

Articulator Magazine

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Articulator Q2 2024

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Articulator

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THEN & NOW

Looking Back...and Forward

Being Open to Possibility

Denver's Dental Timeline

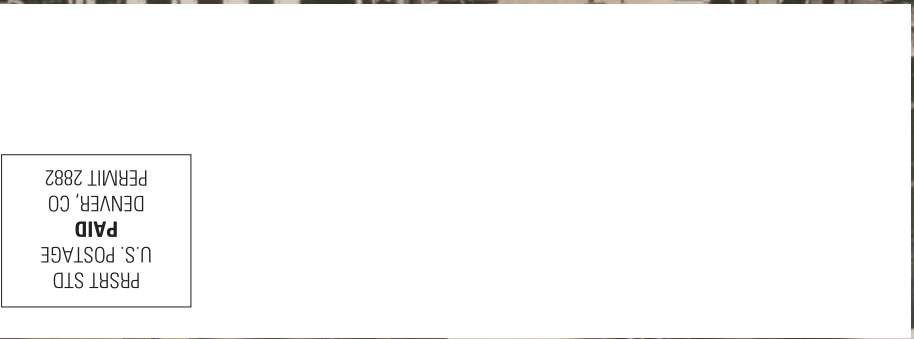
Future Foward

Denver: A Love Story



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DENTAL SOCIETY

QTR 2, 2024
VOL 30 • ISSUE 2



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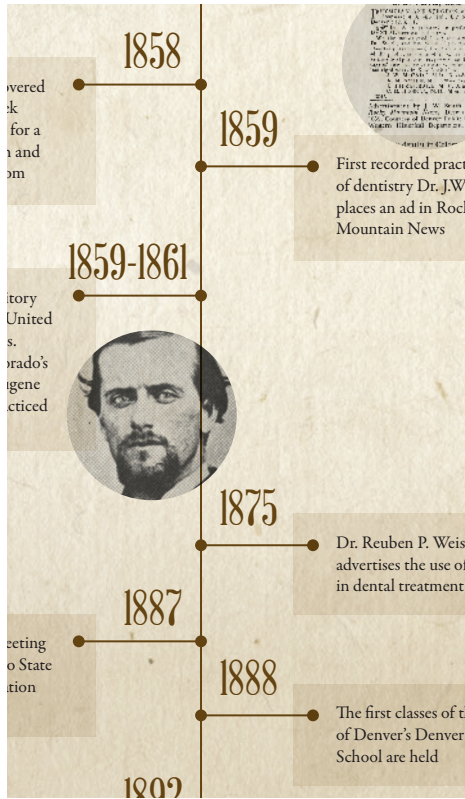


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Looking Back...and Forward

KAREN FOSTER, DDS



As I thought about what to write for this final article as your President, I did a lot of reflecting and really thought about the future. The American Dental Association (ADA) has been around since 1859. I have heard the phrase “evolve or perish” quite often lately regarding the ADA. This made me think about my own “why.” Why am I so involved in organized dentistry? For me, it is the

relationships. I have so many examples of what being involved in organized dentistry has afforded me: friendships across the country. Be it a ride to the airport or sharing a meal in a new city and even a job opportunity, organized dentistry has provided connections at every level. For others, the value of organized dentistry is different.

In these terms, it makes me wonder what the organization would look like if we were forming MDDS in today's world. Would our mission remain, “MDDS is dedicated to supporting our members, promoting the highest ethical practice of dentistry; providing continuing professional education, including a premier annual dental convention; oral health education and outreach to the community?” Would our Vision stand as, “MDDS is the oral health authority committed to its members and the community of the Rocky Mountain Region?” Would we provide continuing education, would we be a tripartite, would we be advocates for our profession and patients, would we have boards and committees? What is the role of MDDS going forward? As a leader, what is my obligation to evolve or perish? I feel like there have been multiple attempts to appeal to the newer dentist. Have we asked them? Have we given leadership opportunities to the new dentists? In our efforts, have we lost touch with the seasoned dentists and the new dentists?

I have spoken to several members who have given up their membership. I am sorry to see this. I also acknowledge some levels of the tripartite have not kept up with organizational changes to continue to appeal to all dentists. How do we say pause—what an opportunity—what can we do to make things better, so we not only retain members but recruit new members? Our strength is found in numbers, we are stronger together. Our Leadership Council is looking into what changes can be made to governance. I am concerned about having those, “who drank the Kool-Aid” make changes without input from those who are disenfranchised. I am asking for those who are frustrated and/

“I encourage you to reflect on the history of organized dentistry and your personal why. I implore you to volunteer your time and talents to shape the organization into the future.”

or on the fence about membership to give us another chance. If you have been involved and are concerned about the direction the organization is going, reach out. Share ideas for how to make our organization and all its history relevant to the current times. With that, I ask for realistic goals as well as patience to implement. We live in a world of instant gratification, and we do have to be realistic about what can be accomplished and the time it takes to do so. Come to a board meeting, a strategic planning session, a committee meeting or contact anyone on the Board of Directors or Executive Committee. In a world where so many negatives are posted on social media, let's rise above and do something about it. Come with solutions not just problems! With those parameters, I look forward to a bright future of making new friends and maintaining the old ones.

I encourage you to reflect on the history of organized dentistry and your personal why. I implore you to volunteer your time and talents to shape the organization into the future. It is time for the organization to evolve. How that looks is up to you. Rest assured leadership is eager to make changes to ensure MDDS membership remains valuable to all the dentists in metro Denver.

I want to say thank you for the opportunity to serve as your President. MDDS has an amazing team of resolute leaders, volunteers and professional team. I wish nothing but the best for Dr. Susan Kutis and the Board of Directors as they pave the way for the new ADA.

Karen Foster DDS

KAREN FOSTER, DDS
PRESIDENT, MDDS



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Topic: Grafting, the Quest for Vital Bone.

June 20th - Dr. Mariano Polack, Prosthodontist. Gainesville, VA
Topic: Material Selection, Complications, and Digital Workflows for 2-visit Full-Arch Implant Rehabilitations.

September 12th - Dr. Craig Misch, Oral and Maxillofacial Surgeon. Sarasota, FL
Topic: Dental Implant Treatment Using Graft, Graftless and Graft Less Approaches

October 24th - Brian J. Goodacre, DDS, MSD, Prosthodontist. Upland, California
Part 1 Lecture Title: Keys to Esthetic and Prosthetic Success with Dental Implants.
Part 2 Lecture Title: Immediate Implant Placement and Provisionalization.

December 5th - Dr. Rick Ferguson, Dentist. Ft Lauderdale, FL
Topic: 3D printing and Digital Dentistry – Connecting the Dots

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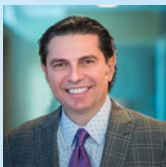


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Being Open to Possibility: How *Somehow* May Change Your Life

AMISHA SINGH, DDS, EdD



I am a voracious reader. I read everything I can get my hands on and have been devouring the written word for as long as I can remember. Words have been my nourishment and sustenance my entire life, ever since the days I was a child methodically reading through the shelves of my local library. All of the librarians knew me by name and would hand me recommendations they had saved for me on

my weekly, sometimes daily, trips into that temple of knowledge. I still proudly hold a library card and now take my children weekly. Words have given me so much of myself that my foundation has been built with the pages I have read. This still holds true for me... books tend to give me exactly what I need in any given chapter of my life.

