



METROPOLITAN DENVER  
DENTAL SOCIETY

March/April 2004  
Volume 9, Issue 1

# Articulator

CONNECTING MDDS MEMBERS WITH NEWS AND INFORMATION FOR OUR PROFESSION

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**Connections2005**  
January 20-22, 2005

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## Connections2004

The 97th annual Rocky Mountain Dental Convention (RMDC) took place at the Colorado Convention Center on January 15-17, 2004. MDDS would like to express **sincere appreciation to the dental professionals** who attended the continuing education courses and shopped the exhibits for their commitment to practice improvement. Special thanks and accolades go to the many **Society volunteers** who contributed so much time, effort and hard work to the success of this year's convention. We would also like to

recognize the generosity of the **RMDC sponsors**, which affords many convention amenities that contribute greatly to attendee and exhibitor comfort and convenience.

For many convention attendees, the highlight of this year's RMDC was the quality and relevance of the speakers. Popular speakers included Dr. Carl Misch, Dr. Jeff Morley, Dr. Jeffrey Okeson, Dr. Louis De Paola and Ms. Jo Ann Pulver. We are pleased to report that even though



the demand for several speakers was high, we were able to make accommodations without turning attendees away from a capacity-filled room.

For the first time in many years, course evaluations were introduced into lectures. The results will be instrumental in planning future

programs for RMDC and other MDDS sponsored continuing education throughout the year.

Other convention highlights included a packed Exhibit Hall, the

elegant President's Reception hosted by Dr. Jeffery M. Hurst and the always popular TGIF Party featuring the disco band, Boogie Machine.

We appreciate the patience of those who stood in the onsite registration line on Thursday morning. A network-related computer malfunction was responsible for the delay. While we strongly recommend pre-registration for the RMDC, please be assured that a new contingency plan has been set in place to avoid onsite registration delays in the future.

According to our feedback, construction at the Colorado Convention Center did not present a problem for RMDC-goers. The Convention Center construction is slated for completion in December 2004, so Connections2005 will not be affected by construction issues.

**The Rocky Mountain Dental Convention: Connections2005** will be held January 20-22, 2005. Mark your calendars now, and make plans to see Dr. Gordon Christensen, back on the circuit after a two-year hiatus, along with Dr. John Kois, Dr. Dale Miles, Dr. James Dunn, Ms. Joy Millis and Ms. Debra Dobson-Hartley.

**Myself and my staff thoroughly enjoyed the RMDC this year. We all came away feeling more energized and excited about our profession."**

— Dr. Jeff Nelson  
Durango, Colorado

## MDDS Wins Honor in National Competition

MDDS is pleased to announce that it has received an **Award of Excellence** for its **Domestic Violence Dental Care Program** in the American Society of Association Executives' (ASAE) 2004 Associations Advance America (AAA) Awards competition. MDDS is one of twelve associations, chosen from more than 120 entries, to be honored in the first round of judging.

Now in its 14th year, the AAA Awards recognize associations and

industry partners that advance American society with innovative programs in education, skills training, standard setting, business and social innovation, knowledge creation, citizenship and community service.

Selected by a panel of peers three times a year, Award of Excellence winners are automatically entered into consideration for the Summit Award, ASAE's highest association honor. Summit Award winners are honored at ASAE's

Summit Awards Dinner, to take place Oct. 5, 2004, in Washington, DC.

"These award-winning programs embody the tremendous commitment to community exhibited by thousands of voluntary organizations every day," said Kris Cook, CAE, Executive Director, National Affordable Housing Management Association, and 2004 Chair of ASAE's Associations Advance America Committee. "Not only do the AAA Awards provide recognition

*Continued on page XX*

# MDDS Member Heralded with Literary Praise for Medical Thriller

By Michael K. Diorio, DDS, Editor

When Dr. Robert Greer's sixth novel, *HEAT SHOCK*, was published in October 2003, *Booklist* hailed it as "Satisfyingly unnerving. Excelling in plot and characterization... Like being hooked up to an I.V. that steadily drips suspense." And *Publishers Weekly* commented that Dr. Greer's novel is "a fast-paced tale of medical research gone awry... effectively evoking the Western setting with clean, uncluttered prose." It has since won praise from reviewers and fans alike.

An MDDS member, Dr. Greer lives in Denver where he is a practicing oral and maxillofacial pathologist, research scientist and Professor of Dentistry, Pathology, and Medicine, at the University of Colorado Health Sciences Center.

If that were not enough, he is also an award-winning author, with four mystery novels and a short story collection under his belt, in addition to *HEAT SHOCK*. His short stories have appeared in numerous national literary magazines and he is the

founder of *High Plains Literary Review*.

*HEAT SHOCK* is about an emergency room doctor who discovers through a dying cancer patient who is a cock fighter, that he has a cadre of invincible fighting cocks that were raised on uranium enriched soil. In order to honor a reluctant promise to protect the birds, the doctor must confront a lawless businessman and his army of killers who are in hot pursuit of a bird-associated genetic bombshell with the shocking power to transform a species.

