



### Old-Timers had their Annual Luncheon in June!

Retirees get together every year on the second Tuesday in June. For those interested, CCDS will host a second retiree event in December in the Albany/Corvallis area. More news about this second annual event will be coming soon! Here are a few pictures from our June event.



### ADA's New 'Fluoridation Facts' Counters Misinformation

**Free e-book answers questions on effectiveness, safety**

The American Dental Association has released its latest edition of "Fluoridation Facts" to help combat fluoride misinformation: [ebooks.ada.org/24lpik](https://ebooks.ada.org/24lpik).

The free e-book highlights 80 years of research and practical experience that support community water fluoridation. With a Q&A format, the guide details effectiveness, safety, fluoridation practice, public policy and cost to help dentists, policymakers and the general public make informed decisions about fluoridation.

Dental professionals can access the e-book by visiting the ADA E-Bookshelf. If readers have any questions, they can contact the ADA Member Service Center at 1-800-947-4746 or [support@engage.ada.org](mailto:support@engage.ada.org).

### MetLife Agrees to Change Recoupment Policy Following ADA Letter

Mary Beth Versaci

Reprinted from [adanews.ada.org](https://adanews.ada.org) (July 11, 2025)  
MetLife has agreed to change its recoupment policy after the American Dental Association sent a letter in April seeking clarification of its practices.

The ADA had received reports of the insurance company reducing, or "offsetting," payments owed to dentists to recoup overpayments allegedly made to other, unaffiliated dentists. This has occurred when the dentists separately provided care to the same patient or different family members covered under the same dental benefit policy.

In its letter, the ADA said it was not aware of any provision in MetLife provider agreements that explicitly states this practice is allowed. In fact, there are laws in some states that prohibit it, according to the letter.

In June, MetLife notified the ADA via email that after reviewing market practices, it would be changing its policy "to only offset claim overpayments from the provider [it] overpaid." The insurer is "working through the systems changes required for this change" and expects it will be done by the end of the year, according to the email.

"This is a meaningful step forward toward a more commonsense approach to the recoupment process," said Mark A. Moats, D.M.D., chair of the ADA Council on Dental Benefit Programs. "It helps to highlight the critical role of our ADA and CDBP to be a strong voice for our members and seek solutions to the challenges we face. Progress toward a fairer payment policy is a win for dentistry and for the patients we serve. The ADA appreciates MetLife's corrective actions and urges the payer industry to address other issues that may interfere with the doctor-patient relationship."

The Council on Dental Benefit Programs previously sought feedback from member dentists on recoupment practices to help strengthen the ADA's policy surrounding this issue.

For resources from the ADA related to dental benefits, visit [ADA.org/dentalinsurance](https://ADA.org/dentalinsurance).

**In this Issue**

Old-Timers had their Annual Luncheon in June! p. 1  
 ADA's New 'Fluoridation Facts' Counters  
 Misinformation p. 1  
 MetLife Agrees to Change Recoupment Policy  
 Following ADA Letter p. 1  
 Executive Director Message p. 2  
 Sittner & Nelson p. 4  
 Umpqua Bank Healthcare Banking p. 3  
 Integration Series with Dr. An p. 4  
 Dental Office Management Corner p. 4  
 JD Dental Consulting p. 4  
 Classified Ads p. 5  
 Healthcare Compliance Associates p. 5  
 What is One Big Takeaway from the Market in 2025?  
 p. 6  
 Financial Freedom for Dentists p. 6  
 LCC Dentist Society p. 6  
 Digital Systems Integrators, LLC p. 6  
 Assured Dental Lab p. 7  
 Omni Practice Group p. 7  
 Unbreakable bonds p. 8

**Executive Director Message**

Nissa Newton



Fall is just around the corner and we have a lot planned! Make sure to check our schedule and get the events you want to attend on your calendar! Dr. An, sponsored by Unbreakable Bonds, will be speaker at the Valley River in on September 12th at 10 am and at Albany Golf and Event Center on October 23rd at 5:30 pm as part of an Integrations Series, attend one or

both events. We will be having our fall social at Lane Community College's Healthcare Professionals Building on September 23rd. Last year's event at the college had great attendance, and it gave dentists a chance to mingle with staff from the college's dental hygiene and dental assisting programs. On October 9th, Noble Biocare is bringing in Lynn Pencek, RDH in to give our hybrid lecture "Contemporary Approach to Dental Implant Maintenance for Long-Term Success". The in-person lecture will be held at LCC or attendees can register to attend the class as a webinar from anywhere. This is a great class to invite your dental staff to attend.

