



azdaservices.com

*Excellent Programs
Exceptional Savings
"Membership Value for You!"*

2009 Catalogue



Ted Byers, DDS
Sedona



Tracy Thomas, DDS
Litchfield Park



Sam Thomas, DDS
Litchfield Park



Anthony Caputo, DDS
Tucson

*"AzDA Services
is an integral component
of our success"*

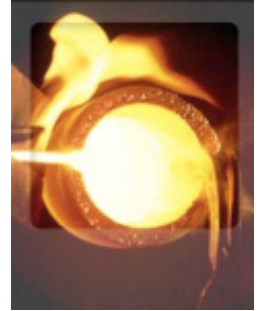
D-MMEX EasyRefine

Maximize Precious Scrap Metal Returns
Using Cutting Edge Technology



AzDA Members Receive:

- **Free and insured shipping** of all precious scrap metal contents
- **No charge** for melt and assay
- **All-element analysis** - including gold, platinum, palladium & silver
- **Trade Bullion Terms on London-based Market:**
 - Receive 97% of gold value, 90% of silver, platinum & palladium value
- **Detailed analysis report** illustrating the value of the shipment
- **Fast Payment:** settlement in 10 business days
- **Independent Assay** to preserve integrity
- **Exclusively endorsed** by 13 state dental associations, DenteMax, and the Alpha Omega International Dental Fraternity.



What can you send to D-MMEX EasyRefine?

- Failed crowns and bridgework
- Silvery alloy powder
- Partial, grindings, and casting flashes
- Platinum foil
- Extractor bags and floor sweepings

*Please do not send amalgam (mercury) or x-ray foil (lead)

For a free shipping kit or more information

Call (800) 741-3174

or email: kits@easyrefine.com

Visit www.easyrefine.com for current precious metal prices



Services Every Arizona Dental Professional Needs!

For AzDA Member Dentists & Allied Members

AzDA Services focuses on providing valuable pre-screening of products and services for our members and engages in endorsement relationships with quality companies that will produce royalty revenues and new sources of non-dues revenue for AzDA and its members. Only relevant products of exceptional quality, offering exclusive savings for AzDA members, receive the AzDA Services endorsement. AzDA Services and its endorsed companies are committed to providing the very best customer service to our members. Take advantage of the benefits offered in the AzDA Services Catalogue that can save you time and money as you play a vital role in helping to stabilize your annual membership dues.

AzDA Services Board of Directors

President John Biddulph, DDS (*Phoenix*)

Secretary/Treasurer Kevin Earle, MPH (*Scottsdale*)

Chair Douglas Beischel, DDS (*Scottsdale*)

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Donald Simpson, DDS (*Sierra Vista*)

**When contacting our AzDA Services companies,
be sure to mention you are an AzDA Member!**

AzDA Services Mission and Goals

AzDA Services, the wholly owned for profit subsidiary of the Arizona Dental Association supports the mission and membership of the Arizona Dental Association by:

- Providing valuable prescreening and discounts for products and services that are important for the safe and effective practice of dentistry.
- Engaging in relationships with companies of demonstrated quality that create added value to the membership and generate significant non-dues/royalty revenue while supporting the mission and general good of the Arizona Dental Association and its members.

Proudly Serving Arizona Dentists

- Corporate structure optimization
 - Cash management
 - Salary determinations
 - Qualified retirement planning
 - Risk management
 - Investment management
 - Asset protection
 - Practice transition
 - Year-end tax planning
- 

Contact us today for complete details:

John Steel (480) 292-3733

Eric Dettman (480) 272-0222



GREENBOOK
Financial Services
an advanced equities company

Insurance

Professional Liability

(Buildings, Office Equipment)

Brown & Brown Insurance

Amy Tipps

602-664-7070

atipps@bbphoenix.com

bbinsurance.com



Brown & Brown Insurance in conjunction with CNA insurance provides a comprehensive program designed for dentists. The PROFESSIONAL PROTECTOR PLAN includes Professional Liability, Business Property and Loss of Income at very competitive rates. Brown & Brown has been the exclusive AZDA ENDORSED PROGRAM since 1970 and currently insures 80% of all Arizona dentists. AZDA members all receive a 10% discount. CNA and the AZDA hold semiannual risk management seminars which offer an additional discount of 7.5%.

Individual Major Medical

(AzDA members & Staff)

Brown & Brown Insurance

Linda Little

(602) 664-7063

llittle@bbphoenix.com

www.bbinsurance.com



Members of the Arizona Dental Association and their staff are eligible for a 5% discount on their individual major medical plans through Brown & Brown Insurance and our designated carrier partner. Please allow us to give you a second opinion on your health insurance needs. With the rising costs for health care it is always a good idea to review your benefits. If you have been thinking of making a change, let us help you understand all of your options. Brown & Brown can also assist you in implementing a group plan for your practice.