Real-life science theory was the inspiration for *HEAT SHOCK* and is incorporated into its story line. "One of the things that I talk about in the book, in a fictional way, is that Darwin theories were right on the mark with one slight error," Dr. Greer said. "Darwin thought that evolution took place over long periods of time, but it doesn't. It takes place in the blink of an eye. Within 20 to 40 years, a species can

evolve and be protected against what was once catastrophic." He added, "It is an interesting concept, which is not science fiction. It is the science of today."

Speaking of the science of today, what is Dr. Greer up to in the medical laboratory? He is currently doing research on an enzyme called Telomerase, which he said is responsible for allowing cells to live longer than normal.

How does he do it all? Dr. Greer credits his parents; the hard work ethic instilled in him and the environment in which he was raised in Gary, Indiana. "That work ethic seems to be more difficult for people to find these days," he said, "And it matters at least as much as talent."

*HEAT SHOCK* is available at [www.amazon.com](http://www.amazon.com), [www.bn.com](http://www.bn.com) and at local bookstores.



Dr. Robert Greer

## Letters to the Editor

### Dear MDDS Members:

**What to do when OSHA calls...for a cleaning!** While introducing myself to a new patient the other day, I looked at his patient form and noticed he was an OSHA inspector. Several years ago this discovery would have had me clenching and tightening everything in my body, wondering what faults he could find in my practice of dentistry. But after many years of continuing courses of OSHA training, blood borne pathogen information and the numerous posters we need to display, I felt at ease with the thought of him scrutinizing my office. **Organized dentistry and our colleagues have done an excellent job in getting us the information we need to protect our employees and as a nice side effect, our patients.**

Remember the time in kindergarten when you first saw your teacher in the supermarket and you were so amazed since you thought they lived at school? OSHA inspectors need dentistry too! My patient had an excellent time at our office and left with an improved smile on his face. Now if you'll excuse me, I need to move on to my next patient, an IRS auditor. Oh for the innocence of kindergarten!

Sincerely,  
Jeffery Hurst, DDS  
MDDS President

### To all members of MDDS:

On behalf of the executive committee of our local ASDA chapter, we would like to thank you once again for donating the ASDA dues for the fourth year class at the University of Colorado School of Dentistry. Not only is your donation helpful to the fourth year class, it also helps the active ASDA members have more time to plan events to spark interest in organized dentistry. Many schools have to spend half the year recruiting members to ASDA and collecting dues rather than planning events. We can begin planning our events on the first day of fall semester because of your big-hearted gift.

We recently held a staff and faculty appreciation waffle breakfast for our overworked and under-thanked school mentors. Another event is our annual vendor's fair called "ExpoDent," which raises funds so we can send our leaders to national and regional meetings. At the last ASDA annual session, we were able to send ten students to Philadelphia — more than most schools were able to send. We rotated all ten students through the House of Delegates so they could have the experience and power of casting a vote in our organized dentistry summit. We will be joining ADA members to lobby our state representatives. Our calendar has many more events like these thanks to dental societies like yours.

Your donation is helping to build a stronger local ASDA chapter every year. Thank you again for your continued support.

Sincerely,  
Carolyn Seabury, First Delegate  
Carol Denning, Second Delegate  
Christine Cole, Sr. Legis. Liaison  
Nicholas Hein, Jr. Legis. Liaison

### Dear Dr. Diorio:

I can't express my agreement with the sentiments that you expressed vigorously enough in your article, "Greed." It seems that the professional seminars in my area have been taken over by "extreme makeover" gurus. Where is the concept of dentists being physicians of the mouth? I wish that more members of the profession would remember the "hub of the wheel" analogy that you mentioned. If there is not some self-control, our profession will fail in its essential nature; to treat and prevent disease instead of creating makeover interviewees for the Oprah show.

Best Regards,  
Michael Speck, DDS, JD  
Central New York

## MDDS Articulator

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**Editorial Policy**  
All statements of opinion and of supposed fact are published under the authority of the authors, including editorials, letters and book reviews. They are not to be accepted as the views and/or opinions of the MDDS.

The *Articulator* encourages letters to the editor, but reserves the right to edit and publish under the discretion of the editor.

**Advertising Policy**  
All matters pertaining to advertising should be addressed to advertising sales manager, Advertising Sales Department at MDDS, 3690 S. Yosemite St., Suite 200, Denver, CO 80237, (303) 488-9700. All advertising appearing in the *Articulator* must comply with official published advertising standards of the American Dental Association. The publication of an advertisement is not to be construed as an endorsement or approval by the Metropolitan Denver Dental Society. A copy of the advertising standards may be obtained upon request through MDDS.

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FAX: (303) 488-0177  
[www.mddsdentist.com](http://www.mddsdentist.com)

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## Renewal Reminder

**March 1** is the deadline to submit your membership dues for 2004. Make plans to renew before this deadline in order to retain all the benefits and services enjoyed through your tripartite membership.

Please contact the CDA at 303-740-6900, if you didn't receive your renewal information.