Earlier in July, I emailed the new directory out to members and partners. At anytime members can go to the membership tab on [www.ccdentistsociety.com](http://www.ccdentistsociety.com) and with their ADA password they can access the online version of the directory at any time. The physical directories are being mailed out to members and partners the end of July and should be received by the first week of August. Please contact me if you are a member who did not receive a copy and I will make sure to get one to you. Also, if you have corrections, please send them to me, and I can update the online version at any time.

**Newsletter Advertising Sizes and Cost**

Full Page b&w \$350, Half-page b&w \$275, Quarter-page b&w \$225

Nonprofit discount 50% (quarter page b&w only)

Business Associate Discount 20% Find out more about Business Associate Membership here: [www.bit.ly/CCDS2025sponsorship](http://www.bit.ly/CCDS2025sponsorship)

Special requests will be considered and will depend on availability.

Those purchasing advertising can also receive complimentary on-line classified listings on CCDS' website; however, newsletter classifieds are reserved and free for CCDS Dentist members and service opportunity providers.

**Due Dates for Articles and Advertising**

January/February Newsletter - January 15  
 March/April Newsletter - March 15  
 May/June Newsletter - May 15  
 July/August Newsletter - July 15  
 September/October Newsletter - September 15  
 Publication comes out the end of the first month.

**CCDS News - July/ August 2025**

Published bi-monthly by the Coastal Cascades Dentist Society (CCDS) and distributed to members of the society as a benefit of membership. Statements of opinion in this publication are not necessarily endorsed by CCDS Contributions to the newsletter are welcome in the form of articles, photos, announcements, or other items of interest for our membership. Notice of errors and corrections are appreciated. Deadline for May/June Newsletter is August 15, 2025. Send all items to [nissa@ccdentistsociety.com](mailto:nissa@ccdentistsociety.com).

**Comprehensive Wealth Management**

497 Oakway Road, Suite 300  
 Eugene, OR 97401  
 541.636.4001  
[www.sittnerandnelson.com](http://www.sittnerandnelson.com)

Advisory services offered through  
 Sittner & Nelson, an SEC Registered Investment Advisor



Todd Nelson CPA, CFP® | Fred Sittner MBA, CFP®  
 Kevin Sittner CPA, CFP®, CFA | Sarah Brooke CFP®



# Focused on the Health of Your Practice

## ***A personal approach to dental banking.***

At **Columbia Healthcare Banking**, we understand the dental industry inside and out – from acquisition and equipment loans to refinancing and more. And since we're a community bank, you get more than just expertise, you get a relationship with bankers who get to know your unique practice. Find out more at [ColumbiaHealthcareBanking.com](https://ColumbiaHealthcareBanking.com).

**Amanda Mombert**

SVP, Healthcare Relationship Manager  
458-201-1319

[AmandaMombert@ColumbiaHealthcareBanking.com](mailto:AmandaMombert@ColumbiaHealthcareBanking.com)



## Integration Series with Dr. An in Partnership with Unbreakable Bonds and CCDS

### The Esthetic & Long Term Considerations of Cementation & Material Choice

4 C.E. Credits

Join us on Friday Sept. 12th  
10:00am - 3:00pm at  
Valley River Inn in Eugene, OR

### Digital Work Flows in Implant Dentistry

2 C.E. Credits

Join us Thurs. - Oct. 23rd | 5:00-7:00pm  
Albany Golf and Event Center  
155 NW Country Club Ln - Albany, OR 97321



Hongseok An, DDS, MSD, FACP

Assistant Professor of Restorative Dentistry, School of Dentistry OHSU.  
Diplomate, American Board of Prosthodontics, 2018 - present

Free for CCDS Members, \$50 Staff  
\$125 Nonmember Dentists

Platinum CE and Speaker Sponsor and  
Exclusive Banking Partner of CCDS



**COLUMBIA HEALTHCARE BANKING**  
A DIVISION OF UMPQUA BANK

Silver CE Sponsors



### Speaker Hongseok An, DDS, MSD, FACP

"The intraoral scanner is not a magic wand, but it is a very useful tool. The success lies in understanding the technology and mastering the detail." **Register at [www.bit.ly/CCDSEVENTS](http://www.bit.ly/CCDSEVENTS)**

Dr. An joined the OHSU School of Dentistry in 2021 and is currently an Associate Professor in the Department of Restorative Dentistry. He also served as Director of Digital Dentistry at Marquette University School of Dentistry before he moved to OHSU. He received his BS in Statistics/ Computer Science and DDS from Seoul National University in South Korea. He completed his prosthodontic residency at the University of Washington School of Dentistry, receiving his Certificate in Prosthodontics and MSD. He is a diplomate of the American Board of Prosthodontics, a Fellow of the American College of Prosthodontists and a member of American Academy of Fixed Prosthodontics.

