

Journal

OF THE COLORADO DENTAL ASSOCIATION



InfoProABC



Don't Get Lost in
the Challenges of
Running a Dental
Practice.



**Have you taken
advantage of your new
CDA member benefit?**

Request your free login today!

**Contact Nikki Williams,
Marketing Coordinator, at
nikki@cdaonline.org or
303-996-2848, 855-355-6090.**



COLORADO DENTAL ASSOCIATION

Helpful Contact Information

Colorado Dental Association

3690 S.Yosemite St., #100
Denver, CO 80237-1808
303-740-6900
800-343-3010
Fax 303-740-7989
www.cdaonline.org or
info@cdaonline.org

American Dental Association

312-440-2500
800-621-8099
Fax 312-440-7494
www.ada.org

Colorado State Board of Dental Examiners

303-894-7800
Fax 303-894-7764
www.dora.state.co.us/dental

Metropolitan Denver Dental Society

303-488-9700
800-810-0140
Fax 303-488-0177
www.mddsdentist.com

Colorado Springs Dental Society

719-598-5161
Fax 719-532-0054
www.cs-ds.org

University of Colorado School of Dental Medicine

Main Office 303-724-6900
General Practice Residency
Program 303-724-6941
Faculty Practice Clinic
303-724-5505
Clinical Affairs 303-724-7110

Continuing Education

303-724-7121
Graduate Orthodontic Program
303-724-7001
International Student Program
303-724-7060
www.ucdenver.edu/dentalmedicine

Department of Public Health and Environment X-ray Unit

303-692-3443

Drug Enforcement Administration

(DEA Numbers and Drug Issues)
720-895-4040

OSHA

303-844-5285
www.osha.gov

Internal Revenue Service

800-829-1040

MICHAEL L. GILBERT A T T O R N E Y

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 • Elder Law

Call: 303-320-4580
mgillaw@msn.com

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

CDA Easy-Pay: A convenient way to manage your dues investment

A growing trend among CDA members is paying dues using the CDA's Easy-Pay program. This program breaks your dues balance into four easy payments that can be charged to a credit card or withdrawn from your checking/savings account. This plan helps you manage your cash flow more efficiently and reduces your year-end expenses. The CDA does not charge a service fee for this benefit.

The CDA Easy Pay program splits your dues balance into four monthly installments that will be deducted from your account between the 20th and 25th of the month, for the months of September through December. The total amount withdrawn will be equal to the dues balance, plus any voluntary contributions selected at the time of sign-up or renewal. If the ADA or component dues increase, your 4th installment will be adjusted to reflect the increase.

Want to sign up to pay for your 2013 dues? Just visit www.cdaonline.org/EasyPay to download the simple registration form. Forms must be submitted by Sept. 20, 2012.

Dues amounts vary depending on membership type and component society. To confirm your total dues amount, please contact CDA Director of Membership Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or jeanne@cdaonline.org.

CARR

HEALTHCARE REALTY

DENTAL • MEDICAL • VETERINARY

Expert Representation
Skilled Negotiation
No Conflicts of Interest

“I am so glad I decided to use your help! You really helped me evaluate my wants and needs and with ONE day looking at space, come up with the perfect solution! I can't believe how easy it was to make the decision to purchase the building I chose. And the negotiating you did made it even sweeter. I am so pleased with the whole experience. Your knowledge of the market is impressive and you certainly have perfected your business to a fine art.”

Tamara Herremans, DDS

At Carr Healthcare Realty...

We provide experienced representation and skilled negotiating for dentists' office space needs.

Whether you are purchasing, relocating, opening a new office, or renewing your existing lease, we can help you receive favorable terms and concessions.

Every transaction is unique and provides substantial opportunities on which to capitalize. The slightest difference in the terms negotiated in a lease or purchase can impact your practice by hundreds of thousands of dollars. With this much at stake, expert representation and skilled negotiating are essential to receive the most favorable terms.

If your lease is expiring in the next 12 – 18 months, allow us to show you how we can help you capitalize on your next lease or purchase.

COLIN CARR
President

303.817.6654
colin@carrhr.com



CHRISTIAN GILE
Principal
Denver Metro

303.960.4072
christian@carrhr.com



ROGER HERNANDEZ
Colorado Springs
Southern Colorado

719.339.9007
roger@carrhr.com



KEVIN SCHUTZ
Boulder • Northern Colorado
Western Slope • Wyoming

970.690.5869
kevin@carrhr.com



WWW.CARRHR.COM

Lease Negotiations • Office Relocations • Lease Renewals • Purchases



CDA EDITORIAL BOARD

Dr. Brandon Owen
Editor-in-Chief
Molly M. Pereira
Managing Editor

CDA EXECUTIVE COMMITTEE

Dr. Kenneth Peters
President

Dr. Calvin Utke
President-Elect

Dr. Brett Kessler
Vice President

Dr. Michael Varley
Treasurer

Dr. Gary Field
Secretary

Dr. Thomas Pixley
Immediate Past President

Dr. Gerald Savory
Speaker of the House

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

BOARD OF TRUSTEES

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

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

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

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

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

Dr. Michael Scheidt Metro Denver
303-457-9617, fax 303-457-2405

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

Dr. Terrence Jakubanis San Juan Basin
970-247-8228, fax 970-259-9150

Dr. Joshua Erikson San Luis Valley
719-589-2257

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. Jerry Peterson Western
petez1556@gmail.com

Dr. Tiffany Manzo New Dentist Committee
303-694-6400

Haroon Ashraf CU Student Member

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.

©2012 Colorado Dental Association. All Rights Reserved.

Journal

OF THE COLORADO DENTAL ASSOCIATION

VOL. 91, No. 3

www.cdaonline.org

Summer 2012

CONTENTS

- 7 A Mechanic for Your Mouth, *By Ken Peters, D.D.S.*
- 10 Carpe Diem, *By Brett Kessler, D.D.S.*
- 12 Informed Consent in the Dental Office, *By F. Robert Murphy, D.D.S.*
- 14 Executive Committee Bios
- 16 CDA Staff Bios
- 17 CDA Organizational Chart
- 18 CDA Leadership Across Colorado
- 19 Component Map
- 20 An Overview of the Colorado Dental Association and Affiliated Organizations
- 21 Additional Programs Associated with the CDA
- 22 Summary of Transactions, 2012 CDA House of Delegates
- 27 Are you Using InfoProABC? *By Nikki Williams, CDA Marketing Coordinator*
- 28 2012 CDA Annual Session, *Photo Essay*
- 30 Exclusive CDA Member Benefits
- 34 Commencement 2012
- 35 2012 Graduating Class
- 36 Classified Ads



PRINTED ON RECYCLED PAPER

Member Publication
AADE
American Association
of Dental Editors



303-740-6900 • 800-343-3010



AVITUS GROUP[®]

A FAMILY OF BUSINESS SOLUTIONS

“Avitus Group alleviates all the stress of running a business. I can devote more time to my patients and even manage to have a personal life.” - Angela S. Evanson, DDS



AVITUS PAYROLL
BOOKKEEPING
BUSINESS VALUATION
BUSINESS PLANNING
CFO ASSISTANCE
COMPENSATION
EMPLOYEE BENEFITS
HUMAN RESOURCES
RISK MANAGEMENT
TAX PLANNING/PREPARATION
TRAINING

www.avitusgroup.com • 303.324.5257

A Mechanic for Your Mouth

By Ken Peters, D.D.S., CDA President



Over the last six months, I've had a number of people ask me "what's your agenda going to be when you become

CDA president?" There are actually very few of us who get to choose our agenda. Usually, the agenda chooses us, laid down by the work of those who have come before us, both inside and outside the profession. Taking this into consideration, it appears that the agenda is going to be access-to-care and the potential role mid-level providers might have on the dental profession.

In 2005, we began hearing about the Alaska DHAT program – the Dental Health Aide Therapist – and by now, most of us are aware that the program has made its way to the lower 48. Minnesota became the first state to begin training DHATs, and not long ago, started licensing their graduates. Nine other states at the time of this writing have faced legislative proposals concerning dental therapists: California, Connecticut, Kansas, Maine, New Hampshire, New Mexico, Oregon, Vermont and Washington. A number of other states report dental therapist activity, but have not yet seen legislation introduced. While there are a small number of supporters within

the profession, it's clear that it is not the dental profession in general that is promoting this, but predominantly those *outside* of dentistry. Those in the dental profession understand that what we do is not a commodity that anyone can provide with only a small amount of training. Dentistry is a healthcare service that requires an education in biology, physiology, neurology, bio-mechanics and more to understand the implications of the irreversible procedures that are provided. Anything less than this, and the provider is nothing more than a tooth mechanic with an inherent lack of understanding of the care they are providing. A DHAT can receive 18 to 24 months of training right out of high school and begin providing a range of irreversible dental procedures for patients. It's unreasonable to assume that the standard of care that Coloradans receive will remain

at the current level when irreversible procedures are provided by anyone with less than a dental school education. Obviously, there are those outside the profession that feel differently, and both the Kellogg Foundation and the Pew Charitable Trusts look at the DHAT as the favored solution to the access to dental care problem. It appears that the Kellogg Foundation is poised to come to Colorado in an attempt to help get legislation passed that would bring a dental mid-level provider to our state. The foundation's reasoning is if dentists will not go to the far reaches of Colorado, then someone needs to be trained who will. This concept has the support of some very influential people, such as former Secretary of the Department of Health and Human Services Dr. Louis Sullivan. In

PRESIDENT *continue on page 8*

An advertisement for Lane and Associates, P.C. The background is dark with a row of light bulbs. One bulb in the center is illuminated, casting a glow. To the right of the bulbs is a gold seal with a star and the word "BRONZE".

Make the Switch
Learn how a Dental CPA can help you see more profit.

(303) 841-2602
www.lanepccpa.com/dentalcpa

LANE AND ASSOCIATES, P.C.

his editorial that ran in the *New York Times* on April 9, 2012, he stated that "...close to 50 million Americans live in rural or poor areas where dentists do not practice, ...most dentists do not accept Medicaid, ...and a shortage of dentists will only get worse." According to Dr. Sullivan, the best and relatively immediate solution is to train dental therapists.

Without our input, our legislators will only hear one side of the story. They need to hear that Colorado does not have a shortage of dentists – and in fact, just the opposite. The Health Resources and Services Administration, an agency of the Department of Health and Human Services, published that one dentist for every 3,000 in population is necessary to meet dental healthcare demands. When the CDA Workforce Task Force, created by the CDA House of Delegates in 2010, started their research, the most current demographic data was from 2000 census, and Colorado ranked sixth highest with a dentist to population ratio of 1:1,429. When I recalculated this number using the now available data from the 2010 census and current license data from the State Board of Dental Examiners, that ratio appears to have changed to 1 dentist for every 1,390 Coloradans. In other words, Colorado already has well over double the providers need-

ed to address the dental care needs of Colorado. Adding more providers and hoping the excess flows to the underserved areas will only serve to damage a healthcare delivery system. Colorado doesn't have a shortage of dentists – it has a maldistribution of dentists.

Legislators need to hear about the economics of dental education and dentistry. Over the last few years, we've all heard that one of the most pressing issues in dentistry is the debt incurred by dental students. It would be no different for dental therapists. According to the University of Minnesota School of Dentistry Website, tuition and fees for dental therapist training are over \$65,000 for residents and \$82,000 for non-residents. A dental therapist is going to need the same dental chairs, the same instruments, and the same equipment as dentists do, so it's going to cost a therapist virtually as much as a dentist to start a practice. This means they need to have patients who can provide them an income that allows them to pay their bills. There are a number of our legislators who are upset that we have counties in Colorado that don't have a dentist. Hinsdale County has 843 residents. Mineral County has 712. San Juan County has 699. Is it any wonder why it's difficult to draw a dentist to those areas? Is it reasonable to expect that a dental therapist with the same operating expenses as a dentist

will go to any of those counties? Probably not. This means that unless they're forced to go there, a dental therapist will instead end up practicing in the more populated urban and suburban areas of Colorado in order to prevent going bankrupt.

Our legislators need to hear that it is unreasonable to assume that a provider with a fraction of the training of a dentist is going to provide the same level of care and safety for the public. Sadly, dentistry is looked upon by many as a commodity. A crown is a crown is a crown, right? Fortunately, the number of people who are beginning to understand that dental health is an integral part of a person's overall health and well being is growing, but not fast enough to dispel the myth of the "tooth mechanic" in time.

Maybe most importantly, legislators need to hear a plan – a plan to solve the problem in Colorado. It's a difficult problem to solve, and there are no easy solutions. If there were, access-to-care would have been fixed long ago. When the CDA Workforce Taskforce was formed, it quickly realized during the course of their demographic research that Colorado has more than enough dentists to treat Coloradans and that more providers were not needed. The role of the taskforce shifted to the development of a white paper that explained and supported that position. In the process of writing this paper, we have learned from other states, particularly Minnesota, that justifying a "no" position isn't enough. Legislators want to see a plan to get dental care into the underserved areas. Minnesota didn't have one, and it's the single biggest reason behind the passing of the dental therapist law there. The number two reason was having the backing of very powerful and influential foundations. Kansas, on the other hand, did have a plan, and it was the reason they were recently





Janet Steward
CONSULTING

www.JanetStewardConsulting.com

970.207.0776



Professional Services Group – Healthcare Market

Provides premier services to the CDA

Let Wells Fargo help you build your practice so you can spend more time with your patients and family. We can provide:

- A single point of contact to manage the financial needs of your entire practice and your personal banking relationship.
- Specialized service bankers that can handle all the financial needs of the dental community.
- A working relationship with trusted advisors, including, CPAs and attorneys.

Michael Kulish

Relationship Manager

Healthcare Market

303-863-5371

michaelkulish@wellsfargo.com



able to defeat two dental therapist bills. The CDA has reconvened the Workforce Taskforce so it can take on the role of developing a plan to get dentists to underserved areas. It will look at the pros and cons of any number of options, but rest assured that no option will be acceptable that does not have the dentist at the head of the dental team. We all know that we cannot drill and fill our way out of the access-to-care problem. It's going to take education of the public, prevention, being creative in finding sites for new dental practices, finding sources of funding to help dentists establish themselves in rural areas, and most certainly changes in public policy. Our lobbying firm could be an invaluable asset in helping us navigate that mine field.

The CDA will need the help of the entire membership to preserve the integrity of the standard of care

provided to Coloradans, and the integrity of the profession that delivers that care. Remember, we are only allowed to give input. In spite of the fact that dentists are the experts in the area of the delivery of dental care, we are not the ones who get to make the decisions. Those decisions are made by our elected officials. Remarkably few of them have any healthcare delivery experience, and many of them are among those who view dental care as a commodity. If they do not hear from us, they will make their decisions based on whoever is willing to talk to them. First and foremost, **READ YOUR E-MAILS!** Nearly half of our dentists do not read their e-mail, and they are missing out. I know we all get a ton of e-mail, but when you see something from the CDA come across your inbox, please give it a quick read. Next, when we're asking for

your help, *we really do need it!* It may be nothing more than sending out an e-mail using our simple Capwiz online communication tool. It might be a phone call to your legislator – and if that's the case we'll make sure we give you the relevant information and talking points to make that conversation easier. It might be that we need to have some of you go to the state Capitol to speak to your legislators. Yes, it's an imposition, and yes, I know that it's an inconvenience for many of you to leave your practice to help with advocacy, but unless you think it's appropriate for a DHAT to start treating your patients, I'd like you to rethink that point of view. The days of thinking, "gee, I'm too busy, I'll let the other guy's take care of this," are over.

