friendly software or contract with the CDA to build your site for you
- Websites are hosted by the CDA
- Choose from a variety of templates to customize your site's appearance
- Have access to CDA support
- Animated prevention & diagnoses videos from ToothIQ available on every site
- Incorporate a ToothIQ library of animated procedure videos with an easy upgrade



Just **\$49.99** per month!

"I set up my Website in just an hour using the CDA's program. It was simple, intuitive and very user friendly. I was able to upload images to my site and forms for patients to download. I can't believe how easy it was to create my own Website."

- Dr. Ken Peters, Highlands Ranch, CO

Advertising in the phone book is expensive and a dated method for today's computer savvy consumers. The average dentist spends \$7,000 in phone book ads each year. Establishing your presence online is not only a good marketing practice, but it can save you thousands of dollars.

Get your practice online in 2010 – Learn more today at

cdaonline.org/MyWebsite

303-740-6900 or 800-343-3010

Journal

OF THE COLORADO DENTAL ASSOCIATION

Vol. 89, No. 2

www.cdaonline.org

Spring 2010



About Our Cover:

Just a few of our many GKAS volunteers.

Member Publication
AADE
American Association
of Dental Editors



PRINTED ON RECYCLED PAPER

CONTENTS

- | | | | |
|----|--|----|--|
| 6 | Letters to the Editor | 19 | What Effect is the Economy Having on Your Dental Practice?
<i>By Jennifer Nieto</i> |
| 8 | Don't Miss the CDA Annual Session in the Butte
<i>By David Luyre, D.D.S.</i> | 21 | The More Things Change, the More They Stay the Same
<i>By David Luyre, D.D.S.</i> |
| 9 | Eight Years of Smiles, Give Kids a Smile Day in Colorado 2010 | 24 | Looking to Increase Your Retirement Savings?
<i>By Scott Brookes, A.I.F.</i> |
| 14 | The Age One Dental Visit
<i>By Elizabeth Shick, D.D.S., M.P.H., director of Cavity-Free at Three, The Children's Hospital Dental Clinic</i> | 26 | Tips When Selling Your Practice
<i>By Tom Abood, J.D.</i> |
| 16 | Commercial Real Estate in 2010, The Upside of a Down Market
<i>By Christian Gile</i> | 28 | Classifieds |

Letters to the Editor

Dear Editor,

The article titled, "Dental Treatment and Prosthetic Joints: No Evidence for Antibiotic Prophylaxis" by Dr. Thomas J. Greany, published in the *Journal of the Colorado Dental Association*, Vol. 89, No. 1, Winter 2010 is inaccurate for the information given. The author states that "antibiotic prophylaxis for dental patients having total joint replacement has not been updated by the ADA or AAOS since 2002." This is not true. Both the AAOS and ADA updated this subject in 2009. (1-2) All dental clinicians should read these updates and form their own opinions along with the patient as to whether our patients should be covered or not.

Dr. Greany's points are, however, well taken and questions about the efficacy of antibiotic usage must be asked and answered if possible, but in the meantime until better information is available, it is my opinion that total joint patients should be covered for those procedures likely to cause a bacteremia and for the reasons given by the AAOS in their 2009 statement.

References:

1. AAOS: Antibiotic prophylaxis for bacteremia in patients with joint replacements. Available at: www.aaos.org/about/papers/advistmt/1033.asp. Accessed January 6, 2010.
2. ADA: Antibiotic prophylaxis: Available at www.ada.org/prof/resources/topics/antibiotic.asp. Accessed January 6, 2010.

Sincerely,

Richard Zallen, D.D.S., M.D.
Denver Health Medical Center

Dear Editor,

Dr. Zallen correctly points out that the position of the AAOS was updated in 2009 – after my article was written. Its position is clearly summarized on the ADA's Website, and is significant in its directive that clinicians "...consider antibiotic prophylaxis for all total joint replacement patients prior to any invasive procedure that may cause bacteremia." This is a significant departure from the 2003 advisory statement, which recommended prophylaxis for all patients within the first two years after replacement surgery, and thereafter only for those with comorbidities that may place them at higher risk of hematogenous total joint arthroplasty (TJA) infection. Disappointingly, the current AAOS update does not introduce any new studies as evidence in support of its position.

Sincerely,

Thomas J. Greany, D.D.S.

Dear Editor,

Our experience this year with Give Kids a Smile Day was fabulous. My staff and I saw 25 kids and provided \$14,700 worth of dental care to these patients who never would have gotten it otherwise. With three hygienists, three dental assistants (two who spoke Spanish) and two front desk support staff, we were able to smoothly make it through the day. The day was rewarding for all of us and was the best team building experience I ever imagined. We all came to work ready to give it our all and by the day's end we were exhausted and proud to have been able to give back to the community.

This program is such a plus for dentists as a vehicle to give back and

involve the whole staff. It creates public awareness about how dentists are willing to help those who need it most in the community. The kids all showed up and were very cooperative. The parents were really grateful and even went outside to clean up trash around my building while we worked on their kids. Once again, the main problem we found was a complete lack of nutritional knowledge resulting in the kids having a very high sugar diet and a large number of caries. Many of them drink large quantities of pop and eat a lot of fast food. We were able to spend some time with the parents discussing better nutrition, which would result in fewer caries. Many of the kids had never been to the dentist and were somewhat apprehensive, but we were able to provide a positive experience and hope they will seek more routine dental care. Thanks to the CDA for doing such a great job coordinating this program. We look forward to next year's event.

Sincerely,

Mitch Friedman, D.D.S. and team
Lafayette Dental Excellence



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

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



We do that![™]

EXPLORE OUR PRACTICE DISCOVERY & ANALYSIS

HENRY SCHEIN[®]
DENTAL



The **Colorado Team** of Henry Schein Dental would like to **thank you**, our wonderful customers, for your loyalty and trust! We are more focused than ever on your success!

Our Sales Consultants are specifically trained to identify multiple opportunities in your practice and introduce you to business solutions that will increase productivity and profitability. Be sure to ask your Sales Consultant about our **Practice Discovery & Analysis**, which has helped practices grow nationwide!

Give us an hour of your time and discover the hidden potential in your practice!

Contact your local Henry Schein Representative or call the Colorado Center at 303-790-7745
www.henryscheinwedothat.com

Take a fresh look at the CDA Medical Benefit Plan

At the Colorado Dental Association Medical Benefit Plan, we know our Members need choice and flexibility in their health care coverage. Let CNIC's highly-skilled and knowledgeable staff help you select the right plan with:

- **Flexibility** – six unique health plan designs with various deductibles
- **Superior Customer Service** – provided by CNIC Health Solutions, a division of Rocky Mountain Health Plans, Colorado's own not-for-profit health plan
- **Easy Enrollment**
- **Simple Qualification**

 **CNIC Health Solutions**[®]
A Rocky Mountain Health Plans IPA

For more information and to enroll, call Sue Donovan
CNIC Health Solutions 303-770-5710, ext. 1269 or 800-232-2588



THE SLETTEN GROUP, INC.

Transition Planning From Vision to Reality



- Transition Planning
- Practice Valuations
- Practice Sales/Acquisitions
- Associateships/Partnerships
- Team Building
- Seminars, Workshops & Retreats
- Associateship Feasibility Assessment
- Practice Growth Strategies
- Opportunity Assessment Coaching

Paul D. Sletten

Serving Colorado's Fee-for-Service Dentists Since 1974

Phone: (303) 699-0990 Fax: (303) 699-4863

Email: paul@sletten.com

THE SLETTEN GROUP, INC.

7882 South Argonne Street, Centennial, Colorado 80016

Don't Miss the CDA Annual Session in the Butte

By Dave Lurye, D.D.S., CDA President



Dr. David Lurye

Greetings!

We are excited about the CDA's 124th Annual Session coming up June 10-13 in Crested Butte, Colo. This is the first time that the CDA has had a meeting in this location and I know that you will find lots of things to do, whether part of our official program or just wandering around the town or trails in the area.

A former coal mining town now called "the last great Colorado ski town," Crested Butte is a destination for hiking, mountain biking and a variety of other outdoor activities.

Since one of my passions that I hope you will share is promoting not just good dental health but overall wellness and fitness, we have on tap some world-class athletes who have found a niche helping non-athletes become beginners, and helping beginners advance to intermediate, advanced and beyond. Sara Ballantyne, three-time world champion

mountain biker and adventure racer (along with being a mom), will give a brief talk on finding balance in personal and professional life before taking folks out on the trails. Marcel Vifian, a former U.S. triathlon champ, will help guide folks with their nutrition and exercise programs.

No, this isn't all about working out. We actually have CE for dentistry! We are thrilled that **Dr. Terry Tanaka** will be lecturing on Thursday, June 10 about complex restorative dentistry while being sensitive to the trying economic times that our patients (and we, ourselves) are having. Dr. Tanaka has lectured worldwide on restorative dentistry and TMD-TMJ.

Dr. Rob Roda will be presenting on endodontic emergencies and the vexing problems of good anesthesia during endodontic procedures. Dr. Roda has lectured extensively in the U.S. and Canada. Other seminars include The Challenge of Behavior Change for Your Patients, Chairside Digital Imaging and 3D Prep Review, Finance Management – Recovering from the Perfect Storm, and a Discussion with the State Board of Dental Examiners.

You don't want to miss this fantastic weekend. Kick your summer off with this conference in beautiful Crested Butte. It's a great location with plenty of summer activities including hiking, biking, backpacking, rafting, fishing and more! **See the insert in this issue of the Journal for details and to register for this year's Annual Session.** Bring your toys and enjoy! ■

PARAGON

DENTAL PRACTICE TRANSITIONS

We are pleased to introduce our transition consultant for Colorado

Kathy Whiting

Contact Kathy at our toll free number

1.866.898.1867

or email her directly at

kathyw@paragon.us.com

PARAGON consultants have closed thousands of transactions for our clients.

Let us help you reach your professional goals, whether it be purchasing, selling or evaluating your practice.



Call 866.898.1867 or visit PARAGON.US.COM to sign up for our free newsletter.



Eight Years of Smiles

Give Kids a Smile Day in Colorado 2010



Dr. Kevin Sessa with a GKAS patient.

After eight years, Give Kids a Smile Day has produced more than \$3.2M in donated dental care for underserved children in Colorado. Year after year, even despite tough economic times, hundreds of dentists and dental professionals volunteer to give back to their communities and these families who need it most.

2010 was no exception with over 375 dentists and dental team members committed to GKAS on Friday, Feb. 5. These volunteers donated treatment in their private offices, volunteered in dental clinics, and took time to visit schools for presentations, screenings and sealants.

GKAS was created by the American Dental Association to accomplish two things: to help children who need it most with their dental needs and to draw attention to the access-to-care crisis that families face locally and throughout the nation.

This year, thanks to Colorado GKAS volunteers:

- **3,937 kids received dental education at 37 locations in 18 cities**
- **2,054 kids received \$765,301 in donated treatment at over 98 locations in 43 cities. (This is an average of \$373 in treatment per child.)**

GKAS was full of grateful families. Here are just a couple testimonials from parents who contacted the CDA following the event.

"When I took my four-year-old son to the dentist last week, I felt very worried about a number of things. I knew his cavities were serious and I knew he had a very difficult appointment at a local dental clinic. They referred us to a pediatric dentist because they thought he would require going under general anesthesia to get the work done. In my mind, I was calculating the possible costs of even a simple operation, and thinking it would likely be thousands of dollars. Even though I run a small non-profit that serves homeless people in Boulder, I have struggled financially for years as a single mother with the high costs of housing and daycare. I do not have dental insurance and cannot afford it even though I work two jobs.

The dentist was so kind and all of the staff were very knowledgeable about working with kids. Not only did my son have a great appointment, I was surprised and pleased when I found out the dental

SMILES continues on page 10

Here to serve your business

Jan Chase - Senior Vice President/Healthcare Market Manager
(303) 863-6014 • janette.w.chase@wellsfargo.com

wellsfargo.com

© 2009 Wells Fargo Bank, N.A.
All rights reserved. Member FDIC. (122685_13166)





Together we'll go far



SMILES *continued from page 9*

work could be done in the office and wouldn't require general anesthesia. No one could have been more shocked to find out that the work is free through the Give Kids a Smile program. I almost cried when the dentist gave me the news. I am so very grateful to this program, for the financial help and the truly excellent care my son received. The

patience of the staff was what made the difference and they understood how to allay his fears. I have worked for two and a half years to get out of debt; I am not there yet, but Give Kids a Smile gave me and my family enormous assistance."

