

January/February 2024

# *the* Nugget

IT'S CE GAME TIME

# *Light* *the* **TEAM**

The 43rd Annual MidWinter  
Convention & Expo



# Get Ready For Our UPCOMING EVENTS

JAN  
3

**Dentists Do Broadway** • Wednesday • 7:30pm  
*Jagged Little Pill* at SAFE Credit Union Performing Arts Center

JAN  
9

**General Membership Meeting**  
Tuesday • 5:45pm Social & Exhibitors  
6:45pm Dinner & Program  
Hilton Sacramento Arden West • \$95

**SDDS 10 on 10: Getting Down to the Root of Endodontic Problems and Treatment** (3 CEU, Core)  
Presented by JC Fat, DDS, MS; Jeffrey Janian, DDS; Paul Johnson, DDS, MS; Inderpal Sappal, DDS, MSD and Katherine Shi, DMD

JAN  
25

**Business/Practice Management Forum**  
Thursday • 12–1pm • Webinar • \$75 early (ends 1/4)  
**2024 Labor Law Updates** (1 CEU, 20%)  
Presented by Mari Bradford; California Employers Association (SDDS Vendor Member)

JAN  
26

**CPR–AHA BLS Blended Learning**  
Friday • 8–8:45am, 9–9:45am, 10–10:45am  
SDDS Office • \$90  
**Skills Testing, 3 Time Sessions** (3 CEU, Core)

FEB  
1

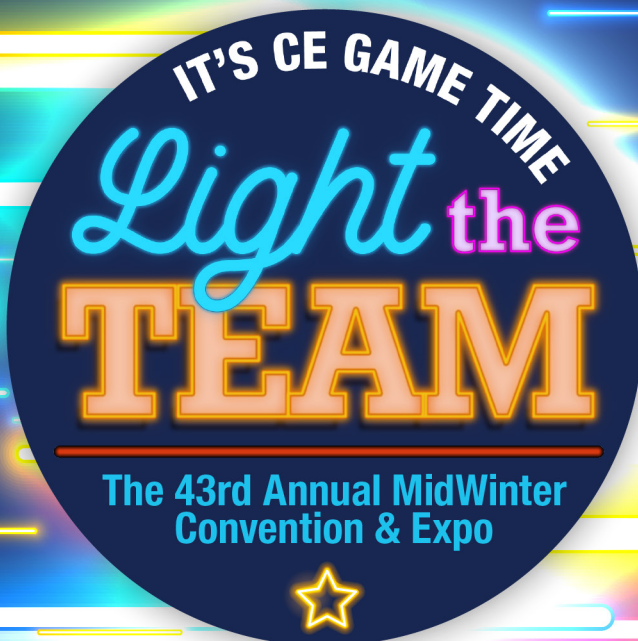
**Dentists Do Broadway** • Thursday • 7:30pm  
*SIX* at SAFE Credit Union Performing Arts Center

FEB  
8/9

**MidWinter Convention & Expo**  
Thursday/Friday • SAFE Credit Union Convention Center



View all CE courses  
online with this QR code.



Presented by



**FEBRUARY 8–9, 2024**  
SAFE CREDIT UNION CONVENTION CENTER

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Carl Hillendahl, DDS • *Editor-in-Chief*  
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 Karisa Yamamoto, DDS • Peter Yanni, DDS

## Editors Emeritus

James Musser, DDS  
 William Parker, DMD, MS, PhD  
 Bevan Richardson, DDS

## Awards

### International College of Dentists (ICD)

- 2022 • Humanitarian Service Award
- 2022 • Special Citation Award
- 2022 • Overall Newsletter, honorable mention
- 2021 • Platinum Pencil, *honorable mention*  
Outstanding use of graphics
- 2021 • Special Citation Award
- 2020 • Platinum Pencil
- 2020 • Golden Pen, *honorable mention*
- Article / series of articles of interest to the profession
- 2020 • Special Citation Award
- 2019 • Special Citation Award
- 2019 • Golden Pen, *honorable mention*
- 2018 • Humanitarian Service Award
- 2017 • Special Citation Award
- 2016 • Golden Pen, *honorable mention*
- 2015 • Special Citation Award
- 2014 • Outstanding Cover, *honorable mention*