# Transitions

## APPOINTED

**Ms. Terri Gilpin**, MDDS Director of Operations, was appointed as MDDS Interim CEO, effective November 1, 2003. Terri assumes the duties of former MDDS CEO, Ms. Claudia A. McDougal, who has moved on to other endeavors after serving the Society over the past 14 years. Claudia's efforts to promote dentistry and elevate MDDS to a higher level are greatly appreciated. Terri has served the Society for over twelve years in a variety of roles and will serve as Interim CEO until the MDDS Executive Committee concludes its search for a new Executive Director.

## MDDS 2004 Official Call For Nominations

An effective, committed Board of Directors is an essential ingredient in the health and success of the Metropolitan Denver Dental Society. The Society's volunteer leaders should be and are the embodiment of the organization's intellectual diversity. As a member of MDDS, you may be eligible to run for one of the following elected positions:

- MDDS Secretary
- MDDS Board of Directors (2 positions open)
- CDA Alternate Trustee

**Nominations Close April 1, 2004.** For more information regarding the basic functions and eligibility for each position or to announce your candidacy, please contact one of the following:

Dr. Michael Poulos, Nominations Chairman (303) 832-4867  
Dr. David Klekamp, MDDS Secretary (303) 759-2807  
Ms. Terri Gilpin, Interim Chief Executive Officer (303) 488-9700 ext. 313

## Media Update

# MDDS In The News

Following is a synopsis of television coverage MDDS has garnered on behalf of dental health, industry innovations and MDDS programming from December 2003–January 2004.\* Special thanks to all Society spokespersons for their expertise and commitment to educating the public on better oral, and overall, health.

**9NEWS** hosted another very popular **Dental Line 9** on Thursday, December 4, 2003 during the morning news. MDDS president,

**Dr. Jeffery Hurst** discussed the DIAGNOdent laser utilized for cavity detection and low-income options for dental care during an interview to promote the Dental Line 9. Special thanks to Dr. Hurst, **Dr. Terry Brewick**, **Dr. Gary Radz**, **Dr. Ken Peters** and **Dr. Michael Poulos** for handling the tremendous influx of viewer questions.

**Channel 7 News' Steve Saunders** interviewed MDDS president, **Dr. Jeffery Hurst**, during the 11 a.m. news broadcast on Monday, January 5, 2004 about the importance of flossing.

Pediatric dentists and MDDS members, **Dr. Scott Smith** and **Dr. Lisa Stimmel**, were interviewed by **9NEWS** health reporter, **Dr. Stephanie Clements**, during the Rocky Mountain Dental Convention about children and the use electric toothbrushes. The story aired on Friday, January 16, 2004 at 5 p.m. Special thanks to Dr. Timothy and Natalie Kneller for allowing their adorable son, Aidan (age 3), to be a part of the story.

On Sunday, January 18, 2004, **9NEWS'** Dr. Stephanie Clements concluded her two-part story on the **MDDS Domestic Violence Dental Care Program**. **Dr. Gary Radz** and his patient, the first enrolled in the program, were featured in a heart wrenching story about oral health complications created by domestic violence in November 2002. Dr. Clements followed up with the doctor and patient over one year later to find that Dr. Radz's generous investment in the patient resulted in a gorgeous new smile and restored dignity.

\*At press time, MDDS was also working on television reports with FOX 31 News on Dental Implants and PANDA (Preventing Abuse and Neglect through Dental Awareness). Stay tuned to the May/June 2004 Articulator for details on the outcome of these stories.



## U p c o m i n g E v e n t s



# 2004

## Practice Building

### Breakdown!

#### THE HIDDEN SIGNALS OF PRACTICE EROSION

Presented by Ms. Sally McKenzie

Designed for the entire dental team. Discover if your current management systems are harming your or your staff's performance, and what to do if they are.

DATE: April 2, 2004 TIME: 9:00 a.m. – 4:30 p.m.

TICKET: \$149 MDDS dentist\*/\$99 for MDDS staff



MDDS is an ADA CERP recognized provider.

## Practice Growth

### CPR Training and Certification

#### PRESENTED BY LIFE RESCUE CPR

Instructed by Mr. Jeff Speer

This valuable training is certified by the American Heart Association and is a must for the staff and doctor alike.

DATES: February 24 or April 29, 2004

TIMES: 6:00 p.m. - 9:00 p.m.

TICKET: \$35 MDDS dentist\*/staff

### Spring MDDS General Membership Meeting

#### THE SYSTEMIC DISEASE CONNECTION

Presented by Dr. Steve Nelson

As a national speaker who participated in the first ADA symposium on systemic disease, Dr. Nelson offers his expertise on this critical issue and its oral health connection.

DATE: March 11, 2004

TIME: 6:00 p.m. - 9:00 p.m.



## Professional Involvement

### Annual Meeting and Society Dinner

#### AT THE ROLLING HILLS COUNTRY CLUB

Save this date and join your colleagues for an enjoyable evening of celebration featuring the magnificent backdrop of city lights at the Rolling Hills Country Club.