Recently I came across a book co-written by Arthur Brooks, a happiness researcher, and Oprah Winfrey, a powerhouse I deeply admire. I knew I was going to love it by the first page. I highly recommend this book, but this article is not about that book's contents ... it's about the story of its inception. Oprah came across Arthur through his column in *The Atlantic*, "How to Build a Life." She instantaneously knew "this man was singing [her] song." Arthur's work, through his column, his books, and all his contributions mirrored Oprah's own; both hope to help others create a life lived with purpose and meaning. This happens to be aligned with my own why and so the book fits like a beautiful puzzle piece. In this book, she states, "Clearly, I knew I needed to talk to him... Arthur exudes a kind of confidence and certainty about the meaning of happiness that is both comforting and galvanizing. He is able to talk both broadly and very specifically about the very same things I have been talking about for years: how to grow into your best self, how to become a better human being. So, I knew from the start that I would **somehow** end up working with him. That somehow is this book."

I hold a deep-seated belief life conspires in our favor, that the universe presents us with beautiful "somehows," dripping with potential, throughout our life. We all know that feeling: when things align in a way that feels like a higher power and your arms tingle with the physical, electric sensation of possibility. When these moments of "somehow" arrive in our lives, it is our responsibility to be aware, to listen, and then to lean in. But, in those moments of possibility,

we rarely have clarity. We rarely know what exactly the future holds or how that partnership, that opportunity, will unfold. We can see there is a fork in the path of our life, but rarely can we visualize the road that will emerge from those crossroads and where it will lead.

Ambiguity scares humans: we are hardwired to seek comfort over happiness. So that moment of opportunity, no matter how alluring or exciting it may feel, inevitably is colored by the ambiguity we may feel upon its arrival. I speak from experience when I say these moments feel exciting and terrifying at the same time. In fact, I have learned to recognize them from the fear they bring; if the opportunity doesn't scare the pants off you a little, it usually is not life- or world-changing. I felt this when I sold my practice and stepped into academia. You may have felt this when you bought your practice, met your business partner, interviewed for your current role, or found an opportunity for volunteerism or leadership that resonates with you deeply.

These moments of change require bravery. Dr. Brett Kessler, the President-Elect of the ADA, calls this "leaping and believing the net shall appear." I am blessed to have him as a mentor, and to have had him encouraging me as I have made my leaps. I have also been blessed to witness him making his leaps, and simply by watching him live his authentic truth, I have found the bravery to seek mine. He is one of many angels that have appeared in my path, who have changed not only my life but the fabric of who I am and who I had the possibility of becoming. That change has happened in crucial moments of "somehow." These moments have required immense courage to leap into the ambiguity, to leave the comforts of stability and clarity behind in honor of the intuition that life is calling me closer to my purpose.

Opportunity will knock, although the form it takes will differ. You may meet someone professionally and resonate with their work or their message. You may see an opportunity to create equity in the healthcare system to make your patients or your community healthier. You may see a problem that needs to be solved and feel you have the unique skillset to solve it. And in that moment, you may not know how exactly you will collaborate with that individual or solve that problem, but you will feel compelled to do it anyway. In that moment, do not let the fear of discomfort or instability dull the excitement of possibility. Do not discount or discredit the "somehow" that moment is offering you.



**“The purpose of life is to discover your gift.
The work of life is to develop it. The meaning
of life is to give your gift away.”** -DAVID VISCOTT

Reflect for a moment on the “somehows” that have presented themselves to you lately. They are likely the things you find are always on your mind. They linger and they persist. You may ponder or daydream about them. Whatever they are for you, they will be linked to your intuition. And once your intuition

says “yes” to them, so should you, regardless of how scary or big that “yes” may feel in the moment. Consider this a reminder to say “yes,” to leap, and to trust the net shall appear. Your next “somehow” may be the thing that changes the world. But even if it doesn’t, it will certainly change yours.



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Dr. Tsu-Shuan Wu
Dr. Morgan Yoxall

CDA & MDDS IGNITE YOUR FITNESS: ORANGETHEORY EDITION

MDDS and CDA member dentists and dental students made fitness a priority this February. Attendees at the Ignite Your Fitness social got their sweat on, connected with colleagues and enjoyed a post-workout smoothie.



CDA & MDDS WOMEN DENTISTS' EVENT

Calling all ladies! The annual women dentists' event took place at Board & Brush in Highlands Ranch where dentists from across the front range made custom woodworking pieces, while enjoying brunch and cocktails. Thank you to the event sponsors 5280 Creations, Commerce Bank and Henry Schein Practice Transitions.



How To Calculate Your EBITDA



CTC Associates

Practice Transition Specialists

We often get asked how to calculate the practice EBITDA (*Earnings Before Interest Tax Depreciation and Amortization*). Here is a simple guide to help you determine this for your practice.

Practice's Total Collections - Overhead - Dentist Compensation at FMV = EBITDA

If a practice's total collections are \$1,200,000, and the overhead is \$840,000, the net income equals \$360,000. And if the doctor's compensation is \$288,000 then the EBITDA is \$72,000.

- **Practice's Total Collections** are the total practice collections (not production).
- **Overhead** typically includes staff wages, staff benefits, supplies, office expenses, staff contract labor, telephone, computers and IT services, postage, merchant services, advertising, uniforms, laundry, lab, rent, NNN or CAM, personal property tax, etc.
- **Operative Production** is the cost of what you would pay an associate doctor to perform the operative production in the practice.

In our example, we take the practice's total collections of \$1,200,000 and subtract the practice overhead (this includes fixed and production expenses) of \$840,000 to get a net of **\$360,000**.

Overhead does not include the following: owner's wages, associate wages, family wages, travel, auto, meals and entertainment, continuing education, professional memberships, or any other expense that a buyer would not have to assume to continue conducting business in the same manner.

Next, we subtract the cost of what you would pay an associate doctor to perform the operative production in the practice. So, if your hygiene production is 20% or \$240,000 and your operative doctor production is 80% or \$960,000 then you pay a doctor 30% of collections (\$960,000*0.30) = **\$288,000**.

Take your net income less doctor wages to get your **EBITDA | \$360,000 - \$288,000 = \$72,000**.

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We hope this example is helpful. Please reach out if you need an opinion of value or appraisal for your practice if you are considering selling in the next 1-5 years.

"I had a very large multi-doctor practice that Marie sold for me with the utmost confidentiality! This was most important to me as I had such a large staff and did not want to sell to corporate. Her company met and exceeded all my expectations, including what I thought my practice was worth, and I got over asking! Would not go with anyone else but Marie and CTC associates!"

Melvin Benson, D.D.S.