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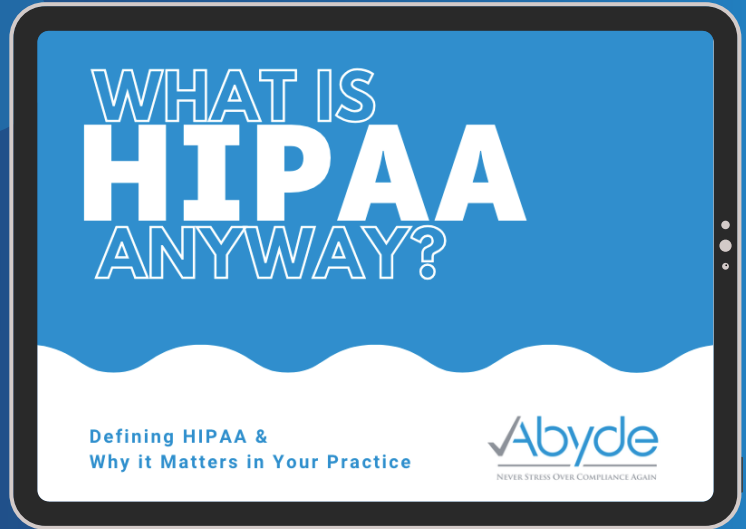


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# STRONGER TOGETHER

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*in 2024*



By **Ash Vasanthan, DDS, MS**  
2024 SDDS President

In the heart of the SDDS lies not just a group of professionals, but a dynamic and interconnected community dedicated to advancing the field of dental health. Our strength as a community is our ability to unite diverse talents and perspectives, creating a rich tapestry of knowledge and experience that benefits us all.

In this ever-changing landscape of private practice with practice collectives and DSOs (Dental Service Organizations) expanding in our area it is prudent to be connected and stay in the know. Whether it's adopting new digital dentistry tools or using data-driven approaches for patient care, our commitment to technology underscores our pursuit of excellence. As we move forward, let's not only adapt to these changes but also deepen our collaboration and engagement, nurturing a dynamic, innovative, and forward-thinking community.

The year 2024 heralds a season of renewed energy and enthusiasm. Kicking off with

our General Membership Meeting, we're set to offer an array of engaging events. Our MidWinter Convention & Expo, themed "Light the Team" has the potential to be the premier dental CE event of Northern California in light of "CDA presents" NOT happening this year in San Francisco. It's an ideal opportunity for team bonding, professional development, and connecting with a wide array of industry experts and vendors to enhance your offices.

My commitment as your President is to build upon the solid foundation laid by our predecessors and supported by our dedicated SDDS team. Our agenda is packed with diverse events and learning opportunities, from in-person CE sessions to social events, ensuring there's something for every member. Joining the SDDS family has been one of the most enriching experiences of my professional life. It's a community characterized by its caring, giving, and action-oriented members. I am excited to contribute to our collective journey, fostering

a future where our society not only grows in numbers but also in the impact we have on our community and the dental profession.

I want to emphasize my commitment to each one of you in our SDDS family. This year is not just another year on the calendar; it's a new chapter in our journey, filled with possibilities and opportunities for us to excel, both as individuals and as a united community. Together, we can achieve remarkable things and continue to elevate the standard of dental care.

Looking forward to a fantastic year ahead, filled with innovation, learning, and camaraderie. Thank you for entrusting me with the honor of leading us into this promising future.