It will be an interesting year, and I'm looking forward to serving as your president. 🐼

Carpe Diem

By Brett Kessler, D.D.S.,
CDA Vice President

"If you live each day as if it is your last, one day you most certainly will be right."

— Steve Jobs

Commencement speech to the 2005 graduating class at Stanford University
(Quote attributed to H.H. "Breaker" Morant)



Quite the statement, I must say. Especially since cancer recently took him away from our world and into

the realm of the unknown.

Now, after reading Steve Jobs' biography by Walter Isaacson, it was very clear to me that Steve Jobs was a visionary. He was not, however, a saint. In fact, the book showed an accurate and honest depiction of a man who knew what he wanted and would do almost anything to get his way. Often he was selfish, self-centered, mean, inconsiderate and eccentric. These are hardly the traits of a saint.

But he was a visionary. One thing that is certain is that he stayed true to his vision and, his vision changed the world. The computer industry (Apple), the music industry (iPods, iTunes), movie animation (Pixar), the retail experience (Apple store), and the smart phone (iPhone) all have been re-invented through his innovation and subsequently changed our lives.

I admit I was once a naysayer. However, once these things crept into my life, I jumped in full bore.

In his commencement speech he continued, "*It (quote) made an impression on me. And since then, for the past thirty-three years, I've looked in the mirror every morning and asked myself, 'If today were the last day of my life, would I want to do what I am about to do today?'*" If

the answer is no for too many days in a row, I know I need to change something."

I know of many dentists who are not happy in their current situations. In my life, there have been times that I, too, have been unhappy with my situation. Like my colleagues, I felt trapped with the walls caving in on me. One day, something inside me gave me the courage to make changes. I made a call to the Wellbeing Committee where I was practicing at the time (this is Colorado's equivalent to Concerned Colorado Dentists), and that call saved my life. More on that later.

Dentistry is stressful. A mentor, Jerry Gropper, D.D.S., once said of our profession, "Dentists must have the eye of a sculptor, the hands of a surgeon, the insight of a therapist, the knowledge of a scientist, and the financial acumen of a businessman." It is no wonder so many of us have struggles. This is a tall order indeed.

How then can we get out of our proverbial "ruts?"

Thoreau said, "*I know of no more encouraging fact than the unquestionable ability of man to elevate his life by conscious endeavor.*" Uh-oh — he is saying that it is going to take some work.

First we must seek out who we are and what makes us truly happy. It could be our family life, our practice model, or our friends who we surround ourselves with. It could be small changes or big changes. One

thing is certain — nothing changes if nothing changes.

Stephen Covey's book, "The 7 Habits of Highly Successful People," describes this necessary change eloquently in the first habit, "Be Proactive." He talks of courage being the most important attribute. Courage is not the absence of fear. Courage is recognizing the fear that is within you and, with a leap of faith, taking action. In this case, being proactive means to make the decision to make positive changes in your life.

Next, he encourages us to "Begin With the End in Mind" (Habit 2). In this habit we are to create a vision of a better future. Covey writes, "To begin with the end in mind means to start with a clear understanding of your destination. It means to know where you are going so that you better understand where you are now and so that the steps you take are always in the right direction."

Our happiness is determined by how well we live within our core values and to what extent we discipline ourselves to our vision. Everyone has a bright future, if we choose to have one.

The last book I will reference is from John Ortberg, who wrote "When the Game is Over, it all Goes back into the Box." He gives the analogy of life as a calendar. Each square in the calendar is a frame for one episode of our lives. Nobody knows how many squares one gets,

We Understand...

Accepting Credit Cards can be costly

And we want to help you SAVE MONEY!

Fax a recent credit card processing statement to Best Card at

866.717.7247

to receive a complimentary cost comparison and a \$5 Starbucks® Gift Card

We save our dentists an average of

23% or \$1,277

annually over their prior processors

Call **Best Card**
for more information:

877.739.3952

or

303.482.2773

Proudly Endorsed by your
Colorado Dental Association



Best Card LLC is a registered ISO/MSP of Wells Fargo Bank, N.A., Walnut Creek, CA



but each of us must choose how we fill them.

When we think of our day, is it filled with meaningful events with our families, patients, colleagues, etc.? Or, are we stuck in our rut, allowing the world and its pressures to create unhappiness in our lives. You get to choose... *Carpe Diem.* 🍷

If you or a colleague is struggling with depression, addiction, practice problems, etc. Concerned Colorado Dentists (CCD) and the CDA are available to help. Seeking professional and confidential help through CCD isn't always about addiction or substance abuse. This incredible organization is established to help dentists through life stress, transition and substantial change. To learn more, simply make a call to Dr. Michael Ford at 303-810-4475.



FOCUSED ON YOUR FUTURE

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 **Dental Practice Analysis Tool**, which has helped practices grow nationwide!

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

We do that!™

Our specialized business solutions focus on:

- Marketing
- Recare
- Wellness
- Coding
- Social Media
- New patients and more!



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

HENRY SCHEIN®
DENTAL

Informed Consent | In the Dental Office

By F. Robert Murphy, D.D.S.,
Colorado State Board of Dental Examiners Chair



The use of informed consent in the dental office is generally understood to be an important part of the patient/

doctor communication process. For review, informed consent in the dental office is when a dentist informs a patient of the nature of the proposed dental treatment. This involves explaining the risks and benefits of, and possible alternatives to, the proposed treatment. The informed patient can then decide whether or not to proceed with the proposed treatment. The option of no treatment and its consequences should always be offered as one of the treatment alternatives.

This informed consent can be in written or verbal form. Some states require that certain specific informed consents be in written form. For example, in Colorado, any use of medical immobilization in the dental office must have a signed written informed consent and this consent must be renewed at least verbally every hour of the treatment (Colorado State Dental Board Rule XV and Policy 4J).

It is legally more defensible for a dentist to have a signed written informed consent from a patient he/she is treating. However, it is still essential, even with a written informed consent,

that the dentist has a conversation with the patient and that the patient understands the proposed treatment.

It is very important that the well-executed informed consent (written or verbal) is documented properly in the patient's chart. This is an integral part of the patient's treatment record and is necessary from a legal defense viewpoint; if it is not documented it did not happen.

A properly executed informed consent does not protect the dentist from malpractice if the dentist is negligent. For example, a patient could sustain an injury during a dental procedure which was a known risk and was addressed in the documented informed consent. However, if the practitioner was negligent in the execution of the procedure, the patient may still have a malpractice claim.

Written consent forms for most procedures are readily available from several sources (malpractice insurance carriers, risk management courses, etc.) The Dentists Professional Liability Trust of Colorado has consent forms, by dental procedure category, available on its Website, www.tdplt.com/forms/informedconsent.pdf.

The CDA has launched a new benefit and Website for its members called InfoProABC that professionally educates patients and improves the informed consent process. A CDA dentist can use this site to provide patients with video education of dental procedures. When a patient

views a presentation, the system will electronically document the event, thus providing dentists with an additional resource in patient education and informed consent. This benefit is free to CDA members and members have been provided with unique passwords to access the site, www.InfoProABC.com.

Ethically it is important to have the patient involved in dental treatment choices. The ADA Principles of Ethics and Code of Professional Conduct states in Section 1 Principle: Patient Autonomy that "the dentist's primary obligations include involving patients in treatment decisions in a meaningful way, with due consideration being given to the patients needs, desires and abilities" and further, "The dentist should inform the patient of the proposed treatment, and any reasonable alternatives, in a manner that allows the patient to become involved in treatment decisions."

In closing, informed consent is an important and integral part of the patient treatment process both from an ethical and legal perspective. Having appropriate office protocols in place to make sure that informed consent is properly executed and documented in the patient's chart before dental procedures, affords protection to both the patient and the dentist. Informed consent offers the patient protection of their rights to self autonomy and the dental practitioner protection from malpractice allegations. 🍷

TRANSFORM YOUR PRACTICE

Professional Success. Personal Satisfaction. Financial Independence.



extraordinary practice. extraordinary life.®

Fortune Management can show you how to:

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

"I have been a client of Deanna Goodrich's three times in the last 20 years, and I keep coming back because she delivers more than expected, works well with all kinds of people and she knows dentistry inside and out. Whether it is lasers, perio, or practice management, she can help your practice in ways you would never even think to ask. She's a 10 out of 10!"

- David Winn, DDS

\$2500 VALUE

Lay the foundation for successful strategy

Mention this ad and receive a complimentary
in-office Practice Analysis and Opportunity
Assessment Report



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



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



Deanna Goodrich
720-810-3760
DeannaGoodrich@
fortunemgmt.com



Visit our website for up-to-date information

www.fortuneofcolorado.com

Find us on Facebook

<http://www.facebook.com/fortunecolorado>

Executive Committee | Bios



President

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

ever since. He has had a general practice in Highlands Ranch for the last 24 years. He has been active in organized dentistry, serving on MDDS's Board of Directors for 13 years and as president of MDDS in 2000. He has been a member of the part-time clinical faculty at the University of Colorado School of Dental Medicine for the last 12 years, and is also on the faculty of the International Partnership for the Study of Occlusion. He has served as a member of the Board of Directors and as Annual Session program chair for the American Equilibration Society, and is currently serving as their vice president. He is a past president of the Colorado Prosthodontic Society. He is a member of the Pierre Fauchard Academy and a fellow of the International College of Dentists. Dr. Peters enjoys golf, and spending time with his wife Teresa, son Scott, and daughter Andrea.



Immediate Past President

Dr. Thomas R. Pixley is a graduate of Colorado State University and the University of Colorado School of

Dentistry. He is the first CU School of Dentistry graduate to be president

of the CDA. Dr. Pixley completed his general practice residency at the University of Rochester. He has been in private practice for 25 years in Fort Collins. He has served on numerous boards and committees including the Dentists Professional Liability Trust and the CDA Board of Trustees. He is a member of the American College of Dentists, International College of Dentists and Pierre Fauchard Academy. An avid supporter of organized dentistry, he has worked extensively on access-to-care issues, as well as governmental affairs. He enjoys all outdoor activities, especially skiing. His wife and three boys are the center of his world.



President-Elect

Dr. Calvin D. Utke graduated from Creighton University in 1984 and has been in private practice for 28 years, except for

a six-month overseas tour as a reservist during Desert Storm. Dr. Utke has his general dentistry practice in north central Colorado Springs. He has served in all positions within the Colorado Springs Dental Society and has been the trustee or alternate trustee for his component for 12 years. Dr. Utke has also served on the CDA Finance Council for 10 years and currently serves on the COMOM Board of Directors. He is a member of the International College of Dentists and a fellow of the Academy of General Dentistry. He and his wife, Kathryn, live in Black Forest, and in his spare time, he likes

to golf and tend to their Missouri Fox Trotter horse and other animal friends.



Vice President

Dr. Brett H. Kessler has been practicing dentistry, with a focus on esthetic, functional and reconstructive

services, since 1995. In 2003, he and his wife, Dr. Gina Kessler, established Town Center Dentistry and Orthodontics in northeast Denver. Dr. Kessler served on the MDDS Board from 2007-2010 and is a former part-time faculty member of the University of Colorado School of Dental Medicine. He also serves as the chair of the Dental Well Being Committee for the State of Colorado. Dr. Kessler has testified before congress on behalf of the ADA on the ravages of methamphetamines on oral health. He speaks internationally regarding this subject. He is a fellow of the American College of Dentists and was awarded an ADA Golden Apple Award for Leadership in Mentoring. He keeps in shape by coaching and participating in various endurance races including running, cycling, mountain biking and triathlon. He and his wife have four children: Abbey, Max, Sydney and Riley.



Treasurer

Dr. Michael Varley received his bachelor's degree from Eastern Michigan University and M.S.

from Wayne State University. Before attending and after graduating from the University of Detroit School of Dentistry, he served on the part-time faculty until moving to Colorado and entering private practice. His Highlands Ranch general dental practice of 23 years focuses on functional and aesthetic dental services. Dr. Varley is a member of MDDS, CDA, ADA and the American Equilibration Society. Dr. Varley is a past president of MDDS and the Metropolitan Denver Dental Foundation. He has served the CDA and MDDS in several capacities including 2011 co-chairman of the Rocky Mountain Dental Convention, CDA Board of Trustees member, and a finance council member to both organizations. Most recently, Dr. Varley was inducted into the Pierre Fauchard Academy. Dr. Varley enjoys Colorado with his wife, Suzanne, and sons, Mike and Kevin, engaging in long distance swimming, scuba diving and downhill sports.



Secretary

Dr. Gary L. Field

was born and raised in Nebraska. He received a B.S. degree from the University of Nebraska-Lincoln in 1985, and a D.D.S. degree from the University of Nebraska College of Dentistry in 1988. He completed a one-year GPR program at Ravenswood Hospital in Chicago in 1989 before moving to Colorado. He started his private practice in general dentistry in 1991 in Colorado Springs, Colo., and has been a member of organized dentistry since 1989. He has been a delegate to the CDA House of Delegates for over 20 years and an ADA alternate delegate. He is a past president of the Colorado Springs Dental Society, and a past member and chair of the

CDA New Dentist Committee. He is also a member of the Pierre Fauchard Academy and Pikes Peak Dental Study Club. In 2000, he completed the FACE advanced occlusion course. Dr. Field is a COMOM and KIND clinic volunteer, in addition to serving on the CDA Council on Peer Review. His pastimes include golfing, biking, hiking, playing softball and running (completing several half and full marathons). He and his wife, Jenny, have two children, Spencer and Delanyne.



Speaker of the House

Dr. Gerald B. Savory

(Jerry)

graduated from the Creighton University School of Dentistry in 1976. He served as a captain in the U.S. Army Dental Corp. Upon his discharge from the military, he established his private practice in Boulder where he has served the communities of Boulder County for the past 36 years. He has been past president of the Boulder/Broomfield County Dental Society and was the CDA trustee for Boulder/Broomfield County for three years. He has been a member of the visiting faculty at the L.D. Pankey Institute since 1989. He holds membership in the American Academy of Restorative Dentistry, the American Academy of Fixed Prosthodontics, the American Equilibration Society, the International College of Dentists, the American College of Dentists, and the International Academy of Gnathology. He is a fellow in the Academy of General Dentistry and participates in two national study clubs. He has been married to his wife, Mary Ellen, for 35 years and has three adult children.



Editor

Dr. Brandon A. Owen

grew up in Bozeman, and Great Falls, Mont. He attended Montana

State University for

his undergraduate studies, followed by the University of Minnesota for dental school. He continued his studies at the University of Minnesota for his orthodontic residency where he also earned a masters degree in the science of dentistry. He bought an orthodontic practice in Fort Collins in 2006. Aside from his CDA involvement, he is the president of the Larimer County Dental Society, a diplomate of the American Board of Orthodontics, a member of the College of Diplomates of the American Board of Orthodontics, a member of the American Association of Orthodontists, a member of the Pierre Fauchard Academy, and the orthodontic advisor for a branch of the Seattle Study Club in Fort Collins, Colo. He also holds memberships in Omicron Kappa Upsilon, Phi Kappa Phi and the Golden Key Honor Society. His hobbies include fly fishing, skiing and spending time with his wife, Nicole, and daughter, Presley. In March 2011, he and his family suffered the loss of their nearly three-year-old son, Keller. 🍀

CDA Staff | Bios

Executive Director



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

Associate Executive Director – Operations/Communications



Molly Pereira joined the CDA in 2002. A Colorado native with a journalism background, Molly came to the CDA after working for the Colorado Bar Association. Her duties at the CDA include association publications, member correspondence and media relations. She also coordinates volunteer charitable programs including Give Kids a Smile Day, maintains the Website and is responsible for e-communications. You can reach Molly Pereira at 303-996-2844, 800-343-3010 x104 or molly@cdaonline.org.