Ryan Nolan

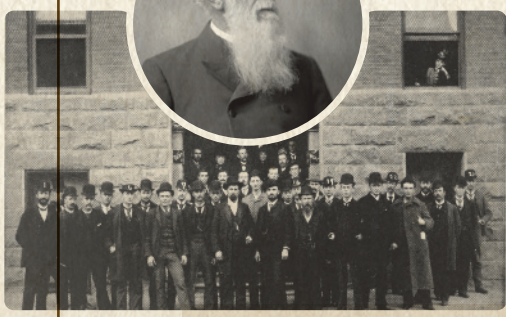
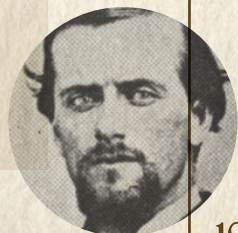
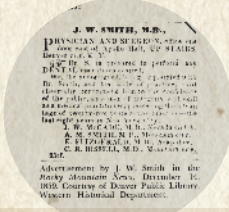
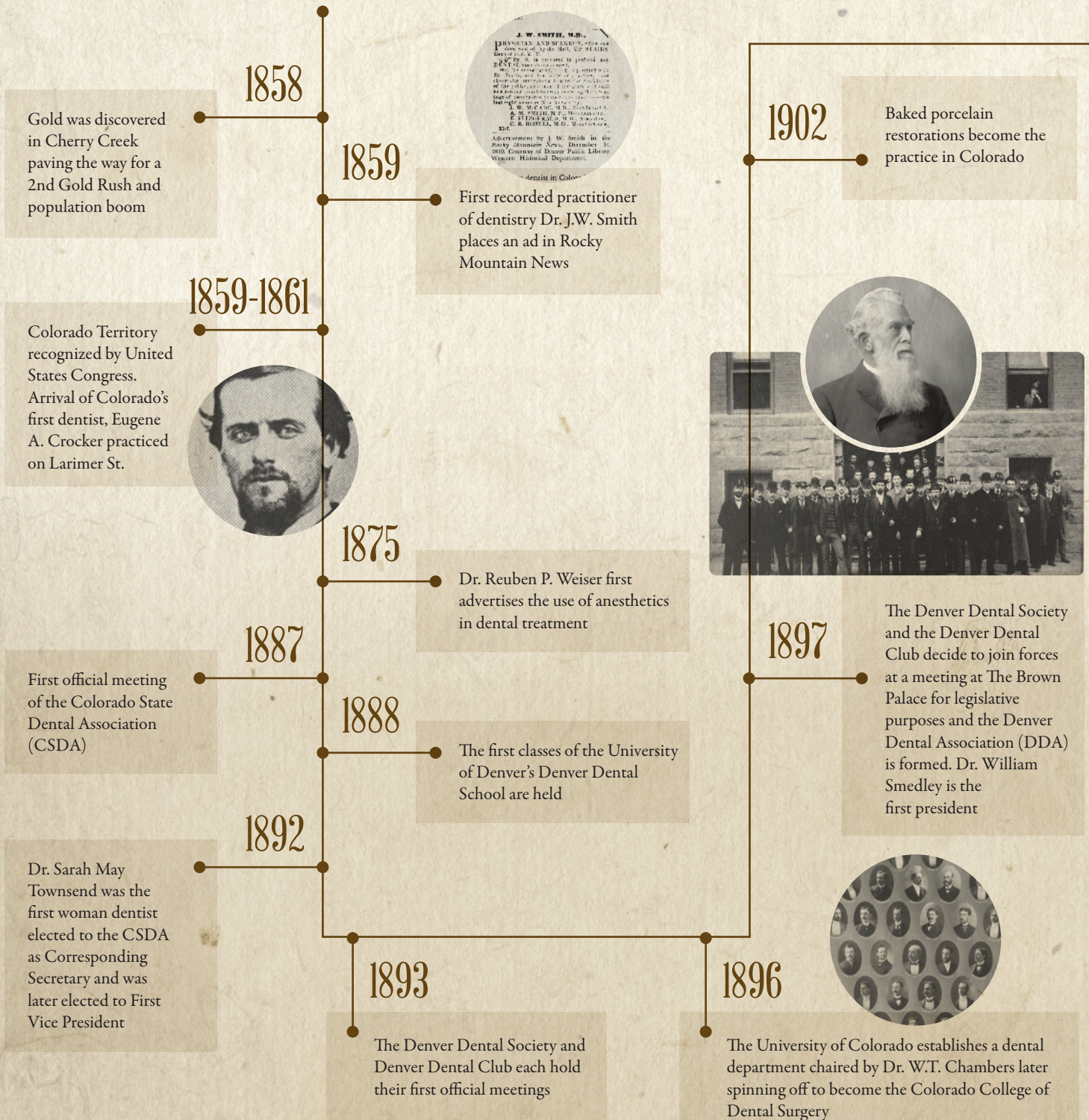
Marie Chatterley

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Denver's Dental Timeline

A look at the milestones that created the profession we know and love today.



DDA holds the first Midwinter Clinic for member dentists—a meeting that would later become the Rocky Mountain Dental Convention

1907

The National Dental Association (now) ADA holds a summer meeting in Denver

1910

DDA begins providing no-cost oral health care to students in Denver Public Schools in a program that would later become Kids in Need of Dentistry (KIND)

1912



1909

Dr. C.E. Kells installs the first dental X-ray unit in Colorado

1911

Colorado dentists begin their first education campaign to educate the public about oral hygiene

1916

Denver dentist, Dr. Clarence Holmes establishes the Denver Interracial Committee and the local branch of the NAACP



The Denver Dental Association begins formally offering Study Clubs to area dentists

The first dental group in the United States is formed in Denver. The group was made up of four dentists from the Smedley family and modeled after the Mayo Clinic

1921

1935

Colorado's Dental Practice Act was passed to hold dentists to ethical standards

1919

The Colorado Prosthodontic Society is formed



1937

DDA leases space and builds a six-unit operating room for education purposes paving the way for the Mountain West Dental Institute (MWDI)

Denver pediatric dentist, Dr. William P. Humphrey develops the stainless steel pediatric crown revolutionizing children's dentistry

1950

1944

The Denver Dental Association (DDA), the Colorado Dental Association (CDA) and the State Dental Board hire their first full-time staff member, a joint executive secretary, Ms. Grace Ogle



Denver's Dental Timeline continued



The first issue of the Articulator was released to supplement the existing Reflector newsletter

The Denver Midwinter meeting moves to the Colorado Convention Complex (Curriagan Hall)

The University of Colorado School of Dental Medicine opens its doors to DDS and hygiene students

1951

MDDS Past President Dr. Jacob Eisenson, performs the first full-mouth reconstruction under general anesthesia in Colorado at St. Anthony's Hospital

Late 1950s

Denver dentists receive a \$500 grant from the Colorado Dental Association to start the Colorado Dental Service planting the seeds for what would later become Delta Dental of Colorado

1960s

The Denver Dental Association (DDA) becomes the Metro Denver Dental Society (MDDS) and hires its first Executive Director, Tom Oberle

1970

The Honus Maximus Award is created to recognize the outstanding achievements of MDDS member dentists