*Ash Vasanthan.*

2024  
**Calendar**  
of  
**Events**

Get your CE units  
**THROUGH SDDS!**  
SEE PAGES 24-25 FOR PROGRAM



By **Cathy B. Levering**  
SDDS Executive Director

## We're "Lighting it Up!"

### Happy New Year!

We are so excited to kick off the new year with an amazing schedule packed with great CE, fun events, favorite Broadway musical shows for the summer, MidWinter Convention and so much more. Coming off a successful 2023 where we saw membership numbers and engagement the best they have ever been, we look forward to continuing our work to make SDDS the best component ever! Highlights of note:

### Membership

Our membership market share is at 82% and more and more dentists are moving to our Sacramento area. Our goal, always, is to find something for every member to be part of, including our retired members (350). Our CE courses, MW Convention and Business forums focus on dentists in all phases of their careers. We'll continue our award-winning "three-prong approach" where each program/event will integrate opportunities for members of all ages and perhaps connect members to their next career move. Not only do we want to integrate our new dentists into our community, but we try to connect everyone into our SDDS family.

### Engagement

In 2023, our engagement rate exceeded 82% (at this printing deadline). Engagement is how we measure the interest and participation of our members. We strive for something for everyone.

### Member Benefits

While there is all the "stuff" we offer, one of the best member benefits is connection and networking. Our general meetings are a great way to meet fellow dentists, see vendors and their products and services, learn about opportunities, possibly meet your next associate or a future partner in your practice. And then there's "the stuff"... SDDS HR Hotline, Salary surveys, Job Bank, fun events and the CE – including the upcoming MidWinter Convention!

### Leadership

This year the members serving on committees are more than ever (see the committee page in this issue of *the Nugget*). Thanks to all SDDS members who said "yes" and for showing interest. The committees are the heart of what we do: it's a training ground for future leaders as well as the way we shape our programs, member benefits and monitor the pulse of the membership.

So, we're excited to start January with a great General Meeting program – 10 on 10 on Endo! See you on January 9th. And then, we'll light it up at MidWinter Convention in February. Bring your team and we'll see you there!

### Happy New Year!

*Cathy*

## LEADERSHIP

President: Ash Vasanthan, DDS, MS  
President Elect/Treasurer: Nima Aflatooni, DDS  
Secretary: Jeffrey Sue, DDS  
SDDS BCR Rep: Volki Felahy, DDS  
Editor-in-Chief: Carl Hillendahl, DDS  
Executive Director: Cathy Levering

## EXECUTIVE COMMITTEE

Craig Alpha, DDS  
Andrea Cervantes, DDS  
Eric Grove, DDS  
Lisa Laptalo, DMD  
Michael Payne, DDS, MSD  
Kart Raghuraman, DDS  
Chirag Vaid, DDS  
Guest of the Board: Gaetan Tchamba, DDS

## BOARD OF DIRECTORS

CPR: Margaret Delmore, MD, DDS/ Brad Archibald, DDS  
Membership/Engagement: Jeffrey Delgadillo, DDS  
Nominating/Leadership Development:  
Lisa Dobak, DDS

## COMMITTEES STANDING

GMC Transition: Kevin Keating, DDS, MS  
Budget & Finance Advisory: Nima Aflatooni, DDS  
Bylaws Advisory: TBA  
CE Advisory: Theresa Worsham, DDS  
Strategic Planning Advisory:  
Nima Aflatooni, DDS/Volki Felahy, DDS

## TASK FORCES ADVISORY COMMITTEES

Foundation: Carl Hillendahl, DDS  
SacPAC: Gary Ackerman, DDS

## SPECIAL EVENTS OTHER

Cathy Levering | Executive Director  
Della Yee | Director of Operations  
Sofia Gutierrez | Foundation Projects/CPR  
Anne Rogerson | Office Manager  
Jessica Luther | Graphic Designer  
Katie Marshall | Administrative Assistant/Membership

## SDDS STAFF

*The Nugget* is an opinion and discussion magazine for SDDS membership. Opinions expressed by authors are their own, and not necessarily those of SDDS or *The Nugget* Editorial Board. SDDS reserves the right to edit all contributions for clarity and length, as well as reject any material submitted. *The Nugget* is published bimonthly by the SDDS, 2035 Hurley Way, Ste 200, Sacramento, CA 95825 (916) 446-1211. Acceptance of advertising in *The Nugget* in no way constitutes approval or endorsement by Sacramento District Dental Society of products or services advertised. SDDS reserves the right to reject any advertisement.