Associate Executive Director – Finance



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

in the governmental accounting field working for the State of California, Douglas County Colorado and the City of Maumelle, Ark. Pam's duties include overseeing the association's fiscal operations, for-profit activities and endorsed companies. Pam also assists dental offices with third party payor issues and human resource questions. You can reach Pam Brockhaus at 303-996-2843, 800-343-3010 x103 or pam@cdaonline.org.

Director of Membership



Jeanne Nicoulin joined the CDA in 1999. Her responsibilities include membership recruitment and retention. Jeanne maintains the CDA membership database, and handles membership records and requests, including invoicing, retirement affidavits and waivers. She coordinates the CDA New Dentist Committee and Ladies in the Loupe (CDA women's dentist group) activities, and sits on the CDA Membership Council. She also handles insurance contract analysis for members through the ADA legal department. You can reach Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or jeanne@cdaonline.org.

Director of Governmental Relations



Jennifer Goodrum joined the CDA in 2009. Her duties include legislative outreach, serving as a liaison with state regulatory agencies like the Colorado State Board of Dental Examiners, the CDA action team leader program, grassroots advocacy, and CODPAC administration. Prior to joining the CDA, Jennifer managed

the government relations program for a national pharmacy association. You can reach Jennifer Goodrum at 303-996-2847, 800-343-3010 x107 or jennifer@cdaonline.org.

Marketing Coordinator



Nikki Williams joined the CDA in 2012. As the marketing coordinator at the CDA, she is responsible for marketing and branding the CDA's newest membership benefit program, "InfoProABC." She will also oversee advertising sales and assist with publications, member communications and Website content management. Her background is rooted in communications and business, having worked in public relations, marketing, event coordinating and sponsorship development. You can reach Nikki Williams at 303-996-2845, 800-343-3010 x105 or nikki@cdaonline.org.

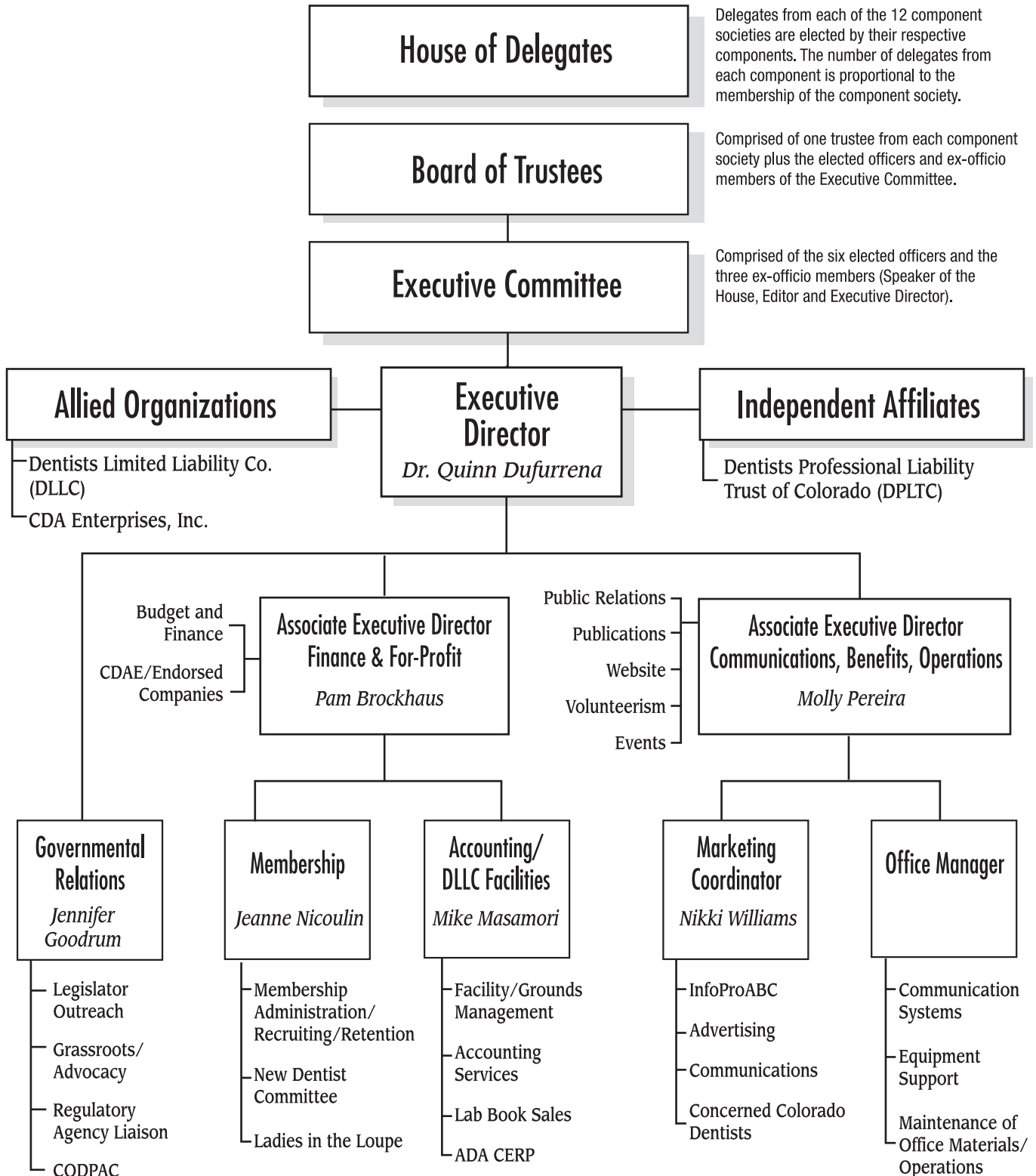
Accounting/DLLC Facilities Manager



Mike Masamori joined the CDA in 2006. Prior to the CDA, Mike spent 30 years in the wholesale electrical industry working in warehouse operations management, purchasing, sales, inventory control and customer service. Mike's current duties at the CDA include management of billing, accounts payable and accounts receivable, bank reconciliations and reporting. He also oversees facility and grounds management, rental space management, and lab authorization book sales. You can reach Mike Masamori at 303-996-2841, 800-343-3010 x101 or mike@cdaonline.org. 📧



COLORADO DENTAL ASSOCIATION



CDA Leadership Across Colorado

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

Arkansas Valley Dental Society

Trustee & President:

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

Boulder/Broomfield County Dental Society

Trustee: Dr. David Jackson, Boulder, Colo.
303-447-2872; fax: 303-447-2896

President: Dr. Daniel Alleman, Boulder, Colo.
303-999-6800

Colorado Springs Dental Society

Trustee & President:

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

Executive Director:

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

Intermountain Dental Society

Trustee: Dr. Stephenie Kaufmann,
Woodland Park, Colo.
719-687-9219; fax: 719-687-3919

President: Dr. Robert Provorse,
Salida, Colo.
719-539-2587; fax: 719-539-4169

Larimer County Dental Society

Trustee: Dr. John Siegmund, Fort Collins, Colo.
970-226-2920; fax: 970-226-8699

President: Dr. Brandon Owen, Fort Collins, Colo.
970-484-4102; fax: 970-484-1591

Metropolitan Denver Dental Society

Trustee: Dr. Michael Scheidt,
Broomfield, Colo.
303-457-9617; fax: 303-457-2405

President: Dr. D. Diane Fuller, Denver, Colo.
303-758-4900; fax: 303-758-4934

Executive Director:

Elizabeth Price
3690 S.Yosemite St., Ste. 200
Denver, Colo. 80237
303-488-9700; fax: 303-488-0177
director@mddsdentist.com
www.mddsdentist.com

Northeastern Colorado Dental Society

Trustee: Dr. James Armbruster, II,
Sterling, Colo.
970-522-1684; fax: 970-522-9492

President: Dr. Jeane Schoemaker,
Fort Morgan, Colo.
970-867-7245; fax: 970-867-5818

San Juan Basin Dental Society

Trustee: Dr. Terrence Jakubanis,
Durango, Colo.
970-247-8228; fax: 970-259-9150

President: Dr. William Lacey Jr.,
Durango, Colo.
970-375-7671; fax: 970-375-1239

San Luis Valley Dental Society

Trustee: Dr. Joshua Erekson, Alamosa, Colo.
719-589-2257

President: Dr. Brian Roberts, Monte Vista, Colo.
719-852-5432

Southeastern Colorado Dental Society

Trustee: Dr. R. J. Schultz, Pueblo, Colo.
719-542-0036; fax: 719-583-2530

Weld County Dental Society

Trustee: Dr. Robert Benke, Greeley, Colo.
970-356-2120; fax: 970-356-1013

President: Dr. Celia Turner, Eaton, Colo.
970-454-2326;
cturnerdds@yahoo.com

Western Colorado Dental Society

Trustee: Dr. Jerry Peterson, Dillon, Colo.
petez11556@gmail.com

President: Dr. Carol Lybrook, Fruita, Colo.
970-858-9511; fax: 970-858-8520

CU School of Dental Medicine

Student Trustee:

Haroon Ashraf, Aurora, Colo.
haroon.ashraf@ucdenver.edu

CDA Officers

President: Dr. Kenneth Peters
Highlands Ranch, Colo.
303-791-2570; fax: 303-683-4198

President-Elect:

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

Immediate Past President:

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

Vice President:

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

Treasurer: Dr. Michael Varley
Highlands Ranch, Colo.
303-470-0500; fax: 303-470-1890

Secretary: Dr. Gary Field
Colorado Springs, Colo.
719-598-0872; fax: 719-598-8899

Editor: Dr. Brandon Owen
Fort Collins, Colo.
970-484-4102; fax: 970-484-1591

Speaker of the House:

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

CDA Staff

Executive Director:

Dr. Quinn Dufurrena
303-996-2846, 800-343-3010 x106
quinn@cdaonline.org

Associate Executive Director:

Molly Pereira
303-996-2844, 800-343-3010 x104
molly@cdaonline.org

Associate Executive Director:

Pam Brockhaus
303-996-2843, 800-343-3010 x103
pam@cdaonline.org

Director of Membership:

Jeanne Nicoulin
303-996-2842, 800-343-3010 x102
jeanne@cdaonline.org

Director of Governmental Relations:

Jennifer Goodrum
303-996-2847, 800-343-3010 x107
jennifer@cdaonline.org

Marketing Coordinator:

Nikki Williams
303-996-2845, 800-343-3010 x105
nikki@cdaonline.org

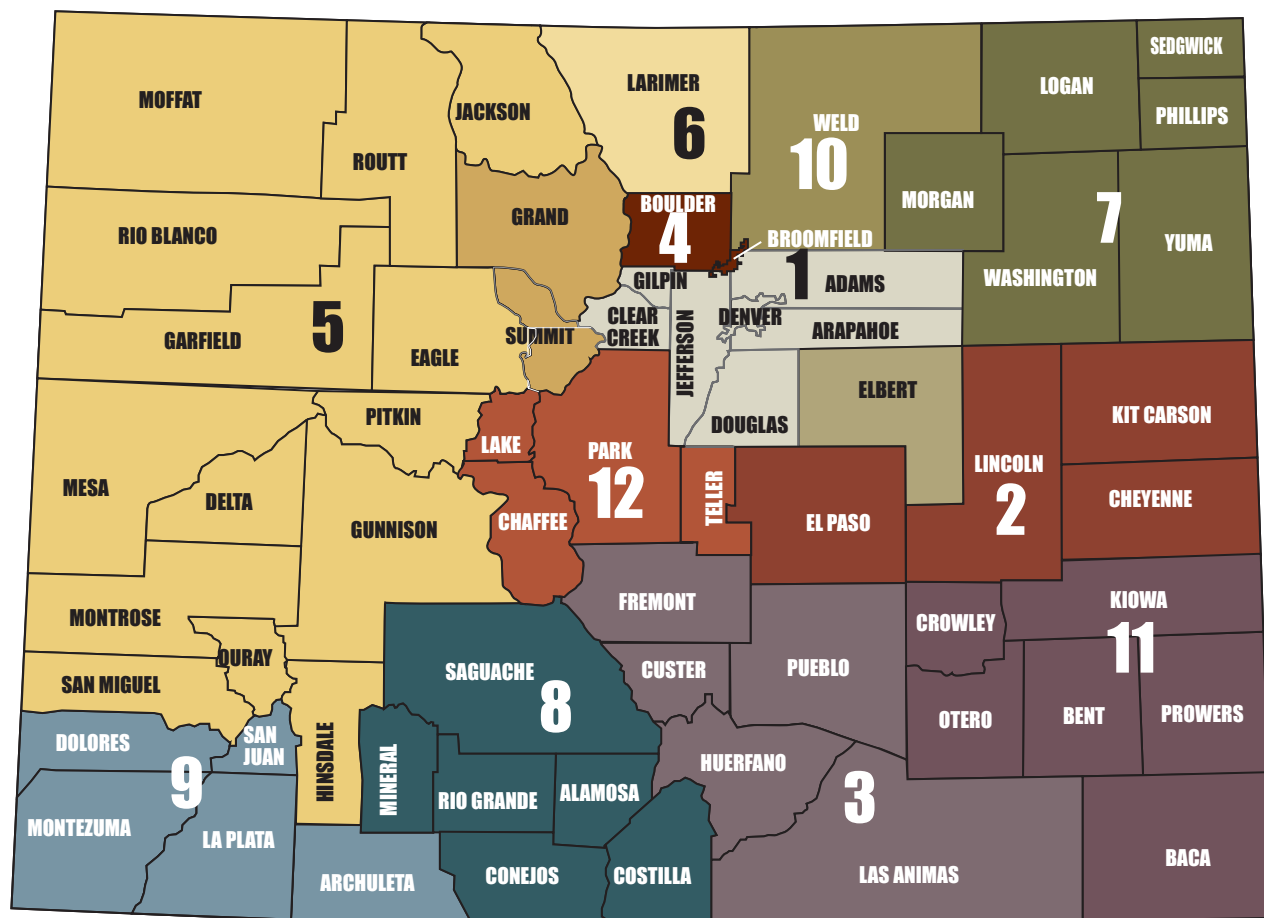
Accounting/DLLC Facilities Manager:

Mike Masamori
303-996-2841, 800-343-3010 x101
mike@cdaonline.org

Office Manager:

303-740-6900, 800-343-3010 x100
info@cdaonline.org

Component Society | Map



Legend/Trustee

1. Metropolitan Denver Dental Society

Dr. Michael Scheidt
303-457-9617, fax: 303-457-2405

2. Colorado Springs Dental Society

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

3. Southeastern Colorado Dental Society

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

4. Boulder/Broomfield County Dental Society

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

5. Western Colorado Dental Society

Dr. Jerry Peterson
petez11556@gmail.com

6. Larimer County Dental Society

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

7. Northeastern Colorado Dental Society

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

8. San Luis Valley Dental Society

Dr. Joshua Erikson 719-589-2257

9. San Juan Basin Dental Society

Dr. Terrence Jakubanis
970-247-8228, fax 970-259-9150

10. Weld County Dental Society

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

11. Arkansas Valley Dental Society

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

12. Intermountain Dental Society

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

Members practicing in Grand or Summit counties can choose to belong to MDDS or Western Colorado Dental Society.