1973

1978

1982

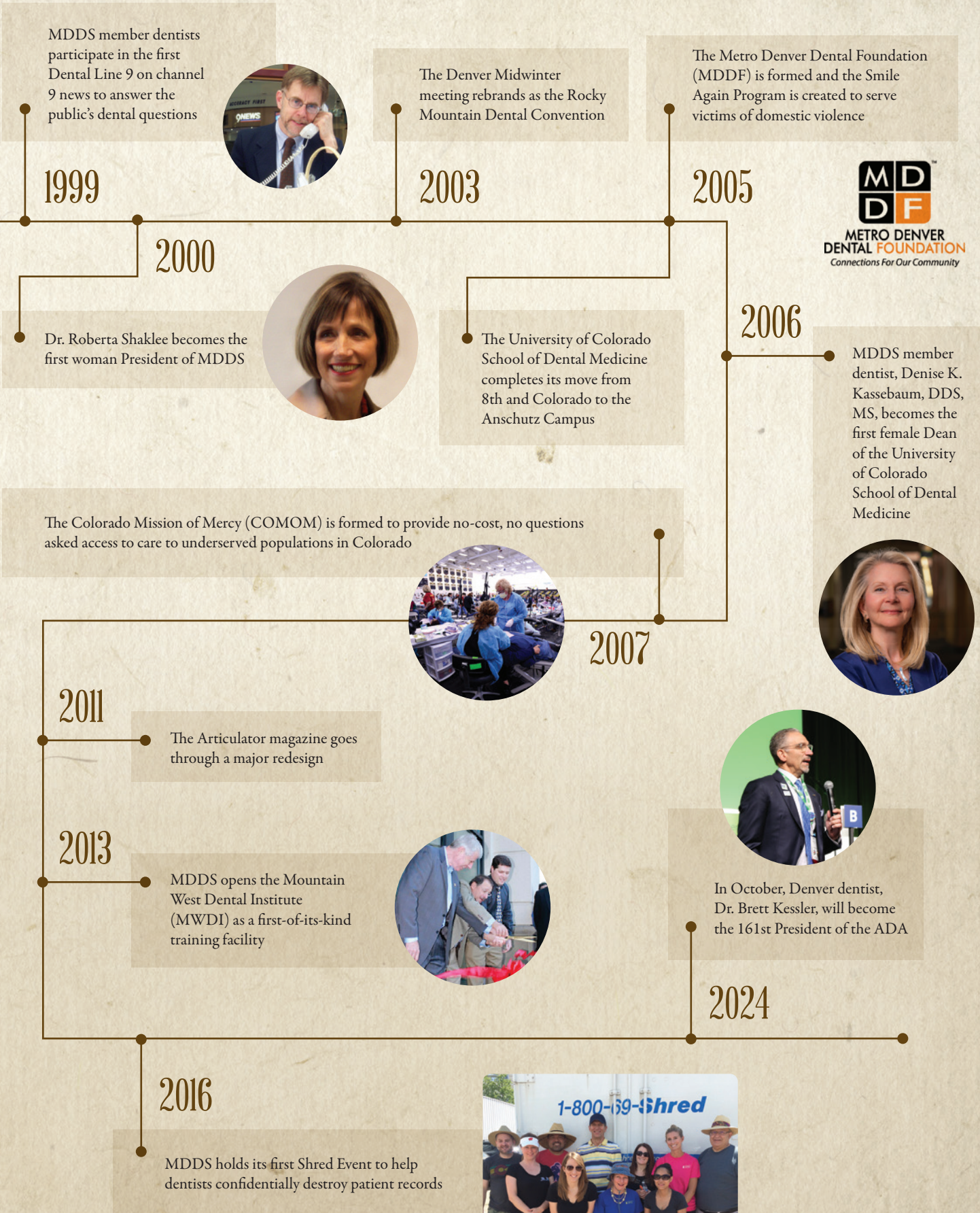
1993

CDA and MDDS purchase a joint office space off of Yosemite Street

1992

Marianne Yancy, DDS, becomes the first woman dentist Editor of the Articulator





H O N U S M A X I M U S



Each year MDDS bestows its highest honor, the Honus Maximus, to a member dentist who has dedicated themselves to elevating the dental profession, the Society, their colleagues and patients' lives. This prestigious honor was first bestowed on Drs. Everett Claus, Benjamin Kletzky and L. Wood Swaggart in 1970 and has included 56 other dentists since then.



Join us in hearing from some of these changemakers on their favorite MDDS memories and what they see for the future of the dental profession.

MEMORIES

“I was President of MDDS during COVID, a very challenging time to lead. No one had the answers on how to care for our patients with dentistry in “shutdown”. During crisis, I always try to live my mission and embrace the challenge. When Dr. Chuck Dana was MDDS President, he gave me a challenge coin. I put it in a prominent place in my office where it still sits to remind me to embrace a challenge.” **Dr. Nelle Barr, 2015 Honus Maximus Recipient**



“For more than 20 years the MDDS logo was one I designed. There had been a contest for the members to design a logo and I won. I am very proud of that plus all my years working for MDDS!” – **Dr. Paul Bottone, 2005 Honus Maximus Recipient**

“I was part of the strategic planning process facilitated by Dr. Bob Frazer. At that meeting, the idea of Mountain West Dental Institute was born. The concept of how a component dental society can impact the dental community evolved before our eyes. The MWDI has been a valuable addition to member value and a huge adjunct to the continuing education in Denver as well as the state of Colorado.



“MDDS has been so important to my growth and development over the years. MDDS leaders and staff saw things in me that I never saw in myself. You all pushed me forward in all three aspects of organized dentistry. I am so lucky to call MDDS my “home component”. I am proud to be a product of MDDS’s best guidance and I do all I can to make you proud every day.” – **Dr. Brett Kessler, 2023 Honus Maximus Recipient**



“MDDS was my first real leadership role, so there are tons of memories, but what stands out the most are all of the people I had the opportunity to meet and work with over the years. They were all responsible for encouraging me to continue with leadership in organized dentistry and in no small way big contributors to the person I am today.” – **Dr. Kenneth Peters, 2007 Honus Maximus Recipient**

“I have never heard an H.M. recipient say that they had been volunteering to achieve this award, nor that they were not wonderfully surprised to have been selected to receive it. The feeling of being unworthy of its distinction, coupled with the pride of being judged by peers to merit the recognition, was the most gratifying of the award experience. Membership in MDDS and participation in its leadership have been more significant to me, than any personal sacrifice in contributions that I have made.” – **Dr. Michael Scheidt, 2011 Honus Maximus Recipient**



“My best memories at MDDS was during 2012-2013 and being part of the Executive Committee and Board who worked tirelessly to make MDDS’s new home, the Mountain West Dental Institute (MWDI), a reality. Something that has proven to be a great success and ensures the financial stability of the MDDS long-term.” – **Dr. Larry Weddle, 2016 Honus Maximus Recipient**

LOOKING FORWARD



“As a clinical dentist in private practice, I was a late bloomer to organized dentistry. MDDS completed my career. It is one of, if not the premier, component societies of the ADA in the country. It was an honor to be a member. Denver has certainly become a major metropolis and bears little resemblance to the city I grew up in. I’m excited and hopeful that the younger dentists join and become active participants at MDDS much sooner in their careers than I did. They control the future of the profession in Colorado and it’s so exciting to pass the torch to these fantastic members of our dental community.”

– **Dr. Nicholas Chiovitti, 2017 Honus Maximus Recipient**



“I am excited for the future of dentistry, especially when I see the participation of our younger dentists, taking on the roles of leadership within our profession. I’m also extremely happy to have Brett Kessler as our ADA President-Elect! Part of my experience in leadership at MDDS/CDA was to set the table for those who would follow. That is exemplified by this quote: ‘Someone’s sitting in the shade today because someone planted a tree a long time ago.’”

– **Dr. Jeffrey Hurst, 2009 Honus Maximus Recipient**

“Something is happening in dentistry that I never would have imagined when I graduated from dental school in 1989 and that is the integration of oral health into the systemic health picture that is solidifying dentistry as an integral part of our patient’s overall health. Physicians and dental healthcare providers are finally working together as a team to optimize our patients’ health.”