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## Meet Dr. Mohd Khalaf

- » Board Certified by the American Board of Orofacial Pain (ABOP)
- » Fellow of the American Academy of Orofacial Pain (AAOP)
- » Completed his training in Orofacial Pain at the Univ. of Kentucky and Oral Medicine/ Orofacial Pain from USC, Los Angeles.

- » Dr. Khalaf worked as an Asst. professor in oral medicine, and taught at postgrad program in orofacial pain & oral medicine at the Univ. of Kentucky. He is published in both fields.
- » Dr. Khalaf founded the Maxillofacial Pain & Oral Medicine Service in the Head and Neck Surgery department at Northern California Kaiser Permanente

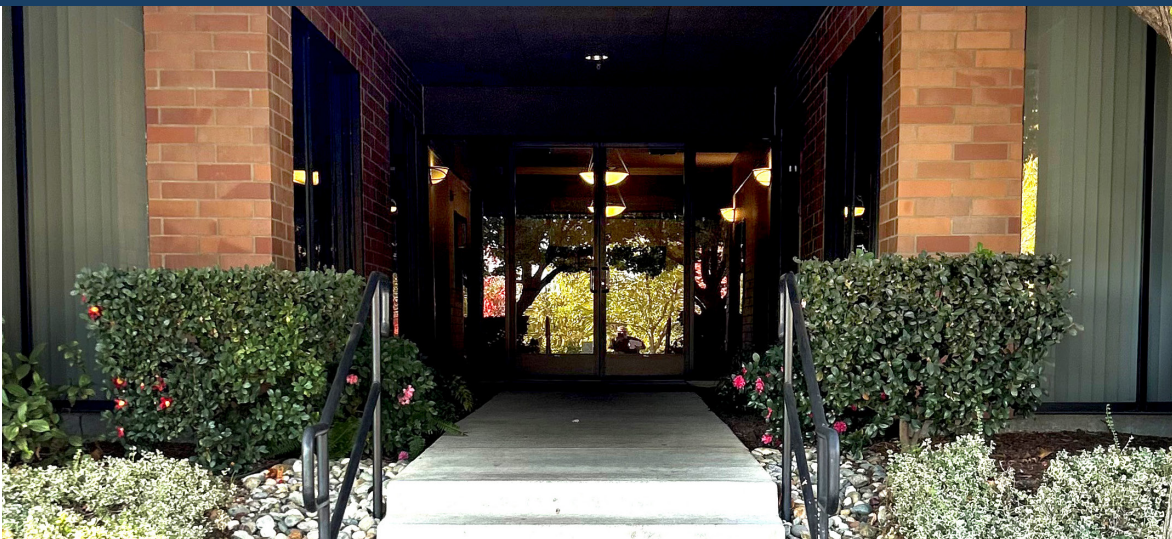


# THE HEAD PAIN CENTER

Mohd Khalaf DDS, Inc. | Orofacial Pain & Oral Medicine

## What is Orofacial Pain?

Orofacial Pain covers the diagnosis and management of pain conditions in the TMJ, mouth, face, head and neck regions.



### Conditions Covered:

- » Face pain
- » TMJ disorders
- » Headache Disorders
- » Masticatory & Cervical Myofascial pain
- » Cranio-Facial neuralgias
- » Burning mouth syndrome
- » Trigeminal Neuropathies
- » Post-surgical and post-traumatic face pain
- » Referred Otagias
- » Non-odontogenic tooth pains
- » Movement Disorders:
  - » Hemifacial spasm
  - » Oromandibular dystonias
  - » Dyskinesia

### Services Offered:

- » Diagnostics and Consultation services
- » Oral appliance therapy
- » Obstructive Sleep Apnea: Oral Appliances
- » Trigger point injections for Head & Neck myofascial pain
- » Trigeminal Nerve blocks
- » Botox Treatment: for Head and Neck pain conditions
- » Occipital Nerve blocks
- » Sphenopalatine blocks.
- » Coordinating Pain Psychology care and referrals



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THE  
**HEAD PAIN**  
CENTER

2520 Douglas Blvd,  
Suite 140  
Roseville, CA 95661

# SAVE THE DATE

## PRACTICE TRANSITION MASTERY:

*Guiding Your Practice Purchase and Sale*

*February 15, 2024 5-8pm*



**JoAnne Tanner, MBA**

- How to analyze the Delta Premier when buying a practice.
- Recommendations to implement today to maximize the value of your practice in the future.