Life, Disability Income And Long Term Care

Brown & Brown Insurance

Kurt D. Adams, CFP

(602) 664-7082

kadams@bbphoenix.com

www.bbinsurance.com



At Brown & Brown Insurance we are able to provide all types of coverage and plans to protect your Life Insurance, Disability Income, Business Overhead Expense, Estate Planning, Buy/Sell agreements, Pension Plans and 401K plans to fit your needs. Brown & Brown represents virtually every insurance company in the industry and are able help you assist you with the best programs available.

Personal Lines Auto, Home, Umbrella-Boats and Valuable Property

Brown & Brown Insurance

Linda Jones

(602) 664-7069

ljones@bbphoenix.com

www.bbinsurance.com



Brown & Brown Insurance is prepared to provide you with a no cost, no obligation review and comparison of your insurance. Our aim is to eliminate gaps in coverage and to reduce your insurance costs. We do not work for an insurance company we work for you. Contact Brown & Brown Insurance for a comprehensive comparison tailored to your needs and budget.

Insurance

Workers Compensation

Brown & Brown Insurance

Amy Tipps

602-664-7070

atipps@bbphoenix.com

bbinsurance.com



Brown & Brown Insurance is also an endorsed provider for Workers Compensation through the Hartford. AZDA members will receive up to a 20% discount. Contact Brown & Brown Insurance for a complimentary review and comparison of your current program.

Individual Medical, Individual Dental

BenefitProtect

(866) 273-5611

www.benefitprotect.com

BenefitProtect

Through BenefitProtect, any person in all 50 states can receive the best health benefits available. Some programs are guaranteed or simplified issue, meaning a health exam is not required. Through this endorsed program, you, your family, your employees and their families (yes, you read it right!) can receive quotes on Major Medical, Limited Medical, Discount Medical Programs, Discount Dental/Vision, Rx, Critical Illness, Term Life and Accident Insurance. All A-rated or better insurance carriers (A.M. Best rating) and network includes PHCS, Beechstreet, Galaxy, AETNA Dental and Advanced PCS/Caremark. Get more information online and call our representatives toll-free.

Disability Income, Long Term Care

Kirshner & Klarfeld

(Guardian/Berkshire Life Insurance Co.)

Ivan Kirshner, DDS

(480) 588-6356 or (866) 532-7205

Fax (480) 588-6370

Ivan_Kirshner@KKFG.net

www.kkfg.net



Berkshire Life Insurance Company of America offers a complete line of disability products for professional clients with some of the best contracts in the industry. Don't forget as a member of the AzDA, you are entitled to a 10% discount from already competitive premiums on the Provider Plus policy. Care ProVider Long Term Care Insurance, through Berkshire Life Insurance Company of America, is one of the finest, most competitively priced products in the market. An additional 10% permanent discount makes this already competitive product very hard to beat. This discount is now available to AzDA members and their spouses, children, parents, grandparents AND the parents, children and grandparents of the member's spouse!

The ADA logo features a circular emblem with 'A Century of Caring' around the top and '1909-2009' at the bottom. In the center is the ADA logo itself. The background of the banner is a close-up of a hand holding a dental mirror.

Stay Up-To-Date

Visit www.azdaservices.com

Insurance

Auto, Home & Life

Liberty Mutual
Thad Kirkendoll
(877) 663-4823 ext. 59296
(480) 575-1631 ext. 59296
thad.kirkendoll@libertymutual.com
www.thadkirkendoll.com



AzDA members qualify for a special group discount on your auto, home and life insurance through Group Savings PlusAE from Liberty Mutual. With Group Savings Plus, you can enjoy the ease and convenience of paying your premiums through checking account deductions with no down payment or finance charges. You'll also enjoy fast, easy, round-the-clock claims service and a variety of discounts including multi-car, multipolicy, safe-driver, passive restraints and anti-theft device discounts. See for yourself how much money you could save with Liberty Mutual compared to your current insurance provider.

Small Group Health

TFW INSURANCE INC.
THOMAS WHITE
480.990.2770
tom@tfwins.com



TFW Insurance Inc, a trend setter in the Health Insurance field since 1983 offers and administers The AzDA Endorsed Small Group Health Insurance Program that gives Dental Association Members a substantial discount using our state of the art group coverage concept. There are several advantages in participating in our AzDA group plans. TFW also offers AzDA members discounts on several other Insurance related products.

Individual Supplemental, Guaranteed-Renewable Insurance (Short-Term Disability, Accident, Cancer, Life, Vision, Dental, Hospitalization)

American Family Life Assurance Company of Columbus (Aflac)
Bill Wilkerson
(480) 390-3082
Bill_Wilkerson@us.aflac.com or BillWilkerson@cox.net
www.aflac.com



Looking for a way to give your financial security a boost?