Members practicing in Elbert County can choose to belong to MDDS or Colorado Springs Dental Society.

Members practicing in the city and county of Broomfield may choose to belong to MDDS or Boulder/Broomfield County Dental Society.

An Overview of the Colorado Dental Association *and Affiliated Organizations*

The Colorado Dental Association is a constituent society of the American Dental Association and represents over 80% of all licensed dentists in Colorado. More than 3,000 members, comprising every dental specialty, collectively exemplify the CDA's mission of providing the membership and public with superior service. The CDA is comprised of 12 component societies representing different geographical sections of the state.

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

House of Delegates

The CDA House of Delegates is the supreme governing body with absolute authority over the CDA. It is the collective voice of the association. Members of the CDA House of Delegates are chosen by the 12 component societies of the association. The allocation of delegates to represent component societies is determined by a formula defined in the CDA Bylaws, Chapter IV, Section 1-B. The formula is designated to give proportional representation based on the size of each component society. In addition, the president, president-elect, vice president, immediate past president, secretary, treasurer and speaker of the house are ex-officio members, as are the editor and executive director.

Board of Trustees

The powers and duties of the CDA Board of Trustees, as defined in Chapter V, Section 6 and 7 of the CDA Bylaws, make it the administrative body of the association. In general, the Board of Trustees carries out the policies of the House of Delegates when the House is not in session, and prepares proposed policies for consideration in the next session of the House of Delegates. The Board of Trustees also provides supervision of the properties of the CDA office and all other property or offices owned or operated by the association. The Board of Trustees appoints the executive director and editor, prepares the annual budget, supervises financial affairs, selects the time and place of the Annual Session, and reviews all reports and makes recommendations on them to the House of Delegates.

Independent Affiliates

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

Administration

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

Additional Programs *Associated with the CDA*

Dentists Professional Liability Trust of Colorado (DPLTC)

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

Colorado Dental Association Enterprises, Inc. (CDAE)

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

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

Colorado Dental Political Action Committee (CODPAC)

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

dental profession and patients. Your CODPAC contributions are vitally important. When making a CODPAC contribution, please note the following important points. CODPAC is designed for CDA members only. \$550 is the maximum allowable CODPAC contribution for each two-year cycle. Prohibited contributions will be returned. Contributions to CODPAC are not tax-deductible. The Colorado Secretary of State requires that certain information on each donor (name, address, occupation, name of employer) be collected and reported to the agency.

Colorado Dental Association Relief Fund

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

Colorado Dental Association Charitable and Educational Fund (CDACE)

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


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

Dental Limited Liability Company (DLLC)

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

Concerned Colorado Dentists (CCD)

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

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

Summary of Transactions

2012 CDA House of Delegates

June 8, 2012 – Loveland, CO

Resolution 01-12-H Concerning the Standing Rules and Procedures.

RESOLVED, that the Standing Rules and Procedures of the CDA House of Delegates be approved as published and distributed.

HOUSE ACTIONS: ADOPTED

Resolution 02-12-H Concerning the Summary of Transactions.

RESOLVED, that the Summary of Transactions of the 2011 session of the CDA House of Delegates as published and distributed be approved.

HOUSE ACTIONS: ADOPTED

Resolution 03-12-H Concerning Life Members.

RESOLVED, that the following individuals meeting qualifications for Life Membership in the Colorado Dental Association, effective January 1, 2013, be approved.

Gary G. Andreoletti, DDS, WCDS
Steven E. Bagley, DMD, WELD
Wayne E. Bausch, DDS, MDDS
William C. Bender, DDS, WELD
Gene S. Bloom, DDS, MDDS
Terry R. Brown, DDS, WCDS
James W. Burquest, DDS, MDDS
Kenneth D. Carlson, DDS, CSDS
Wayne W. Castle, DDS, B/BCDS
Ronald A. Concialdi, DDS, SECDS
David D. Crichton, III, DDS, CSDS
Glen R. Dean, DDS, WCDS
Peter P. Emily, DDS, MDDS
Ronald M. Gilligan, DDS, MDDS
Walter L. Glass, DDS, MDDS
Randall S. Hall, DDS, MDDS
Thomas R. Hickman, DDS, LCDS
Gary R. Hubiak, DDS, B/BCDS
Robert M. Igo, DDS, CSDS
Bruce A. Iverson, DDS, MDDS
Neal H. Jepsen, DDS, MDDS
K. L. Kuhlke, DDS, MS, MDDS
L. E. Lehrner, DDS, NECDS

Richard W. Lindeberg, DDS, LCDS
Steven E. Markowitz, DDS, MS,
B/BCDS

Richard L. Mc Manaman, DDS,
B/BCDS

Charles T. Miller, III, DDS, MDDS

Donald J. Morrissey, DMD, CSDS

William A. Mueller, DMD, MDDS

Richard A. Newman, DDS, MDDS

Kenton C. Nicholas, DDS, WELD

Roger D. Nishimura, DDS, MDDS

Lonnie E. Olsen, DDS, CSDS

Stuart D. Penk, DDS, MDDS

Raymond F. Pohl, DDS, MDDS

Dana G. Quiller, DDS, LCDS

Bruce M. Ricks, DDS, WCDS

Kristin F. Robbins, DDS, MDDS

Michael J. Scheidt, DDS, MDDS

James M. Shaddock, DDS, WELD

Mark K. Shimoda, DDS, MDDS

Norman H. Stoller, DMD, MDDS

Lloyd G. Thomas, DDS, LCDS

Larry D. Ward, DDS, MDDS

Richard A. Westerman, DDS, SJBDs

James A. Woolum, DDS, MDDS

Ronald G. Zastrou, DDS, WCDS

Rodney J. Zelenka, DDS, MDDS

HOUSE ACTIONS: ADOPTED

Resolution 04-12-B Concerning regulation of the use of lasers in dentistry.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to add appropriate training and usage standards for lasers used for dental purposes. And be it further

RESOLVED, that the CDA recommends amending the Colorado Dental Practice Act to clarify supervision requirements for use of lasers by dental hygienists. And be it further

RESOLVED, that the CDA work with the Colorado Department of Regulatory Agencies (DORA) to incorporate these

priorities in their written recommendations and report for the 2014 dental Sunset Review.

HOUSE ACTIONS: ADOPTED

Resolution 05-12-B Concerning topical agents administered by dental hygienists.

RESOLVED, that the Colorado Dental Association recommends identifying the entities responsible for recognizing appropriate topical agents for dental hygiene administration under the Colorado Dental Practice Act. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 06-12-BA Concerning laboratory work orders.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to clarify that a dentist must directly review the fit of a prescribed prosthetic device during final delivery to the patient. And be it further

RESOLVED, that the CDA recommends amending the Colorado Dental Practice Act to ensure that intraoral care related to prosthetic devices is only provided under the direct supervision of a dentist. And be it further

RESOLVED, that the CDA recommends amending the Colorado Dental Practice Act to ensure that e-prescribing of laboratory work orders is permitted. And be it further

RESOLVED, that the CDA work with the Colorado Department of Regulatory Agencies (DORA) to incorporate this priority in their written recommenda-

tions and report for the 2014 dental Sunset Review.

HOUSE ACTIONS: ADOPTED

Resolution 07-12-BA Concerning responsibility for care in group practices.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to clarify how responsibility for resolution of adverse outcomes from dental care provided in group practice settings is attributed. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 08-12-BA Concerning identifying a qualified provider in dental advertisements.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to require that advertisements for dental services list the name of a licensed dentist or dental hygienist who: owns or is employed by the advertised practice, is qualified to provide the services advertised, and is educationally qualified in an ADA-recognized specialty if advertising specialty services. The named dentist shall be responsible for approving the content of the advertisement before publication. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 09-12-B Concerning updating anesthesia terminology in the Dental Practice Act.

RESOLVED, that the Colorado Dental Association recommends updating the Colorado Dental Practice Act to ensure that anesthesia terminology is consistent with the revised anesthesia rules effective in March 2010. And be it further

RESOLVED, that the CDA recommends amending the Colorado Dental Practice Act to establish consistent fees for moderate sedation and deep sedation/general anesthesia permits. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 10-12-B Concerning supervision of anesthesia administration.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to clarify that a qualified dentist or other qualified anesthesia provider must be physically present in the room during the administration of moderate sedation and deep sedation/general anesthesia. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 11-12-BA Concerning training courses and renewal requirements for anesthesia permits.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to require publication of an annually updated list of State Board-approved anesthesia training courses. And be it further

RESOLVED, that the CDA recommends amending the Colorado Dental Practice Act to require the completion of continuing education credits and re-inspection of facilities in order to renew moderate sedation and deep sedation/general anesthesia permits every five years. And be it further

RESOLVED, that the CDA work with the Colorado Department of Regulatory Agencies (DORA) to incorporate this priority in their written recommenda-

tions and report for the 2014 dental Sunset Review.

HOUSE ACTIONS: ADOPTED

Resolution 12-12-B Concerning permit designations for pediatric anesthesia providers.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to establish a separate permit designation for providers who administer minimal, moderate or deep sedation/general anesthesia to pediatric patients. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 13-12-B Concerning qualifications for administering examinations to candidates for dental licensure.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to clarify the term “examination proctors” to ensure that only licensed dentists can participate in the examination of dentist candidates for licensure. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 14-12-B Concerning limits to examination retakes for dental hygienists.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to limit the number of examination retakes permitted for dental hygienists to match the number of examination retakes permitted for dentists. And be it further

RESOLVED, that the CDA work with the Colorado Department of Regulatory Agencies (DORA) to incorporate this

HOD continue on page 24

priority in their written recommendations and report for the 2014 dental Sunset Review.

HOUSE ACTIONS: ADOPTED

Resolution 15-12-B Concerning conflicts of interest for members of the State Board of Dental Examiners.

RESOLVED, that the Colorado Dental Association recommends adding standards to the Colorado Dental Practice Act to address conflicts of interest among dentists and dental hygienists serving on the State Board of Dental Examiners. And be it further

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

HOUSE ACTIONS: ADOPTED

(Note: Moved to debate calendar for consideration.)

Resolution 16-12-B Concerning prior conviction disqualification for service on the State Board of Dental Examiners.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to eliminate the blanket prior conviction disqualification for appointment to the State Board of Dental Examiners in deference to the Governor's application and appointment process. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 17-12-B Concerning a new dues category for the Colorado Dental Association.

RESOLVED, that a new dues category be established for dentists practicing 16 hours per week or less, allowing them to pay half of the Colorado Dental Association

dues amount for an actively practicing member. And be it further

RESOLVED, that active life, retired life, and retired dentists be excluded from this dues category. And be it further

RESOLVED that the CDA would recommend this dues structure also be adopted by local component societies for implementation.

HOUSE ACTIONS: DEFEATED

Resolution 18-12-B Concerning having a new dentist as an alternate delegate to the American Dental Association House of Delegates.

RESOLVED, that the Colorado Dental Association House of Delegates elect at least one new dentist member (less than 10 years in practice) as an alternate delegate to the American Dental Association's House of Delegates each year. An election of one new dentist alternate delegate would precede the general election for alternate delegates to the ADA House of Delegates. The names of new dentist candidates who do not win the initial election would then be entered in the general election for alternate delegates. Those running for these positions must meet the eligibility and nomination criteria to serve as an alternate delegate to the ADA as stated in the CDA Bylaws. If no eligible new dentist candidate runs for alternate delegate, then the seat would be open for any eligible candidate to be elected.

HOUSE ACTIONS: ADOPTED

Resolution 19-12-HA Concerning an ex-officio New Dentist Committee member on the Colorado Dental Association Board of Trustees.

RESOLVED, that the chair of the CDA New Dentist Committee serve as a member of the CDA Board of Trustees.

HOUSE ACTIONS: ADOPTED as amended

Resolution 20-12-B Concerning subsidizing the cost to attend the Colorado Dental Association's House of Delegates for dentists in practice for less than five years.

RESOLVED, that the Colorado Dental Association provide one night of lodging to four dentists in practice for less than five years who are acting

as a first-time delegate or a first-time alternate delegate to the CDA House of Delegates. To be eligible, the dentist must be selected as a delegate or an alternate delegate by their component society and complete an application for subsidization. The CDA New Dentist Committee will review the applications and make recommendations to the Board of Trustees. Four dentists will then be selected by the CDA Board of Trustees to receive subsidy to cover lodging for one night during the CDA Annual Session. No more than one dentist will be selected per region (Metropolitan Denver Region, Northeastern Region, Southeastern Region, and Western Region as defined in Chapter VI, Section 3 of the CDA Bylaws). And be it further

RESOLVED, that the cost for this subsidy will be funded by the New Dentist Committee's sponsorship revenue.

HOUSE ACTIONS: ADOPTED

Resolution 21-12-HA Concerning the 2012/2013 Fiscal Year Operating Budget.

RESOLVED, that the 2012/2013 operating budget of revenue and expenses be approved as amended (amended to fund up to nine members to attend the Washington Leadership Conference from the CDA Reserve Fund).

HOUSE ACTIONS: ADOPTED as amended

Resolution 22-12-B Concerning dentists acting as the sole provider during training required for anesthesia permits.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to clarify that the permit applicant must be the sole provider during all training cases required for anesthesia permit credentialing. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 23-12-HA Concerning allowing the State Board of Dental Examiners to impose fines on serious offenders.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to allow the State Board of Dental Examiners to impose fines on dentists and dental hygienists who violate the Dental Practice Act or impose serious harm on a patient. And be it further

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

HOUSE ACTIONS: DEFEATED as amended

Resolution 24-12-B Concerning the confidential peer assistance evaluation of a dentist following any drug or alcohol related arrest.

RESOLVED, that the Colorado Dental Association recommends amending the Colorado Dental Practice Act to require a licensee to undergo a confidential evaluation by a recognized peer assistance program after any drug or alcohol related arrest. And be it further

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

HOUSE ACTIONS: ADOPTED

Resolution 25-12-B Concerning the certification of Delegates and Alternate Delegates whose names are submitted after the deadline specified in the Colorado Dental Association bylaws.

RESOLVED, that the Colorado Dental Association bylaws be amended to allow the House of Delegates to approve the late submissions of names for Delegate and Alternate Delegate positions.

HOUSE ACTIONS: ADOPTED

Resolution 26-12-B Concerning the electronic distribution of reports and resolutions for the Colorado

Dental Association House of Delegates.

RESOLVED, that the Colorado Dental Association bylaws be amended to allow the electronic distribution of materials to the CDA House of Delegates.

HOUSE ACTIONS: ADOPTED

Resolution 27-12-B Concerning the use of Robert's Rules of Order as the parliamentary code for the Colorado Dental Association.

RESOLVED, that the Colorado Dental Association bylaws and CDA House of Delegates Standing Rules and Procedures be amended to recognize Robert's Rules of Order as the parliamentary code governing deliberations of the Association.

HOUSE ACTIONS: ADOPTED

Resolution 28-12-B Concerning strategic planning for the Colorado Dental Association Annual Session.