**Keith Dunnagan, Esq.**

- How do I protect myself during a practice transition?
- What do I need to know about real estate transactions?
- What are the common legal pitfalls to avoid in a practice sale?



**Roy Fruehauf**

- Should I sell now, or wait another 2-3 years?
- If I would like to sell sooner – what should I do to prepare?
- Should I consider selling to a DSO?



**Shannon Blackmon, CFP®**

- What is the roadmap for buying a practice?
- How do my investments and practice sale figure into my retirement goals?



**Nick Gizzarelli CPFA™**

- How can I save money on taxes as a buyer or seller in the transition?
- How do I prepare myself for a tax-efficient retirement?

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Roseville, CA 95661

Refreshments and dinner will be served.



# YOU SHOULD KNOW

## 2024 DUES RENEWAL

Invoices have been emailed from CDA and will also be mailed; please watch for them in your inboxes/mailboxes. All members can go to the CDA website and sign up online to pay in full or split up monthly.

## ARE YOU A MEMBER OF THE SDDS FOUNDATION?

We hope that you will remember to CHECK OFF your SDDS FOUNDATION MEMBERSHIP when you pay your dues (and we'll delete your automatic invoice if you do) - thanks to 500 of our SDDS members who support the Foundation with a \$75 contribution each year. Our goal this year is 750 Foundation members. Or you can go here and just sign up and donate online now.

## 2024 SDDS CALENDAR OF EVENTS AVAILABLE NOW

The 2024 Calendar of Events is complete and is inserted in this issue of *the Nugget* and is on pages 24-25.

## CROWNS FOR KIDS JARS ALERT

SDDS received some calls last week reporting that there are some representatives from other companies (not our program) who are visiting dental offices and collecting jars for metal refining and they say it is going to our CFK/Smiles for Kids program. We hope that you will alert your front office and make sure they know about our program and that it supports Smiles for Kids. Please see the SCAM report below. Our program partner is only Star Refining.

## SICK LEAVE FOR 2024

*Reprinted with permission from California Employers Association (CEA-SDDS Vendor Member)*

Starting January 1, 2024, California employers of all sizes must provide a full week of mandatory sick leave each year, which is almost double the amount previously required. Yes, you read that right. Governor Newsom signed SB 616, which will increase the current annual amount of California paid sick leave from three days or 24 hours to five days or 40 hours (whichever is greater) for eligible employees. Employers have the option to provide this as a lump sum each year or use the accrual method of one hour for every 30 hours worked. For those who use the accrual method, be aware that the cap is increasing to 80 hours or 10 days (whichever is greater), however, you can still limit usage per year to five days or 40 hours. The legislature cited the end of COVID sick leave as a reason for the expansion of regular sick leave.

For employers who use the alternative accrual method of guaranteeing 24 hours of sick leave by the 120 calendar day of employment, they must now guarantee at least 40 hours of paid sick leave by the 200th calendar day of employment, and 40 hours per year, again subject to the 80-hour accrual cap.

We expect that many employers will consider switching to the lump sum method to avoid the hefty cap, as well as alter their vacation accrual policies to account for the additional sick leave. The HR Hotline is available to assist employers with their policy options and discuss the pros and cons of each type of plan to determine which makes the most sense for their practice.

## CSUS PREDENTAL CLUB NEEDS SPEAKERS, SHADOWS AND MENTORS. CONTACT THE SDDS OFFICE IF YOU CAN HELP

## CALIFORNIA DENTISTS HAVE A DOZEN NEW EMPLOYMENT LAWS TO COMPLY WITH IN 2024

*Reprinted with permission from CDA*

Dentists in California should expect to comply with a dozen new employment-related laws in 2024. Most of them will take effect Jan. 1, including an increase in allowable Paid Sick Leave and another that prohibits discrimination against employees who use cannabis off-duty and away from the job. Most of the new laws impact employers of every size. Read on for summaries of the new laws. CDA is developing and updating resources to help members comply by the effective dates.