DATE: May 20, 2004

TIME: 6:00 p.m. - 9:00 p.m.

TICKET: \$49 MDDS dentist\*/staff

Contact MDDS for more Info or to Register

ONLINE: [www.mddsdentist.com](http://www.mddsdentist.com)

PHONE: (303) 488-9700

\* ADA/CDA Members - Join MDDS as an Associate Member for just \$80 to receive special rates and discounts on these events and more. Contact Leona Ball for details at (303) 488-9700, ext. 320.

## SCAM ALERT!

Thanks to several of our conscientious members and their dental suppliers, MDDS has been alerted to potentially fraudulent activities involving the sale of several types of gloves and Monoject needles, the most sold needle in the dental industry. Much like traditional office supply or copier toner scams, this one operates on a two-tiered level. First, a telephone inquiry will be made to your office to determine where you order your dental supplies and who does the ordering for the office. Then weeks later, a caller will identify themselves as calling on behalf of your dental supplier, explaining that there is a glove/needle shortage and that it would be in your best interest to order by the case while supplies are available. They will quote you a reasonable rate for the products and will attempt to get your credit card information for billing. The scam is the freight charge, typically in excess of \$100 per case of product. A normal freight charge should only be around \$6.

To protect yourself, consider the following:

- Do not identify where you purchase your dental or office supplies to any unsolicited callers
- Do not identify who purchases the dental/office supplies for your office to any unsolicited callers
- Never give credit card information to unsolicited callers.
- If this has happened to you, please send a copy of the invoice to MDDS to be forwarded to the Attorney General

Please be sure to share this information with your staff. If you have any questions, please do not hesitate to contact MDDS at (303) 488-9700. Special thanks to GOETZE Dental and MDDS member, Dr. Sheldon Omi, for providing their knowledge to the Society in our information gathering process regarding this matter.

## MDDS Member Benefits and Services

CONNECTIONS FOR OUR PROFESSION —  
EXCLUSIVE OPPORTUNITIES FOR MEMBERS

- **Colorado Heart and Body Imaging** offers members discounted electron beam tomography (EBT) scans designed for the early detection and prevention of heart disease, cancer and osteoporosis. MDDS members, their staff and their spouses are eligible to receive a **\$100 discount** on select services by identifying themselves as MDDS members and providing their ADA number. Your patients can also receive a discount if you refer them. Visit them online at [www.coloradoheart.com](http://www.coloradoheart.com) to learn more about what EBT scans can do for you.
- **TECHAnalysis, LLC** provides members with a variety of objective services relating to technology for the dental office. Discounted services include:
  - Unbiased inventory and assessment of your current state of computer systems.
  - Recommendations on the software and equipment necessary to achieve your short and long term practice needs.
  - Preparation of proposal requests based on your goals and requirements for submission to your computer vendor.
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Whether you're buying, upgrading or just maintaining your computer systems, TECHAnalysis can help save you valuable time, money and peace of mind.

Contact **303.xxx.xxxx** for more information.

[www.mddsdentist.com](http://www.mddsdentist.com)

MDDS enables you to market your practice with the  
**Metro Denver Dentist Search Directory**

### Spotlight on: Member Profile

Patients looking for a dentist can easily find one online at [www.mddsdentist.com](http://www.mddsdentist.com).

The MDDS Metro Denver Dentist Search directory allows the public to access member dentist information including days and hours of practice operation, range of treatments and services provided, payment types accepted, education, practice philosophy, practice specialty, location and more.

In order to provide the most comprehensive Denver dentist referral system, we need your listing. We have made it simple for you. You may add and directly customize your listing in the directory at any time through the Member Profile option in the Member's only section of the MDDS website. Member Profile forms are also available at your request via mail or fax.



The Metro Denver Dentist Search is a free service to both you and the public you serve. MDDS promotes this service throughout the year as a premiere referral service for dental consumers. Plus, we can link your listing to your practice's web site.

If you have not done so already, log-on to [www.mddsdentist.com](http://www.mddsdentist.com) and utilize this member's only benefit today. Contact us for assistance or more information at (303) 488-9700.

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## Springtime in the Rockies!

### Your Personal Finances are like the Weather: "Be Prepared"

By Mimi N. Hackley, CFP®

Aaahhhh...the recovering economy and stock markets can sooth us into financial complacency. Remember the turn of the century when the financial markets started to slide - that was the time to review your portfolio, not ignore it. And so it is for your personal finances. Here are some tips to help you and your family weather future storms:

- Make sure your portfolio is positioned to meet your long-term goals and that you're saving enough.
- Work with your Certified Financial Planner to set up the most efficient retirement plan for your dental practice and to make sure it's meeting your goals.
- Call your estate planning attorney to update/draft your will, medical directive, durable power of attorney, and trust to be consistent with your estate planning goals. If you don't have an attorney, get one and commit to completing this project within the next 6 months.
- Designate a guardian for your children. If something happens to you, your kids will be far happier with someone of your choosing, than with the courts' appointee.
- Evaluate how much you should be saving for college expenses versus retirement.
- Confirm your beneficiary designations on life insurance policies, annuities, and retirement plans. Your personal records don't control your beneficiary designations. Check with your financial institution to make sure their records match yours.
- Old life insurance policies might be expensive. Get a second opinion.
- The elimination of "No-Fault" auto insurance in 2003 makes higher limits on liability coverage and uninsured/underinsured motorist coverage a must. Contact your agent for help.
- Fires are a reality in Colorado! Ensure that you have replacement cost coverage on your home and personal property. A pictorial inventory of your personal property that's kept in a safety deposit box is a necessity when it comes to working with your insurance company to file a claim.
- Establish/replenish your emergency reserve. Set aside 3-6 months of expenses in a liquid money market account with check-writing privileges.

Just as your patients have routine cleanings and check-ups, you should perform regular check-ups on your finances to help you weather any storm.

**Mimi Hackley is a Certified Financial Planner at the CDA-endorsed financial planning firm of Sharkey, Howes & Javer Inc., a Denver based FEE-ONLY, financial planning and investment management firm that has worked with many dentists over the years. Visit us at SHWJ.com or call for more information at (303) 639-5100.**

## CDA Annual Session... Summer Time in Vail

What better way to kick off the summer than to spend a long weekend in Vail with your friends, family and colleagues? The Colorado Dental Association's Annual Session will take place at Vail Cascade Resort and Spa. This year's meeting is all about "Healthy Habits, Healthy Body and Healthy Smile." The meeting focuses not only on improving your practice, but also on managing your stress, finding fitness in a full life, detoxifying your body, and much more.

Keynote speaker Dr. James Kessler will talk about "A Practical Approach to Quality in Restorative Dentistry." Delegates' luncheon speaker Dr. Janis Klecker, a marathon Olympian and mother of six children, will talk about how to balance a practice, family, friends, fitness and other commitments while still finding time for yourself. She will also lead the CDA's 5K and one-mile fun run/walk.

Of course there will be the annual golf and tennis tournaments, cooking classes, guided mountain bike rides, and, for the first time, a pilates and gyrokinesis class for members and their families. On your own, Vail offers endless hiking, shopping galore, the Betty Ford Alpine Gardens, plenty of fishing and horseback riding, and relaxing at the resort spa facilities.

Please join the CDA in Vail this summer! The deadline to reserve a room at the Vail Cascade Resort is May 10, 2004. If you have questions regarding the Annual Session and registering for the meeting, please call Lu Anne Garvin at the CDA at 303-996-2845 or 800-343-3010 x105.



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## Career Coaching

### What is It that you're looking for in your dental practice?

By Steven Drury, DDS, MDDS member

In this first article, we will stir the pot to get you thinking about your Its and then in future articles, we will look at practical ways to move toward the vision of what you desire. Last year was a slow year financially for many dentists. Economic challenges create a great time to get perspective on your direction: Where are you headed? Is that the direction you planned? What changes do you need to make?

What good are your dental skills if: you can't make money, you can't have fun, and you can't work with people who appreciate what you do for them.

Getting great results is like getting great grades; or is it? To get where you are today, you had to be successful in school. As much as you hated those tests, they were certainly a method to keep you focused and on track and helped you measure your results. Who does this for you now? Is there someone who can help you get serious about your progress and results toward your

goals? Some of the areas that will be addressed in this series are:

- Building a 1, 2 and 5 year vision
- Increasing your practice profits
- Strategic planning for moving your practice toward your goals
- Putting into practice what you have learned at workshops and seminars
- Planning your future
- Getting control of practice finances
- Becoming a successful leader
- Providing outstanding customer service
- Increasing case acceptance
- Balancing work, rest, and play

What must you accomplish to say that your practice brought you satisfaction and was your best effort?

What are the biggest challenges you are now facing in your business? Please send questions you want explored in upcoming articles to: [success@coachdrury.com](mailto:success@coachdrury.com).

## MDDS Wins Honor in National Competition

*Continued from page 1*

to some very deserving organizations, they also help tell the story of what associations do to members of Congress and other key decision-makers, the media, and the general public."

Established in 2002, the MDDS Domestic Violence Dental Care Program (DVDCP) is a community service project of MDDS member dentists that offers cost-free dental care to disadvantaged survivors of domestic violence in Denver in an

effort to restore oral health and assist in recovery.

The program was started by the MDDS Community Access to Care Committee, chaired by Dr. Scott D. Smith. Since its inception of the program, over 70 member dentists have signed up to participate in administering dental care and service. To date, four patients have been successfully enrolled in the program, with over \$30,000 in donated treatment collectively.



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# Calendar of Events

## MARCH 2004

### March 3

University of Colo. School of Dentistry  
*Snoring and Sleep Apnea: The  
Dentist's Role in the Recognition  
and Management of Sleep-Related  
Breathing Disorders*

8:00 a.m. – 12:00 p.m.