Dr. An has served as an editorial board member of the Journal of Prosthodontics and a reviewer for other scientific journals. His research and lectures mainly focus on digital dentistry, implant dentistry and esthetic reconstruction.

CCDS is an ADA CERP recognized provider approved by the Oregon Dental Association. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

CCDS is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this provider are accepted by AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a State or provincial board of dentistry or AGD Endorsement. The current term of AGD approval extends from 1/16/2023 to 1/15/2027.

## CASH-FLOW STRATEGIES

Unpaid patient balances and insurance claims are an issue for many practices. Navigating the world of accounts receivable can feel overwhelming but understanding its impact on cash flow is crucial for your practice's success. These issues can affect your ability to invest in new technologies or hire additional staff. If it's serious enough, it can even create a hardship with covering the basic expenses of running your practice.

There are strategies to improve your cash flow. Consider outside financing options, which can provide immediate relief and allow you to focus on patient care. Offer outside financing to help your patients complete needed treatment. Look at your unscheduled treatment list. Contact those patients, let them know you care about them and want to help take care of their dental needs. Ask if making a low monthly payment would make a difference for them. You can also use outside financing to get existing balances paid and into your bank account. An added bonus is that you have a better relationship with your patients. They won't avoid scheduling because they owe you money. Don't let accounts receivable woes hold you back - Your practice deserves to thrive!

## Dental Office Management Corner with Janette Douglas



**JD Dental Consulting**

**Janette Douglas**

**[www.jddentalconsulting.com](http://www.jddentalconsulting.com)**

503-312-3269 [Janette@jddentalconsulting.com](mailto:Janette@jddentalconsulting.com)

**Tip # 1** File fees every 6 months.

**Tip # 2** Job descriptions prevent misunderstandings.

## Classified Ads

**Eugene Dental Group, the office of Elizabeth Vivona, DDS and Harmeet Kaur, DDS, is looking for an associate dentist for 2-3 days per week.** We are a close-knit team dedicated to high-quality and excellent customer service. Our office is well-organized, efficient, and has a stellar reputation. We invite you to look at our website and read our Google reviews. Any associate who joins our team will share the same qualities. **Job Details:** 2 or 3 days a week with two assistants per doctor, days of the week are negotiable, compensation is based on production, not collections (associates should expect to earn \$150,000 - \$250,000 per year depending on the number of days worked). At 3 days per week, health benefits would be included, as well as a 401k with profit sharing. **The right candidate should have:** At least one year of experience working in a private practice, excellent communication skills, empathy and the ability to work well within a team of doctors, ability to do bread and butter dentistry: composites, crown & bridge, removable prostheses, implant restorations, simple extractions and excellent diagnostic and treatment planning abilities, a clean license with no board restrictions, comfortable and knowledgeable with oral sedatives and nitrous oxide cases, up to date on BLS and other requirements. **Preferred but not necessary:** A minimal sedation or moderate parenteral conscious sedation permit, ACLS certified, advanced training (for example SPEAR institute etc...), Invisalign certified, knowledge of Eaglesoft. Interested candidates should submit their CVs to: [DrVivona@EugeneDentalGroup.com](mailto:DrVivona@EugeneDentalGroup.com).

**The Navy Bureau of Medicine (BUMED) is actively recruiting board-certified and board eligible: General Dentist, Oral Maxillofacial Surgeons, Endodontist, Comprehensive Dentist, Orthodontist, Oral Surgeons, Periodontist, Oral Pathologist, and Dental Research to serve in a full-time, active duty role at our many state of the art Dental facilities across the Nation!** Position Benefits: \$Up to 600K Sign-On Bonus-depending on specialty, \$Up to 25,000 Specialty Incentive Pay-Depending on your specialty and added to your Navy Officer salary, \$8,000 Board Certification Pay, No Malpractice Insurance Costs- The Navy covers you fully, 30 Days PTO- Encouraged to enjoy a quality of life personally, Retirement & Benefits-Pension and TSP matching, 100% FREE HEALTHCARE for you and your immediate family, and Opportunities to pick top 5 locations that best suits your lifestyle and career goals Washington, California, Florida, Virginia, North Carolina, Maryland, and many more. Contact: Hans Davis, Navy Medicine representative, Call/Text: (541) 887-7466, Email: [hans.c.davis.mil@us.navy.mil](mailto:hans.c.davis.mil@us.navy.mil)

**Courtesy of our Coastal Cascades Dentist Society Partner SPP (Saving Private Practice) Dental Partners, CCDS members can purchase your supplies and equipment through their group rates (savings upward of 20-25%).** SPP is a Dental Partnership Group, an alternative to a DSO where they create a partnership with practice owners still giving them full ownership of their practice. They have done the negotiating on behalf of the practices in their group to garner Maximum savings for our members! Contact Bryant Gibby 801-541-3484 or [bgibby@sppdental.com](mailto:bgibby@sppdental.com) for more information about using the discount.