-Joy, GKAS parent

"Today at the University of Colorado School of Dental Medicine, my 10-year-old son was treated by your Give Kids a Smile

program. I can't begin to find words to thank your organization, the wonderful staff that treated him today and any others involved with this program. Today was not just about my son getting some beyond horrible dental issues taken care of (he had six extractions and two fillings), it was about giving my son confidence, self esteem, a smile, a new outlook on life, and a brighter future. I pray that you know what dental care can do for a child who has not had it available and how incredibly grateful we are to everyone. You've changed his life with your mission and generosity and I wanted to make sure you knew this. Please feel free to share this with dentists, students and donors. If there is a single way I can help this program continue, please let me know. Again, thank you deeply, and God bless you."

-Michelle, GKAS parent ■

One too many openings or cancellations?



Let **PriceDoc.com** help you maximize the full potential of your practice with **cash paying patients.**

1.877.783.2771
info@pricedoc.com

Start your **FREE TRIAL** today!
www.PriceDoc.com/SignUp



AFTCO
TRANSITION CONSULTANTS

- ▶ FREE PRACTICE APPRAISALS
- ▶ PRACTICE SALES / MERGERS
- ▶ PRE-SALE PROGRAM
- ▶ STOCKHOLDER PROGRAM

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are much more than a practice broker, we are there to serve you through all stages of your career. Call us at 1-800-232-3826.



Helping dentists buy & sell practices for over 40 years.

▶ WWW.AFTCO.NET

Thank You GKAS Volunteers!



Dr. Gary Field with a GKAS patient.

Dr. Stacy Ackerman
Dr. Neal Allan
Dr. Paul Allen
Dr. Peter Amundson
Dr. Heather Angers
Dr. Chris Baer
Dr. Michael Bailey
Dr. Lisa Baldwin
Dr. Katie Ball
Dr. Tim Bandrowsky
Dr. William Barminski
Dr. Bruce Barnes
Dr. Ryan Baros
Dr. Betty Barr
Dr. Nelle Barr
Dr. Ed Barrett
Dr. Kiley Barrett
Dr. Tjark Beaven
Dr. George Beilby
Dr. Gary Belenski
Dr. Robert Benke
Dr. Layne Benzley
Dr. Paul Bigus
Dr. Brian Bohman
Dr. Laura Bonner
Dr. Bob Briggs
Dr. Sarah Broten
Jessica Brown
Dr. Julie Brown
Dr. Andrew Burns
Dr. Claudia Burrows
Dr. Matthew Burt
Dr. Timothy Byrnes
Amy Cabadas
Jovan Cardoza
Dr. Kendal Carlson
Dr. Vance Carlson
Dr. Erin Carpenter
Lili Carrillo
Dr. Tara Carroll
Dr. Jill Castline
Maria Caudillo
Dr. Sung Won Cho
Dr. Todd Christensen
Dr. Dyeus Chung
Dr. Mike Cimino
Julie Collett

Dr. Courtney Collings
Dr. David Collins
Stephanie Cope
Dr. Arnold Cullum
Dr. Andrea D'Addario
Dr. Matt D'Addario
Dr. Ryan Davis
Dr. Jill Decker
Dr. Ronald DesMarteau
Tammy Do, RDH
Dr. Dick Dobbins
Dr. Anastasia Dodson
Diana Dorantes-Mendez
Dr. G. Bruce Douglas
Dr. Dennis Driscoll
Dr. David Dunn
Dr. Charles Durbin
Dr. Cecilia Edwards
Dr. Gerlinde Ehni
Dr. Jason Ehtessabian
Dr. Jack Emmons
Dr. Geoff Engelhardt
Dr. Frances Engler
Dr. Josh Erickson
Dr. Greg Evans
Sharon Fabrizio
Dr. Rebecca Facy
Dr. Bob Faucett
Dr. Lisa Feheley
Tavita Ferrer
Dr. Gary Field
Dr. Marcy Flack
Dr. Karen Foster
Dr. Mark Frank
Dr. Kelly Freeman
Dr. Mitch Friedman
Dr. Alison Fronczak
Dr. Dana Fujita
Dr. Randolph Geoghan
Dr. Louis Gerkin
Penni Gibson, RDH
Dr. Mike Gilbert
Dr. Ron Gilligan
Andrea Glover
Dr. Sabrina Goff
Dr. Frank Gold
Dr. Michael Golinvaux
Dr. Steve Gould
Dr. Jeff Gourley
Marcy Greenburg
Dr. Jerome Greene
Dr. Sonia Grewal
Dr. Frederick Guerra
Dr. Joe Guido
Dr. Scott Hadley
Michelle Hair
Dr. David Hamula
Dr. John Hanck
Dr. Russell Hanson
Susan Hanson, RDH
Dr. Jennifer Hargleroad
Dr. Katie Harmon
Dr. Michael Harms
Dr. Ashleigh Harrison
Stephanie Harrison, RDH
Dr. Dayle Hartgerink
Dr. Karl Heggland
Dr. Jay Heim

Dr. Jim Henry
Dr. John Hildebrandt
Dr. Doxiades Hill
Dr. Jonathan Hill
Dr. Judith Hill
Dr. Todd Hill
Dr. Gary Holt
Dr. Mark House
Dr. Keaton Howe
Dr. Makala Hubbell
Dr. Don Hull
Dr. Miles Humble
Dr. Autumn Hurd
Dr. Jeffery Hurst
Dr. Nadine Hutchins
Dr. Alfiyaz Ibrahim
Dr. Anil Idiculla
Dr. Dave Ishley
Dr. Michael Israelson
Dr. James Jack
Dr. Steven Jacobsen
Dr. Matthew Janda
Dr. Jesse Jenkins
Dr. Rossynet Jimenez
Dr. Carl Johnson
Dr. Cory Johnson
Dr. Scott Johnson
Dr. Michael Jones
Dr. Greg Jungman
Dr. Jeff Kahl
Dr. Jennifer Karaskevicius
Dr. Julia Kasper
Dr. Susan Kasper
Dr. Rominder Kaur
Dr. Jim Kearney
Dr. Wade Kennedy
Dr. Ethan Kerns
Dr. Mi-Lee Kim
Dr. Derek Kirkham
Dr. Kristy Klemm
Dr. Randy Kluender
Steven Klyn
Dr. Darrel Kneupper
Brittany Kolling, EDDA
Sahel Korshidian
Dr. Nelson Krum
Dr. Jim Kuhar
Dr. Randall Kumm
Dr. Jennifer Kurth
Karen Laughlin
Dr. Wm. LaVelle
Dr. Tom Lavery
Dr. Steven Law
Dr. Pamela Lerfald
Ryan Lewis
Sharon Lillpop
Dr. Shiloh Lindsey
Dr. Cliff Litvak
Denise Lopez, RDH
Dr. Mike Lovato
Dr. Mark Lucas
Dr. Dave Lurye
Dr. Carol Lybrook
Dr. Scott Lybrook
Dr. John Lydiatt
Dr. Les Maes
Erin Major
Dr. David Maki

Dr. David Maloley
Dr. Shawn Maloy
Sharyn Markus
Julia Martin, RDH
Jean Martinez
Dr. Michele Mathews
Marie Matthews
Dr. Christina Mazzola
Brittany McDonald
Dr. John McFarland
Dr. Kareen McIntosh
Sue McIntosh, RDH
Brenda McNulty
Dr. Jose Mena
Dr. David Mershon
Dr. Peter Mertz
Dr. Roger Meyer
Dr. John Meyers
Dr. Debbie Michael
Dr. Eric Miller
Dr. Michael Miller
Dr. Miles Miller
Dr. Jerry Minick
Dr. Scott Minnich
Dr. Rebecca Misner
Dr. Mark Mollner
Dr. James Monk
Pam Moore
Lisa Morales-Campbell
Dr. Damian Mulvany
Dr. Bob Murphy
Dr. Melissa Musolf
Dr. Tim Nary
Dr. Leo Nassimbene
Dr. Jeff Nelson
Dr. Hilary Nieberg Baskin
Dr. Joe Nieters
Dr. Carol Niforatos
Dr. Mark Novelen
Dr. Kent Obermann
Dr. John Offerdahl
Dr. Eugene Oja
Dr. Mike Onstad
Dr. Brian Ozenbaugh
Dr. Rachel Packer
Dr. Ronald Palmer
Dr. Alexander Park
Dr. Kevin Patterson
Dr. Ken Peters
Andrea Peterson
Dr. Tyr Peterson
Dr. Candace Pfister
Dr. Tom Pixley
Dr. Eva Poulson
Dr. Sally Preston
Dr. Derrick Price
Dr. Michael Purcell
Teresa Ramirez, RDH
Dr. Salvador Ramirez
Desi Rankin
Liz Ransom, RDH
Dr. George Ranta
Dr. Jeff Ranta
Dr. Ryan Reposa

SMILES continues on page 12



DLeft to right: C.U. Dental student Brad Johnso and Dr. Jesse Jenkins at the C.U. School of Dental Medicine with a GKAS patient.

SMILES *continued from page 11*

Dr. Maureen Roach
 Dr. Mandy Robison
 Dr. Todd Robison
 Micaiah Rogers
 Dr. Katie Rusnak
 Dr. Eric Rysner
 Dr. Carl Sakamaki
 Dr. Vidhya Sampath
 Josue Sanchez
 Marisol SanMiguel
 Jeanette Sathre
 Dr. Richard Sathre
 Dr. Bryan Savage
 Dr. Gerald Savory
 Dr. Pasco Scarpella
 Zack Scherr
 Dr. Steve Schiffer
 Kristy Schmidt
 Dr. Carrie Seabury
 Dr. Frank Seaman

Dr. Steve Seiler
 Dr. Kent Sellers
 Dr. Kevin Sessa
 Sue Sessa
 Dr. Purvi Shah
 Dr. William Shellhart
 Dr. Samantha Shipley
 Dr. Paul Sica
 Lenny Sigwarth
 Dr. Thomas Simpson
 Dr. Curtis Slack
 Dr. Tom Slack
 Dr. Kelsey Snavely
 Grace Snearline
 Traci Snyder
 Dr. Ryan Soden
 Laura Spencer-Wagner
 Dr. Tim Stacey
 Becky Stewart
 Tenille Stork
 Dr. David Strange
 Dr. Erin Sundt
 Tara Sutphin

Dr. Clara Tao
 Dr. Glenn Thompson
 Dr. Karina Thompson
 Dr. Tamara Tobey
 Dr. Michael Tobler
 Dr. Lori Trembath
 Dr. Scott Tuchklaper
 Dr. Cal Utke
 Dr. Christopher Vairin
 Dr. Keith Van Tassell
 Dr. Michelle Vance
 Dr. Eric VanZytveld
 Dr. Ty Vaughn
 Dr. Richard Villemonte
 Dr. Walt Vogl
 Dr. Anthony Vondra
 Dr. Sean Vostatek
 Dr. Philip Walter
 Julie Warburton, RDH
 Dr. John Warner
 Dr. Kate Warren-Hart
 Dr. Jack Wasinger
 Dr. Val Weenig
 Dr. Dave Welden
 Dr. Marie Welton
 Dr. Sean Whalen
 Dr. Dawn White
 Dr. Jaime White
 Jason Whitlow
 Julie Wildenberg
 Dr. Michael G Wiley
 Dr. Keith Wilken
 Dr. Chad Williamson
 Dr. Ann Wilson
 Dr. Jim Wolcott
 Dr. Susan Wolcott
 Julie Wood, RDH
 Dr. Mark Wood
 Dr. Ronald Zastrow
 Dr. Ryan Zastrow
 Dr. David Zeitlin
 Dr. Bruce Zimmerman
 Dr. Darrick Zirker

Non-Profit Organizations:
 Colorado Foundation of
 Dentistry for the Handicapped
 Community College of Denver
 Dental Hygiene Program
 Community Dental Clinic
 (Montrose)
 Dental Aid
 Denver Health Dental Clinic
 Dolores County Health Assn.
 High Plains Dental Center
 Kids in Need of Dentistry
 Marillac Dental Clinic
 Metro Community Provider
 Network
 Migrant Education Program
 Peak Vista Community Health
 Center
 Pueblo Community Health
 Center
 The Children's Hospital
 Salud Family Health Centers
 Summit Community Care Clinic
 University of Colorado School of
 Dental Medicine



Two satisfied GKAS patients.