That's why you need insurance from Aflac! In case of an accident or illness, Aflac insurance policies pay cash benefits directly to you, the policyholder, regardless of any other insurance you may have. Plus, there's no pre-authorization or strings attached. Aflac makes a good benefit plan....better! Bringing value to employee benefits programs through trendsetting products and services designed to meet the growing needs of American businesses. Aflac offers one of the most far-reaching insurance portfolios in the industry including:

- Accident
- Life
- Specified Health Event
- Dental
- Vision
- Cancer
- Hospital Confinement Indemnity
- Hospital Intensive Care
- Short-Term Disability
- Personal Sickness/Hospital Confinement Sickness Indemnity

**When contacting our AzDA Services companies,
be sure to mention you are an AzDA Member!**

Money Matters

AzDA Credit Card

AzDA Credit Card
World Points Platinum Plus
Credit Card
(866) 438-6262



<http://s0b.bluestreak.com/ix.e?hy&s=2865517&a=3359952>

Bank of America provides the Arizona Dental Association Affinity credit card program to AzDA members. Bank of America offers credit limits up to \$100,000 and members can request a year-end summary of charges to recap purchasing activity.

AzDA members will be part of the WorldPoints® rewards program. Earn rewards points on net-retail purchases and redeemed for cash, travel or merchandise. See offer for details.

For additional information on the Arizona Dental Association endorsed personal credit card program, please call (866) 438-6262 and ask for the Arizona Dental Association credit card or click on the attached link to apply securely on line. When applying please use priority code: FAAPNF

Financial Products & Services

Banc of America Practice Solutions
Call today 1.800.491.3623
practicesolutions
www.bankofamerica.com



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

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

Banc of America Practice Solutions offers some of the most flexible and competitive terms and benefits in the industry today, backed with the dedicated focus on customer satisfaction for which Bank of America is known worldwide. If you are interested in learning more about how Bank of America can assist you with the management and growth of your practice, and how you can get reduced loan administration fees as a member of the State Association, please call us toll free at Call today 1.800.491.3623 Mention Priority Code: 8U3H3 Monday through Friday, 8a.m. to 8p.m., Eastern Time or schedule a phone consultation through our secure Web site. Quick turnaround. Personal attention. Real solutions.

* All programs are subject to credit approval and loan amounts are subject to credit worthiness. Some restrictions may apply.

Practice Consulting Services

Wolfe Dental Consultants
Michael Warm, DDS
(602) 324-0459
Robbie Goldenberg, DDS
(602) 324-0405



www.wolfedentalconsultants.com/

Wolfe Dental Consultants can provide you with all of the tools necessary to transform the "Ordinary into the Extraordinary". We can help you to reduce stress and accelerate your success. Your initial consultation is always FREE. Together we can address your marketing strategy, starting a new practice or selling your current one. As an AzDA member, you receive an 8% discount on all of our services. CALL US TODAY!

Money Matters

Credit Card Processing

TransFirst Health Services

AzDA Program Team

(800) 577-8573

AzDA@TransFirst.com

www.transfirst.net/health_prog_referral.html#azda

TransFirst Health Services offers a credit card processing program focusing primarily in the healthcare arena. Their portfolio includes over 30,000 healthcare providers across the U.S., many of which are from the dental field. Due to the size of TransFirst's business, they are able to put together a special pricing plan that is extremely competitive and specifically suited for the average dental office, giving AzDA members the opportunity to take advantage of this product at a great price. Contact the TransFirst Health Services AzDA Program Team for a complimentary review and comparison of your current program.



Financial Planning & Investment Management

Mercer Global Advisors

Mike Elster, Regional Manager

(800) 898-4642

www.merceradvisors.com

AzDA Services endorses Mercer Advisors to provide financial planning to AzDA members, including fee-only investment management, individual and group retirement plans, estate planning and facilitating corporate maintenance. Mercer manages over \$2 billion in assets for thousands of health care clients around the country. The Economic Freedom Program (EFP) is your road map to financial success with Mercer. Living in economic freedom means enjoying your practice, your family and following your vision without money worries. This program includes:

- Financial Planning - Determining your financial goals and the best way to reach them.
- Investment Management - Creating a diversified portfolio through our scientifically designed Asset OptimizationAE program that matches your financial goals and risk tolerance.
- Retirement Planning - Creating and managing a tax advantaged savings plan for your individual or group practice and determining your ideal contribution level.
- Estate Planning - Protecting your assets now and providing for their management if you are not able to manage them.



Financial Planning & Investment Management

Greenbook Financial Services Inc

(480) 292-3733 or

(866) 350-4237 ext. 254

www.gbfs.com

Greenbook Financial Services Inc. provides integrated financial planning programs designed exclusively for member-dentists of the AzDA. Members will have access to a balanced platform of practice structure optimization, risk management techniques, efficient portfolio design, asset protection strategies and more. "Greenbook ... The financial planning company for dentists."