### **Register for Corvallis' Oral Cancer Walk/Run!**

September 13, 2025 8:30 am - 1 pm at Willamette Park, 1350 SE Goodnight Ave., Corvallis, OR. Register online at <https://ocf.donordrive.com/event/Oregon>

### **Used Dental Equipment**

**Dental Chairs:** (4) Belmont ACUTRACK good condition (red), (2) Royal Dental Chairs with light (Black), (2) Royal Dental Chairs ( Tan)

Carts, (2) mobile forester dental carts, (2) mobile dental carts with cabinets

**Compressors:** Air Techniques Air Star 50 220V Excellent condition, Small Bador compressor lightly used

**Vacuum:** Sierra Dry Vac Excellent Condition & Air Techniques Wet Vac 5 hp single unit

**Xray:** (1) Belmont BELRAY Model 096 70kVp 10mA, (2) Gendex 770 Excellent condition

**Miscellaneous:** Have at least 5 containers of dental instruments, cavitrons, apex locators, Handpiece cleaner, endo files, amalgamators, general dentist supplies.

Please call with any questions and can send pics. [mike@mikedds.com](mailto:mike@mikedds.com) 541-603-9897

## Are you Ready for An OSHA Inspection?

Don't wait to find out the hard way!

**Schedule a 45-minute virtual compliance evaluation and get a detailed assessment, and expert guidance for just \$97.**

**BONUS:** Your \$97 can be applied toward our compliance package. And, with our **OSHA Guarantee**, we've got you covered!

**Scan the QR code or give us a call to book your evaluation and start protecting your practice today!**





## What is One Big Takeaway from the Market in 2025?

Financial Tip Provided by Financial Freedom for Dentists

The stock market's volatility in 2025 may prompt questions like "Is my portfolio positioned to handle a significant market downturn?" Or "How can I minimize the volatility of my portfolio during turbulent times?"

Part of the answer to these questions lies in a classic investment allocation principle: diversification.

The US stock market faced a challenging start to the year, hitting a low point of -15.63% on April 8th (as represented by the Vanguard Total Stock Market ETF; VTI). Since then, the market has climbed back slowly to be positive for the year, up to +1.60% as of June 3rd.

In contrast, international developed stocks painted a much brighter picture. The Vanguard Developed Markets Index (VTMGX) had its low point on April 8th at -3.79% and climbed all the way up to +17.27% as of June 3rd.

This 15.67% divergence in year-to-date returns highlights the importance of global diversification in investor portfolios, as international exposure can help offset domestic downturns.

It is impossible to predict which countries will deliver the best returns in the future, and history shows that holding stocks from just one country may not be an ideal strategy. That is why holding stocks from markets around the world positions investors to potentially capture higher returns where they appear, and outperformance in one market can help offset lower returns elsewhere. Put another way, a globally diversified portfolio can help provide more reliable outcomes over time. We implement the principle of international diversification for our clients.

Read the full article at <https://www.financialfreedomfordentists.com/insights>. If you'd like a complimentary analysis of your investment portfolio, please reach out to Loyd Burleson III to set up a time to chat (loyd@freedom4dentists.com; 425-888-1911).



**Got Your Plan?**

*Financial Freedom*  
for Dentists

**We empower dentists to achieve financial freedom**

Advisory services are offered through Financial Freedom for Dentists, an SEC Investment Advisor.

Complimentary Consultation:



Register at [www.bit.ly/CCDSEVENTS](http://www.bit.ly/CCDSEVENTS)



**Tuesday, September 23: 5:30 -7:30 pm**

**LCC Dentist Social at the**

**Healthcare Professionals Building**

**4000 E 30th Ave, Building 32, Eugene, OR 97405**

The Healthcare Professional's Building houses Lane's Medical Assisting, Emergency Medical Technician, Dental Hygiene, and Dental Assisting programs.

Come check out this incredible learning space and enjoy socializing with other dentists and LCC staff in this state-of-the-art facility. There will be a variety of snacks, drinks, and desserts. The Lane Community College Foundation will be providing wine. The event is free for all dentists. \$25 for guests of dentists.