– **Dr. Kevin Patterson, 2021 Honus Maximus Recipient**



PAST HONUS MAXIMUS WINNERS

2023	Brett Kessler
2021	Kevin Patterson
2019	Patrick Prenderast
2018	David Klekamp
2017	Nicholas Chiovitti
2016	Larry T. Weddle
2015	Nelle V. Barr
2014	Charles Danna
2013	Michael N. Poulos
2012	George G. Gatseos
2011	Michael J. Scheidt
2010	Jeffrey T. Lodi
2009	Jeffery M. Hurst
2008	Major W. Tappan
2007	Kenneth S. Peters

2006	Edward F. Rosenfeld
2005	Paul W. Bottone
2004	Rhett L. Murray
2003	Gary L. Blumenschein
2003	Jacob M. Eisenson
2002	William A. Pfeifer
2001	Roger V. Anderson
2000	Jack M. Allen
1999	James E. Miller, III
1998	Patrick Stranahan
1997	Jan B. Buckstein
1996	Edward Leone
1995	John A. Forney
1994	Peter K. Spence
1993	Gene E. Meyer

1992	James C. Nock
1991	James H. Pearce
1990	Wilmer B. Eames
1989	Robert S. Bushey
1988	Charles R. Amen & Ray G. Perschbacher
1987	William V. Peters
1986	Fred Mahony
1985	Ray Hailey & Arthur Robbins
1984	Dennis Z. Nelson
1983	Jack D. Nassimbene
1982	Otis Wedum
1981	William A. Niles
1980	Jacob M. Eisenson & Roy C. Liningner

1979	Harold L. Harris
1978	William P. Humphrey
1977	Donald J. Walden
1976	No record of award being presented
1975	Clarence F. Holmer & Ernest T. Klein
1974	Robert A. Downs
1973	No record of award being presented
1972	William H. Hiatt & William D. McCarthy
1971	L. Glenn Cody/ Miles Markley
1970	Everett Claus & Benjamin Kletzky & L. Wood Swaggart

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MDDS: Future Forward

SHELLY FAVA, MS, CMP, CAE



In much of this issue, we've been focusing on the MDDS's past and how we got to where we are today. It's important to know our history and to honor those who built MDDS into the strong and vibrant community we all know now. However, it's equally important to talk about the future and where we're going in organized dentistry.

The ADA is currently engaging in a major technology upgrade that will greatly enhance how we are able to communicate and provide services to members. Together with all state and local dental associations, we are implementing a new Association Management System (AMS) from Salesforce and Fonteva. This system will allow us to offer members a customized experience curated to their needs and interests. It will help us develop member benefits to solve the most pressing challenges faced by dentists today.

Along with the AMS, MDDS will have access to a new Learning Management System (LMS), Maple. Through Maple, we will be able to offer virtual continuing education and create a library of courses for members. We began creating content with our infection control webinar series this spring.

MDDS is in the second year of our Strategic Plan and great progress has been made so far with more to come. We modernized the look of the Rocky Mountain Dental Convention (RMDC) with a new logo and graphics we used to refresh the website. If you came to RMDC 2024, you experienced a revitalized and rejuvenated Expo Hall. We added new features and enhanced others to meet the diverse needs of members and their teams. We had an Educational Pavilion, a Podcast Pavilion, a Posture Pavilion, a Team Lounge and a Speed Scan Smackdown. MDDS partnered with the ADA and CDA on a wellness area. Helping attendees focus on their well-being and on creating a balance between their work and personal lives in an increasingly complex and challenging environment is an important part of what we know our members need. As part of finding balance,

we made sure to "bring the fun" to RMDC 2024 with new receptions in the Expo Hall, giveaways (I'm wearing my RMDC socks right now) and a pumped-up glow party on Friday night. The committees and team are already hard at work on continuing the evolution of RMDC for 2025.

The nature of associations is changing and MDDS is listening and working with both members and non-members to ensure we're providing the benefits, events, education and networking today's dentists want and need to enhance their professional and personal lives. We'll be engaging a focus group this Fall with the CDA to gain an improved understanding of how we can serve the dental community better.

The MDDS Leadership Council is taking a deep dive into leadership development and increasing member engagement with MDDS. The Council wants to provide meaningful opportunities for members to contribute their expertise. They are looking at the possibility of short-term, project-based ways members can impact the future of MDDS and the dental profession.

MDDS is always striving to provide a path for local dentists to support each other with fun networking, stellar education and community involvement. The world is changing and sometimes very quickly. MDDS is here to help members navigate that change together. Dr. Bryan Savage, our Treasurer, recently spoke to a group of CU dental students soon to join the dental profession. He encouraged them to be part of organized dentistry as he's discovered the power of working together and come to depend on the support provided by his MDDS colleagues. Members can accomplish so much more rowing the boat in the same direction. If you have ideas of what direction we should point the MDDS boat to make a brighter future for all, we welcome that input. Please reach out to me by emailing director@mddsdentist.com or calling (303) 488-9700 to share your ideas and shape your Society for the future.

ABOUT THE AUTHOR

Shelly Fava, MS, CMP, CAE is the Executive Director of the Metro Denver Dental Society (MDDS). Prior to assuming the position in 2018, she served in multiple roles at the Society including Director of Convention & Events. When she isn't serving the needs of the MDDS team or its members, she practices Tae Kwon Do and enjoys spending time with her husband, teenage son and their dog, Critter.



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A LOVE STORY

Why Dentists Love the Mile High City

JACK NGUYEN, MS, DDS

Living in Colorado offers a unique blend of benefits, making it an attractive place to call home. There's a variety of reasons dentists move to Colorado so what's yours? We wanted to learn why dentists chose the Denver metro area to move and practice. You might be surprised why some doctors made the leap to put down roots here.



 So GNAR Creative Division

One of the biggest draws is the unbeatable climate. Denver experiences all four seasons, with tolerable winters and pleasant summers. Winters are relatively mild compared to other parts of the country. Dr. Melanie Chu remembers her east coast weather experience, while attending Tufts University School of Dental Medicine, as polarizing extremes with constant gloominess. Now practicing in Westminster, Dr. Chu contends she has no plans to return to Boston, MA, or her hometown, Indianapolis, IN. Averaging 300 days of sunshine a year, Denver's summer days highlight cooling aquatic recreations including leisurely floating down Clear Creek or paddle boarding at one of several nearby lakes and reservoirs.

One cannot forget to mention the year-round outdoor lifestyle Denverites obsess over. Nestled near the Rocky Mountains, the city has easy access to skiing/snowboarding, mountain biking, fishing, hiking and camping excursions. If a milder adventure is desired, dentists can escape the clinic by taking a day trip to the Royal Gorge Route Railroad or observing the annual elk migration at Rocky Mountain National Park. Having personally experienced all the above, I prefer scenic walks with my dog Zealand, in the many off-leash, open-space parks. However, if you're new to the dental community or just looking to explore the outdoors, reach out, I'll personally guide you on one of our MDDS-organized scenic hikes (our next one is Saturday, July 28 at North Table Mountain).

Would you guess that an essential aspect of life in Denver is family culture? The city places a strong emphasis on family-friendly activities and amenities. Thanks to five-term former mayor, Robert W. Speer, a concerted effort was placed on city beautification so we could delight in numerous parks, playgrounds, and recreational facilities designed to cater to residents of all ages. Spend a few hours picnicking at City Park, visit the Denver Zoo (MDDS has a family and friends event

there this June) or explore the Denver Botanical Gardens. These are among the very reasons why Dr. Hunter Weber, originally from Little Rock, AR, and his wife Mary, decided on Denver to start a family. More impressive is how Dr. Blake Weber, Hunter's father, reinvigorated his thirty-year dental career by moving to Denver to work alongside his son at Dental Solutions of Central Park. An abundance of neighborhood variety blended with quality schools makes Denver a desirable choice for those starting their family journey. Not to brag but in 2024, Colorado ranks fourth in the nation for higher education, according to US News and World Report.

Adding to the amazing reasons outlined above, Colorado's thriving economic development attracts young dentists from all over world. Dr. Vinicius Lima, originally from Brazil, and his wife Dr. Maria Petroche, from Ecuador, both attended dental school in Florida and decided to start their practice in Lakewood. Surprisingly Dr. Lima had no prior history or relationship to Colorado, yet he and his wife were certain this was the place to begin their dental careers. It only adds motivation to know that in 2024, US News and World Report ranked Denver third for the best-growing economy. If one looks around at all the high-rise cranes and booming residential developments, there should be no doubt that growth opportunities in our dental profession continue to be within reach.