- Pension Planning
- Risk Management
- Portfolio Design
- Asset Protection
- Financial Education
- Practice Structure
- Practice Transition
- Cash Management
- Estate Planning



[Visit azdaservices.com](http://azdaservices.com)

Money Matters

Dental Collection Services

IC System
(800) 279-3511

www.icsystem.com/azda.htm

IC System, one of America's largest privately owned debt collection agencies in the US is currently endorsed by more than 500 professional associations, and is ready to help you collect debts, improve cash flow, accelerate recoveries, maintain patient relationships, lower operating costs and reduce bad debt expense. They offer efficient, ethical and cost effective solutions, including an insurance resolution product. Healthcare collections is I.C. System's specialty.

- Request a no-obligation price estimate by calling (800) 279-3511;
- Watch a three-minute MOVIE about I.C. System at www.icsystem.com/hc/azda.
- Receive a FREE guide of collection tips and/or activate a FREE trial of InstiFind™, I.C. System's online skip-trace service, at www.icsystem.com/azda.

Visit I.C. System online to register as well as submit email inquiries. Or, to request a no-obligation price estimate, call the toll-free hotline (800) 279-3511 and be sure to mention that you're an AzDA member!



Intelligent Collections

Commercial Real Estate Services

Medical Office Brokers

Aaron Kuhl, Designated Broker

(480) 947-5845 Ext. 2

aaron@arizonaMOB.com

www.arizonaMOB.com



While most commercial real estate firms focus on representing landlords and developers, Medical Office Brokers ("MOB") is focused exclusively on representing tenants and buyers. MOB has established itself as a leader and advocate for doctors in the commercial real estate industry. Whether understanding the importance of demographics, population density, competition, traffic counts and visibility, MOB has the ability to quickly understand a client's needs and provide viable solutions. Best of all tenant and buyer representation is FREE!

In addition to professional buyer and tenant representation, AzDA members will receive the following exclusive services from MOB:

"Practice Real Estate Evaluation"

In the selling or buying of a practice, AzDA members will receive a complimentary "Practice Real Estate Evaluation" within 48 hours of e-mail request. This evaluation will be based on current market data available to MOB and will be sent to the AzDA member via e-mail. Based on staff research time and database subscriptions, the value of this complimentary service is approximately \$375.

"Real Estate Purchase Contracts"

MOB will assist both buying and selling AzDA members with the creation and execution of a real estate purchase contract for a nominal fee of \$500 (\$250 for each party). The value of this service is estimated at well above \$1,000 as the professional alternatives are legal counsel or a standard real estate commission based on a 3-6% of the sale amount.

Call or e-mail MOB today for all of your commercial real estate needs.

Payroll Processing

Paychex

1-800 PAYCHEX (-800-729-2439)

Email: sales@paychex.com

www.paychex.com



Paychex, Inc. is a leading provider of payroll, human resource, and benefits outsourcing solutions for small- to medium-sized businesses. The company offers comprehensive payroll services, including payroll processing, payroll tax administration, and employee pay services. Human resource services include 401(k) plan recordkeeping, health insurance, workers' compensation administration, section 125 plans, time and attendance solutions, and other administrative services for business. Paychex was founded in 1971. With headquarters in Rochester, New York, the company has more than 100 offices nationwide.

Arizona Dental Association members receive special pricing. For additional information, call 1-800 PAYCHEX (-800-729-2439) and mention code 5683 or visit www.paychex.com

Money Matters

Practice Brokerage Sales Services

DENTAGROUP

(480) 837-3700

www.DentaGroup.com

AzDA Services endorses DentaGroup to provide

Practice Purchase and Practice Sales Brokerage services to members of the Arizona Dental Association. DentaGroup's services include Seller Listings for Practice/Commercial Office Sales, Purchaser Representation for Practice/Commercial Office Acquisition, and Practice Appraisals. For more than 20 years, DentaGroup has served the needs of the Arizona dental community by offering practice brokerage, sales and transition services. Whether you desire to sell your practice and commercial office building or desire to purchase a practice, we can provide customized solutions for your short-term needs and long-term aspirations at substantial discount to you as an Arizona Dental Association member.

- Sale Brokerage and transition of your practice and/or commercial building
- Purchaser Representation for the acquisition of a dental practice
- Practice Appraisal or Second Opinion of Value

DentaGroup has brokered millions of dollars of practice assets for many health care clients around our great state of Arizona. Let DentaGroup help you achieve economic freedom that can allow you to enjoy your practice, your family and your vision without money worries. As an AzDA member under our unique and highly acclaimed WIN-WIN SUCCESS (WWS) program, you will receive a 50% discount savings on the commission and fees for all of DentaGroup services while making a tax deductible charitable contribution to the Arizona Dental Foundation and paying for your Tripartite (ADA/AzDA/Component Society) Membership for a full year. No one in the industry can match the savings and benefits you receive from this program! CALL DENTAGROUP AT (480) 837-3700 TODAY TO LEARN MORE ABOUT THIS EXCITING NEW PROGRAM!