Visit [www.cda.org/Home/News-and-Information/Newsroom/Article-Details/category/2023/california-dentists-have-a-dozen-new-employment-laws-to-comply-with-in-2024](http://www.cda.org/Home/News-and-Information/Newsroom/Article-Details/category/2023/california-dentists-have-a-dozen-new-employment-laws-to-comply-with-in-2024) for full details.

## UOP CLINIC NEWS

*Submitted by UOP*

We are happy to share that the International Dental Studies Program is expanding to Sacramento and we will launch our 1st Cohort of Sacramento students in July 2024. The University of the Pacific's Arthur A. Dugoni School of Dentistry will launch its 2025 application through ADEA CAAPID on Thursday, March 7, 2024. This year, the school's application will feature a question that allows applicants to indicate their preferred choice of campus, Sacramento's PHCC program or the Dugoni School of Dentistry in San Francisco. To learn more about the requirements and how to apply, please visit their website in late January 2024 for up-to-date information about the new application cycle.

**ARE YOU PLANNING TO RETIRE THIS YEAR? LET US KNOW AS SOON AS POSSIBLE**  
Email [sdds@sdds.org](mailto:sdds@sdds.org)/call (916) 446-1227

IT'S CE GAME TIME

# Light the TEAM

The 43rd Annual MidWinter  
Convention & Expo



By Todd C. Snyder,  
DDS, FAACD, FIADFE,  
ASDA, ABAD  
MidWinter Speaker

## THURSDAY

10:00am–12:00pm • 2 CEU, Core  
**Ultimate Veneers**  
*Sponsored by Bisco,  
Sponsored in part by Ultradent*

1:30pm–4:00pm • 2.5 CEU, Core  
**Smart Practices for  
Your Practice**  
*Sponsored by Bisco*

## *The Ultimate Smile Makeover:* **Exploring the Procedures and Benefits of Dental Veneers**

A dazzling smile is more than just a cosmetic asset; it is a reflection of one's confidence and well-being. It would seem that buzz social media has made this technique even more popular than ever before, and with that there are more questions and concerns by consumers as to how the procedure is performed. Not everyone is born with perfectly aligned, stain-free teeth. Dental imperfections, whether due to genetics, accidents, or lifestyle choices, can impact a person's self-esteem and overall quality of life. Fortunately, modern dentistry offers a transformative solution: dental veneers. These thin, custom-made shells can turn even the most imperfect smiles into works of art. There are numerous benefits to dental veneers as a non-invasive or minimally

invasive way to recreate the appearance or function of one tooth or a whole smile. This minimally invasive procedure that can entirely change one's appearance is why they are becoming increasingly popular among those seeking a radiant smile.

Since comprehensive cosmetic dentistry is not taught in dental schools such that many dentists are practicing on their patients with minimal to no formal training. Which creates a lot of fear, tension and self-doubt for dentists. Fortunately, there are continuing education courses both virtually online as well as live in person that are available to quickly and easily improve on one's knowledge and skillsets so that one can create confidence and reduce stresses.

One of the primary advantages of dental veneers is their ability to create a flawless and aesthetically pleasing smile with minimal alteration to the tooth structure. Veneers are made from various types of materials, such as porcelain, ceramic or composite resin, all of which can closely resemble natural tooth enamel. This allows them to blend seamlessly with existing teeth, providing a natural and harmonious appearance. Whether a patient has stained, chipped, crooked, or misaligned teeth, veneers can address these issues, giving your patients the confidence to smile freely.