Note: Resolution 28-12-B was withdrawn prior to the start of the 2012 CDA House of Delegates

Resolution 29-12-B Concerning the federal and state government's continuing violation of the Sherman Anti-Trust Act and GAAP accounting rules.

Note: Resolution 29-12-S was accepted as a substitute amendment to Resolution 29-12-B.

Resolution 29-12-S Concerning the federal and state government's continuing violation of the Sherman Anti-Trust Act and GAAP accounting rules.

RESOLVED that the CDA hire an attorney to research whether the CDA would be at risk for anti-trust violations by accepting this Resolution. If, after research, the attorney determines that the Resolution does not violate anti-trust laws, then be it further

RESOLVED, that the Colorado Dental Association hire an accounting firm with the proper expertise in the above legal area and charge the firm to produce a document providing an analysis suitable to present to the Colorado State Legislature. The analysis shall incorporate the ideas from this Resolution's background statement demonstrating the comparative

cost of private practice Medicaid providers and federally qualified health center (FQHC) providers providing the same dental services to the Medicaid population. This analysis shall be initiated by July 1, 2012 and completed by October 1, 2012, and available to the membership.

HOUSE ACTIONS: REFERRED to the CDA Council on Governmental Relations for discussion. The Council on Governmental Relations was charged to report its findings to the 2013 CDA House of Delegates.

Resolution 30-12-B Concerning ethical relations of Medicaid with private Medicaid providers.

RESOLVED, that the Colorado Dental Association petition Medicaid for the ethical treatment of private dental Medicaid providers.

HOUSE ACTIONS: NONE, Resolution 30-12-B was withdrawn

Resolution 31-12-H Concerning collection of dues.

RESOLVED, that the Colorado Dental Association offer a new installment dues option – Option C, as described in the council on membership report entitled “Review of Best Practices for Membership Payment Plans and the Impact of the Plans.” Dues Option C will be a 6 month payment plan implemented from October to March. And be it further

RESOLVED that the CDA discontinue dues Option B, the EZPay plan.

HOUSE ACTIONS: DEFEATED

Resolution 32-12-H Concerning “double jeopardy” in complaint cases.

RESOLVED, that the Colorado Dental Association recommend amending the Colorado Dental Practice Act to state that the Colorado Department of Regulatory Agencies (DORA) or the Colorado State Board of Dental Examiners shall not open, act, or investigate a case that has been resolved in binding arbitration or in Peer Review.

HOUSE ACTIONS: ADOPTED

HOD continue on page 26

Resolution 07-11-BA-2 Concerning the adoption of Constitution and Bylaws changes as recommended by the 2009 Governance Task Force and the New Dentist Committee.

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

RESOLVED, that these modifications be adopted for the Colorado Dental Association officer elections held at the 2013 House of Delegates.

HOUSE ACTIONS: ADOPTED

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

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

HOUSE ACTIONS: READ to allow the resolution to be presented to the 2013 House of Delegates for a vote

2012 Election Results

2012-2013 CDA Officers


President:	Dr. Ken Peters, MDDS
President-Elect:	Dr. Cal Utke, CSDS
Vice President:	Dr. Brett Kessler, MDDS
Immediate Past President:	Dr. Tom Pixley, LCDS
Treasurer:	Dr. Michael Varley, MDDS
Secretary:	Dr. Gary Field, CSDS
Speaker of the House:	Dr. Jerry Savory, B/BCDS
Editor:	Dr. Brandon Owen, LCDS

Elected 2013 ADA Delegates (three-year term)

Dr. Jeff Hurst, MDDS
Dr. Carol Morrow, AVDS
Dr. Kevin Sessa, B/BCDS

Elected 2013 ADA Alternate Delegates (one-year term)

Dr. Carrie Seabury (new dentist), MDDS
Dr. Jeane Schoemaker, NECDS
Dr. Jim Setterberg, WCDS



"I'll be there next Tuesday, between 10:00 a.m. and noon..."

Catastrophes don't make courtesy calls.

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

When you work with COPIC Financial, you don't need to worry. We specialize in working with health care professionals, so we know the unique risks you face both personally and professionally. In the face of the unexpected, we take care of business so you can take care of the people who are counting on you.

- **Property & casualty insurance**
 - workers compensation
 - business owners package
 - employment practices liability
- **Individual and Group**
 - disability
 - health
 - life

COPIC®
COPIC Financial Service Group, Ltd.

www.copicfsg.com • 720-858-6280/800-421-1834

Are You Using InfoProABC? | Your Colleagues Are – Don't Miss Out!

By Nikki Williams, CDA Marketing Coordinator

Plain and simple, dentists want value for their dental association membership. The Colorado Dental Association recognized this and after researching what dentists truly need and want, the CDA created a membership benefit called InfoProABC. Following its launch in February of 2012, this online resource has quickly and extensively grown!

InfoProABC is an educational resource, designed by dentists for dentists. It is composed of resources and tools designed to help you successfully run your dental practice. Here are the InfoProABC tools in your toolbox as a member:

Business Resources:

The business resource library provides videos and articles that answer many commonly asked questions in the areas of employment law, regulatory compliance, third party payors, practice management and risk management, among others. The library was designed to save dentists the time and money required to research important questions vital to their dental practices.

Clinical Resources:

The clinical library is a case presentation application, containing over 350 animated procedure and diagnosis presentations, over 500 printable in-

formed choice documents, hundreds of illustrated peer reviewed articles, relaxation videos and post-operative instructions. Users may combine any of these elements into personalized presentations that can be displayed to patients chair-side and/or e-mailed to them for later review. Furthermore, the system electronically logs sent, received and opened e-mails, which provides dentists with an informed consent tracking system and indispensable documentation resource.

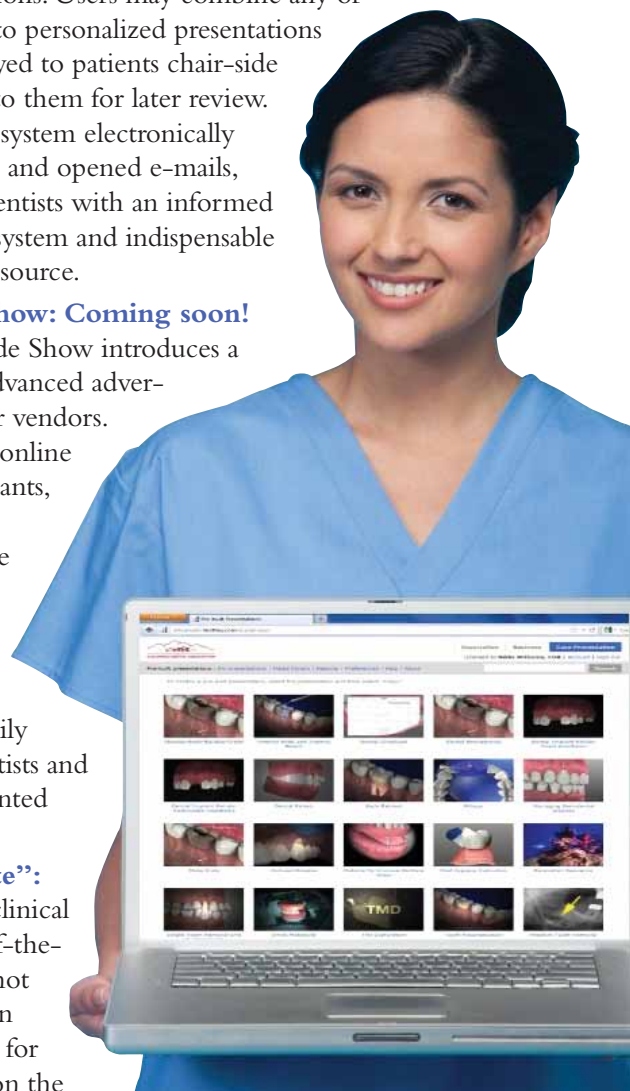
Virtual Trade Show: Coming soon!

The Virtual Trade Show introduces a technologically advanced advertising platform for vendors. By generating an online venue for participants, this trade show is far more accessible and effective than its traditional counterpart. The Virtual Trade Show is easily searchable by dentists and guarantees discounted pricing.

"On Your Website":

InfoProABC's clinical videos are state-of-the-art presentations not only available as an in-office resource for dentists, but also on the dentist's practice Website.

87 of these clinical videos are available with a licensing fee. This option creates a level of professionalism on practice Websites, in addition to an evident technological benefit for patients. 🦷

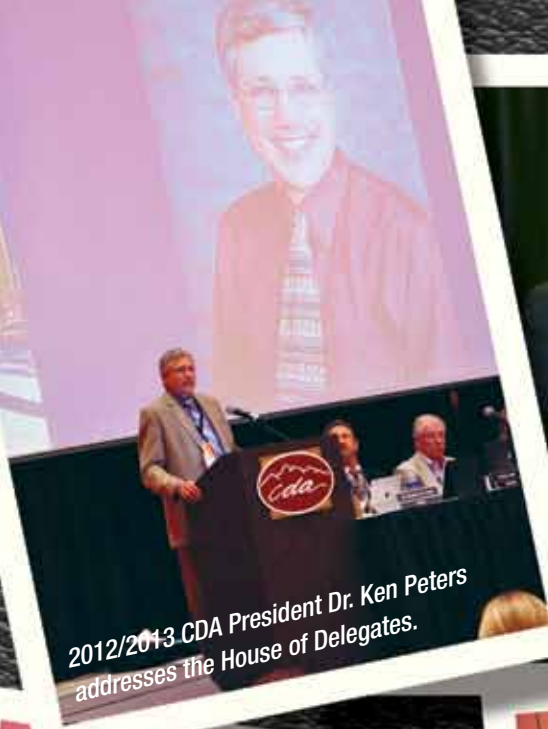


Get Started!

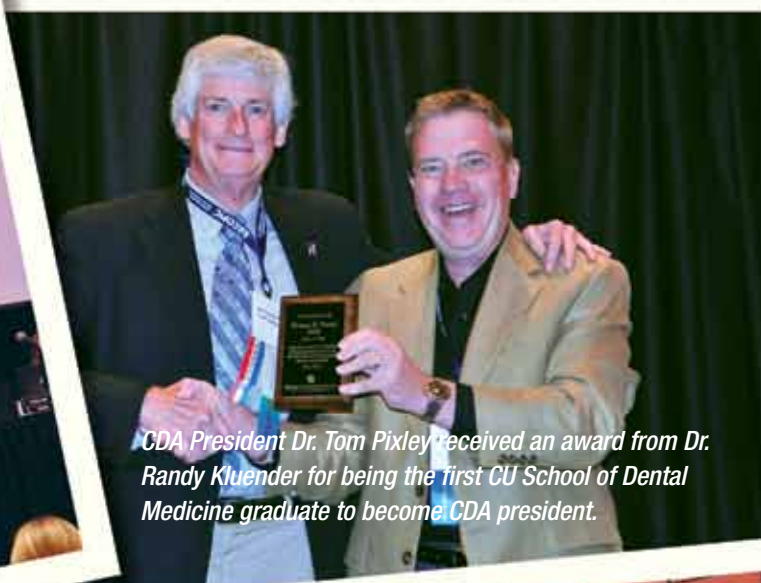
Today, it takes more than a good dentist to run a successful dental practice; in fact, it takes an individual with good business sense and an ability to professionally educate patients. InfoProABC gives our members the tools they need to keep their dental practices successful.

CDA members were issued free logins and passwords by mail and e-mail in late February. Misplaced your InfoProABC login? Contact Nikki Williams, CDA marketing coordinator, at 303-996-2848, 855-355-6090 or nikki@cdaonline.org.

JUNE 7-10, 2012 - LOVELAND, CO



2012/2013 CDA President Dr. Ken Peters addresses the House of Delegates.

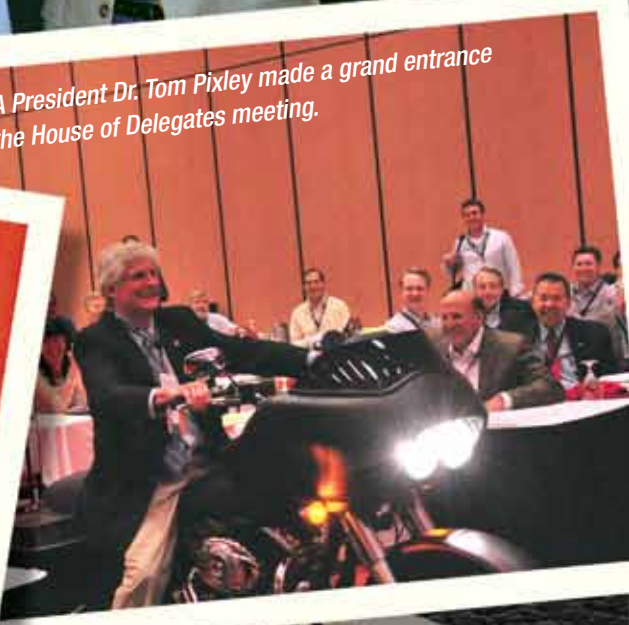


CDA President Dr. Tom Pixley received an award from Dr. Randy Kluender for being the first CU School of Dental Medicine graduate to become CDA president.



Congratulations to the 2012 CDA life members (those in attendance pictured here).

CDA President Dr. Tom Pixley made a grand entrance at the House of Delegates meeting.



2012 CDA Award Recipients (presented on June 8, 2012)

Exceptional Leadership Award:
Dr. Brandon Owen, CDA Editor

Exceptional Leadership Award:
Dr. Ed Leone, Treasurer of the American Dental Association

Distinguished Service Award:
Wendy Heckman, President of COPIC Financial Service Group

Colorado Mission of Mercy Award:
Dr. Chuck Schonberger, Site Chair 2011 COMOM

New Dentist Committee Leadership Awards: New Dentist Committee Members

Outstanding Council Chair Award:
Dr. Skip Boone, Chair of CDA Peer Review Council



The 2012/2013 CDA Officers: Vice President Dr. Brett Kessler, Treasurer Dr. Michael Varley, Editor Dr. Brandon Owen, Secretary Dr. Gary Field, Immediate Past President Dr. Tom Pixley, President-Elect Dr. Cal Utke, President Dr. Ken Peters and Speaker of the House Dr. Jerry Savory.



CDA ANNUAL SESSION



Dr. Michael Tobler and his family enjoy the water at The Island Friday night party.



ADA President Dr. Bill Calnon addresses the CDA House of Delegates.



Dr. Dave Lurye, Dr. Ken Peters, Dr. Jeff Hurst and Dr. Harry Christiansen at the CDA Golf Tournament.



The CDA New Dentist Committee was recognized for its leadership with an award at the Delegates Luncheon.



Participants of the first ever dentist motorcycle ride.



The 2012 Fun Run crew.

Exclusive CDA Member Benefits

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

PREMIER ENDORSED COMPANIES

ENDORSED FOR 9 YEARS · 750 COLORADO DENTIST CLIENTS

BANK OF AMERICA PRACTICE SOLUTIONS, INC.

800-491-3623, www.bankofamerica.com



CDA Member Benefit: Reduced administration fees.

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

Services Offered:

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

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

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

ENDORSED FOR 9 YEARS · 800+ COLORADO DENTIST CLIENTS

BEST CARD POWERED BY FIRST DATA

303-482-2773, 877-739-3952, www.bestcardteam.com



CDA Member Benefit: No set-up fees for terminals and \$39 for online systems. \$0.30 per transaction fee on debit and \$0 transaction fee on credit with debit rates starting at 0.51%. Mastercard, Visa, Discover and American Express transactions all deposit together and fees for all cards (including AMEX) are on one statement. Next day deposit available if batch is closed by 4:00 p.m. MST.