Financial Planning & Investment Management

North Star Resource Group

Mark A. Bonnett, Regional Vice President

Stephanie Y. Tsang, Financial Advisor

(602) 224-5366

www.northstarfinancial.com

North Star Resource Group is a comprehensive financial planning firm headquartered out of Minneapolis, Minnesota and has been working with professionals and their families since 1908. Specializing in working with Medical Professionals, North Star's independent structure has positioned the firm for a unique opportunity to provide an unparalleled level of service and unique experience to the Arizona Dental community.

Members of the AzDA have access to exclusive benefits and the opportunity to establish a long term working relationship that provides resources regarding tax advantage accumulation, protecting the family and business as well as preliminary estate planning.

Some of the specific areas of expertise include:

Individual Solutions:

- Income Tax & Estate Tax Issues
- Retirement Strategies
- Insurance/Asset Protection
- Investment Allocation
- Children Education Funding

Business Solutions:

- Business Continuation
- Selective Executive Benefits
- Pension Plans / 401(K) Plans
- Employee Educational Seminars
- Group Insurance/Cafeteria Plans



Money Matters

Practice Transitions

Tonner-Heppner Transitions, LLC

Jeffrey J. Tonner, JD

Attorney at Law

(602) 266-6060

Jeff@aztransitions.com

Fred Heppner

Business Management Advisor

(480) 513-0462

Fred@aztransitions.com

www.aztransitions.com

Dental practice transitions performed correctly require a balance of business knowledge and legal proficiency. Through Tonner-Heppner Transitions, LLC, Fred Heppner and Jeffrey J. Tonner provide that balance, and more. While serving dentists with practice management services and legal representation since 1985, both founding partners created a company that delivers unparalleled dental practice transition services. THT, LLC brings tremendous value to dentists seeking to sell their practice, purchasing an existing office, creating a partnership, or developing an associate relationship with another practitioner.

Unique in dental practice transitions is the fact that THT, LLC combines two highly successful and trusted companies Proactive Practice Management and Jeffrey J. Tonner, PC that continue to serve dentists on a daily basis in the form of practice management consulting and legal representation. Together they provide practice transition services with a depth of experience not matched by any other transition company in Arizona.

The company's core objective is to serve dentists with honesty and integrity in order to create the trust necessary for a meaningful relationship between transitions facilitator and client dentist. Both partners are highly regarded and have earned respect from those who represent dentistry in Arizona.

Call THT, LLC to learn how you will benefit as an AzDA member dentist, and how together we can achieve your goals in practice transitions. Jeff Tonner can be reached at 602-266-6060, and Fred Heppner at 480-513-0462.



Services Every Arizona Dental Professional Needs!

For AzDA Member Dentists & Allied Members



AzDA Services and its endorsed companies are committed to providing the very best customer service to our members.

When contacting our AzDA Services companies, be sure to mention you are an AzDA Member!



Money Matters

Retirement Planning

Nationwide Insurance – David Brent Jones JD, MBA:

Retirement Planning

David Brent Jones, JD, MBA, CEP, CWPP

480 964 8129

david@dbjones.com

<https://www.110195.com/azdaservices/>

Nationwide Insurance – David Brent Jones JD, MBA: Retirement Planning

Now is the time to be thinking about a new tax deductible 401k or another type of retirement plan. Or perhaps you are updating your existing retirement plan. Our newest endorsed sponsor is Nationwide and David Brent Jones, JD, MBA, CEP, CWPP is a proven expert to guide you for your retirement planning needs.

It has been estimated that 85% of small business owners who get to “lock the door and never come back to work again “ are those who successfully funded their retirement plans and enjoyed growth in their investments.

You will be able to establish your plan and on-going administration fees at a considerable discount plus enjoy the benefit of David’s 30 plus years experience in pension and retirement plans. Please contact David Brent Jones, JD, MBA, CEP, CWPP at 480 964 8129 or email david@dbjones.com



Powered by **Aspen**





the *David Brent Jones*
group, inc.



AzDA Services introduces 401(k) & Retirement Planning options.

The plan is provided by Nationwide Financial and David Brent Jones, JD, MBA, CEP, CWPP, who has been in the investment/retirement industry for over 30 years.