There you have it, it's not just the incredible weather and exciting outdoor lifestyle that draw dentists to Denver, Colorado. Diverse family culture, vibrant economic opportunities and many more brilliant qualities make the Denver metro area an ideal hotspot to call home. If you have other inspiring reasons why you moved here, please share. Your stories help connect our growing MDDS community and sharing certainly adds to the diversity of our profession.



ABOUT THE AUTHOR

Jack Nguyen, MS, DDS, is an entrepreneur, researcher and patent recipient for the invention of the Microtray. He earned his doctorate from the University of the Pacific in San Francisco, CA, and continues to provide clinical care part-time. Now in his 15th year of practice, Dr. Nguyen enjoys engaging with leadership roles to accelerate healthcare innovation.



Walking ADA Lobby Day in My Shoes

LINDSAY COMPTON, DDS



ABOUT THE AUTHOR

Lindsay Compton, DDS, is a general dentist and practice owner in Arvada, CO. She is a CDA past-president, serves on the CDA Government Relations Council and currently chairs the CDA Third Party Payer sub-committee. She is also co-chair of the MDDS RMDC Programming Committee. Outside of dentistry, she enjoys all of Colorado's outdoor activities with her husband, Jason, and their two dogs, Lola and Winnie.



“It is amazing to see the dedication of the volunteers and CDA and ADA staff involved in the effort to improve the profession and the lives of our patients.”

DAY 1 - APRIL 7, 2024

Good morning, DC! ADA Lobby Day started by assembling all states including more than 1,200 dentists and dental students. This record attendance number created palpable energy in our sessions and around the Capitol. Our day began by choosing one of two lectures to attend. One discussed grassroots advocacy and why it matters on Capitol Hill. The other was a panel discussion about the Employee Retirement Income Security Act of 1974 (ERISA) which I attended and really enjoyed. I predict this to be the number one hurdle in dentistry along with passing meaningful third-party payer reform for the foreseeable future.

Next on the agenda was getting training on tips for speaking with legislators and best practices for effectively telling your story. This was extremely important when explaining the “why” to legislators and their staff in addition to the impact our initiatives can have on the profession and the public. Due to the large presence of dental students, several more lectures and networking time were opened to them and new dentists attending Lobby Day for the first time. As I spoke with dental students, I emphasized how important their voice was when talking to legislators because they are the future.

DAY 2 - APRIL 8, 2024

Day 2 started with an early 5:00am wake-up call to lace up my running shoes and join with my dental colleagues on a run to the Lincoln Memorial led by MDDS's own, Dr. Brett Kessler, the ADA President-Elect. This was a great time to enjoy the sunrise over the National Mall and both figuratively and literally start the day off on the right foot. From there it was time to hustle to prepare for a full day.

The seminars on this day reviewed the legislative agenda and included volunteers from all states. Speakers provided an in-depth analysis of each bill we would be presenting. This was very helpful because when we visit each legislator, they expect us to be the subject matter experts on what is being discussed. We were then given a breakdown on how to meet with your members of Congress and how to effectively combine discussing the importance of the bills along with your story and the impact the legislation will have on their constituents and your patients.

During lunch, we broke up into groups to strategize. These groups evenly distributed tenured dentists, new dentists and dental students. Each group divided up the issues and then rehearsed talking points. Before we knew it, we were told it was time for our first appointment with Colorado Senators John Hickenlooper and Michael Bennett.

There is a lot of walking during ADA Lobby Day. On average, I did eight miles a day. Granted this also included a morning run, but it's much more than the few steps I get when I'm at my dental practice. Our visit with Senator Hickenlooper's staff was more engaging than most. The staff member we talked to was well-versed in healthcare reform since she was a trained emergency physician pursuing higher education in public health. It allowed for wonderful questions and engagement that I hope was carried up to the Senator.

We finished this meeting just in time to catch the solar eclipse. It was quite a site (and a special memory) to see everyone leave their Capitol offices to stand on the Capitol grounds and witness this celestial event. It was a beautiful day, and we couldn't have been more fortunate to enjoy the springtime and the eclipse from such a memorable place.

DAY 3 - APRIL 9, 2024

I had never been to the Jefferson Memorial to see the cherry blossoms, so I stole some time from our busy schedule to clear my head and start this day with a scenic run.

We had quite a lineup of visits scheduled, and again, broke into groups according to geographic representation and experience. On our final day, we visited with Representatives Yadira Caraveo, Doug Lamborn, Joe Neguse, Diana DeGette, Jason Crow and Brittany Petersen. These visits involved walking between several buildings that surround the Capitol and the National Mall. This can be a nerve-racking process, let me set the scene: You walk in with your group and your well-rehearsed speech, but you have no idea what questions they will ask or their existing knowledge base. You fear they will ask you a question and you have no idea how to answer or where to start. Luckily the team at ADA is backing you up and when faced with a question you are not sure about, you can simply hand them your card or the card of an ADA representative and let them know you will find the answer and be in touch.

One item that surprises me every time is how young and hard-working legislative staff are. It's obvious they put in long hours and meet with different groups all day. I can't imagine the amount of information they have to sift through and relay to their team and Senator or Representative.

The day wrapped up with a brisk walk back to the hotel and catching a taxi to the airport for my journey home. All in all, I walked 15 miles in 2 days! I'd highly recommend attending Lobby Day either in DC or Denver. It is amazing to see the dedication of the volunteers and CDA and ADA staff involved in the effort to improve the profession and the lives of our patients. Just bring some good walking shoes!



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Introducing...

The Colorado Orthodontic Foundation's New Executive Director

KAILA WERNER BUTTERFIELD



Hello! I'm Kaila Werner Butterfield.

I'm excited to introduce myself as the new Managing Director of the Colorado Orthodontic Foundation. I am a native Texan, born and raised just north of Dallas and in the summer of 2023, my husband and I made the decision to move to Denver to be closer to his family and to enjoy the natural beauty Colorado has to offer. Once we settled into our new home, I was honored to accept the position of Managing Director of the Colorado Orthodontic Foundation in December of 2023.

Being able to take a leadership position in an organization dedicated to making orthodontic care accessible to children in the community is incredibly exciting, and 2024 will be a year of growth for COF. My plans for the Colorado Orthodontic Foundation include expanding our social media presence, ramping up community outreach and establishing stronger ties within the Colorado Dental Community. Our goal is to increase the number of kids we serve and make sure every eligible child gets the orthodontic treatment they need.

We have two big events this year. We recently held our inaugural Volunteers and Supporters Appreciation Event. This annual event was an opportunity for our Board of Directors and me to say thank you to all the people who make the Colorado Orthodontic Foundation possible. Through referrals, volunteering, and spreading the message of our mission, COF continues to grow and provide orthodontic treatment to families who would not otherwise have access to care. This is made possible through the support of our community, and we were excited to extend our thanks.

Our second event of the year will be our annual Casino Night fundraiser on September 14th. Previous years saw various types of fundraisers, most recently being our Kentucky Derby Party. This year we are bringing back the fan favorites of Blackjack, Texas Hold'em Poker, Craps and Roulette. We will have a mystery bottle pull, silent auction and raffle. Sponsorships are available and tickets will go on sale this summer for \$75 each. The proceeds of this event go towards supporting our mission and expanding orthodontic services to children across Colorado.

If you are a dentist, I invite you to refer any patients who would be a candidate for, but may not be able to access, orthodontic treatment to COF for screening and treatment. If you are an orthodontist, your expertise can make a lasting impact on the life of a child. Consider volunteering your skills by accepting a patient. Taking only one COF patient is enough to make a difference in the life of a child. Whether you can provide a referral, treatment or have volunteering aspirations, I'd love to meet with you and start building a meaningful relationship.