Denver, Colorado  
(800) 736-1911 or [www.CU4CDE.com](http://www.CU4CDE.com)

### March 4

The Denver Implant Study Club  
*Single Tooth Implant Therapy –  
The Treatment Modality of Choice*  
Presented by: Aldo Leopardi, DDS, MS  
& Nobelbiocare

5:00 p.m. – 9:00 p.m.

MDDS Headquarters – Denver, Colo.  
(720) 488-7677, Laurinda Leiker

### March 11

MDDS  
*Spring General Membership  
Meeting: The Systemic Disease  
Connection*

See page 3 for details.

(303) 488-9700 or [www.mddsdentist.com](http://www.mddsdentist.com)

### March 12

Columbine Periodontal Study Group  
*Non-Plaque Related Gingival  
Diseases, Controversies, Issues and  
Answers*

Presented by: Dr. Terry Rees  
Inverness Hotel and Golf Club  
Englewood, Colorado  
(303) 871-8572

### March 12-14 and 26-28

Univ. of Colo. Health Science Center  
*Expanded Restorative Skills for  
Dental Auxiliaries*

Denver, Colorado  
(800) 736-1911 or [www.cu4cde.com](http://www.cu4cde.com)

### March 15

Colorado Prosthodontic Society  
*Treatment Planning and Restoration  
of Dental Implants*

Presented by: Dr. Carl Misch  
[Phone here](#)

## APRIL 2004

### April 2

MDDS  
*Breakdown! The Hidden Signals of  
Practice Erosion*  
See page 3 for details.  
(303) 488-9700 or [www.mddsdentist.com](http://www.mddsdentist.com)

### April 2-3

Univ. of Colo. Health Science Center  
*Nitrous Oxide Administration  
for Dental Team Members*

8:00 a.m. – 5:00 p.m.

Denver, Colorado  
(800) 736-1911 or [www.CU4CDE.com](http://www.CU4CDE.com)

### April 7

Univ. of Colo. Health Science Center  
*Diagnostic and Therapeutic  
Problems in Clinical Oral  
Pathology: It's Not Your Father's  
Oldsmobile Anymore*

8:00 a.m. – 12:00 p.m.

Denver, Colorado  
(800) 736-1911 or [www.CU4CDE.com](http://www.CU4CDE.com)

### April 15

The Denver Implant Study Club  
*Predictable and Profitable Implant  
Restoration by Design: Introduction  
of the Astra Tech Dental Implant  
System*

Presented by: Clark M. Stanford, DDS,  
Ph.D.

5:00 p.m. – 9:00 p.m.

MDDS Headquarters – Denver, Colo.  
(720) 488-7677, Laurinda Leiker

### April 26

Colorado Prosthodontic Society  
*Diagnosis and Treatment for  
Predictable Advanced Restorative  
Dentistry*

Presented by: Jeff Brucia

[Phone here](#)

### April 29

MDDS  
*CPR Training and Certification  
Presented by Life Rescue CPR*

See page 3 for details.

(303) 488-9700 or [www.mddsdentist.com](http://www.mddsdentist.com)

Professional  
Dental Arts Ad

# Classifieds

Advertisements must be submitted in writing. Submissions should be received no later than March 18, 2004 to appear in the May/June 2004 issue of the Articulator. MDDS makes no claim, stated or implied, as to the quality of goods and services or the accuracy of the following advertisements.

**DENTAL HYPNOSIS:** Dental Hypnosis is a clinically proven, mainstream intervention for dental and needle phobia, bruxism, exaggerated gag reflex and smoking cessation. A Colorado physician for 15 years, I've offered hypnosis since 1995. Please call Jonathan Sheldon, MD at (303) 789-4949 or e-mail doctors@hmno.com for an informational brochure, to make a referral, or for a consultation.

**PARTNERSHIP OPPORTUNITY:** Partnership available NOW in rapidly growing Comfort Dental near Hampden/Wadsworth. Expect NET income of \$300,000+ per partner within 2 years. Call Dr. Pat Flood or Dr. Colin Barton at (303) 727-9100.

**DENTAL OFFICE AVAILABLE:** located near Cherry Creek Mall. This office is plumbed and ready to use. Operatories view private tranquil courtyard with ponds and waterfalls. Please call (303) 703-6722.

**DENTIST:** Perfect Teeth is seeking senior Dentists in Arizona, Colorado and New Mexico with a compensation range of \$90,000 to \$200,000. Successful private or group experience required. Salary bonus package, plus benefits including signing bonus, health insurance, 401k, malpractice, professional dues and continuing education. Also seeking Associate Dentists with a compensation range of \$75,000 to \$95,000. Specialist's opportunities also available for part and full-time Ortho, Endo, Oral Surgery, and Perio with exceptional compensation. Call Dr. Mark Birner at (303) 691-0680, fax your resume to (303) 691-1874, or mail to 3801 East Florida Avenue, Suite 508, Denver, CO 80210 or e-mail us at www.BDMS-PerfectTeeth.com.