Digital  
Systems  
Integrators, LLC

**Serving the Pacific  
Northwest dental community  
for 20+ years**

- Experts in computer hardware & maintenance, digital integration - We work with all practice management systems!
- HIPAA Security & Compliance implementation Specialists
- Employee Owned and Operated
- Competitive time and material rates or optional Service Plans

Contact us for a complimentary technology evaluation

Phone: 503-289-3105 | [www.DSIpnw.com](http://www.DSIpnw.com)  
[Service@DSIpnw.com](mailto:Service@DSIpnw.com)



## Experience the **Future** Of Dentistry

### Assured Dental Lab®

is honored to be recognized  
as a Straumann Alliance Lab

*reflecting our shared dedication to quality  
and excellence in restorative dentistry.*



### EXPERIENCE THE STRAUMANN ALLIANCE LABS BENEFITS:



- **Less invasive treatments:** Increase patient acceptance
- **Digital solutions:** Streamlined digital workflows
- **Aesthetic restorations:** Create exceptional smiles
- **Prosthetic excellence:** Flexible, reliable & efficient
- **Simplifying treatment protocols:** Amazing outcomes
- **Ongoing development & education**

Assured Dental Lab®

**877.283.5351**  
www.assureddentallab.com

Quality Products  
at Amazing Prices.  
Case after Case.

Practice Transitions Valuations Real Estate Practice Sales

## Thinking of Selling?

Join **500+ Satisfied Clients**  
with Omni Practice Group



**Megan Urban**

License #201221407

megan@omni-pg.com

(503) 830-5765



Leading provider of dental practice  
transitions & real estate

### Gorgeous Portland Dental Practice for Sale

Great price and seller open to carrying loan. 2,000 sqft modern-design leased space with 5 ops, 4 equipped, and potentially room for more. Established practice and excellent Google reviews. Growth opportunity as most oral surgery and all endo and surgical implants are referred out. Last several years collections over \$750,000 and more in prior years. Contact Megan at 503-830-5765 or [megan@omni-pg.com](mailto:megan@omni-pg.com) for more information. Lic.#201221407 (ORD183)

### Endodontist & GP Needed for Busy Eugene Practice

Current full-time endodontist and GP associate relocating out of state. New endo microscopes and cone beam. Rotary systems and other equipment provided. Experienced staff provided. Contact Megan at 503-830-5765 or [megan@omni-pg.com](mailto:megan@omni-pg.com) for more information. Lic.#201221407 (ORD175)

### Dental-Medical-Veterinary Building for Sale in Salem

Dental, medical, veterinary building for sale on main street, 2784 SF, 4+ ops. On-site parking. Dental lab currently renting basement. Upstairs could potentially be rented out as office space or ADU. Contact Megan at 503-830-5765 or [megan@omni-pg.com](mailto:megan@omni-pg.com) for more information. Lic.#201221407 (ORR105)

## Coastal Cascades Dentist Society

4736 Royal Ave PMB 109142

Eugene, OR 97402

PRSRT STD

US Postage

PAID

Eugene, OR

Permit No. 17

# July/August 2025



[nissa@ccdentistsociety.com](mailto:nissa@ccdentistsociety.com)

Office Hours: Mon, Thu, Fri, 11 am - 5 pm  
(541) 686-1175

Visit us at [ccdentistsociety.com](http://ccdentistsociety.com)

Follow us on:



### Coastal Cascades Dentist Society Executive Council 2025-2026

President: Mercedes Del Valle, DDS

Secretary: Ivan Paskalev, DMD

Treasurer: Travis Alcorn, DDS

Past President: Matthew Bahen, DMD

Directors at Large:

Mariya Costa, DMD

Kent Burnett, DDS

Rachel Meek, DMD

Executive Director: Nissa Newton

## IMPLANT STRESS!

FRUSTRATED WITH YOUR LAB?

### Implant Cases

Not Going as Planned?

- Communication Breakdown
- Mistakes with Components
- Lack of Concern to Make it Right
- Things Not Fitting
- Schedule Blown Up
- Stress Levels High

**Sounds Like It's Time for a Change.  
Let's Fix Everything Above.**

Call Joe McCloud CDT at 541.779.6503  
[UnbreakableBonds.com](http://UnbreakableBonds.com) | [Joe@UnbreakableBonds.com](mailto:Joe@UnbreakableBonds.com)



**UNBREAKABLE  
BONDS**

PATIENTS ARE LIKE TEETH. NOBODY SHOULD LOSE EITHER OF THEM.