In the coming months, I plan to personally connect with dentists and orthodontists to build a community dedicated to making a difference in the lives of children in need. Together, we will see some amazing growth in the Colorado Orthodontic Foundation.

Expanding Opportunities:

CrossPurpose Launches Dental Assisting Program

In the bustling metro Denver job market, the demand for skilled healthcare professionals has been a pressing concern. Dental assisting emerged as a top job opportunity among the standout roles identified in the Colorado Workforce Development Council's (CWDC) 2022 Talent Pipeline Report. This insight and direct feedback from industry professionals echoing the need for more dental assistants ignited the impetus for CrossPurpose to develop a specialized Dental Assisting Program.

CrossPurpose, a dynamic organization committed to transforming lives through career training and community development, recognized the potential impact of addressing this job market need. Their decision to introduce a Dental Assisting career track was strategic and aligned with the career aspirations and pathways that resonate with their participants.

The roots of this initiative run deep within CrossPurpose's ethos of supporting individuals through tailored education and skill development. As dental assisting emerged as a sought-after career choice, CrossPurpose saw an opportunity to bridge the gap between job demand and workforce readiness. By creating a training program that blends online education with clinical experience, CrossPurpose aims to equip its participants with the essential skills needed to step confidently into roles as dental assistants.

"The dental track at CrossPurpose was born out of a dual need—the demand for skilled dental assistants in our area and the desire to provide viable career pathways for our participants," remarked Steve Steele, Vice President of Admissions, Recruitment, & Career Advancement. "We are committed to helping our 'Leaders' thrive in growing industries like allied health, where opportunities for professional advancement and upskilling abound."

The program's design integrates personalized coaching, hands-on clinical training, and online coursework to cultivate a robust foundation in dental assisting. Leveraging the framework of CrossPurpose's Personal Development curriculum, which emphasizes comprehensive skill-building and personal growth, the Dental Assisting program ensures that participants gain technical proficiency and develop critical soft skills essential for success in healthcare settings.

The launch of this program signifies CrossPurpose's ongoing commitment to address the evolving needs of the local job market while staying true to its mission of serving individuals from underserved communities. By providing specialized training in high-demand fields like dental assisting, CrossPurpose aims to support its participants on their journey out of poverty and catalyze positive change within the community.



CROSSPURPOSE

HOW YOU CAN SUPPORT: HOSTING AN EXTERNSHIP AND HIRING CROSSPURPOSE GRADUATES

CrossPurpose is looking for more externship partners! Would your office be interested in hosting an externship for a CrossPurpose Leader? CrossPurpose is looking for partners to host externships offering full-time hours for 3-4 weeks. The goal of the externship is to allow CrossPurpose Leaders to develop and practice the clinical skills used by Dental Assistants before stepping into their first job.

To learn more about how you can support CrossPurpose Leaders and explore opportunities to collaborate, please reach out to Billy Blankenship, Career Training Manager, at wblankenship@crosspurpose.org

As the inaugural cohort of CrossPurpose's dental assisting program prepares to enter the job market, local dental practices and healthcare facilities are encouraged to consider hiring these skilled graduates. By hiring CrossPurpose graduates, employers gain access to motivated, well-trained professionals and contribute to the broader goal of building a more inclusive and diverse workforce.

CrossPurpose invites employers to partner with them in creating pathways to meaningful employment for individuals who have undergone rigorous training and are poised to impact their chosen careers positively. By hiring CrossPurpose graduates, dental practices can benefit from a diverse talent pool enriched by unique perspectives and a shared commitment to community-driven success.

To learn more about how you can support CrossPurpose graduates and explore opportunities to collaborate, please contact Caitlynn Slocum, Employer Support Manager, at cslocum@crosspurpose.org.

In conclusion, the launch of CrossPurpose's Dental Assisting Program marks a significant step towards expanding opportunities and fostering economic mobility for individuals in the metro Denver area. CrossPurpose continues to champion inclusive growth and empowerment within the community by bridging the gap between job market demands and workforce readiness.

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The Curse of PERFECTIONISM



JOEL SMALL, DDS, MBA, PCC, FICD

Professional athletes train to perfect their skills throughout their lifetime, and yet few of them can attain perfection. Olympic gymnasts, for example, spend hours upon hours training their skills yet rarely achieve a perfect 10 score. Ty Cobb, a renowned baseball player, had a .366 batting average over 24 seasons as a professional player. This is the highest career batting average ever recorded in major league baseball. Even Babe Ruth, one of the most revered baseball sluggers of all time, had a career batting average of .342. To put this in a more understandable perspective, two of the very best batters in the history of professional baseball had successful at-bats a little more than one out of every three attempts, and yet they are, to this day, considered to be among the best ever to have played the game.

What allows professional athletes to continue their rigorous training and all that it entails when they find themselves incapable of achieving consistent perfection? Perhaps they have a healthier understanding of their aspirations and goals. Perhaps they have accepted that batting a thousand or consistently receiving a perfect 10 is unattainable and unrealistic. Recognizing and accepting this reality allows them to adopt more reasonable and achievable goals.

Sure, they would love to be perfect in every aspect of their sport, but holding this unattainable

goal of perfection as their standard has negative psychological consequences. Setting a standard of perfection and never being able to achieve it creates a state of cognitive dissonance and brings with it all the accompanying stress, frustration and loss of self-esteem. Rather than setting perfection as their standard, most successful athletes set a more realistic goal of constant improvement. Quite simply, their goal is to be better tomorrow than they were today.

Dentists and other healthcare professionals would be much better off adopting a similar mindset.

We have seen too many of our colleagues suffer the ravages of perfectionism, as they seek validation and self-esteem through perfection. Ultimately, they suffer the severe, and predictable psychological consequences when they fail to achieve the unachievable. This is a no-win scenario with a significant downside.

Dentistry is a highly skilled and precise profession in which perfection is often the difference of a millimeter or two. Furthermore, factors beyond our control often limit our ability to achieve clinical perfection. How we view this reality is critical. Do we accept our imperfection knowing we gave our very best effort to achieve an optimal result, or do we demean ourselves and find ourselves unworthy or not enough?



ABOUT THE AUTHOR

Dr. Joel C. Small is a retired endodontist, speaker, author, entrepreneur, and a board-certified executive coach. He is the co-founder of North Texas Endodontic Associates, Phase Two Dental Transitions, and Line of Sight Coaching, LLC. He lives in Golden, CO where he continues to write and coach healthcare professionals and their teams.



“Quite simply, their goal is to be better tomorrow than they were today.”

The truth is we were trained to be perfectionists, and yet we live in an imperfect world where perfection is seldom attained. Being a perfectionist in an imperfect world creates an incongruous reality in which a gap exists between where we are currently and where we ideally want to be. Closing the gap is only possible if the preferred reality is attainable. Otherwise, our inability to close the gap creates ongoing mental anguish.

Holding ourselves to an unachievable standard will often result in depression, severe burnout, drug and alcohol abuse, stressed relationships and loss of self-esteem. It is not uncommon for colleagues to suffer from “imposter syndrome” when they consistently fail to meet an impossible standard, and therefore feel unworthy and diminished.

Sadly, some of our colleagues have left our profession because the psychological consequences of perfectionism were more than they could bear.

Rejecting perfection as our standard does not mean we submit to imperfection or accept mediocrity as a new standard. In fact, striving for constant improvement is a much healthier and more realistic goal which recognizes our professional development as an ongoing journey. This mindset, often referred to as a “growth mindset”, acknowledges we are constantly in a state of imperfection as we continually seek more knowledge and skill. Scaling our capabilities and capacity to meet the changing technical demands of our profession is a life-long endeavor that requires continual learning and adjustment.