Minimal Sedation CE Course
 May 15 & 16, 2010 8:00 am – 5:00 pm
 The Marriott Denver West
 Golden, CO 80401

This course is eligible for 16 hours of CE

The Colorado Board of Dental Examiners new Anesthesia Rule XIV went into effect March, 30 2010. This course meets the requirements for dentists who wish to expand their practice with minimal sedation services.

IV sedation training groups now forming please call for details

ADA CERP Continuing Education Recognition Program
 ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

888.581.4448
www.SedationConsulting.com

CONSCIOUS SEDATION CONSULTING

Enjoy writing? Have ideas to share with your dental colleagues? The ***Journal of the Colorado Dental Association*** is always looking for content from the dental profession for publication. If you are interested in contributing content, please contact Molly Pereira at 303-996-2844 or molly@cdaonline.org.

**IF YOUR
VACCINES GET TOO
HOT
WILL YOUR
BUSINESS
INSURANCE
LEAVE YOU
OUT IN THE
COLD?**

TEMPERATURE-SENSITIVE MEDICATION IS JUST ONE OF THE COMPLEX ISSUES YOU face daily. We understand. Because at COPIC Financial, we are experts in assessing health care risks, so we can answer questions many insurance agents cannot. And by working with many carriers, we can make sure you and your practice are adequately covered, educated, and paying the lowest possible premiums.

COPIC Financial offers all types of insurance for your practice and your people — worker's compensation, business liability, disability insurance, Medicare Supplements, personal and group health insurance, life insurance, employee benefits, long-term care insurance and retirement plans and investment planning.

When things get hot, you need a proven ally. Call 720.858.6280 or 800.421.1834. COPIC Financial. Our policy is putting you first.



COPIC Financial • 7351 E. Lowry Blvd., Denver, CO 80230 • 720.858.6280 or 800.421.1834
www.copicfsg.com

BUILDING. RELATIONSHIPS.

- HONESTY
- COMMUNICATION
- ATTENTION TO DETAIL
- PERSONAL SERVICE
- ABSOLUTE SATISFACTION

MENDEL AND COMPANY
CONSTRUCTION

www.mendelandcompany.com
3735 South Broadway
Englewood, CO 80113
303-698-5628

Kodak Dental Systems

Innovation, in reach.

Announcing the new
Kodak 8000 3D Extraoral Imaging System
3D information like never before.

visit www.kodak8000.com
or call 800.944.8285

PracticeWorks, Inc.
© PracticeWorks, Inc. 2008
The Kodak trademarks and trade dress are used under license from Kodak.

The strong foundation for your business technology

**CALL DAN OR KEVIN TODAY
FOR A FREE SERVICE ASSESSMENT!
720-488-1199**

GENDEX

8800 E. Evans Ave | Suite 100
Denver, CO 80222
720.488.1199

The Age One Dental Visit

By Elizabeth Shick, D.D.S., M.P.H., director of Cavity-Free at Three,
The Children's Hospital Dental Clinic

The American Academy of Pediatric Dentistry (AAPD) and the American Academy of Pediatrics (AAP) adopted new guidelines stating that children should have their first dental visit "within six months of the first tooth erupting or by age one." This guideline also accompanies the introduction of a new concept in dentistry, the dental home.

The dental home is based on the medical home concept and proposes that every child should have an "ongoing relationship between the dentist and the patient, inclusive of all aspects of oral healthcare delivered in a comprehensive, continuously accessi-

ble, coordinated and family-centered way." According to the AAPD, this should happen no later than age one for all children, regardless of risk status. With dental decay being the number one chronic illness in children today, five times more common than asthma, this guideline comes at an opportune time to help decrease caries rates in children.

Early Childhood Caries

In a Colorado School Survey conducted by the Centers for Disease Control and Prevention (CDC) in the 2006/2007 school year, 23% of kindergartners began school with untreated decay and 53% of third graders had either treated or untreated decay. Early childhood caries affects approximately 30% of lower income children in the U.S.; these children often arrive for their first dental visit presenting with rampant caries. They may be experiencing pain and infection, demonstrate lowered ability to concentrate in school and miss more school days than healthy children. If they are pre-cooperative and cannot endure conventional treatment in the dental chair, they must undergo costly and extensive full mouth rehabilitation in the operating room under general anesthesia.

Another issue that compounds the problem is that of access-to-care. There is a national shortage of general and pediatric dentists willing to see children less than three years old, and even fewer willing to accept Medicaid, CHP+ and other public insurances. According to a Colorado Health Institute report, 12% of Colorado dentists accept Medicaid, with only 3% being classified as "significant providers." More recently, data from the State of Colorado has estimated the number of dentists accepting Medicaid

to be less than 10%. Accordingly, only 30% of Colorado children eligible for Medicaid received dental care in 2006. These alarming results support the need for developing more progressive oral health initiatives for children.

Implementing the Age One Dental Visit

General dentists can play an integral role in preserving the health and well-being of children. Here are some guidelines for dentists to consider when implementing the Age One Dental Visit in their office:

- Offer dental care for children upon eruption of the first tooth or by age one.
- Train front desk and reception staff to inform parents calling the office that waiting until age three or older is no longer the standard of care.
- Infant oral health exams typically require 30 minutes of chair time.
- Healthy patients with primary teeth, no pathology, open contacts or who may be pre-cooperative do not require radiographs.
- The dental assistant or dental hygienist can perform a risk assessment followed by anticipatory guidance counseling, toothbrush prophylaxis and fluoride varnish application.
- The dentist completes the visit with an intraoral and extraoral exam to ensure the teeth and gingiva are healthy.
- Low risk children can be seen every six months like adults. Moderate and high risk children should be seen every three months.
- Billing for low risk visits: Comprehensive Oral Evaluation (D0150) for

There is always something new out of Africa
Piny the Elder

STEWARD
QUANTUM LEAP CONSULTING

970-207-0776
janet@quantumleapdental.com
www.quantumleapdental.com

the first visit, Periodic Oral Evaluation (D0120) for six month recall visits, Dental Prophylaxis (D1120) and Fluoride Varnish (D1206).

- Billing for moderate and high risk visits: Oral Evaluation for Patients Under Three Years of Age (D0145) may be used at the three month and nine month visits in place of Periodic Oral Evaluation.

Research has shown that the strep mutans bacteria causing caries are transmitted from primary caretaker to children. Therefore, the idea of "family dentistry" provided by general dentists in the community is more important now than ever. Dentists should stress the importance of treating the entire family to decrease the spread of bacteria leading to high caries rates in children.

There is a wealth of educational materials on the American Dental Association's Website (www.ada.org)

and the American Academy of Pediatric Dentistry's Website (www.aapd.org) that are available to help dentists implement the Age One Dental Visit.

Cavity-Free at Three

The Children's Hospital Dental Clinic in conjunction with the University of Colorado Denver School of Dental Medicine has created the Cavity-Free at Three clinic to help address the need for preventive dental care in young, underprivileged children.

The program serves children less than three years of age with the primary goal of preventing dental decay by educating caretakers about the best oral healthcare practices for their children. At each appointment a board certified pediatric dentist, together with the child's primary caretaker, reviews oral hygiene practices at home, fluoride exposure, diet considerations, and general anticipatory guidance principles. The child also receives a

toothbrush prophylaxis, dental examination and fluoride varnish application. Currently the Cavity-Free at Three Program sees children on Thursdays and Fridays at The Children's Hospital Dental Clinic and has enrolled more than 300 children since July 2009. The program also offers seminars and clinical-based CE courses to the general dentist community to train them to conduct effective Age One Dental Visits as part of their practice.

The Cavity-Free at Three Program is funded by the Delta Dental of Colorado Foundation and is under the directorship of Elizabeth Shick, D.D.S., M.P.H. ■

For more information about the program and how to implement the Age One Dental Visit in your practice, please contact the author, Dr. Elizabeth Shick at The Children's Hospital Dental Clinic, at 720-777-6788. More information is available at www.cavityfreeatthree.org.

When it comes to accounting, your practice deserves the same kind of personal attention that you provide to your patients.

"Kramer & Jensen has been there from the original valuation and purchase of my practice to the purchase of a second satellite office, as well as associateships and day to day accounting needs.

Honest, efficient, and trustworthy service and abilities - that's what I have found most valuable in their services."

Dr. Adam J. Weaver, Greenwood Village, CO.
Periodontist & Owner, Mountain Top Periodontics and Implants, P.C.

KRAMER & JENSEN LLC
CERTIFIED PUBLIC ACCOUNTANTS

- Tax Preparation & Planning
- Practice Transitions
- Bookkeeping & General Ledger
- Business Advisory Services
- Year End Planning
- Much More...

Call Us Today!

303.741.2253

www.KramerJensen.com

1150 E. Orchard Road, Suite 250
Greenwood Village, CO 80111

MICHAEL L. GILBERT ATTORNEY

PROMPT *PERSONAL* SERVICE
"See me before you sign"

DENTAL PRACTICE LAW

Purchase and Sale • Employment Agreements
• Professional Corporation • State Board Proceedings

ESTATE PLANNING

Wills • Trusts • Powers of Attorney • Living Wills

Call: 303-320-4580

Legal Counsel to the Colorado Dental Association Since 1978
501 S. CHERRY ST., SUITE 610, DENVER, CO 80246

Commercial Real Estate in 2010: The Upside of a Down Market

By Christian Gile

In commercial real estate, one of the top questions asked in 2009 was, "If my lease expires in 2010, will I still be able to take advantage of this aggressive market?"

The answer to that question is "yes." If your lease is expiring in 2010 or even 2011, you do have the opportunity to capitalize on the current market conditions. As the economy has struggled, real estate values have gone down as well. This in turn has created an opportunity for those who are prepared. The following information will put you in a position to capitalize on the current market conditions.

What is the commercial real estate forecast for Colorado in 2010?

Current research indicates that 2010 is lining up to be another strong year for both prospective tenants and buyers throughout Colorado. This is particularly true for the healthcare industry. On the leasing side, vacancies have increased and rental rates have decreased in both office and retail properties. According to CoStar Group Inc., one of the nation's top commercial real estate research companies, local office vacancies were up to 14.6% at the end of the fourth quarter of 2009, as compared to 13.6% at the end of the fourth quarter in 2008. Additionally, in 2009 CoStar cited a near 2% decrease in rental rates from the third to the fourth quarter alone. Similarly, in Colorado, we have observed a 15% to 20% decrease in rental rates and sales prices over the past year from 2009 compared to 2008. Many owners are continuing to

cut prices in an attempt to eliminate excess inventory and reduce debt.

Although the U.S. economy is showing signs of economic recovery, predictions are the commercial real estate market will likely continue to struggle through 2010. This is due in part to a lack of demand for space caused by tightened credit conditions for many borrowers. This situation provides tremendous opportunities to tenants and buyers in the market who are credit worthy. The good news is that dentists are still at the top of the list for many lenders.

How can I take advantage of the market conditions?

1. Get representation – it's FREE.

Don't underestimate the impact of being professionally represented. Whether you desire to stay in your current space by renegotiating new terms for your lease or if you are interested in relocating or purchasing, every dentist should contact a dental specific commercial real estate representative. The majority of landlords understand the market and have professionals negotiating on their behalf. To level the playing field, it's imperative that you also use a skilled negotiator that only represents your interests. Your representative should specialize in representing tenants, have extensive knowledge of the dental industry, and be able to provide you with a thorough resume and list of current dental references.