	NON-MEMBER PRICING	MEMBER PRICING
<p>■ Nationwide AzDA member plan</p> <p>Member set-up fee</p> <p><i>This fee includes:</i></p> <ul style="list-style-type: none"> • Plan and Trust Document • Summary Plan Description • Adoption Agreement • Drafting of the Corporate Resolution • Notice to Employees • Plan Administrator’s Manual 	<p>\$1,150.00</p>	<p>\$695.00</p>
<p>■ Administration Fees</p> <p>Administration fees (monthly)</p> <p><i>This fee includes:</i></p> <ul style="list-style-type: none"> • Trust accounting • Compliance testing • Preparation of signature ready government forms • Summary Annual Report (SAR) • IRS Form 5500 	<p>\$148.00</p> <p>plus \$ 2.67 per participant</p>	<p>\$89.00</p> <p>\$ 2.67 per participant</p>

David Brent Jones, JD, MBA, CEP, CWPP

9911 E. Monterey Avenue • Mesa, Arizona 85209

Office: **480-964-8129** • Cell: **480-225-6600** • Fax: **480-964-7975**

www.dbjones.com

Endorsed by



Money Matters

General Contracting

Making Your Dream a Reality!
Denco Dental Construction, Inc.
Steve Anderson, President
(480)835-7273
(480)835-7711 Fax
Steve@dencodental.com
www.dencodental.com



Denco Dental Construction, Inc., specializes in Dental Office Construction and has been a general contractor for over two decades. In 1997 Steve Anderson, President of Denco, recognized the needs within the dental industry. He found the best way to assist the dentists in the process of building their offices was to get information and input from the doctors themselves. He was quick to recognize the lack of detail and coordination on many projects and wanted the doctors to have an advocate to assist them through every step of the construction process. Since that time Denco Dental Construction has built over 200 dental offices, specializing in tenant improvement construction. We pride ourselves in Making Your Dream a Reality!

1. AzDA Membership Discounts:

Denco Dental Construction, Inc., will offer all AzDA members:

- a. Free initial floor plan drawings (A \$500 to \$1000 value) if an architect is not already involved. This floor plan provides the client with well thought out information and design backed by more than 20 years of dental background knowledge to propose and create a highly productive work flow design and eliminate options that may or may not work and provide you the reasons why. Or we will gladly evaluate your current floor plan.
- b. Free consultation to: (A minimum \$1000 value). Explore office needs and recommendations. Evaluation of current or proposed offices, along with budgets, suggestions, pros and cons. Create a budget for office improvements based on level of design, equipment needs, and building specific requirements. Assist in creating a working budget process for the entire office construction to ensure no costs are missed, and create a way of tracking your costs as they come in. Aid in recommending a team of other professionals to meet every need of the construction process. Provide assistance in recommendation of professional services which may be required. Assist in connecting to and coordination with lenders

2. Denco Dental Construction, Inc., will also provide the following if we are hired:

- a. Up to three hours of free consultation for material finish selections (a \$1000 value).
- b. A donation in the amount of \$500 will be given to AZ DA Foundation in doctor's name

3. Not An AzDA Member?

- a. Receive the above discounts and benefits by allowing Denco Dental Construction, Inc., to assist you in your next office and we will pay for your first year of AzDA Membership. Its an investment you will not want to miss out on!

Practice Consulting Services

Proactive Practice Management
Fred Heppner, Business Management Advisor
22857 N. 54th St., Phoenix, AZ 85054-7199
Tel. 480.513.0462 Fax. 480.513.0472
E-mail: fredheppner@cox.net
www.fredheppner.com

**PROACTIVE PRACTICE
MANAGEMENT**



Exceptional practice management consulting services are available through PROACTIVE PRACTICE MANAGEMENT. Since 1983, Fred Heppner has used a combination of his in-depth knowledge of the business of dentistry and sensible coaching techniques to deliver measurable results for Arizona dentists. As an AzDA Services Endorsed Company, PROACTIVE PRACTICE MANAGEMENT offers an 8% discount to AzDA Members. A complimentary consultation, either on the phone or in person, is available to you, TODAY! Call NOW: 480-513-0462, and learn how PROACTIVE PRACTICE MANAGEMENT and Fred Heppner will help you develop a more profitable and gratifying practice.

**We want
your
Feedback!**

Visit
www.azdaservices.com
and send us a review today!

OFFICE: 480-835-7273

◆ INTEGRITY ◆ EXCELLENCE ◆ RELIABILITY ◆

DENCO
DENTAL CONSTRUCTION INC.

Making Your Dream a Reality!

- ◆ SUPERIOR CRAFTSMANSHIP ◆
- ◆ EXPERTISE, CONFIDENCE & REPUTATION ◆
- ◆ FINEST QUALITY PROFESSIONALS ◆

www.DENCO-DENTAL.COM

"A CUT ABOVE"~ JUST ASK OUR CLIENTS

Everyday Products & Services

Automated External Defibrillators

AED MAX, Inc.
Dave McCarter
(602) 510-3567
defibrillators@cox.net
www.aedmax.com



AED Max, Inc. the Arizona authorized distributor for Cardiac Science Corporations Automatic External Defibrillators (AEDs), is pleased to offer its RescueReady® package for dental professionals at a 20-30% discount to AzDA members. The Powerheart® brand is known for its technology leadership, advanced therapy, and ease of use. The new G3 Automatic AED delivers life saving defibrillation therapy without the need to push a shock button. Once the defibrillation pads are attached to the patient, the device detects the patient's rhythm using patented RHYTHMx® analysis software, and, if a life threatening rhythm is detected, instructs the user to stand clear and automatically delivers the proper level of shock. This special package provides everything you need, in one place, should you be faced with a Sudden Cardiac Arrest (SCA) emergency in your office environment. Call Dave McCarter at AED MAX, Inc. (602)-510-3567.