**ASSOCIATE POSITION AVAILABLE:** Well-established metro Denver area practices seeking general dentist for associate position. Fee for service only. Minimum of 3 years experience required. Please contact Malcolm E. Boone, DDS, MS at (303) 388-1661 or (303) 451-1111 for details or fax CV to (303) 451-7238.

**HYGIENISTS:** Great part- and full-time career opportunities. Large multi-practice group offering flexible work schedule and excellent compensation/benefits package. Call Sonja at (303) 285-6022 for more information.

**TURNKEY OFFICE SPACE:** SW Aurora - 2500 sq. ft. w/ 6 ops plus 1 hygiene room. Located in small shopping center. Professionally designed. Selling leaseholds and equipment only. Available Jan.-Feb. 2004. Please call (303) 750-1031.

**DENTAL PROFESSIONS NEEDED:** Did you know that the only free dental service available to Denver's 10,000 homeless is extraction? The Denver Rescue Mission is changing this by offering a full-service, free Dental Clinic to the homeless and indigent, and WE NEED YOUR HELP! Our fully equipped, free clinic needs dentists, dental hygienists and dental assistants. We have been meeting the needs of the homeless for over 100 years through our rehabilitation programs, our clinic and providing food, clothing and shelter. Come join our team. Call Mandy at (303) 297-1815 for a tour and information.

**DENTAL PRACTICE AVAILABLE:** Located in well-established University Hills area, approximately one block east of Colorado Boulevard on Wesley Avenue. Professional building, well maintained. Building plumbing and utilities set up for dental practice. Spaces from 727 to 1,528 sq. ft. available immediately. **AGGRESSIVE RATES.** Call for details: Mark Pym, RE/MAX Commercial Services, (303) 756-4747 pr direct (303) 504-3434.

**Full GOLF Membership:** Heather Ridge Country Club, Aurora, Colorado. No monthly dues until June 2005. Membership includes unlimited family golf and driving range privileges, outdoor pool, fitness center and full access to clubhouse restaurants, \$7500. Contact Timothy Kneller at (303) 696-9364

**PRACTICE FOR SALE:** Buena Vista, CO Great office with a good patient base. A beautiful place to live. For more information, please call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** SE Aurora. Gross collections of \$275,000 and growing with 30 new patients per month. Call Larry Chatterley at (303) 795-8800.

**Associate Buy-In:** Fort Collins, CO. Grossing over \$800,000. Call Larry Chatterley at (303) 795-8800.

**Associate Buy-In:** Northeastern Colorado. Tremendous fee-for-service patient load, practice is booked out over six months. Office and equipment are in great shape. Excellent price and terms. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** SW Denver, grossing over \$600,000 per year all fee-for-service patient base. For more info call Larry Chatterley at (303) 795-8800.

**Associate Buy-out:** Littleton, CO. Good location with a great patient base. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Cherry Creek, Colo. Priced to sell quickly. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Cheyenne, Wyo. Lots of patients in this practice and in the area. Great price and terms. Practice nets \$153,000. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Colorado Springs, CO Grossing \$180,000. A lot of room to grow. For more information, please call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Colorado Springs, Colo. Grossing \$401,000. 53% overhead Unique terms for a low-risk acquisition. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** East Denver, Colo. New listing. Grossing \$760,000 with 55 percent overhead. For more info please call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Cortez, Colo. Grossing \$429,000 and netting \$192,000. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Basalt, Colo. Price under \$80,000; motivated seller. Call Larry Chatterley at (435) 654-1717.

**PRACTICE FOR SALE:** Colorado Springs, Colo. Grossing \$194,000. Motivated seller with great price and terms. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Colorado Springs, Colo. Grossing \$310,000 with new equipment and good looking facility. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Lakewood, Colo. Grossing \$458,000 and nets \$165,000. Large patient base. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Lakewood, Colo. Grossing \$449,000. Price at \$189,000. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Canon City, Colo. Grossing over \$366,000. Call Larry Chatterley at (303) 795-8800.

**PRACTICE FOR SALE:** Wheat Ridge, Colo. Grossing \$490,000 with 46 percent overhead. Call Larry Chatterley at (303) 795-8800.

**SELLER/BUYER SERVICES:** If you would like more information on how to buy, sell or associate in a practice, please check our Web site, www.ctc-associates.com <<http://www.ctc-associates.com>> or call CTC Associates at 303/795-8800. For more information regarding the above practice opportunities in Colorado and Wyoming, please contact Larry Chatterley of CTC Associates at (303) 795-8800.