One of the many benefits to being a tenant or buyer is that real estate commissions are paid by the landlord or seller; which means as

a dentist you are not paying out-of-pocket for the real estate representative's services.

2. Determine whether it would be better to stay, relocate or purchase.

In order to make this decision, you need market knowledge. What are the top options available if you were to relocate or purchase? What are the bottom line numbers of a purchase compared to a lease? What is the best rate and terms you could achieve if you were to stay at your current space and renegotiate? Don't make decisions without all the information. The slightest difference in rental rates, build-out allowances and additional financial terms can impact you financially by hundreds of thousands of dollars, as well as expose you to additional liability. A market expert can answer all these questions and then help you implement a game plan of securing financing and beginning the appropriate process to move forward.

Just like in any industry, information and implementation are catalysts to leveraging opportunity. The economy may be down, but opportunity in commercial real estate is at a near all time high!

Christian Gile is vice president of Carr Healthcare Realty; a Colorado-based commercial real estate company that specializes in representing dentists with all their real estate needs. Christian can be reached at 303-960-4072 or christian@carrhr.com.

Practice Management Solutions for your Dental Practice



Professional Success. Personal Satisfaction. Financial Independence.

You have the ability to achieve these things. Fortune Management can show you how to:

- **Run your practice as a smart, successful business**
- **Create staff accountability, letting the doctor focus on dentistry**
- **Enjoy increased profits with less work and less stress**
- **Experience measurable improvements in your practice**
- **Have a more satisfying personal and professional life**

Fortune Management is the only total immersion post-graduate program available. We have helped thousands of practices across the country, and locally here in the Denver area, achieve both personal and professional success.

Call us for your complementary Fortune Management Practice Analysis



Kim McGuire
303-635-6420
KimMcGuire@fortunemgmt.com



Renè Schubert
303-771-0499
ReneSchubert@fortunemgmt.com



Upcoming Events:

Getting Your Patients to YES
Friday April 9th

PDA Dental Laboratory, Lafayette, CO

888-777-1110 to register



sometimes

\$\$ really does grow on trees



IF WE CAN'T SAVE YOU AT LEAST \$100 IN CREDIT CARD PROCESSING FEES ANNUALLY, WE WILL GIVE YOU \$100**

If we can save your practice \$\$\$ and you choose Best Card as your credit card processor, we will give you \$100 or \$250 in credit towards your processing fees.**

Just FAX a recent credit card processing statement to us at

◆ 1-866-717-7247 ◆

We will give you a detailed **FREE COST COMPARISON...**

and a \$5 Visa® prepaid card!



Best Card provides personalized customer service to 1300+ dental and medical offices
Average dental office savings: \$1,066 and 23% over prior processors annually

 BEST CARD LLC CREDIT CARD PROCESSING WWW.BESTCARDTEAM.COM PH: 877-739-3952		powered by  FirstData	1234 Date <u>UNTIL APRIL 30, 2010</u>
PAY TO THE ORDER OF <u>Dr. I.M. Earning</u>		\$ <u>250.00</u>	
<u>two hundred fifty and XX/100</u>		DOLLARS	
PROUD TO BE ENDORSED BY THE CDA  COLORADO DENTAL ASSOCIATION		Your Best Card Team FAX: 866-717-7247	
MEMO <u>You will save \$\$\$\$ with us!</u>		Fax a recent credit card processing statement: we'll give you a free cost comparison and a \$5 Visa® prepaid card!	
<small>Best Card LLC is a registered ISO/MSP of Wells Fargo Bank, N.A., Walnut Creek, CA.</small>			

◆ Best Card is endorsed by the Colorado, Montana, Nevada, Oregon Texas and Washington State Dental Associations ◆

****Qualifiers must process at least \$8,000 in credit cards monthly. (\$100 credit requires no long-term contract. \$250 credit requires 3-year contract with early termination penalty.) Credit will be given on the third monthly processing statement.**

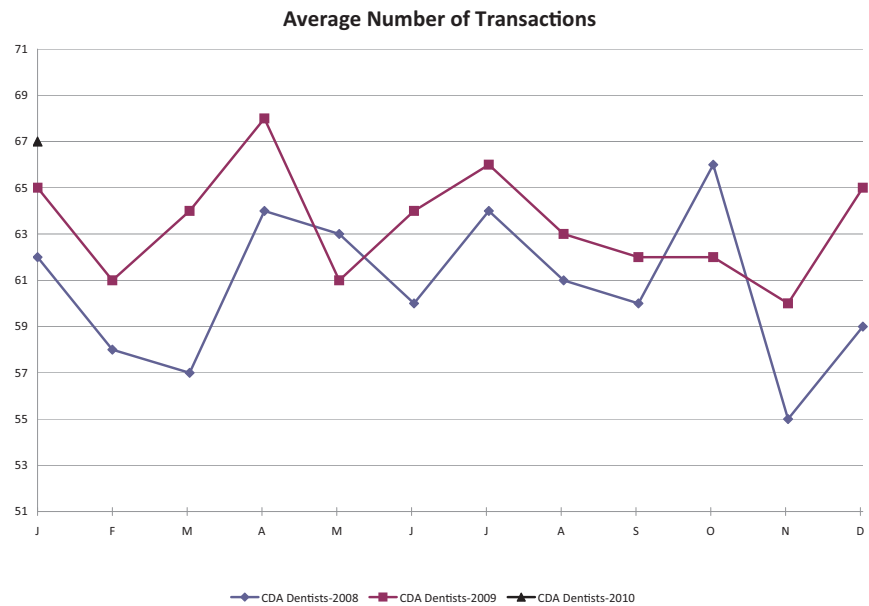
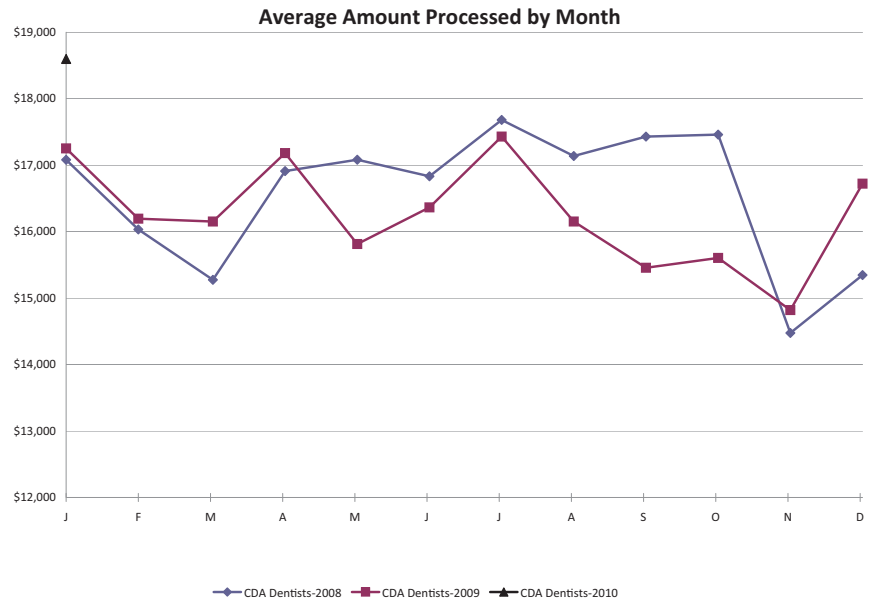
What Effect is the Economy Having on Your Dental Practice?

By Jennifer Nieto

Although 2009 was one of the worst years for the economy, data in the form of credit card transactions indicates that dental practices in Colorado may be more resilient than other small businesses and are better able to tread the turbulent waters. The graphs below paint a picture of how Colorado dental practices performed when compared to their counterparts in five states: Texas, Washington, Oregon, Montana and Nevada. The first graph compares the dollar amount processed per month on credit cards in 2009 versus 2008; the second graph shows the number of transactions involving credit cards; and the last graph shows dollar amounts per credit card transaction in 2009 versus 2008. Overall, Colorado practices outperformed the GDP and other dental practices in a five-state region by .6% and nearly 2% respectively.

In 2009, the monthly average dollar amount processed by credit cards in Colorado practices was \$16,262 – a 1.8% decrease from the \$16,561 average in 2008. Despite this, Colorado dental practices still managed to outperform the GDP, which declined 2.4% in the same period. Furthermore, Colorado practices bested their counterparts in the five-state region that saw a 3.68% decline. Most practices receive 25% to 33% of their dental payments via credit card transactions so this data represents only a portion of the entire picture.

Overall, there has actually been a slight increase in the total number of credit card transactions for dental



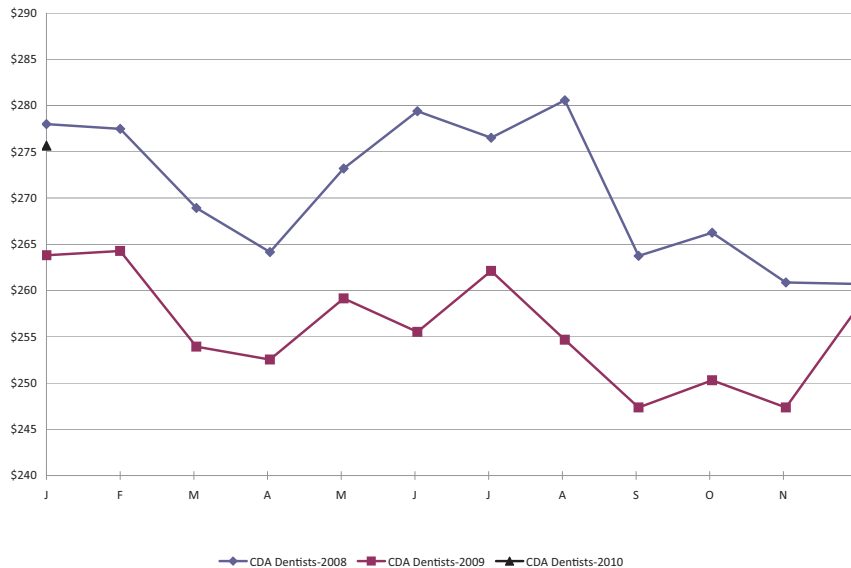
ECONOMY continues on page 20

ECONOMY *continued from page 19*

offices. The average Colorado dental practice ran 63.4 credit card transactions per month in 2009 compared to 60.8 transactions per month in 2008. This may seem counterintuitive given the condition of the economy. However, the reasons for this could be attributed to more people relying on credit to pay medical bills or more people paying for their own dental procedures instead of paying with dental insurance. Colorado compares favorably to the five state averages of 59.3 in 2009 as compared to 58.3 in 2008.

The most significant change in credit card processing for dental offices has been the 5.5% decrease in the average amount per transaction. In 2008, the average amount per credit card transaction was \$270.82 compared to \$255.79 in 2009. Considering the number of transactions and the drop in the amount of the average ticket, this could imply that dental offices are still maintaining much of their business but their patients are declining or postponing certain procedures/treatment.

Average Amount per Transaction



While you can always do marketing to increase revenues, you also want to make sure that you're effectively managing costs to maximize your net profit margins. A simple method to evaluate your credit card processing fees is to divide your monthly processing fees by your dollar volume processed (i.e. fees \$262.12 / processed \$9,973.14 = 2.63% effective rate charged). A good rule of thumb: if you

are paying more than 2.2% you should reassess the rates charged by your current processor – now is a great time since most processors are increasing rates in April. ■

Jennifer Nieto is a co-owner of Best Card. Best Card is endorsed by the Colorado Dental Association for credit card processing. You can reach her at 303-482-2773 or 877-739-3952.

Botox® and Dermal Fillers for every dental practice

Learn hands-on how to easily integrate Botox® and dermal filler therapy into your dental practice for treatment of TMJ, bruxism, and smoothing of facial wrinkles to enhance facial esthetics and cosmetic treatment. This is specifically designed for dentists and dental teams who want to be part of this exciting addition to their dental practice.

Courses given by the faculty of the American Academy of Facial Esthetics including Louis Malcmacher DDS, Anthony Feck DDS, Kristine Krever MD, Anthony Scarcella MD and others. See the entire faculty at facialesthetics.org. Not all faculty will be at all courses.