If you are not already with Best Card, fax a recent credit card processing statement to 866-717-7247 and receive a detailed cost comparison as well as a \$5 Starbucks gift card.

Thousands of dental offices have saved an average of \$1,277 annually (23% savings) in credit card processing fees over their prior processor while receiving personalized customer service from Best Card. See low equipment costs starting at \$165 (with a one-year warranty) and customer service accolades at www.bestcardteam.com.

New EMV (Euro-Mastercard-Visa) chip technology as well as NFC (near field communication) technology for cell phone payments is fast approaching and Best Card will keep you informed of new equipment options. ACH check deposit, ACH check warranty, NSF check collection, prepaid gift cards for referrals and other services are also available. Call Best Card to learn more at 303-482-2773 or 877-739-3952.

ENDORSED FOR 26 YEARS · 1,594 COLORADO DENTIST CLIENTS

DENTISTS PROFESSIONAL LIABILITY TRUST OF COLORADO

administered by Berkley Risk Services

303-357-2600, 877-502-0100, www.dentalliability.com



CDA Member Benefit: Exclusive to CDA members only.

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

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

ENDORSED FOR 10 YEARS · 1,200 COLORADO DENTIST CLIENTS

COPIC Financial Service Group

720-858-6280, 800-421-1834, www.copicfsg.com



CDA Member Benefit: Several discounts on various insurance services.

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

- Business Owners Property and Liability (BOP) (Kristin Stepien, 720-858-6297)
- Worker's Compensation (Kristin Stepien)
- Commercial Umbrella (Kristin Stepien)
- Employment Practices and Cyber Coverage (Kristin Stepien)
- ERISA, Fidelity, Fiduciary Bonds (Kristin Stepien)
- Personal Lines (home and auto umbrella liability) (Kristin Stepien)
- Disability Income (up to a 20% CDA discount) (Mike Edwards, 720-858-6289)
- Disability Overhead (10% CDA discount) (Mike Edwards)
- Disability Retirement Security (10% CDA discount) (Mike Edwards)
- Life Insurance (personal and business needs, best rates regardless of health issues) (Mike Edwards)
- Long-Term Care (5% discount from two carriers) (Andrea Levine, 720-858-6287)
- Group and Individual Health Insurance (Andrea Levine)
- Dental and Vision Benefits (Andrea Levine)

Call for more information at 720-858-6280 or 800-421-1834.

ENDORSED FOR 18 YEARS

SHARKEY, HOWES & JAVER

303-639-5100, 800-557-9380, www.shwj.com



CDA Member Benefit: 10% discount on retirement planning

Asset management means more than investment management because your retirement plan includes much more than money. Sharkey, Howes & Javer's Certified Financial Planner™ professionals can help you achieve your retirement goals with financial planning, investment selection, asset allocation, 401(k) consulting and objective insurance evaluation. SH&J has offered CDA members a free consultation and a 10% discount on planning services since 1993. Call for more information at 303-639-5100 or 800-557-9380.

ENDORSED FOR 3 YEARS · 190 COLORADO DENTIST CLIENTS

ASSOCIATION GLOVE PROGRAM

877-484-6149, www.associationgloves.com



CDA Member Benefit: Exclusive member pricing.

Every dental professional has unique needs when it comes to the comfort, fit and feel of the gloves they wear. The Association Glove Program provides special pricing exclusively for CDA members on more than 60 nitrile, powder-free and powdered latex, vinyl and chloroprene gloves from seven nationally known manufacturers. Fitted gloves are also available. All gloves are sold by the case, with 10 boxes per case. An obligation-free recurring order program is offered to reduce your office's inventory management challenges. Free glove samples are available upon request.

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

- Powder-free nitrile starting at \$5.12 per 100 gloves
- Powder-free latex starting at \$6.47 per 100 gloves
- Fitted gloves starting at \$6.75 per 100 gloves

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

OTHER CDA ENDORSED COMPANIES

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

Colorado Heart Rescue: 877-233-4381,

www.coloradoheartrescue.com

Amalgam Separators (member benefit: free waste collection containers)

SolmeteX: 800-216-5505, www.solmetex.com/dental.html

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

Whirlpool Corporation: 866-808-9274,
www.partners.whirlpool.com

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

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

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

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

Credit Cards

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

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

Evolving Office Solutions: 303-663-8006, 866-238-6583,
www.evolvingdirect.com

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

TASC: 800-422-4661, www.tasconline.com

Metal Reclamation (member benefit: free shipping)

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

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

eCashflow: 303-482-2773, 877-739-3952,
www.bestcardteam.com/additional_services.html

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

ToothIQ.com: 720-890-6004 x224, www.toothiq.com

Patient Financing (member benefit: special offer on enrollment)

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

Retirement Planning

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

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

FedEx: 800-MEMBERS, www.enrolladvantage.fedex.com/4505

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

InTouch Practice Communications: 877-493-9003,
www.intouchdental.com

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

Medical Systems of Denver: 303-772-7971,
www.medsysden.com

CDA SERVICES AND OTHER MEMBER BENEFITS

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

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

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

InfoProABC: InfoProABC is a member benefit with a professional and public interface. The professional interface provides business resources and a clinical education tool for the dental office, while the public interface serves as a patient education platform. Learn more by visiting www.InfoProABC.com.

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

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

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

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

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

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

ACQUIRING MINDS WELCOME



**Have a window of opportunity?
We can deliver up to 100% financing.**

We won't let a limited down payment or low equity get in the way of delivering the financing you need. As a national, SBA-Preferred Lender, CapitalSource is ready to help you with financing for ground up construction, expansion, acquisition, refinance, cash flow, or real estate acquisition.

We offer loans up to \$5 million dollars through competitive, fixed rate loan products. Whether a government guaranteed SBA 7(a) or an SBA 504 loan, let CapitalSource offer you the customized financing you need to stand out from your competition. Don't let your window close; call Roxane today!



Roxane Sanchez, VP, Business Development Officer
720.524.4407 | rsanchez@capitalsource.com



Know More...

Sharkey, Howes & Javer has been helping CDA members since 1993.

Their team of seven Certified Financial Planner™ professionals may help you achieve your retirement goals.

Know more about your financial future when you work with Sharkey, Howes & Javer.

**CALL TODAY FOR A FREE
FINANCIAL CONSULTATION 303.639.5100**



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

PLANinvestSUCCEED

Commencement 2012

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



The University of Colorado Denver School of Dental Medicine hosted its commencement ceremony on May

25, 2012. It was a milestone not only in the lives of the graduates, but also for the faculty and community of partners and friends who support the academic programs.

For all of its pomp and circumstance, one of the most important outcomes of this ritual is a required pause in the busy life of the university. It gives me the opportunity to reflect on the partnerships and collaborations, with organizations like the Colorado Dental Association, that strengthen our institution and make accomplishments possible in the mission areas of education, research, patient care and service.

So on the windy, bright Colorado morning, dental graduates, their families and friends, the faculty of the school of dental medicine, ceremony honorees, and community friends assembled for the sixth dental graduation ceremony to be held on the beautiful Anschutz Medical Campus in Aurora, Colo.

Fifty-two dental graduates were awarded their Doctor of Dental Surgery degrees. The dental class of 2012 was an outstanding group, comprised of ethical, intelligent practitioners who are eager to earn the public's trust through competent care provision. While several of

the graduates have plans to go into private practice, many others are going on to complete advanced dental education programs, which include general practice residencies and dental specialty programs.

Each year, the University of Colorado Denver School of Dental Medicine Alumni Association honors individuals who have made outstanding contributions, or who have rendered outstanding service to the school, alumni association or university. This year, the CU School of Dental Medicine Honorary Alumni Awards were awarded to **Dr. Eugene Brooks** and **Dr. Brad Potter**.

This year's Dean's Recognition Award was given to **Dr. Craig Passan**, a University of Colorado long-time faculty member who advanced the school in myriad ways. In addition to having served as a department chair of operative dentistry, Dr. Passan was asked to lead the school's strategic goal of increasing the use of instructional technology in the curriculum. In addition, he added and managed several initiatives to accomplish this goal. In 2004, he was asked to lead the move to an electronic patient record by integrating and managing AxiUm in the school. His 28-year service is greatly appreciated.

The commencement speaker was **Dr. Kathleen O'Loughlin**, executive director and chief operating officer of the American Dental Association. She offered her view of the changing business of dentistry to the graduates and faculty.



Dr. Kathleen O'Loughlin

The magical moments of graduation are what sustain academic administrators and faculty through challenges with severe budget shortfalls

and difficult program cuts. It is the smiles on the faces of the graduates and their families that I never tire of seeing. It is moving for me because I know that each one has so much promise. As I look at the new practitioners they have grown into, I am heartened that the next generation of oral health providers will be up to the task of treating the underserved and addressing the access-to-care challenge that we all share. They are truly the hope and future of our profession, and I thank them for letting the school of dental medicine faculty and staff be a part of their lives.

Let me once again congratulate the Class of 2012! It is my heartfelt wish that your new role in dentistry will be a source of great pride and deep personal satisfaction in the years to come.

To the members of the CDA who continue to volunteer time to teach and mentor the newest members of the dental profession, thank you again for your support of the CU School of Dental Medicine. We need you today more than ever before, and I am confident that together we are making a difference in the lives of our graduates and the patients our graduates are privileged to treat. 🍷

2012 Graduating Class

CU School of Dental Medicine



Dr. Paul Andrews



Dr. Russell Ash



Dr. Shaharyar
Ashraf



Dr. Andrew Bagley



Dr. Gregory Bauer



Dr. Chad Bergan



Dr. Jonathan
Bishop



Dr. Karina
Bogdasarova



Dr. Tyler Borg



Dr. Courtney
Bourret



Dr. Brandon
Campbell



Dr. Nathaniel
Cejka



Dr. Lindsey
Dundas



Dr. Frank Emmert



Dr. Lynn Fee



Dr. Benjamin
Gardner



Dr. Cody Garrison



Dr. Adam Gentry



Dr. Charanjit Gill



Dr. Mellissa
Gilman



Dr. Patrick
Hamnaway



Dr. Matthew
Hockin



Dr. Rocky Horton



Dr. Carla Janda



Dr. Michael
Johnson



Dr. Michael
Johnson



Dr. Patrick Kelly



Dr. Anjuli Kramer



Dr. Somi Lim



Dr. Jacob Mackey



Dr. Melanie
McNay



Dr. Jessica Milburn



Dr. Christopher
Mohr



Dr. Christopher
Nakamura



Dr. Anil Nutakki



Dr. Ken Ostrov



Dr. Mark Palmer



Dr. Curtis Pino



Dr. Jeffery Poulson



Dr. Kristina
Rabatin



Dr. Rebecca Rees



Dr. Diana Rubino



Dr. Steven Savage



Dr. Allison
Schmidt



Dr. Michael
Schuiling



Dr. Justin Smutz



Dr. Ashley
Spooner



Dr. Paige Sthen



Dr. John
Thousand IV



Dr. Eric Wilson

Not pictured - Dr. Jason Beddes and Dr. Michael Gross

Classified Ads

Journal of the Colorado Dental Association
VOL. 91, No. 3, Summer 2012 issue.

OPPORTUNITIES WANTED

Opportunity Wanted: Experienced dentist with ties to Eagle County, Colo. seeks position two to three days per week with quality dental office. Great rapport with patients and staff. E-mail tthferry@yahoo.com.

Opportunity Wanted: Denver, Colo. Experienced endodontist available to work in your office one day a week or locum tenens. Please reply to endoman07@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: We are looking for a space or space sharing that is available now! We are looking in Denver and Aurora, Colo. within 10 miles of 80231. We are growing and need ops. If you are not filling your chairs or want help paying the bills, we need your help now! Call Matt at 303-895-6224 or send e-mail to mattkoch@gmail.com.

Opportunity Wanted: Energetic dentist looking for an associateship position around Eagle or Summit County. Looking for either full- or part-time position in caring team-oriented office to grow patient base and provide care for years to come! Contact Bret at Summit9600@gmail.com.

Opportunity Wanted: Dentist looking for the right opportunity in the Denver metro area. Ultimately, I am hoping for ownership but won't refuse a good opportunity.

Associateship, buy-in/buy-out, partnership – I am interested! Contact Brandon at choohooo@gmail.com.

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

POSITIONS AVAILABLE

Associateship 25% Buy-In: S.E. Wyo. G.P. gross \$3M, two locations with seven ops. each, est. 1978, Mon.-Fri. 7:00 a.m. to 4:00 p.m., Sat. 7:00 a.m. to 1:00 p.m. (WY 1127) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Associate: Well established children's dental clinic in Pueblo, Colo. Seeking full-time enthusiast, child friendly, general dentist. Excellent salary and benefits offered. For more information, please call 720-435-1550.

Associate: Are you ready to join a team-oriented, successful family practice with vision and values that will provide a long-term enjoyable and rewarding career? We are looking for a dental associate who wants to focus on providing quality patient care with at least three years dental experience or dental residency. Located in Longmont, Colo. with a beautiful office and excellent staff. We are committed to quality work with a multi-disciplinary approach and commitment

to continuing education. Interested candidates should e-mail resume to longmontdental@gmail.com.

Associate: Associate position available in a general practice treating children. State-of-the-art facility including digital x-rays. Friendly staff. Starting at \$120,000/yr. with great benefits. Possible future partnership. E-mail resume to ddsdenal13@yahoo.com.

Associate: Green Valley Ranch office seeking associate dentist. Our state-of-the-art office is completely digital and chartless. We are seeking an associate dentist that has completed a dental residency (military residency a plus). We need an individual who is able to sell large treatment plans with confidence and will retain many, if not all procedures in office. The right candidate for this position will share our philosophy on preventive dentistry. This is an extremely wonderful opportunity with high earning potential for the right individual. If this sounds like what you've been looking for, please send your CV to stephanie@greenvalleyranch-dental.com. We look forward to hearing from you.

Associate: Private, multi-location group practice in Colorado Springs, Colo. looking for an associate with two+ years experience. Candidates possessing a pleasant, positive attitude and ability to get along well with people are encouraged to apply. We offer patients comprehensive dentistry with state-of-the-art technology and excellent customer service. This is a full-time position that includes two weekends per month.

Practice Transitions Made Perfect™

- Practice Sales Since 1986
- Practice Appraisals
- Partnerships
- Transition Planning
- Dental Building Sales
- Buy Ins/Buy Outs



See all our practices at
www.adsprecise.com

Peter
Mirabito
DDS

Jed
Esposito
MBA



Call us
888-886-6790



**ADS Precise
Consultants**

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

www.adsprecise.com

PRACTICE SALES AND TRANSITIONS



Considering Retirement?

"We give you the individual attention you and your practice deserve"

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



Jerry Weston • Tyler Weston

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

PROFESSIONAL MARKETING AND APPRAISAL

Email • pma0448@yahoo.com

For your personal Consultation call 303-526-0448

We offer guaranteed referrals and a full compensation and benefits package. E-mail necsdentist@gmail.com.