## PRECISE consultants

### PRACTICES FOR SALE – ASSOCIATESHIPS

#### ARIZONA

NW AZ NV BORDER-GP Gr \$353k #2024  
TEMPE-GP Gr \$850k 30 hpw 8 ops #4240  
PRES/SED/CTWD-GP Sale or BI/BO Gr \$517

#### COLORADO

ARVADA-GP Gr \$444k 4 ops #8692  
BRIGHTON-GP Assoc 2 dpw to Buy-In #9051  
CO SPRGS-GP Gr \$651k 3 ops 2103sf #8819  
DENVER CH CRK-GP Gr \$249k #6030  
FT COLLINS-GP Gr \$660k 3 days/wk #1003  
FT COLLINS-GP PENDING Assoc/buyin  
GLENWOOD AREA-GP \$300k 3 ops #1822  
GLENWOOD AREA-GP Assoc/buyin #4142  
GLENWD AREA WEST-GP \$304K #2040  
GOLDEN-GP PENDING Gr \$237k 2 ops #5250  
GRAND JCTN-GP Gr \$1m+, 7+ ops #7012  
GRAND JCTN GP Assoc Salary Position #2311  
GRAND JCTN GP Assoc Gtd Sal+Bonus #0120  
LAKEWOOD-GP Gr \$977k SoloGroup #0401  
LAKEWOOD-GP PENDING Gr \$609k #4040  
LONGMONT-GP Assoc/50% Buy In #9042  
LOVELAND-GP Assoc lead to Buy In #2251  
MOUNTAIN CENTRAL-GP Gr \$412k #7275  
SOUTHERN-GP Gr \$478k 4 days/wk #9624  
SW CORNER-GP Gr \$595k 4 days 5 ops #4251  
ORAL SURGERY DENVER SUB #1899  
ORTHO DVR SE SUB-Gr \$438k PENDING  
PEDO SO COLO Gr \$290k bldg avail #2409

#### NEBRASKA

CENTRAL GP + BLDG Gr \$648k 5 op #1812  
SOUTH EAST GP Gr \$267k 3 dpw 3 ops #7890  
SOUTH WEST GP Gr \$277k 4.5 ops #1834  
SOUTH WEST GP BUYIN/OUT Gr \$493k #3081

#### NEVADA

RENO/TAHOE GP Gr \$800k 5 op 4.5dpw #8205  
LAS VEGAS WEST-GP Gr \$766k PENDING

#### NEW MEXICO

TAOS GP Gr \$820k hi gross, 50% BI #6488

#### SOUTH DAKOTA

BLACK HILLS GP Gr \$225k 3dpw #4220

#### WYOMING

SO CENT GP Prac+bldg \$150k Gr \$175 #1888

Call Peter Mirabito DDS

303-759-8425 - fax 303-758-5411

Serving the Transition Needs of the Dental Profession since 1986

## Rocky Mountain Dental Study Club presents Dr. Udall Webb

The Rocky Mountain Dental Study Club will host Dr. Udall Webb for an all day meeting on Monday, April 19, 2004 at MDDS headquarters. Dr. Webb will cover UCR, using medical codes and the absolute need to change how most doctors are coding dental hygiene. He will discuss how to set fees, how to collect at the time of service and much more. He will explain why you should use medical codes, in some cases, for the best reimbursement and to protect yourself in an increasing litigious society. Contact (303) 741-2717 for more information.

## 2004 House of Delegates Positions Open

The selection process for the 2004 CDA House of Delegates has begun. The 118th CDA Annual Session will be held June 11-13, 2004 in Vail. MDDS delegates are needed to represent the Society in addressing issues of importance to the profession of dentistry in our state. If you are interested in becoming a delegate for 2004, please contact Leona Ball, MDDS Director of Member Services, at (303) 488-9700, ext. 320 for details on how to confirm your seat. All delegate positions must be confirmed by April 2004.

Specific questions regarding the CDA Annual Session and House of Delegates may be directed to the Colorado Dental Association at (303) 740-6900.

# Insurance Programs Specialized for Dentists



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- Individual Health

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- Expense Reimbursement
- Loan Reducing Term

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- Permanent Life – Whole, Universal, Variable\*

#### Home & Auto & Personal Umbrella

#### Retirement Planning

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#### Medical Savings Accounts

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2. Save \$100s on Taxes!

#### How it works

If you are self-employed, you can purchase a "Qualified High Deductible Health Plan" and then you would be eligible to set up a Medical Savings Account (Medical IRA).

#### Example of a 45 yr. old Family

	Traditional Health Plan	MSA
Annual Premium	\$9,600	\$3,600
MSA Tax Savings	0	-\$1,500
Net Insurance Cost	\$9,600	\$2,100
Plus Claims?	\$0 – \$3,500?	\$0 – \$5,000
<b>Net Cost of Healthcare</b>	\$9,600 to \$13,100	\$2,100 to \$7,100

#### Business Owner's Policies

Is your Policy Built to Cover your Dental Practice?

	Hartford	Farmers	Travelers	Union Std
100% Replacement Cost on your Equipment?	Yes	No If not fully insured	Yes	No If not fully insured
Per Diem Business Interruption?	Yes	No	No	Yes
Increased Limits for File Replacement?	Yes \$250k	? Optional	? Optional	? Optional
Increased Limits for Computers?	Yes \$250k	? Optional	? Optional	? Optional
Defense for Dental Waste?	Yes	No	No	No
Dental Board Defense?	Yes	No	No	No
Employment Practices Liability?	Yes	No	No	No

This summary of benefits is not an offer of insurance. Benefits will be determined by the respective policies. Please read your policy for a full description of benefits.

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