The first ever Botox and Dermal Filler DVD for Dental and Facial Esthetics! - given by Dr. Malcmacher is on sale now for only \$197, order today and earn 2 CE credits.

COURSE DATES:

April 23-24, 2010 • Pittsburgh, PA ~ May 7-8, 2010 • Orlando, FL
 May 14-15, 2010 • Houston, TX ~ June 4-5, 2010 • Louisville, KY
 June 11-12, 2010 • New York, NY - *Advanced Course*
 June 16-17, 2010 • New York, NY ~ June 25-26, 2010 • Denver, CO

Sign up before Apr. 20, 2010 and save **\$500** for both days or **\$150** for a single day! Call **(800) 952-0521** or go to **www.commonensedentistry.com** to sign up today!

Check our website for more 2010 dates.

Attendance in this course will provide AGD PACE Fellowship and Mastership continuing education credits of 8 hours per day and 16 hours for both days.

LIMITED ATTENDANCE - REGISTER TODAY!

The More Things Change, the More They Stay the Same

By David Lurye, D.D.S., CDA President

We are almost a third of the way through 2010. I ran for office because I felt I could serve many of the needs and wishes of our members. I ran because I hoped that my perspective may rub off on others. I ran because I wanted to make a difference.

Have I served you well? I hope so. As I suggested to an unresponsive state legislator, "if I wanted to run against you all I would have to say in an ad is 'I may disagree with you but I WILL call you back'." I trust I have returned your calls and listened.

Has my perspective rubbed off? I think so. I have managed, with the help of colleagues from the 14th District, to introduce bills at the ADA having to do with subjects as diverse as correcting restrictions by insurance companies to dealing with humane treatment of lab animals, along with bills addressing obesity and wellness in our patients and for ourselves and our staffs.

Have I made a difference? Time will tell. Some things seem to never change, like our getting defeated by the insurance industry over an issue in the legislature recently. Unflattering things were said about you and me by one of the industry's CEOs, implying that dentists double or triple fees once someone's annual max has been reached. Though I have never heard of any of us doing that, it was implied and then believed by enough legislators for our bill to be defeated. That's what the insurance industry thinks of you and me; that we are money-grubbing, dishonest, opportunistic cheats.

To listen to the actual hearing for this bill, please go to www.cdaonline.org/replay (click on the Jan. 27, 2010 audio file near the bottom of your screen).

With that in mind, I present to you an article that I wrote in the ADA News four years ago, edited for reasons of space in this newsletter.

Dear Editor, responding to an article that you ran in January of 2006, once again we have an article in our own newsletter explaining how to make a particular managed care plan fit in your practice if you are so inclined. The author goes to great lengths to explain that we must constantly review our systems to make sure that we are managing the managed care in our practice.

He asks if your practice can absorb these patients without affecting your current patients. My answer is "NO."

Anytime we make a financial decision to give a group a break on fees, it is going to impact the remaining pool of patients. Back in the old days, before discounted plans came along, this was an honorable

way of shifting costs. We gave discounts or even free work to those most in need.

Now, instead of financial need prompting cost shifting, we have an employer's group plan putting pressure on our practices.

We live in a system where a human resource manager's choices can affect not only the level of medical or dental care that someone gets, but also affects our practices by pressuring dentists for fear of losing a substantial pool of patients.

In a bizarre twist, you could have an executive at Microsoft and their "insurance plan" reimbursing a dentist at a lower rate than someone with far less means walking in off the street with little money and no third-party payer.

That old law of physics saying, "for every action, there is an equal and opposite reaction" applies to business as well. Don't fool yourselves. Unless you are giving that same generous financial break to patients in need as those who happen to participate in a plan, you are greatly

SAME continues on page 22

**Career Opportunities
Available**

PERFECT TEETH

DR. MARK A. BIRNER / 303-691-0680

SAME continued from page 21

affecting your other patients, and I would like to remind dentists of that each and every time they do an analysis.

Just yesterday, I spoke with a dentist whose son was on oxygen at \$1,000 per month billed to insurance. When he asked the oxygen company what he would pay without insurance, they told him \$250! I have implored him to write letters to the editor, and to essentially "go public" because when outrage comes from healthcare practitioners themselves, people may tend to notice more.

We need to all be outraged at our screwed up system. On one hand we have costs being driven up to patients by insurance companies driving down reimbursement to dentists. On the other hand we have insurance premiums going through the roof when we hear stories about quadruple charges for oxygen.

It takes outrage and action on our parts – healthcare professionals writing letters, calling legislators and "going public." Someone else isn't going to do it, and it carries so much weight when you or I act, especially if we voice ourselves in numbers.

I don't know how to fix healthcare. I do, however, know how not to fix it: don't recognize the problem, and if you do, don't talk about it and don't take action.

I'm a brawler. I don't have the subtle political maneuvering mind that seems to be so popular in politics. I do recognize problems, I am willing to take action to try to change them, and I am not content with politics as usual. Are you? Take action. Make calls. Write letters. Many individuals acting on their own will be heard more loudly than just the institutional voice of this organization. I urge you to get involved and vocal before our profession is run by third party payers. ■

PRINT, ADVERTISING & WEB DESIGN



WINDGATE
DESIGN, INC.

WEBSITE DESIGN

We have been graphic designers for more than 25 years. Designing for the web is a natural extension of that tradition. We don't let technology get in the way.



WEB HOSTING

Through our business partnership with Rackspace, one of the country's largest providers, you get managed hosting, fanatical support, 99.99% uptime, competitive pricing and people who care.



(970)203-4487 • (970)218-6975

www.windgatedesigninc.com

Twenty-five years successfully helping Colorado dentists.

More than 300 practices transitioned.



Jerry Weston, MBA

Our systematic process and large pre-qualified buyer list assure the optimum client services.

- Professional valuation for **Best Price**
- Expert marketing strategy assures **Fast Sale**
- **No appraisal fee or up-front costs**
- 100% financing: purchase, start-up, re-finance Main Street Bank

For results and straightforward, intelligent business dealings, please call me to arrange a confidential consultation. Our services are provided on a success fee basis—there is never an obligation to you until we provide satisfactory results.

(303) 526-0448 • (800) 632-7155 • Fax (303) 526-7408
www.dentaltrans.com



PROFESSIONAL MARKETING AND APPRAISAL
Specializing in Professional Practice Sales and Appraisals

*As a communications provider for the Colorado Dental Association...
CGI's Innovative Digital Media Products will take your Practice to a new level of Marketing Excellence!*



Our dental programs and products will help you create lifelong patients, build referrals, strengthen your online presence, and more!

"Patients have told us that the video was one of the reasons they felt confident about our practice's ability to provide their dental treatment."
-Dr. Mark Waltzer
Cherry Hill, NJ

"CGI - A "can do" company that exceeds expectations. We love our video production and use it on our email communications to patients."
-Joel Elfmán, DDS
Voorhees, NJ

Please contact Chris Sokal at
1.800.398.3029 ext. 241
for more information

Colliers

Medical & Dental Real Estate Advisors

Success.

suc-cess [suhk-ses]

– noun

1. the favorable or prosperous termination of attempts or endeavors.

**Reputation.
Reliability.
Experience.**



**COLLIERS
B&K**

Chris Wiley
303.283.4588
cwiley@colliersb-k.com

Lisa Vela
303.283.4575
lvela@colliersb-k.com

www.colliershealthcare.com

Colliers Bennett & Kahnweiler, Inc.
4643 S. Ulster St. • Suite 1000
Denver, Colorado 80237
303.745.5800 • Fax 303.745.5888

**COLLIERS: 43 YEARS REPRESENTING CLIENTS IN
SUCCESSFUL LEASE NEGOTIATIONS AND RENEWALS.**

WE SPECIALIZE IN:

- Office Relocations
- Lease Renewals & Negotiations
- Purchases & Site Selection
- Subleases & Lease Buy-Outs
- New Office Start-Ups
- Additional Locations

"WE FOCUS ON YOUR REAL ESTATE - SO YOU CAN FOCUS ON YOUR PRACTICE"

Looking to Increase your Retirement Savings? For the first time, you may be able to use a Roth IRA

By Scott Brookes, A.I.F.

The Roth IRA conversion rules changed in 2010. Before this year, taxpayers with adjusted gross income greater than \$100,000 were not eligible to make a Roth IRA conversion. The new rules eliminate that income limit, now allowing anyone to convert.

With this new opportunity, you may be able to add additional dollars to your retirement savings using a little known Roth IRA conversion strategy.

Non-deductible IRAs are the secret. If you aren't eligible to make a tax-deductible or Roth IRA contribution this year and if you have *no money* in existing IRAs, SEP-IRAs and Simple IRAs, then you should consider making a non-deductible IRA contribution. (There are no income limits for contributions to non-deductible IRAs.) You can then make a tax-free conversion of this non-deductible contribution to a Roth IRA. If you are married, you can do the same for your spouse. This is a great way to double your tax-free IRA savings.

Individuals under age 50 can contribute up to \$5,000 (\$6,000 if age 50+) in 2009 and 2010 to an IRA.

Considerations to be aware:
Pro-rata tax treatment for existing IRA assets – In calculating the taxes due on a Roth IRA conversion, you must include the proportionate amount of tax-deferred money relative to the amount held in all of your IRAs (including SEP and Simple IRAs). You cannot specify to convert only the after-tax IRA money to a Roth IRA.

Roll your traditional IRA into your 401(k) – Because of this tax treatment, if you have IRA assets, a good strategy may be to roll your pre-tax (deductible) IRA money to your company's 401(k) or profit sharing plan if your plan allows it. This leaves your IRA accounts holding only after-tax (non-deductible) dollars, which can then be converted tax-free to a Roth IRA. This strategy is most effective if you complete this rollover the year prior to initiating any Roth conversions. Your Certified Financial Planner or tax advisor can assist you with the timing and details of this strategy. Also, make sure you like the investment options in your 401(k) before you move a large sum of dollars into it. You may have to separate from service to get the money back out again.

Check your plan to see if in-service rollovers are allowed.

How it Works:

1. If you have pre-tax money in your IRAs, roll it to your 401(k).
2. Assuming you have \$5,000 or more in taxable wages, make a non-deductible contribution to an IRA for the prior year by April 15.
3. Convert your non-deductible IRA to a Roth IRA immediately so as to avoid garnering any growth prior to conversion (this way the conversion remains tax-free and any subsequent growth is tax-free as well).

Call your Certified Financial Planner or tax advisor to review your situation and initiate a plan of action. ■

Scott Brookes, AIF®, is director of Retirement Plan Services at Sharkey, Howes & Javer, Inc., a Denver-based, fee-only, financial planning and investment management firm and a supporter of the Colorado Dental Association. Visit SHWJ.com or call for more information at 303-639-5100.

Kevin L. Evans DDS Consulting, PC

"Understanding the exquisite demands of our profession"

Kevin L. Evans DDS

Over 30 Years of Clinical Experience



*Helping Dentists Enjoy and Succeed in Their Great Vocation
Call for a No-Fee Consultation*

6900 East Belleview Avenue
Suite 203
Greenwood Village, CO 80111

(303) 796-8668
www.kevinlevansddsconsulting.com
klev@kevinlevansdds.com

GET YOUR PLAN BACK ON TRACK

Now is the time to assess your Financial situation.

Sharkey, Howes & Javer, can get you on track to achieving your goals.

CALL TODAY FOR A FREE FACE-TO-FACE CONSULTATION

303.639.5100

- ◆ Financial Planning
- ◆ Investment Management
- ◆ Business Retirement Plans



SHARKEY, HOWES & JAVER
PERSONAL FINANCIAL MANAGEMENT
shwj.com Celebrating 20 Years
Est. 1990

PLANinvestSUCCEED



Starting a New Dental Practice?

- Need help with Marketing?
- Not sure what is the right location?
- Need guidance with hiring staff and training them?
- Would you like to be guaranteed \$350,000-\$400,000 in production your first year in business???