Associate: Transition buy-out! South Lakewood, Colo., minimum two years experience. This is not a dentist job, but an opportunity to buy a premier fee-for-service dental practice. Chance of a lifetime! Over \$1M in revenues with one practitioner four days per week. Susan, 303-973-2147. Send CV/resume to susan@sastransitions.com, SAS Transitions, Inc.

Associates: Current associate opportunities are in Lakewood, Pueblo, Colorado Springs and Edwards. Other associate opportunities may be listed on our Website, www.ctc-associates.com. To apply, e-mail your resume and cover letter to info@ctc-associates.com. Please specify which location you are applying for and when you are available to start.

Associate: Boulder, Colo. Growing private practice is looking to bring on an associate with buy-in after initial term.

Established fee-for-service/PPO practice with brand new office. Completely digital, intraoral cameras and many other high tech features. E-mail Dr.Martin@StudioOneDental.com.

Dentist: Looking for a full-time dentist. Energetic and team player for a Denver practice. Able to treat adults and children. Generous compensation. Position available immediately. Please e-mail CV to oscad2010@yahoo.com.

Periodontist: Colorado Springs, Colo. Once in a lifetime opportunity! Looking for a dynamic, highly skilled periodontist two days a week, more possible, new state-of-the-art periodontal/implant office with gorgeous unobstructed Front Range views of the Rockies and Pikes Peak! Implants, sinus lifts, ridge augmentation, connective tissue grafts, guided bone regeneration, all you can do! Buy-out possible, but not necessary. Contact lkfazen@me.com.

Dentist: Safety net dental clinic in Northwest Colorado seeks full-time, experienced dentist. For more information, job requirements, or to send a CV, please contact Janet Pearcey at nwcd@optimum.net or Dr. Jeff Gourley at coloradodds@gmail.com.

Dentists: Independently owned practices located in South Denver and Golden, Colo. are looking to hire full-time associate dentists. For more practice information, please visit www.gentlesmilesofcolorado.com. This is a great opportunity for new grads. If interested please fax your resume and CV to Dr. Timothy Wachuta at 303-278-8448.

Dentist: Seeking a clinical dentist responsible for providing service within the scope of general dentistry to patients of Pueblo Community College Dental Assisting Clinic. This ongoing hourly position will supervise clinical staff to ensure compliance with Colorado and national Dental Practice

Acts. Qualifications: must be a graduate of an accredited dental school and duly licensed to practice dentistry in the state of Colorado. Contact Janet Trujillo at Janet.Trujillo@puebloc.edu or Karen Ramos at Karen.Ramos@puebloc.edu.

Pediatric Dentist: Seeking dependable part-time or contracting pediatric dentist who can treat youth patient's general dentistry problems, evaluate x-rays and charts for accurate patient dental information, utilize electronic medical record (EMR) charts to forecast potential problems with patients in relation to oral health, collaborate with dental director and dental staff to order and maintain dental supplies, and comfortable entering patient health data into the EMR database. We require a doctorate degree in dentistry and license to practice in the state of Colorado. Bilingual (Spanish) applicants are preferred. Applications accepted online only at www.mcqn.org/en/employment/employment.html.

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

Dentist: General dentist needed full-time for this busy downtown Denver affiliated Bright Now! Dental office. Schedule is Monday through Friday. Requires two-to-three years experience, must be skilled with molar endo. treatment, dentures, partials, oral surgery and extractions. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote smiles for everyone. Please visit our Website at www.smilebrands.com/careers or e-mail your resume to sherrie.dean@smilebrands.com. A comprehensive benefits package is offered to full-time employees, which includes: medical, vision, life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

Dentist: General dentist needed full-time for this busy Longmont affiliated Bright Now! Dental office. \$3,000 sign-on bonus! Schedule is Monday through Friday plus two Saturdays a month. Requires two-to-three years experience, must be skilled with molar endo. treatment, dentures,

partials, oral surgery and extractions. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote smiles for everyone. A comprehensive benefits package is offered to full-time employees, which includes: medical, vision, life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer. Please visit our Website at www.smilebrands.com/careers or e-mail your resume to sherrie.dean@smilebrands.com.

Dentist: General dentist needed full-time for this busy Parkmoor, Colorado Springs affiliated Bright Now! Dental office. The schedule is Monday through Friday. Requires two plus years experience, must be skilled with molar endo treatment, dentures, partials, oral surgery, extractions and comfortable working as the only dentist in the office. This office has fantastic potential to do a substantial amount of production with a large patient base. Help us with our mission to promote smiles for everyone. Please visit our Website at www.smilebrands.com/careers or e-mail your resume to sherrie.dean@smilebrands.com. A comprehensive benefits package is offered to full-time employees, which includes: medical, vision, life insurance, 401(k), malpractice insurance and in-house CE opportunities. Equal Opportunity Employer.

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

Pediatric Dentist: We are a thriving established multiple-location pediatric dental practice in northern Colorado. We serve a full range of clients from Medicaid to private insurance to fee-for-service. Our goal is to provide kids and their parents with a fun, out-of-the-ordinary relational experience while receiving the very best pediatric dental care. The pediatric dentist candidate must have excellent technical dental skills, love working with a highly trained knowledgeable and fun staff, enjoy working with children, and possess excellent communication and relational skills. We are looking for a long-term relationship and offer two options to our doctors: one as an employee dentist and another as a track leading to partial ownership. Excellent pay/benefits. Please fax or e-mail your resume and a brief description of your qualifications for this position to 970-225-1577 or bhollen@toothzone.com.

Orthodontist: Boulder non-profit clinic establishing orthodontic program for underserved population. Part-time position, one-to-two days per week. Compensation per diem plus production incentives based on experience. Prefer board

CLASSIFIEDS continue on page 38

certified /eligible with bilingual skills. Please send resumes only to director of orthodontics, Dental Aid, drjaus@quest.net.

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

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

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

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

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

at 303-691-0680, e-mail at mbirner@birnerdental.com or visit www.bdms-perfectteeth.com.

Dentists: Dental One Partners is opening new offices in Colorado. Each practice is unique in that it has an individual name like Preston Hollow Dental Care or Waterside Dental Care. Our patient base consists of approximately 70% PPO and 30% fee-for-service. We do not do HMO or Medicaid. Our facilities are warm and inviting with state-of-the-art equipment. The practices have intraoral cameras and digital radiography. We offer competitive compensation packages with benefits. We also offer equity buy-in opportunities. To learn more about working with one of Dental One Partners practices please contact Andrew Risolvato at 972-755-0838 or Andrew.Risolvato@dentalonepartners.com.

Hygienist: I am looking for a Hy-genius! If you have a team mentality, and believe your role is more than just cleaning teeth, then you may be the one I am seeking. I have a small practice in Lakewood, Colo. with a huge focus on personalized, health-oriented care for my patients. Certification in anesthesia, laser, nitrous. Flexible thinking and very good people skills are key! Please e-mail us at stewartsmls@hotmail.com for an interview.

Hygienist/EDDA: Pacific Dental Services is looking for dynamic, experienced dental assistants with EDDA skills, and hygienists for several of our Colorado offices. Full-time employees receive medical, dental and vision benefits within 90 days of hire. Please apply at www.pacificdentalservices.com in the careers section, or e-mail applebya@pacificdentalservices.com.

Hygienist: Full-time position in Brighton, Colo., working with our dental team serving the needs of the underserved, low income and migrant farm workers. Current Colorado dental hygiene license in good standing is required. Sensitivity to low income and ethnic minority community is a must.

Bilingual English/Spanish required. If you are interested in this position, please apply online at www.saluddclinic.org.

EDDA: Looking for a reliable, hard working EDDA who likes all aspects of back dental office, including assisting with posterior R.C.T. and posterior extractions. Good pay and fantastic staff! Call Dr. Marc at 303-946-5154 or e-mail agreedental@questoffice.net.

EDDA: North Cherry Creek fee-for-service office looking for an exceptional caring and fun EDDA experienced in Dentrix and Cerec. Excellent compensation package for the right person. Contact Brenda at dendds.com.

OFFICE STAFF

Office Administrator: Five years experience necessary. Knowledge of Dentrix/Eagle Soft and insurance/credentialing a must. Treatment plan closing percentage monitored at 75% or greater. Must be comfortable with large treatment plans. Duties include but not limited to: scheduling, presenting and closing treatment plans, payroll, marketing, accts. rec., scheduling, light reception. Experience with practice growth. Send CV to 2011chloe2011@gmail.com.

Front Desk: Our office is looking for an outstanding individual who can assist with both front office and back office duties. Please forward your resume and salary requirements to 303-427-6992 fax or ewilkinson@thefamilydentistco.com.

PRACTICES FOR SALE

Practice: Come up to the mountain. Unique practice offering all phases of general dentistry with a heavy emphasis on same day removable prosthetics. Four fully equipped operatories plus three additional operatories dedicated to removable. The onsite laboratory offers four tech stations and a porcelain room. Most equipment is new or newer. Currently operating four days per week with part-time associate. Solid dental and laboratory staff. This 2,800 square foot facility is located in a five-year-old medical building

CHOOSE A BROKER YOU CAN TRUST!



Susan A. Spear
Practice Transition Specialist
Licensed Broker /
Business Intermediary
MEMBER
IBBA, CABI, IBA, ADMC

Call Today
303.973.2147



SAS
Transitions
Dental Practice Brokers

susan@sastransitions.com www.sastransitions.com

- Dental Practice & Office Sales
- Buyer Assistance
- Transition Planning
- Associate Buy-in / Buy-out
- Partner Transitions. . .

"Susan assisted in the sale of one of my dental practices. She found a buyer, negotiated the sale, and supported me and my staff through the entire process. The whole thing went smoothly and I was extremely satisfied with the job she did. I would highly recommend her as a practice broker and will use her services again when I sell my other practice."

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

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

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

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

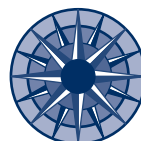
... Dr. Scott Williams (Associate and new owner!)

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

... Dr. Rok Kron

WE CARE ABOUT YOUR SUCCESS

Dental practice transitions are about relationships.
The relationship between doctors, staff and patients.
We support those relationships to build trust and confidence
and create a successful, smooth transition.



CTC Associates

Chatterley Transition Consulting



info@ctc-associates.com

303-795-8800

www.ctc-associates.com

in southwest Colorado Springs, Colo. near the Broadmoor. This is not your typical practice and can accommodate partnerships, group practices or sole proprietor. Appraisal is \$633,000. Negotiable terms. Retirement or transition. Contact Julie Rush at 719-597-7979 or nushjulie@gmail.com.

Practice: Denver, Colo. #15104. Huge potential, great for GP or periodontist. Great high volume/high exposure area, only worked part-time so upside of growth is tremendous. For more details, call Craig Gibowicz at Henry Schein Professional Practice Transitions at 303-550-0842/800-730-0883.

Practice: Ouray, Colo. Beautiful mountain town. Very aesthetic office. Three ops., ADEC equipment, computer network with digital x-rays, pano. Contact stesch@gojade.org or cell 719-588-9096.

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

Practice: Colorado Springs, Colo. three beautiful ops., great N. academy location. Collecting \$450,000 all fee-for-service. Call Jerry Weston at 303-526-0448, pma0448@yahoo.com.

Practice: Colorado Springs, Colo. Four ops., near college campus in a great location. Collecting \$357,000 on nine months a year. Call Tyler and Jerry Weston, 303-526-0448, pma0448@yahoo.com.

Practice: Wheat Ridge, Colo. Five ops. in great location, collecting \$600,000, owner financing. Call Jerry Weston at 303-526-0448, pma0448@yahoo.com.

Practice: Casper, Wyo. Four ops. in great location. Collecting \$300,000. Doctor retiring. Possible owner financing. Call Tyler and Jerry Weston, 303-526-0448, pma0448@yahoo.com.

Perio Practice: Colorado Springs, Colo. Gross \$267,000, three ops., two days per week, 10 months per year, by dr. choice, rent \$2,944/mo. Spectacular views to the west of the front range and Pikes Peak, 1,749 rentable sq. ft. in class A bldg. with floor-to-ceiling windows, state-of-the-art equipment and 2009 top-end Pelton & Crane cabinets and equipment. Dr. is retiring but willing to stay on for a few days or week to assist with transition. Office currently has two large surgical ops. which can be easily converted to three to four ops. (CO 1124) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

OS Practice: Metro Denver, \$747,000 gross, four ops, Mon. 8:00 a.m. to 3:00 p.m., Tues.-Thurs. 8:30 a.m. to 4:30 p.m., Fri. 8:30 a.m. to 1:30 p.m., 1,696 sq. ft., rent \$3,249/mo. (CO 1133) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Ortho/General Practice: Metro Denver, \$500,000 gross, Mon.-Thurs. 8:00 a.m. to 6:00 p.m. (CO 1221) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Boulder, Colo. G.P., \$500,000 gross, six ops., owned since 1986, 1,900 sq. ft. (CO 1218) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Boulder, Colo. G.P., \$450,000 gross, four ops. + two, est. 2004, Tues.-Fri. 8:00 a.m. to 5:00 p.m. (CO 1121) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Denver, G.P., \$880,000 gross, four+one+one ops., 3,175 sq. ft., owned since 2007, bldg. for sale (CO 0924) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Metro Denver, G.P., \$500,000 gross, three ops., 1,300 sq. ft., \$2,400/mo. rent. (CO 1217) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Arvada, Colo. G.P., \$107,000 gross, three ops., office reconstructed in 2010. (CO 1123) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: South central, Colo. G.P. \$480,000 gross, same location since 1991, three ops., Tues.-Thurs., 8:00 a.m. to 5:00 p.m., Fri. 8:00 a.m. to 3:00 p.m. (CO 0935) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Western, Colo. G.P. \$1.4M gross, 2,586 sq. ft., four days per week, five ops., dr. relocating. (CO 1103) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: Colorado Springs, Colo. G.P. \$665,000 gross, 2,300 sq. ft., four days per week, requests buyer with three to five yrs. exp. (CO 1210) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Practice: North central, Neb. G.P. gross \$500,000, price \$217,000, four ops., three and a half days per week. Doctor retiring. (NE 0809) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

OS Practice: Small city in Kansas. Gross \$1.5M, three surg. ops. + one post op., 2,000 sq. ft., three days a week, five staff. (KS 1216) Peter Mirabito, D.D.S., Jed Esposito, M.B.A., ADS Precise Consultants, 888-909-2545, www.adsprecise.com.

Now is the Time to Sell, Buy or Transition Your Practice! Less cost to sell! Great motivated buyers! Excel-

CLASSIFIEDS *continue on page 40*

lent interest rates! Pick from the best pool of applicants! Hire a broker you can trust! Contact Susan Spear, Practice Transition Specialist / licensed broker, SAS Transitions, Inc., SAS Dental Practice Brokers, at 303-973-2147 or susan@sastransitions.com.

Practice: Denver, Colo., downtown location! Good growth and income potential! Established patient base, Dentrix management software with unique updated dental suite! Owner dentist only works 28 hours per week. Controlled overhead. Tap into a growing "residential" population! Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers.

Practice: Eastern, Colo. Owner dentist is retiring! High patient numbers with manageable schedule! Great opportunity for GPR grads and returning military dentists! Outdoor life-style without congestion, smog or rush hours! Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers!

Practice: Southwestern Mountains, Colo., 600,000+ revenues. Excellent cash flow! Newly remodeled 1,100 sq. ft. Office/building (owner willing to sell or lease!). Family environment, fishing, skiing, backyard mountain recreation and healthy lifestyle. Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers.