In today’s world, it is an organizational imperative if we are to remain relevant. Believing that perfection is an endpoint or achievable destination, however, shuts down future growth because there is no motivation to grow beyond perfection.

It has been my experience as a professional healthcare coach that the happiest and most successful doctors acknowledge their shortcomings but refuse to be psychologically victimized by them. Instead, they are constantly seeking self-improvement through continuing education and other means of self-enrichment. Like professional athletes, they too would like to be perfect in every aspect of their profession, but they refuse to let imperfection serve as an excuse to quit trying to be better tomorrow than they were today.

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MDDS CE & EVENT CALENDAR



JUNE 20

Infection Control Webinar Series: The Top 10 Most Common OSHA & Infection Control Violations in the Dental Practice

Alyssa Aberle, MBA, RDH, CDIPC
Zoom Webinar
6:30pm – 7:30pm

JULY 28

MDDS Trails & Ales Hike

North Table Mountain Park & New Terrain Brewing
Golden, CO
9:00am – 1:00pm

AUGUST 22

CDA & MDDS End of Summer Bash

BurnDown Denver
476 S Broadway
Denver, CO 80209
6:30pm – 8:30pm

SEPTEMBER 6

Botulinum Toxins and Dermal Fillers Training, Level 1

American Academy of Facial Esthetics
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
8:00am – 5:00pm

SEPTEMBER 7

Frontline TMJ & Facial Pain Therapy, Level 1

American Academy of Facial Esthetics
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
8:00am – 12:00pm

SEPTEMBER 10

CPR & AED Training

CPR Choice
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
6:00pm – 8:30pm

SEPTEMBER 12

Infection Control Webinar Series: What's in Your Water? Keeping Your Dental Unit Waterlines Safe for Your Patients

Alyssa Aberle, MBA, RDH, CDIPC
Zoom Webinar
6:30pm – 7:30pm

SEPTEMBER 21

MDDS Shred Event

Peebles Prosthetics
909 Wadsworth Blvd
Lakewood, CO 80214
9:00am – 12:00pm

NOVEMBER 1-3

Mastering Occlusion: Achieve Confidence for Everyday Dentistry, All-on-X, Reconstruction and TMD Management

Dr. Kenneth Peters, Dr. Daniel Selner, Dr. Kyle Griffith
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
8:00am – 4:00pm

NOVEMBER 6

CPR & AED Training

CPR Choice
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
6:00pm – 8:30pm

NOVEMBER 14

Infection Control Webinar Series: Mastering Instrument Reprocessing and Sterilization Protocols

Alyssa Aberle, MBA, RDH, CDIPC
Zoom Webinar
6:30pm – 7:30pm

DECEMBER 7

Nitrous Oxide/Oxygen Administration Training

Dr. Jeffrey Young
Mountain West Dental Institute
925 Lincoln St Unit B
Denver, CO 80203
8:00am – 4:00pm

JANUARY 23-25, 2025

Rocky Mountain Dental Convention (RMDC)

Colorado Convention Center
700 14th St
Denver, CO 80202

FOLLOW MDDS ON SOCIAL!



MDDS SHRED EVENT

SATURDAY, SEPTEMBER 21, 2024 • 9:00AM – 12:00PM

LOCATION

Peebles Prosthetics
909 Wadsworth Blvd
Lakewood, CO 80214



CLASSIFIEDS

FOR SALE

SE Denver Dental Building for Sale. 5,180sq ft 2-story building for sale near the NEC of E. Yale Ave. and S. Monaco Parkway in Denver across the street from the Colorado Athletic Club. The first floor is approx. 2,600sq ft and a former dental suite ready for occupancy with nine exam rooms and sinks in all rooms. The second floor is an open warm shell that can be designed to owner's desired use. Zoning is S-CC-3X (suburban commercial corridor-orientated retail) which could allow additional dental/office space, storage or even residential (with Zoning review).

Radius:	1 Mile	3 Mile	5 Mile
Population	23,863	176,389	411,275
Households	11,146	84,594	192,777
Median HH Inc	\$71,233	\$71,660	\$76,555
Median Age	37 Yrs	36 Yrs	37 Yrs

Sale Price: \$1,400,000

Contact Max Walker at max@commacq.com
or (720) 470-6224 for more information.

General Dental Practice in Golden / Lakewood, CO (CO 2401). Great location! Collections of \$468K. Occupies 2,550 sq. ft. & has 4 ops with room to add 2 more. Positioned for growth. Dr retiring. Contact 303-759-8425 or jed@adsprecise.com.

Rare, Incredibly Beautiful General Practice in Lafayette / Broomfield Area (CO 2312). This beautifully built-out practice is 2,200 sq. ft. and consists of 5 operatories. The office also includes a reception area, a private doctor's office, a business office, a lab area, a sterilization area, a consultation room, a dental storage room, a restroom, an employee break room and laundry. The practice collects \$1M. Sales price \$825k. Contact jed@adsprecise.com or call 303-759-8425.

General Dental Practice in Southwest, CO (CO 2209). Collections of \$995K. Practice occupies 1,550 sq. ft. and consists of 5 fully equipped operatories. Potential for an additional 1,600 sq. ft. adjacent to this office. Dr relocating. Price \$600,000. For more info email: jed@adsprecise.com or call 303-759-8425.

Ortho Practice for Sale in Westminster/ Arvada/ Broomfield, CO Area (CO 2310). 30+ year established orthodontic practice for sale in the Westminster/ Arvada/ Broomfield Area of Colorado. Collections of \$552K. Sales price \$368K. Tech is up to date. Located in a professional building & occupies 2,651 sq. ft. with a 6-chair bay and 1 new patient exam room. Doctor is retiring. For information email: jed@adsprecise.com or call 303-759-8425.

Room for Growth in General Practice for Sale in Littleton (CO 2309). Located in a highly desirable area of Littleton. GP practice for sale. Collections \$650K, Potential for \$1M in collections w/advertising. 4 OPS, 1,500 sq. ft. Lease. Price \$375,000; Dr works 2 days/wk. Doctor retiring. ADS Precise Transitions, adsprecise.com, 303-875-8500, email: jed@adsprecise.com.

Beautiful OMS Practice in Boulder County, CO (CO 2128). Collections \$861K, 4 ops w/ room to expand, 1,865 sq. ft., Sales price \$399K. Don't miss out! Established GP referral base & less \$ than a startup Great Opportunity & Price! Excellent location, Dr. retiring. ADS Precise Transitions, 303-759-8425 or jed@adsprecise.com.

Great Opportunity – 30+ year established orthodontic practice for sale in an excellent location of highly desirable Boulder County, Colorado (CO 2116). Collections of \$500K. Sales price \$199K (only 40% of production). Tech is up to date including an iTero Element imaging system. Located in a Dr. owned 4-plex & occupies 1,400 sq. ft. with 4 chairs. Room for expansion. Doctor is retiring. For information email: jed@adsprecise.com or call 303-759-8425.

Need Meeting Space?

Consider the Mountain West Dental Institute (MWDI)

Visit mountainwestinstitute.com to learn more.





SAVE A TOOTH

Optimize your treatment planning and timely intervention to address your patients' oral health needs and goals.

We are offering a root canal treatment for the same price as an extraction (\$102).

It's a benefit for your patients and you.

Dentists looking to refer patients to this program can do so by emailing:

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promo code: **ENDO24**.

CU Dental Division of Endodontics
dental.cuanschutz.edu/saveatooth



School of Dental Medicine

UNIVERSITY OF COLORADO
ANSCHUTZ MEDICAL CAMPUS