Veatch Consulting Services has a special focus on New Practice Starts along with Practice Management. Our goal is to offer you unsurpassed personal attention so your success is our success.

If you are starting a new practice, we will guarantee that you will produce \$350,000-\$400,000 in production your first year or we will give you 110% of your money back!!

(303) 621-5387

veatchconsulting@comcast.net



VEATCH CONSULTING SERVICES

What kind of financing do you need? You'll find it here – and much more.

- ◆ New office start-ups – get started with up to 100% project financing,* including design, construction, equipment and working capital.
- ◆ Practice sales and purchases – our team of experts can provide the experience and industry knowledge you need for buying and selling.
- ◆ Office improvement and expansion – remodel, refurbish, or expand.
- ◆ Commercial real estate – choose from a suite of comprehensive real estate loan options to buy, refinance,* or relocate.
- ◆ Equipment financing* – choose from a variety of options and flexible terms tailored to meet your needs.

Want to know more? Call **1.800.491.3623**, mention Priority Code ADD0410B or visit us online at www.bankofamerica.com/practicesolutions.

*All programs subject to credit approval and loan covenants are subject to credit review. Some restrictions may apply. Bank of America Practice Solutions may require use of an escrow to pay off or pay down another Bank of America account. Payment of interest may be limited to loans to existing customers only, be based on approved loan amount and paid after loan is closed and funded. Not eligible for commercial real estate loans. Payment to visit its website may be reduced by one-half the eligible amount. Programs may be terminated by Bank of America at any time without notice. Bank of America and Bank of America Practice Solutions are trademarks of Bank of America Corporation. Bank of America Practice Solutions is a subsidiary of Bank of America Corporation. © 2013 Bank of America Corporation

**Bank of America
Practice Solutions™**

Special Colorado Dental Association Member Benefits:

- ◆ Receive a referral fee of up to \$1,000 for each new customer referred to Bank of America Practice Solutions.†
- ◆ Loan administration fees will be waived on new, qualifying loans.

Financed or assisted by



A subsidiary of

Bank of America

Tips When Selling Your Practice

By Tom Abood, J.D.

Selling your practice is certainly one of the most significant events in your life, both professionally and emotionally. The following tips should help make your practice transition a more pleasant and satisfying experience to both you and the buyer. Please note, this article focuses on the sale of 100% of your practice and will not discuss issues relating to an associate buy-in transition.

Tip #1: The sale of your practice should not be the primary source of your retirement funds. Save, save, save, invest wisely and don't count on the sale of your practice to primarily fund your retirement years. The proceeds from the sale of your

practice should be a nice supplement to your retirement funds but not the cornerstone.

Tip #2: Assemble a professional team: Selling your dental practice is truly a team approach. The first decision you will need to make in assembling your team is whether you will list your practice with a practice broker or sell your practice without a practice broker. Regardless of whether a practice broker is involved, the remaining members of your team should be an attorney and an accountant experienced in dental practice sales, and your financial planner, if you use one. If you are not using the services of a practice broker to list your practice, then you will need to have your practice valued by an experienced, qualified dental practice appraiser, who may or may not be a practice broker. Remember, there is no such thing as a seller selling his/her practice alone, it always should be a qualified team approach.

Tip #3: Provide buyers a thorough practice valuation prospectus: The practice valuation prospectus you provide to prospective buyers should be a thorough, detailed evaluation and valuation of your practice. It should clearly state the selling price, or range of price, and most importantly, the methodology of how the appraiser arrived at the selling price. In addition, the prospectus should include the following: tax returns for the practice for at least the previous three years; practice and doctor characteristics; facility information; copy of the lease; patient information and demographics (including the number of active patients, insurance patients, new patients per month, hygiene, etc); staff information; treatment and insurance

information; fee schedule and other relevant information on the practice. When the seller does not have a thorough practice valuation prospectus with supporting documents and information, the sales process is delayed and buyers oftentimes become frustrated and look elsewhere. Be organized, professional and present a thorough prospectus with supporting data to prospective buyers.

Tip #4: Keep your practice information confidential: It is important to keep all the information you are providing prospective buyers confidential. All prospective buyers should enter into a confidentiality/non-disclosure agreement before you provide them with your practice information.

Tip #5: Position your office lease for the sale: The office lease is one of the most valuable practice assets that you will transfer to the buyer. While you need to make sure you have a lease to transfer, you also need to plan ahead so that you can minimize your risk and liability under the lease after you sell your practice. The ideal lease scenario for you, the seller, is having an existing term with an option to renew and selling your practice toward the end of the existing term before you exercise your option to renew. For example, let's assume you have four years remaining on your existing lease term with one option to renew for an additional five-year term. It is best to sell your practice toward the end of your existing lease term and before you exercise the option to renew. This will provide more incentive for the landlord to enter into a new lease with the buyer and completely release you from liability under the lease after closing. If you sold your practice in the first year of a five-year lease term, the landlord

WORKING TOGETHER, SUCCEEDING TOGETHER



ROCKY MOUNTAIN DENTAL CONVENTION

SAVE THE DATE

January 13 - 15, 2011
Colorado Convention Center

For details go to
www.rmdconline.com

would probably require you to assign your lease to the buyer and the landlord would probably also require you to remain liable under the lease for the remainder of the five-year term. Therefore, you need to plan ahead and coordinate the sale of your practice with the end of your lease term but prior to exercising any options to renew.

Tip #6: Don't plan to work in the practice after closing: Once you sell your practice, you should be prepared to ride into the sunset and not look back. Very few one doctor practices have enough cash flow and a large enough facility to support both the buyer, with his/her debt service after buying your practice, and the seller after closing. In addition, it is never truly the buyer's practice until the seller is no longer engaged in the practice. Some of the most difficult transitions occur when the seller has remained in the practice for an extended period after closing. For general practices, the seller should plan on completely exiting within a month or two after closing, or earlier if the seller has completed all treatment started prior to closing. For specialty practices, the period after closing could be considerably longer if there was no transition period or

relationship between the seller and buyer prior to closing. Therefore, practice until you are ready to exit, sell your practice and move on.

Tip #7: Sell your accounts receivable to the buyer at closing: Your accounts receivable should be manageable, collectable and ideally sold to the buyer at closing for a reasonable discount. This will provide the buyer with cash flow and you will not have to worry about collecting your receivables after closing.

Tip #8: Cash out at closing: If possible, obtain the entire practice sales price in certified funds or wire transfer at closing from the buyer. While it may be attractive for you to finance all or part of the sales price because you believe you can obtain a better interest rate/return than investing elsewhere (plus you can pay the taxes generated from the sale over time) there can be significant risks in your financing the sales price. Once you close on the sale, you have lost all control over the practice and there is no guarantee that the staff or patients will remain. If the buyer is unable to pay you after closing because revenues are down as a result of the employees and patients having left the practice, you will not be in a

very enviable position. If a prospective buyer needs to obtain a loan to pay the purchase price, which is the case with most buyers, pre-qualify the prospective buyer so you know that he/she can obtain the necessary loan to buy your practice, before you take the practice off the market and spend too much time, energy and money drafting documents for the buyer. If a third party lender is not willing to loan the buyer the entire purchase price, then you will have to make a decision as to whether you will finance the balance of the purchase price with that buyer.

While there are many additional legal, business and tax issues related to the sale of a dental practice that need to be addressed, the above tips should help you in the transition of your practice. ■

Tom Abood received his law degree from the University of Denver and has specialized in representing dentists involved in practice transitions since 1980. Tom is a member of the Colorado Bar Association, the Denver Bar Association and is also a clinical assistant professor at the University of Colorado School of Dental Medicine in the Department of Applied Dentistry. Contact Tom at 303-793-3200 or tabood@dsl-mail.com.

Cleartooth Digital X-Ray
For Successful
Dental Practices

Thinking about going digital?
Learn why Cleartooth is the best.



Cleartooth Digital X-Ray Maximizes Productivity

- **Superior Diagnostic Capability**
Advanced high-resolution sensors with unique image processing technology, show subtle difference in tooth and bone density.
- **Save Time and Money**
Eliminate film processing, chemicals and disposal. Instant images save an average of 1 - 2 hours per day per chair.

- **Top Quality, Performance, Ease of Use**

Intuitive controls and unique flexible layout save time and make start up quick and easy. Trouble-free system eliminates costly downtime.



For more info, call (303) 733-1999
www.cleartooth.com

Classified Ads:

Journal of the Colorado Dental Association, Vol. 89, No. 2, Spring 2010 issue.

OPPORTUNITIES WANTED

Opportunity Wanted: Very interested in supporting the general dental population in TMJ-related therapy. Have diplomate in the Academy of Pain Management and extensive clinical experience with occlusal driven TMJ dysfunctions. These are normally associated with head and neck pain. Services will be available early summer, hopefully, in two locations. For more information please e-mail me: tmjsupport@hotmail.com.

Opportunity Wanted: 2009 U at Buffalo grad and current advanced education in general dentistry resident seeks associate position in northern Colorado. Residency complete 6/30/10. NERB certified. CV upon request. Contact LeahC117@gmail.com.

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: Seeking an office wanting an in-house lab w/o the expense! Gain an edge over your competition. Save money with an exclusive 20% discount. Plus your crowns are never late or lost. Curious? Call 303-232-2022 for more info.

POSITIONS AVAILABLE

Associate: Metro Denver practice looking for full-time associate dentist. Partnership opportunities available. Practice technologies (E4D, laser, Diagnadent, digital imaging). Great opportunity with great pay! Please e-mail resume to mmcallister@dhcamerica.com or fax to 303-430-7450.

Associate: Well-established children's dental clinic seeking part-time enthusiast, pediatric dentist. Competitive salary offered. For more information, call 720-435-1550.

Associate Buy-Out: Cherry Creek, Colo. High-level practice with excellent revenues seeks associate interested in future ownership. Must have exceptional dental skills and ability to own practice in two years. Susan Spear, practice transition specialist, 303-973-2147, e-mail susan@sastransitions.com.

Associate: Energetic general dentist needed for dynamic associateship position in Ft. Collins area. Molar endo and surgical extraction proficiency required. Three years minimum experience. To inquire, please call 218-546-3123.

Associate/Partnership: North Colorado Springs. Outstanding opportunity in a well-respected growing group practice to become a partner. Powers Dental Group is seeking a mature, caring, energetic person with great patient skills. We are a private group practice located in a rapidly growing area. If you are interested in a group practice setting and being a partner-owner, give us a call. Experience is desirable. Personality and a kind heart are a

must! We enjoy practicing dentistry and making a good living! Financing will not be a problem. No brokers or banks involved. Call Dr. Mike Malivuk, 719-488-9587 or cell at 719-439-1111.

Associate: Well-established children's dental clinic seeking full-time enthusiast, kid-friendly general dentist. Competitive salary offered. For more information, call 720-435-1550.

Oral Surgery Associate: Colorado Springs, Colo. Growing group practice with 200+ new patients/mo., state-of-the-art office including laser and CEREC, and specialists onsite seeking associate oral surgeon with potential for partnership. Excellent compensation and benefits provided. Please email aj.peak@gmail.com or call 412-337-5254.

Perio Associate: Colorado Springs, Colo. FT/PT. Periodontist associate needed for a growing general and specialty practice with state-of-the-art equipment and experienced support staff. Excellent compensation benefits. Ownership Opportunity. Please contact aj.peak@gmail.com or call 412-337-5254.

Orthodontist Associate: Colorado Springs, Colo. FT/PT. Orthodontist associate needed for a growing general & specialty practice with dedicated ortho bay. Excellent compensation with ownership opportunity. Averaging three-to-five starts per day. Please contact aj.peak@gmail.com or call 412-337-5254.

Associate: Well-established, privately owned general dental practice in Centennial looking for full-time associate dentist with potential for buy-in. Please fax resume to 303-694-0557 or call 303-694-6400.

Associate: Tired of the "business" of dentistry? Well-established metro Denver area practice seeking general dentist for associate position. Fee-for-service only practice. Three years experience or GPR required. For more information, please contact Malcolm E. Boone II, D.D.S., M.S., at 303-388-1661 or 303-451-1111 for details or fax CV to 303-451-7238.