Background Screening

Universal Background
Screening
(877) 263-8033

www.universalbackground.com



Universal Background Screening is your trusted business partner providing full service background screening solutions. We offer comprehensive criminal background checks, driving records, pre-employment credit reports, employment and education verifications, reference checks and drug testing. Additional services include tenant screening and instant criminal background checks and sex offender searches offered directly to consumers. With over 30 years in the investigative business, Universal Background Screening is a recognized nationwide leader in the screening industry. AzDA members receive a 10% discount.

Precious Scrap Metal Recovery

D-MMEX "Easy Refine"
(800) 741-3174

www.easyrefine.com



Maximize scrap metal returns using cutting edge technology with our "Easy Refine" scrap metal recovery program offered through D-MMEX. Take advantage of:

- No charge for melt and assay.
- All element requested analysis including gold, platinum, palladium and silver.
- Pre-paid overnight shipping.
- Cashier check settlement within 10 working days.
- Detailed breakdown of shipped contents.
- Trade bullion terms on London Based Market (gold-97%, platinum-90%, palladium-90% and silver 90%).

Please note that hazardous materials such as lead foil and mercury-based amalgam cannot be accepted. For secure scrap shipping material and more details on the program, please call (800) 741-3174.

Gloves

U.S. Global
(877) 370-7499



Ultra+Seal, Latex and Nitrile gloves are available through U.S. Global. All products have received the ADA Seal of Approval. Available in both lightly powered and powder free, the gloves are 95% hypoallergenic and consistent in sizing.

Everyday Products & Services

Recordkeeping Systems

The Dental Record

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(414) 276-3954

www.dentalrecord.com

The Dental Record is the only charting system selected especially for ADA Members. Today, thousands of dentists, from all 50 states have incorporated The Dental Record into their own practices, reporting ease of use, lower malpractice risk and increased office productivity. The Dental Record has sold over 50 Million dental forms! To order a Dental Record Start Kit or the new Dental Record Resource CD, call toll-free (800) 243-4675 or visit The Dental Record's web site.

The Dental Record
By Dentists, For Dentists

On-Line Store

Demographic Reports

Scott McDonald & Associates

Scott McDonald

(800) 424-6222

Scott@scottmcdonald.org

www.dentaldemographics.com

<http://www.azda.org/public/demographics/>

Scott McDonald & Associates specializes in marketing research and demographic profiling for professional practices and small businesses, to provide low-cost, high-results options to advertising agencies and expensive marketing consultants for demographic reports. These valuable demographic reports can help if you are trying to select a site, determine potential markets, or choose advertising and marketing options.

Review the sample reports to see which type of report best fits your needs.

Choose from 2 versions -- the "Quick View" and the more comprehensive "Detailed Community Overview." Click on the website link above to view the sample reports.

The discounted rates for these reports are another exclusive benefit of your AzDA membership.

Scott McDonald
& ASSOCIATES

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The Arizona State Board of Dental Examiners advises weekly spore testing and the Spore Check System is an easy, convenient, and accurate way to comply.

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- Assurance: You -- and your patients -- can feel secure that your sterilizer is working properly with the Spore Check System.
- Accuracy: OSHA Review's in-house lab, full-time microbiologist, and years of experience assure you of accurate results delivered quickly.
- On-line test results: You can check your test results on the Internet anytime.
- Reminder service: If OSHA Review doesn't receive a test strip from you, OSHA Review will contact you to remind you to test.
- Professional support: If a strip tests positive, you'll be notified immediately and OSHA Review will help determine the cause.

For more information call OSHA Review at 800-555-6248 or visit their web site -- www.oshareview.com.



Everyday Products & Services

Internet Job Posting

Jobing.com

www.azda.jobing.com/

<http://azda.jobing.com/>

The Arizona Dental Association has partnered with Jobing.com to create a discounted and customized solution for AzDA member employers to post jobs or post their resume's. The exposure that these postings will receive includes AzDA website traffic, Jobing.com website traffic along with additional exposure in the many local community and association websites around Arizona that are part of the Jobing.com network. Remember posting your resume is always FREE! The rates for posting a job to this broadened audience is discounted significantly from the already lowest price/highest impact help wanted solution for local jobs in Arizona: Jobing.com!! CLICK HERE to post your job and take advantage of your AzDA member discounted pricing! And GO JOBINING!