Practice: Pueblo, Colo. Owner selling stand-alone dental building near PCC with established patient base. Over 340 fee-for-service patients. Great start-up! Motivated seller! Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers.

Practice: Transition buy-out! South Lakewood, Colo., minimum two years experience. This is not a dentist job, but an opportunity to buy a premier fee-for-service dental practice. Chance of a lifetime! Over \$1M in revenues with one practitioner four days per week. Susan, 303-973-2147. Send CV/resume to susan@sastransitions.com, SAS Transitions, Inc.

Practice: San Luis Valley, Colo. Small, part-time rural practice, five years old. Owner retiring. Great for semi-retired dentist wanting low stress practice. Near skiing, outdoor activities. Very low overhead. Seller refers out endo. and surgery. Contact dds9slv@gmail.com.

Practice: Pueblo, Colo. Well established practice with great upside potential. Owner is retiring. Gross production \$263,000. Very low overhead makes this a very attractive practice to build upon in a nice family-friendly, affordable com-

munity. Contact Wess Chambers, MBA, Peak Dental Advisors, at 719-651-1061 or e-mail wess@peakdentaladvisors.com.

Practice: Asking \$245,000 for a long established dental practice in the White Mountains of Arizona. Retirement. 68-years-old. A 2000 office, six ops., fully equipped and set up. I employ two dental assistants, one hygienist and two receptionists. A large roster of patients, about 12,000 records. The rent is very reasonable. The office has an up-to-date electronic x-ray, modern ops all plumbed for nitrous oxide, Global microscope. Interested? Contact me, I will respond immediately. 928-205-8357 or mountaindental1@hotmail.com.

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

Practices: Practice listings along the Front Range in Denver, Colorado Springs, Evergreen, Lakewood, Lafayette, Parker, Fort Collins, Lamar, and Eagle County. For more information on current practice opportunities, including an overview of each practice, please visit our Website, www.ctc-associates.com or call Larry Chatterley or Susannah Hazelrigg with CTC Associates at 303-795-8800.

Pediatric Practice: South Denver, three ops., grossing \$239,000. For more information, please visit www.ctc-associates.com or call Larry Chatterley or Susannah Hazelrigg at 303-795-8800.

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

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

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

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

Practice: Greeley, Colo. Beautifully designed, boutique style, fee-for-service general dental practice, located in one of the most highly sought after areas in Greeley, is seeking

a quality dentist interested in an exceptional purchase opportunity. Outstanding, patient-centered team with an emphasis on comprehensive, restorative dentistry. Owner will assist with quality introduction period to ensure a smooth transition. Please reply in confidence with your objectives and CV to carrie@lifetransitions.com.

Practice: Greeley, Colo. Exceptional opportunity for a general dentist seeking a quality, fee-for-service practice to purchase after a successful initial employment phase. This premier established practice has a fine reputation in providing comprehensive dentistry to the Greeley community. This practice has a dynamic, experienced team and a strong emphasis on CE and professional growth. Please send your CV in confidence to: The Sletten Group, Inc., 303-699-0990, fax 303-699-4863 or carrie@lifetransitions.com.

SPACE AVAILABLE

Space Sharing: Denver, Colo., ready to move in! Start-up or bring your practice into a new facility. Two-day minimum, rent includes disposable supplies, high-end equipment (digital) and computer support! Staff availability negotiable. Susan, 303-973-2147 or susan@sastransitions.com, SAS Dental Practice Brokers.

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

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

Space Sharing: 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 Diagnoston, Harvey, Statim, & Hydram 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.

Space Sharing: Space share in GP office in Aurora. Six treatment rooms, fully-equipped with latest ergonomic concept, administration support, fully digital office, pleasant professional location. Call 303-369-1069.

Office Space: Available near Hampden and Wadsworth in Lakewood, Colo. at 3333 S. Wadsworth. 2,211 sq. ft. Great



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

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

Ron Charity D.D.S.
913-660-8665

Kyle Francis, M.B.A.
719-459-1021



Over 90 years of Dental Experience

- 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
 - Practice Management
 - Practice Marketing
- Operation Reviews

www.professionaltransition.com

views. Details please call Brian Hutt with Cassidy Turley at 303-312-4266.

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

Office Space: Office space for rent in Parker, Colo. Highly successful dental office for 25 years. All lease holds done. Dental equipment 20 years old, in good shape, great price. Five operatories. 2,400 sq. ft. Great exposure on Parker Road. Other tenant is optometrist. Call Tom Lesjak, 303-841-8243, or Ken Dixey, 303-941-3362.

Office Space: Medical office 1,673 sq. ft. for lease. Excellent location I-25 and Hampden. Existing dental practices in building, easy conversion. Contact Henry, onsite manager, for details at 720-289-4849.

Office Space: Turn-key dental office in prime Boulder, Colo. location. Brand new suite improvements, includes dental equipment for immediate practice start-up. Well-known dental building. 1,383 sq. ft. Call Janine 303-931-2020 or janine@cpcolorado.com.

Office Space: Denver, Colo. For sale. Stand alone bldg., three ops. equipped, fourth plumbed. Fabulous location on busy south Denver street. Owner financing possible. E-mail southdenverdds@gmail.com.

Office Space: Lease 2,053 sq. ft., five operatorial dental suites with additional rooms for sterilization/lab. Wesley Professional Building, 4101 E. Wesley Ave., Denver. Building with existing dental practices, offers ample parking, I-25 and light rail convenient. Quick occupancy, affordable rate, TI allowance and monument sign available. Details at onsite owner/manager 303-248-7215 or e-mail wesleypartners@skybeam.com.

Office Space: Aurora, Colo. Professional dental office space consisting of 1,003 sq. ft., now available for lease. Ideal space for general dentist, oral surgeon or endodontist, etc. Currently partitioned, plumbed and wired for three dental operatories. Some existing dental equipment also may be available to purchase allowing for an easy, early and cost-effective practice. Great location with high traffic visibility and easy access. Call Dr. Trompeter at 303-688-3838 or e-mail trompeternotes@msn.com.

Office Space: Dental office for sale or lease. Beautiful eight op. condo. 3,646 sq. ft. Gorgeous views of the Front Range. Sunsets on huge patio. Overlooking the busy intersection of Morrison road and S. Kipling. Practice has produced \$3M in revenues over the past four years with overhead below 60%. Fully equipped with digital x-rays, N2O/O2 in all ops. and pan/ceph. Spacious staff lounge and doctors private office with shower. Doctor is relocating. Call Billy Halax/Metro Brokers at 303-550-1211.

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

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

Office Space: Aurora, Colo. Centrally located on Mississippi. Equipment-ready space, Immediate occupancy, below market rates, flexible terms – limited time only. Call 303-799-8800.

COLORADO ORTHODONTIC FOUNDATION ANGELS

Dr. Anil Idiculla	Dr. Robert Rudman	Dr. Jennifer Berwick
Dr. Cassy Wiggins	Dr. Melissa Venrick	Dr. Ricarda Prentice
Dr. Amy Shearer	Dr. Gregory Stoll	Dr. Nicole Eberle
Dr. Scott Ohmart	Dr. Claudia Burrows	Dr. Jason Owens
Dr. Amy Taylor	Dr. Karen Franz	Dr. Samuel Poremba
Dr. Wade Housewright	Dr. Donna Ebert	Dr. Nathan Helm
Dr. Russ Ford	Dr. Brandon Linn	Dr. Dori Papir
Dr. Jim Ziuchkovski	Dr. David Hamula	Dr. Gary Holt
Dr. Andrew Dunbar	Dr. Joanna Levin	Dr. David Sabott
Dr. Paul Regan	Dr. Kim Batterson	Dr. Bradley Goings
Dr. Larry Weddle	Dr. Lina Kulkarni	Dr. Albert Eng



Thank you to our Angels in Disguise for your generosity and support!



With the help of these orthodontists listed above, the Colorado Orthodontic Foundation (COF) provides orthodontic treatment to eligible low-income families throughout the state. These doctors have been instrumental in accepting COF cases and providing our patients with orthodontic homes—they are truly "Angels in Disguise"! Together with partners such as Rocky Mountain Orthodontics, Kids in Need of Dentistry, and other non-profit organizations, dentists and health care specialists, the goal of the COF is to improve access to orthodontic health care for as many financially challenged children as possible.

We hope to provide care to an underserved community in order to help foster better health, beautiful smiles, and confident children that can become leaders in the community.

For more information about the Colorado Orthodontic Foundation or to donate to our cause, please visit www.thecof.org.


FOR SALE

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

SERVICES/ANNOUNCEMENTS/MISC.

Accounting Services: Let us reduce the stress of owning a practice. We'll manage your accounting so you can focus on the important things like serving your patients. To learn more, visit www.twohillsaccounting.com. Contact brian.hill@twohillsaccounting.com.

Construction Services: Veterans' Builder is a complete commercial and residential construction company. We not only build new turn key projects but also remodel to suit your specific needs. We offer and install the new BLUVORTEX external dental plumbing system. For more information about BLUVORTEX or any of your building needs call Jerry at 720-220-8087 or e-mail jerry@veteransbuilder.com. For home remodeling ideas visit our Website at www.veteransbuilder.com.

Accounting: Considering replacing your current accountant, or looking for a new accountant? I am a Colorado licensed CPA specializing in dental offices. I have the most affordable rates. E-mail or call me for a free consultation: solomon@solomonandassociatescpa.com or 720-240-7756. I provide timely, accurate, and quality bookkeeping, payroll, and tax filing services. We value your success.

EDDA Course: EDDA I and II combined course. Five-week class, 12 hours per week on weekends in Denver. Classes

start every three months. Tuition is \$1,295. Call the Colorado School of Dental Assisting for details at 800-383-3408. www.SchoolOfDentalAssisting.com.

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: Crystal Courier Service has been delivering smiles for 60 years. From Ft. Collins to Pueblo, we do direct delivery to your labs, as well as interoffice, rush, daily, and on-call jobs. Call 303-534-2306 for more information.

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.



CONSIDER IT A HOLISTIC APPROACH TO MANAGING YOUR PRACTICE'S FINANCES.

When it comes to your patients, you don't just treat symptoms. You look at their overall health and lifestyle. And make a diagnosis based on the big picture. That's how we approach your finances. Both your personal and your practice's. Making for a healthy, wealthy and wise financial outlook.

Personal Solutions

- Residential mortgage, including 100% financing
- Life and disability insurance services
- Investment management
- Estate and retirement planning
- Specialized healthcare deposit products

Practice Solutions

- Term financing for partnership buy-ins
- Equipment financing and lines of credit
- Real estate financing
- Healthcare remittance automation
- Deposit solutions



**COLORADO STATE
BANK AND TRUST**

THE PRIVATE BANK

LONG LIVE YOUR MONEY.™

Private Banking | Fiduciary Services | Investment Management
Wealth Advisory Services | Specialty Asset Management

Denver and Boulder Locations: 303.864.7220 | www.csbt.com

©2012 Colorado State Bank and Trust, a division of BOKF, N.A. Member FDIC. Broker/Dealer Services and Securities offered by BOSCO, Inc., an SEC registered investment adviser, a registered broker/dealer, member FINRA/SIPC. SEC registration does not imply a certain level of skill or training. Insurance offered by BOSCO Agency, Inc., an affiliated agency. Investments and insurance are not insured by FDIC, are not deposits or other obligations of, and are not guaranteed by, any bank or bank affiliate. Investments are subject to risks, including possible loss of principal amount invested.

SAVE THE DATE

JAN
24
25
26



Rocky Mountain Dental Convention

2013 **CONNECT**
13 RMDC > DENVER, CO

rmdconline.com

SPEAKING IN 2013:

Dr. Newton Fahl, Jr.
Dr. Michael Norton
Dr. Michael Miller
Dr. Gerard Chiche
Dr. Kim Kutsch
Col. Teresa Gonzales
Ms. Ellen Gambardella
Ms. Shirley Branam
Dr. Charles Blair
...and many more!

ROCKY MOUNTAIN DENTAL CONVENTION IN BEAUTIFUL DENVER, CO



The Colorado Convention Center

Photo by: Scott Dressler-Martin and VISIT DENVER

MDDS NIGHT at the

Hosted by:



METROPOLITAN DENVER
DENTAL SOCIETY



Colorado Rockies vs.
the Miami Marlins

Saturday, August 18, 2012
BBQ starts at 4:30PM
Game begins at 6:10PM

Bring your Friends and Family to Watch the
Colorado Rockies beat the Miami Marlins!

REGISTER ONLINE at mddsdentist.com. If you have any questions, contact Debra Arneson, Associate Director of Convention & Events, at darneson@mddsdentist.com or call (303) 488-9700.

M D 2012-13 MDDS D S CE CALANDER

CPR/AED TRAINING

August 21, 2012 February, 2013 - Date TBD
September 19, 2012 March, 2013 - Date TBD
October 18, 2012 April, 2013 - Date TBD

**Negotiating Office Leases and Purchases -
Capitalizing on the Current Market**
September 14, 2012 Instructor: Mr. Colin Carr

**Behavior Management Strategies in Pediatric
Dentistry with Special Consideration of
Medical Immobilization**
November 3, 2012 Instructor: Dr. Ulrich Klein

**Dental Sleep Medicine/Advanced Dental
Sleep Medicine - November 16 - 17, 2012**
Instructor: Dr. Barry Glassman

**Nitrous Oxide/Oxygen Administration
Training - December, 2012 - Date TBD**
Instructor: Dr. Gerome Greene

**Basic Radiation Education for Unlicensed
Dental Personnel - February 22, 2013**
Instructor: Dr. Brad Potter

Hands on Course - February or March, 2013 - Date TBD

**Mini-Residency in State-of-the-Art
Endodontics I: Experience Your Endodontic
Excellence - March 8, 2013**
Instructor: Dr. John West

Prevention of Oral Disease March, 2013 - Date TBD
Instructor: Ms. Andrea Wiseman

Botox Training and Dermal Filler Training Level I
April 19-20, 2013 - Instructor: American Academy
of Facial Esthetics, Dr. Louis Malcmacher

For more information or to register,
visit mddsonline.com.

DOCTOR, when working on your financial plan, did you consider...

...retirement plans that may allow you to contribute \$200,000 or more a year of pre-tax dollars?

...investigating risk management strategies that may be funded with pre-tax dollars or that may offer incremental income?

...asset protection strategies that seek to shield your assets from judgment creditors?

The Greenbook program offers integrated financial planning designed exclusively for doctors. Call now to learn more about how you may be able to avoid excess risk, maximize allowable deductions and use the tax code to most efficiently shield your income and savings from unexpected events.



Contact Jerry Gruber, CLU, ChFC, CWS at (303) 290-6113, toll-free at (888) 290-6117 or jgruber@greenbookwm.com.

Or visit our website at www.FinancialPlanningForDoctors.com to learn more about how the Greenbook program may be able to help you!

GREENBOOK
Wealth Management

Securities offered through First Allied Securities, Inc., a registered broker/dealer.
Member: FINRA/SIPC. Advisory services offered through First Allied Advisory Services, Inc.
FA086BF.020711



AFTCO

TRANSITION CONSULTANTS

Call 1-800-232-3826 for
a free practice appraisal,
a \$2,500 value!

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 there to serve you through all stages of your career.



Helping dentists buy & sell practices for over 40 years.

» WWW.AFTCO.NET