Associate Positions: Please visit our Website, www.ctc-associates.com, for current associate opportunities and e-mail your resume to info@ctc-associates.com.

Associate Buy-In: Centennial and Colorado Springs. Please e-mail your resume to info@ctc-associates.com or call Larry Chatterley at 303-795-8800.

Associate: General dentist wanted for associate or partnership. New grads welcome! Very nice modern office using digital x-rays. Office location is in Pueblo, Colo. Unique opportunity; call 719-546-0404 for more info, ask for Kriss.

Endodontist: Busy general dentist in Highlands Ranch, Colo. seeking endodontist to work Fridays. Please e-mail resume to: mssjalderton@aol.com.

Oral Surgeon or Periodontist: South Denver, University and County Line. All digital x-rays, pano, four private ops. immaculately appointed office in complex w/six other dentists. Thursdays and Fridays available. Seeking oral surgeon or periodontist. Call Stephanie, 720 488-4801.

Temporary Dentist: Grand Junction, Colo. Temporary dentist needed for our children's dental practice. April through June. Great pay. GP or pedo welcome. E-mail benandmichelle@frontier.net or call 970-901-9865.

Dentist: Full-time lead general dentist with three-plus years experience needed for this busy, established Boulder Bright Now! Dental office. Requires experience with molar endo. treatment and leadership skills. The office is open Monday through Friday. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "smiles for everyone." Please visit our Website at www.brightnow.com/careers or e-mail your resume to sherrie.dean@brightnow.com. A comprehensive benefits package is offered, which includes: medical, vision, life insurance, 401K, malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

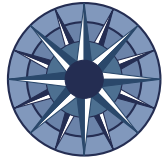
Dentist: Part-time lead general dentist with three-plus years experience needed for this busy Colorado Springs Bright Now! Dental office. Must work every Friday and one to two additional weekdays. Requires experience with molar endo. treatment, root canals, dentures, partials, oral surgery and leadership skills. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote "smiles for everyone." Please visit our Website at www.brightnow.com/careers or e-mail your resume to sherrie.dean@brightnow.com. A comprehensive benefits package is offered, which includes: medical, vision, life insurance, 401K, malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

Dentist: Adventure Dental in Greeley, Colo. is seeking dentists interested in working with children and young adults, 0-20 years. Competitive salaries and great benefits package. Please contact Adam Ditto at 719-576-1850 or aditto@hero-management.com if interested.

Dentist: Colorado Springs or Aurora. Unique opportunity for **experienced dentist** willing to do a lot of endo and oral surgery cases. Mostly fee-for-service, family practice with challenging work. Speed is important, along with the ability to establish instant rapport with our 80 to 100 new patients each month. One of the highest commissions in the region for 1099 contractors who want to drive their own potential in a

CLASSIFIEDS continued on page 30

21
YEARS



CTC Associates
Chatterley Transition Consulting

1,000
TRANSITIONS



Dental Practice Transition Consulting

- Appraisals ◦
- Practice Sales ◦
- Negotiations/Mediation ◦
- Candidate Matching ◦
- Buy-Ins or Buy-Outs ◦
- Start-Up Coaching and Seminars ◦
- Post-Transition Coaching ◦
- Practice Management ◦
- Front Office and Office Manager Training ◦
- Associate Contracts ◦



Larry Chatterley • 303-795-8800



720-219-4766 • Marie Chatterley

Call for a free, no obligation, initial consultation

info@ctc-associates.com

www.ctc-associates.com

STRAIGHT TALK. NO CONFLICTS. NO FEES.

Today, Mountain Dental appreciates the opportunity to support doctors and staff in a variety of unique, private practice settings including several in Colorado. We offer an array of transition alternatives for practice owners and look forward to new opportunities in Colorado. Founded in 1968, we are a long-term investor in comprehensive, family dentistry with a quality-first focus. Importantly, we charge no fees and have no conflicts of interest arising from dual-representation or undisclosed fee arrangements. You wouldn't likely use dual representation to sell your house, so why would you use it to sell the business you've worked so hard to build?

*To learn more about our confidential, efficient transition process please contact:
Sean Epp at (715) 579-4188 or sepp@mountaindental.com.*

Best wishes in 2010!

 MOUNTAIN DENTAL

www.mountaindental.com

CLASSIFIEDS *continued from page 28*

pleasant setting with extended hours. Please call Todd at 303-646-3802 and/or submit your CV to cv@erdentist.com.

Dentist: Upscale practice in Longmont is looking for that special super-generalist who loves to do it all in a five star way. This is a unique practice with very special values and a patient base that deserves spoiling. If interested, please send CV and a letter of introduction and intent to Dragonflyholdings@me.com.

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

Dentists: Denver, Colo. Dental One is opening new offices in the upscale suburbs of Denver. Dental One is unique in that each of our 12 offices in the Denver area has an individual name such as Rock Canyon Dental Care or Heather Park Dental Care in Aurora. All of our offices have top of the line equipment, digital x-rays and intra-oral cameras. We are 100% fee-for-service but take most PPO plans. PPO patients make up 70% of our patient bases. We offer competitive salaries, a complete benefits package and equity buy-in opportunities. To learn more about working for Dental One, please call Aaron Ellis at 972-755-0884.

Front Office: Busy office in Falcon Colo. seeking a motivated, friendly individual for our front office. Dextrix is a must. Excellent pay in a modern office with a friendly hardworking staff. Call 719-310-8090. E-mail resume to quick2play@gmail.com.

PRACTICES FOR SALE

Practice: Colorado Springs, Colo. Great opportunity for new graduate. Class A office

with all Adec equipment. Beautiful finishes. 550 fee-for-service patients grossing \$600,000 in 2009. Asking \$250,000. Would cost \$450,000 to \$500,000 to duplicate 1,880 sq. ft. facility for start-up at today's prices. E-mail inquires to jmr.dds@att.net.

Practice: Northeastern Colo. Excellent cash flow! DE \$240,000. Country boutique practice, \$387,000 collections, three days per week, 1,000 active patients! No DHMO's. Modern facility with pano. Excellent schools and family lifestyle! Priced to sell at \$212,000. Susan Spear, MPB, Inc., 303-973-2147, e-mail susan@practice-brokers.com.

Practice: Denver/Lakewood, Colo. Collected \$467,000 in 2009, established team willing to stay on with transition, nice facility. Good location. Owner retiring and ready to sell! Susan Spear, MPB, Inc., 303-973-2147 or susan@practicebrokers.com.

Practices for Sale: New! Metro Denver, Colorado Springs, DTC, west Denver listings now available! Call today for specific information. Inventory changes before the ads! Susan Spear, practice transition specialist/licensed broker, SAS Transitions, MPB, Inc., 303-973-2147, susan@sas-transitions.com, susan@practicebrokers.com.

New Owner Practice Support Program! Before-and-after-the-sale transition support for new owners! Are you considering a practice purchase or did you recently purchase a practice? Don't make mistakes you cannot fix. Work with the experts in practice transitions. Susan Spear (303-973-2147) and Amy Kirsch (303-796-0056) have teamed up to support you through your first year! susan@sastransitions.com, amy@amykirsch.com.

Practice: Small pediatric practice for sale. Share space with an orthodontist. Great starter location near Park Meadows Mall. Call Shannon at 303-792-0345.

Practices: General practices along the Front Range. Denver, Littleton, Lakewood, Broomfield, Wheat Ridge, Commerce City and Colorado Springs. Additional opportunities in the high country, northern, eastern and southern Colorado. For more information on

current practice listings, please visit www.ctc-associates.com or call Larry Chatterley at 303-795-8800.

Seller/Buyer Services: If you would like more information on how to buy, sell or associate in a practice, please call Larry Chatterley at 303-795-8800 or visit our website for practice transition information and current practice opportunities at www.ctc-associates.com.

Practice: Steamboat Springs/Craig, Colo. Busy practice in small town near ski area. Collecting \$750,000 with \$260,000 profit! Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal.

Practice: Montrose, Colo. Doctor retiring, five ops., digital x-ray, collecting \$300,000. Many active patients. Price \$200,000. Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal.

Practice: Longmont, Colo. Three ops., near hospital, all fee-for-service, collecting \$350,000. Profit \$190,000. Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal.

Practice: Colorado Springs, Colo. Beautiful four op. practice collecting \$450,000. Much potential. Call Jerry Weston, 303-526-0448, Professional Marketing and Appraisal.

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

Practice: Loveland, Colo. Practice offers unlimited growth potential with a now better-than-average patient base for practice this size. Fee-for-service; low overhead. Call Dave Goldsmith, 303-304-9067 or dgoldsmith@aftco.net.

Practice: Montrose, Colo. Practice grossing \$620,000+ with 2,000+ active patients; averaging 50 new patients/month. Favorable lease. Dentist extremely motivated and anxious to move for family reasons. For more info, call Dave Goldsmith, 303-304-9067 or dgoldsmith@aftco.net.



**PROFESSIONAL
TRANSITION
STRATEGIES**





*Over 65 years
of Dental Experience*

Robert B. Deloian, D.D.S.
303-814-9541

Ty Pechek, D.D.S.
719-821-2237

Scott Plantenberg
719-271-4493

- Transition Planning
- Mergers and Acquisitions
- Practice Appraisals and Valuations
- Buyer and Seller Representation
- Associate Search
- Assistance in Securing Financing
- Detail Practice Evaluation
- Feasibility Proforma to Determine Associate or Purchase Buy In
- Practice Comparison Surveys
 - Productivity/hour
 - Productivity/procedure
 - Hygienist productivity Stats
 - Collections
 - Overhead
 - Internal Confidential Fee Survey
 - Confidential Staff Salary Surveys
- How to Impact These Indicators
- Quarterly or Biannual Operation Reviews

www.professionaltransition.com

Buyers & Sellers: If you want your transaction to be handled in a professional, non-adversarial environment, we welcome the opportunity to be of service to you. We will determine your needs, and then fit you with one of our 150 programs to help you achieve "Quality of Life" goals. Visit our Website, www.aftco.net. Dave Goldsmith, 303-304-9067; dgoldsmith@aftco.net.

SPACE AVAILABLE

Space Sharing: Dental operatory for rent in a brand-new dental office in the heart of the Denver Tech Center. Please call for details and an appointment: 303-781-2107.

Space Sharing: Dentist wanted to share office with in a state-of-the-art facility with a friendly and competent staff. New high tech office with room to expand. Great location! 719-260-0216.

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: Seeking a GP to share great new condo in prime NE Colorado Springs location. Five big ops. w/room to grow, fireplace, kitchen/break room, priv. bath/shower, consult room, digital x-rays, Dentrax, admin supt., stunning mountain/city views. Call 719-440-7037.

Space Sharing: Dentist in upscale BelMar area looking for dentist to share office space. E-mail inquiries to: drchrisvairin@comcast.net.

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

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

Office Space: Colorado Springs, Briargate. Turn key, one year free rent w/10 yr. lease. \$16/sq. ft. NNN. 2,000-18,000 sq. ft. available. 100% Class A medical use building, onsite surgical center, building signage, easy accessibility w/unobstructed Front Range and Pikes Peak views. Skip Graham, Sovereign Capital Management, 719-634-8225.

Office Space: Colorado Springs, Briargate area by major intersection. 2,095 sq. ft.

first floor modern bldg., four ops. Plumbing, cabinetry, data lines, etc. present. Call 719-266-4848 or derdds@yahoo.com.

Office Space: Boulder, Colo. 1,350 sq. ft. Four plumbed ops. for lease or lease purchase. Great central location. 303-818-2787, drbeebe1@hotmail.com.

Office Space: 1,100 sq. ft., near Park Meadows mall. Plumbed for nitrous, includes one fully-equipped operatory, x-ray, air and suction lines. Shared space with orthodontist. Ideal for oral surgeon or pediatric dentist. Automatic referrals. Call Shannon at 303-792-0345.

Office Space: Loveland, Colo. New construction class "A" space. Up to 8,500 sq. ft. available for immediate build-out. Great location and tenant finish allowance. Call 970-663-1000.