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Steve Fedyski

steve@vibrantcg.com

602 697 0218

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Vibrant Consulting Group has partnered with The Arizona Dental Association and AzDA Services to provide expert services in the areas of comprehensive Marketing and strategic Business Development for new and existing dental practices. Your initial service consultation with Vibrant Consulting Group is absolutely FREE! These services include an AzDA Member discount of up to 25% :

- Graphic Design (logo, biz cards, letterhead, envelopes, referral cards, ad layouts)
- Web sites (customized content and design)
- Advertising Campaigns (direct mail, doorhangers, broadcast)
- e-marketing (SEO, e-mail campaigns)
- Referral/ Customer Loyalty Programs

We deliver affordable, customized and proprietary marketing solutions. Our unique approach includes a Marketing Blueprint with goals, objectives and benchmarks for the practice owner(s) to measure business results and progress. We welcome the opportunity to catapult your practice revenues to new heights!



Everyday Products & Services

Patient Marketing

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Tom Birney

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Masterlink- "Your Computer Company" is endorsed by AzDA Services to provide a full range of technology services for AzDA members. Masterlink, lead by Tom Birney offers a wide range of services including:

- Computers & Networking
- Computer Installation -Ops
- Digital X-Ray & Intraoral Camera Installation
- Sound Systems
- TV Systems
- Phone Systems
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Tom and his team, are currently working with over 200 member offices. They are offering to all AzDA members who are new clients a FREE service call. That's right Masterlink will come out to your office and fix your problem for FREE as an introduction to there services. This offer has an up to a 1 hour service time limitation. Additionally, all AzDA Members receive a 5% on all services offered through Masterlink "Your Computer Company".

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Doing Business with the Arizona Dental Association

The Arizona Dental Association has unique and innovative programs that allow the business community of Arizona to promote their products and services to our member dentists.

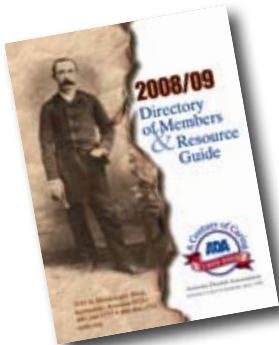
The Arizona Dental Association invites businesses to look closely at our media portfolio to promote information about their company to members of the AzDA.

The Arizona Dental Association`s media portfolio includes:



- **INSCRIPTIONS Magazine** - Our monthly journal is a primary source on which AzDA members can rely for news related to dentistry in Arizona, tripartite issues and activities, exclusive articles and information relating to colleagues and the dental community. Each month, INSCRIPTIONS is delivered to more than 2,500 Arizona licensed dentists and available for download from the Professional portion of AzDA.org for our approximately 1,000 Allied Members (dental hygienists, dental assistants, laboratory technicians, and dental business staff); 200 subscribers across the US and Canada.

- **Western Regional Dental Convention** - Held each spring at the Phoenix Convention Center, the WRDC welcomes over 6000 attendees and consists of over 50 Continuing Education CE courses and nearly 300 booths providing a quality convention experience for both attendees and exhibitors. Along with the opportunity to exhibit at the convention there are many sponsorship opportunities as well as a 4-color convention program guide to promote your company`s presence at the event. One of the 10 largest conventions held in the State of Arizona the WRDC is the perfect venue to promote your business to the dental community.



- **Annual Membership Directory** - Published annually in July the membership directory is direct mailed to our entire membership and is the definitive source of useful resources and reference information provided by the AzDA. The tabbed informational format includes: a full overview of the current leadership, complete information on all member benefits, information on Arizona Dental Foundation charitable programs, industry and community resource listings and a full alphabetical directory of our members. The membership directory is the resource found at every dental front desk to keep answers to member questions at their fingertips.

- **AzDA Services** - the for-profit subsidiary of the Arizona Dental Association whose mission is to engage in endorsement relationships with companies of demonstrated quality and to provide valuable prescreening and discounts for products and services that are important for the safe and effective practice of dentistry. AzDA Services provides added value to the membership and generates significant non-dues/royalty revenue which supports the mission and goals of the Arizona Dental Association. For more information please contact John Lighthizer 480.344.5777 ext. 313.





“Arizona’s voice of dentistry since 1909”

Established in 1909, the Arizona Dental Association (AzDA) is a non-profit professional organization representing over 2,500 licensed dentists statewide. As a constituent society of the American Dental Association, the AzDA is committed to providing optimum oral health care and health care information to the citizens of Arizona by promoting the art and science of dentistry through leadership, education and information.

Membership Department
(480) 344-5777 or (800) 866-2732
Fax (480) 344-1442
Online at AzDA.org

LOCAL COMPONENT SOCIETIES HELPING MEMBERS CONNECT!



Central Arizona Dental Society

Represents members practicing in Maricopa County and neighboring communities. CADS has more than 1,800 members, making it one of the country’s largest components.



Northern Arizona Dental Society

Serves Northern Arizona dentists from the White Mountains, through Flagstaff and Page and down the Colorado River to Parker. NADS has more than 250 members.



Southern Arizona Dental Society

SADS comprises members from Tucson, Yuma and communities along the Southern Arizona border. SADS has nearly 500 members.

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