Office Space: Build/Relocate/Remodel: Foothills Commercial Builders has specialized in building dental offices for more than 20 years in Colorado. Bring us on board early to help you minimize construction costs by choosing a space that best meets your needs. We promise to go the extra mile to provide you with the highest quality craftsmanship at an exceptional value. See some of our work at www.foothills-builders.com or call us at 303-755-5711 x300.

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

Office Space: Dental offices in Lakewood, Colo. 26th and Kipling area. 850 sq. ft. build-out, four ops., full service \$15/ft. 1,900 sq. ft., owner will assist w/tenant finish per your specs., full service \$12/ft. 2,000 sq. ft., owner will assist w/tenant finish per your specs., full service \$12/ft. Three months FREE with three year lease. Call Jack, 303-919-0813.

Office Space: Colorado Springs, Colo. Dental space, 2,000-3,150 sq. ft. Partitioned/plumbed for four ops. Beautiful building with great visibility and easy access in affluent area. Call Russell Stroud, 719-590-1717.

SERVICES/ANNOUNCEMENTS/MISC.

For Sale: CEREC milling and acquisition unit, \$24,000, Lakewood. Contact 720-635-1922 or cgdentist@yahoo.com.

For Sale: Matrix vac. pump \$250, AT2000 film proc. \$900, Rebec amal. sep. \$500, Designs for Vision light source \$100, Ultracam II \$150, Kodak dental camera \$50. Contact: gtengel@msn.com or 970-215-6517.

For Sale: Schick digital panorex machine. Great quality images, five years old, with computer. Serviced by Patterson. \$19,000, call Jeff Bailey, 303-579-9882.

For Sale: Assorted chair mounted, gently used operatory lights, Pelton and Crane, Ritter, Super Star (\$200 each your choice). If interested, please contact Shannon at str8teeth2000@yahoo.com.

For Sale: Planmeca ProMax digital Cephalometric x-ray unit with separate sensor. Brand new in the box. Fits ProMax panoramic digital unit. Please call 719-358-3755 or e-mail jmr.dds@att.net.



DENTAL PRACTICE and OFFICE SALES!

BUYER ASSISTANCE!

**Transition Planning!
Associate Buy-in /
Buy-out and
Partner Transitions...**



Susan A. Spear
Practice Transition Specialist
Licensed Colorado Broker
MEMBER:
IBBA, CABI, IBA, ADMC

*Choose A Broker
You Can Trust!*

**Call Today!
303.973.2147**

susan@practicebrokers.com
www.sastransitions.com

CLASSIFIEDS continued on page 32

CLASSIFIEDS continued from page 31

Experienced Dentist Available to Fill-in while you are away or to increase your practice production. Keep your office productive when you need to be gone: extended illness / down time from surgery / continuing education opportunities / dream vacation / family emergency / etc. Test the efficacy of an additional dentist in your office without a long-term commitment. Utilize an additional dentist to help treat any occasional or year-end "waiting list." Provide full-mouth occlusal equilibrations in your office for health reasons, to enhance a compromised periodontal situation or for post-orthodontic refinement of occlusion. Contact Gary Blumenschein, D.D.S.

for dentistry with friendliness, professionalism and gentleness at 303-233-7487 or 720-352-6900 or blumengldds@aol.com. Resume available upon request.

Sedation CE: Conscious Sedation Consulting provides continuing education, training and consulting services to non-anesthesia dental providers on the administration of sedation. Visit www.SedationConsulting.com. We are hosting a two-day event in Denver, Colo. on May 15-16, 2010. This course will meet the new requirements to administer minimal sedation by dentists. Seating is limited, pre-registration is required. Register online or by phone at 888-581-4448 x2.

Want to Duck Call? Call DUCC! Dental Urgent Care of Colorado serving south metro

and the 470 corridor. Open evenings, weekends, holidays and blizzards. 303-329-DUCC(3822). 7261 S. Broadway, Littleton.

Start-up/Practice Management: If you would like more information on doing a scratch start-up or assistance with managing your practice, please call Marie Wuthrich Chatterley at 720-219-4766 or e-mail marie@ctc-associates.com.

Interim Professional Service: Maternity leave, illness, vacations. Maintain production and patient access. Also, interim job resource. Forest Irons and Associates, 800-433-2603, www.forestirons.com. Dentists helping dentists since 1984.

Looking To Hire a Trained Dental Assistant? We have dental assistants graduating every three months in the Denver, Broomfield, Fort Collins and Grand Junction areas. To hire or to host a 32-hour externship, please call the Colorado School of Dental Assisting at 800-383-3408. www.schoolofdentalassisting.com.

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.

Delivery: Let Crystal Courier Service take care of your delivery needs! From Ft. Collins to Pueblo, we deliver SAME DAY. Call 303-534-2306 or visit us on the Web at www.crystalcourierservice.com.

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

Attorney: Full-service business law firm with 18 years experience serving dentists. Business formation, employment compliance, equipment leases, associate/buy-sell agreements, real estate lease and purchase, arbitration/litigation. Licensed in Colorado and California. Jeffrey DiTolla, J.D., 720-890-9339; Jeffrey@ditollalaw-firm.com.

Certified Public Accountants: Providing tax return preparation, tax planning, monthly bookkeeping, financial statements and analysis, and more. Are you looking for a responsive, proactive accountant that cares about your success? Free initial consultation. Kramer & Jensen, LLC, contact Scott Jensen, C.P.A., J.D., M.B.A., 303-741-2253, sjensen@kramerjensen.com.



Crystal Courier Service

*Specializing in Dental Delivery Services
from Fort Collins to Pueblo, Same Day!*

- Same Day Delivery to/from lab in most cases
- Expand and Improve your service
- Forget about the cost of fuel, the insurance, the headaches of maintaining a fleet and extra staff...

CALL US! (303) 534-2306
www.crystalcourierservice.com



ADS Precise Consultants

"Practice Transitions Made Perfect"™



PETER MIRABITO, DDS



JED ESPOSITO, MBA

PRACTICE SALES AND APPRAISALS SINCE 1986!

- PARTNERSHIPS
- TRANSITION PLANNING
- BUY INS/BUY OUTS
- WIDEST ACCESS TO QUALIFIED BUYERS
- SELLERS CASHED OUT
- TAX REDUCTION ON SALE \$\$
- DENTAL BUILDING SALES

Call for FREE Practice Value Estimate

More "Years of Practice Transition Experience" & "Completed Transitions" of any brokerage firm in Colorado.

PRACTICES FOR SALE:

COLORADO: Arvada, Boulder, Colorado Springs, Centennial, Denver, Fort Collins area, Grand Junction, Littleton, N. Central Colorado, Mountain Resort, Parker/Castle Rock area, Central Colorado, Central Mountains Colorado, Southwest Colorado, Vail Valley.

ARIZONA: Glendale

NEW MEXICO: Central

NEBRASKA: NW, North Central, Lincoln.

WYOMING: Yellowstone area, North East (2), East Central (2), West Central

SPECIALITIES: Oral Surgery, Peds., Perio.

303-759-8425 • 800-307-2537 • www.ADStransitions.com
peter@adsprecise.com • jed@adsprecise.com

Membership Pays for Itself!

Don't miss an opportunity – take advantage of the tremendous savings offered by CDA endorsed companies.

More information about these exclusive member benefits can be found online at cdaonline.org. Members – be sure to log-in for benefit and discount codes.

Amalgam Separators

SolmeteX: 800-216-5505

Cellular Phone Service/Wireless

Verizon Wireless: 303-740-6900 x101

Clothing for Staff

Land's End: 800-990-5407

Collection Services/NSF Fee Recovery

eCashflow Systems: 303-482-2773, 877-739-3952

The Advantage Group: 303-302-2894

Quantum Healthcare Services: 303-984-8300, 877-984-8300

Computers/Digital Imaging/Networking/IT Services

CSI Colorado, LLC: 303-325-5598

Credit Cards

U.S. Bank: 888-327-2265 x80023

Credit Card Processing

Best Card powered by First Data: 303-482-2773, 877-739-3952

Dental Charts/Dental Forms/Patient Brochures

Stepping Stones to Success: 800-548-2164

Emergency Preparedness

Institute of Medical Emergency Preparedness: 866-729-7333

Filing Supplies/Storage

Equipment/Prescription Pads/Forms

Evolving Office Solutions: 303-663-8006, 866-238-6583

Financial Planning and Investment Management

Sharkey, Howes & Javer: 303-639-5100, 800-557-9380

ADA Members Retirement Program/401(k): 800-523-1125 x7386

Gloves

CDA Glove Program: 877-484-6149

Gold and Metals Reclamation

D-MMEX USA: 800-741-3174

Health Savings Accounts

First Horizon Msaver, Inc.: 866-257-2652

Insurance Products

CDA Benefit Plan (Health)
Administered by CNIC Health Solutions: 303-770-5710 x1269, 800-232-2588

Dentists Professional Liability Trust of Colorado (Malpractice)
Administered by Berkley Risk Services: 303-357-2600, 877-502-0100

CDA Insurance Programs (Workers Comp, Business Liability, Disability/Life Insurances, Long-Term Care)

Administered by COPIC Financial Group: 720-858-6280, 800-421-1834

Lab Work Authorization Forms

CDA-owned service: 303-996-2841, 800-343-3010 x101

Loans: Dental Practice

Banc of America Practice Solutions, Inc.: 800-692-0790

Medical Waste Disposal

Medical Systems of Denver, Inc.: 303-772-7971

Office Supplies

Office Depot: 303-547-2525

Patient Education and Dental Procedure Education

ToothIQ.com: 720-890-6004 x224

Patient Financing Plans

CareCredit: 800-300-3046 x4519 (new enrollment), 800-859-9975 (already enrolled)

Payroll Processing

Paychex: 800-729-2439

Shipping

FedEx: 800-MEMBERS

Telephone On-Hold Advertising

On Hold Advertising, Inc.: 877-493-9003

Vehicle Lease/Purchases

Auto Buyer's Pro: 303-888-8889, 800-530-8884
AutoNation Direct: 303-799-3513, 866-548-2201
Mercedes Benz of Littleton: 303-738-7700, 888-255-4236

X-ray Training Tapes

CDA-owned service: 303-740-6900, 800-343-3010

Membership can pay for itself – are you taking advantage?

Colorado Dental Association, 303-740-6900, 800-343-3010, cdaonline.org





my **KID'S** dentist™

Are you a Pediatric Dentist fit for kids?

We're looking for a few good
Pediatric Dentists.

Join us...

Higher income, training,
comfortable environment,
and state-of-the-art
facilities at your fingertips.

We take care of the business,
you take of the dentistry!

What's not to love?

Current Locations:



Future Expansion:

- Westminster
- Lone Tree
- Highlands Ranch
- Lakewood
- Colorado Springs

To join us, contact Joe Saporito
(720) 270-6849 or saporitoj@pacden.com

The Dentists Professional Liability Trust



*.....the Right Protection For Your
Practice.*

The Dentists Professional Liability Trust
Berkley Risk Services of Colorado
2000 S Colorado Blvd. • Annex Building, Suite 410 • Denver, CO 80222
303-357-2604 or 1-877-502-0100
<http://www.tdplt.com>

SMILES BY GNATHODONTICS



OUR NEW, STATE-OF-THE-ART LAB IS IDEAL FOR HOSTING YOUR NEXT STUDY GROUP MEETING. CALL US TODAY FOR A TOUR OF OUR NEW FACILITY.



At Gnathodontics, Ltd, we're dedicated to having your patients teeth look their best. That's why we provide premium services such as pre-surgical case-planning and in-lab custom shading. Call John Bozis today for more information on how we can help give your patients the most natural smile possible.

- Gnathodontics provides Colorado's most comprehensive line of lab products & services
- All restorations & prosthesis are made in our Lakewood lab
- Gnathodontics is Colorado's most-experienced source for combination and implant case solutions

COLORADO'S PREMIER SOURCE FOR:

Implants, Orthodontics, Ceramics/Crown & Bridge,
Dentures & Partial



Gnathodontics, Ltd

Your Full Service Dental Laboratory

800-234-9515 • 303-424-9515

www.gnatho.com