One key benefit of dental veneers is that they often require minimal alteration to the natural teeth when performed correctly. In contrast to some other cosmetic dental procedures, like crowns, which necessitate substantial tooth reduction, veneers only require a small amount of enamel removal, and for some cases none at all. This means that the integrity and strength of the natural teeth are preserved while still achieving a stunning transformation. Better longevity is obtained also when adhering to enamel as opposed to dentin. There are many techniques and systems to show a patient the potential final outcome prior to ever working on the teeth. The implementation of systems, guides, photographs and excellent communication skills can all be easily learned and practiced such to make the process seamless and easy. However, in some cases where teeth are crowded and misaligned orthodontic procedures may be recommended first to minimize tooth reduction.

Learning how to deliver a product is only one aspect of the journey to helping a patient to obtain the Ultimate Smile. The process of doing more dental veneers has three critical components to become more successful. This trifecta of information starts with learning how to attract the right patient, then communicating with them in a manner that compels them to want to move forward through verbal communication, photographs, digital simulations and physical mockups on the patient. The third and last step is delivering the actual product itself. The process of getting dental veneers is relatively quick and efficient when implementing proven systems. It takes the guess work out of the procedure and the patient knows what they are getting as well. The days of frustration, fear and uncertainty are gone when it comes to wondering how you will

prepare the teeth, the final appearance and concerns over whether or not the patient will like the final product.

The workup phase is the most critical component to providing the ultimate smile for your patients. During the workup preparation designs are practiced on models, new tooth shapes are created out of wax, diagnostic jigs are created to aid in verifying tooth reduction, as well as the fabrication of provisional matrixes to simplify and speed up the delivery of temporary restorations that mimic the diagnostic wax up and final restoration shapes. The reason for this is that the workup allows for the patient, dentist and laboratory ceramist to communicate effectively so that there is no confusion or misunderstanding as to the final results the patient wants to achieve. In addition there are critical steps that have to be performed as well as acknowledgment along the way by the patient to create the ideal outcome. There are many different tools and modern materials that can simplify the process for the patient, dentist and laboratory technicians.

Dental veneers are a versatile solution for a wide range of dental imperfections. They can address issues such as:

- Discoloration and staining
- Chipped or cracked teeth
- Crooked or misaligned teeth
- Gaps between teeth
- Irregularly shaped teeth
- Altering occlusion
- Creating function

This versatility makes veneers an attractive option for individuals looking to correct multiple cosmetic concerns in one treatment.

The dental veneer process typically involves just a few appointments. During the initial consultation there are a lot of ways to present options and possibilities to help patients with making informed decisions and gain confidence with moving forward with treatment. Critical records, impressions, photos and a facebow can be taken potentially at this appointment. The subsequent appointments involve the preparation of the teeth and a fast simple way to create temporaries for the teeth. The third appointment once the custom veneers have been created, are then tried in cleaned and carefully bonded onto the teeth. In a matter

of just a few weeks, you can complete a smile makeover for your patients.

Many people struggle with tooth discoloration due to factors like coffee, tea, wine, tobacco, or simply the natural aging process. Unlike natural teeth, which can become stained over time, dental veneers are more resistant to staining. Porcelain veneers, in particular, are known for their ability to maintain their luster and color, ensuring that one's smile remains radiant for years to come.

With proper placement, care and maintenance, dental veneers can provide long-lasting results. Porcelain veneers, in particular, are known for their durability and resistance to wear and tear. They can last anywhere from 10 to 30 years or more, making them a wise investment for many patients.

The obvious key to creating longevity for any dental procedure is understanding how to integrate the veneers into the existing occlusion or modifying the occlusion to create more favorable results, while at the same time implementing adhesive protocols correctly so as to avoid adhesive technique issues that may cause failure or debonding of a restoration. Understanding how to etch, silanate, decontaminate, bond, seat and cure a restoration can be more challenging and involved than one might think. However, when proper protocols and systems are performed even the most challenging tasks can be easy.

Dental veneers are a remarkable innovation in the field of cosmetic dentistry, offering a host of benefits that can transform not only your patient's smile but also their overall quality of life. With their natural appearance, stain resistance, and minimal alteration of natural teeth, veneers provide a lasting solution to various dental imperfections. The quick and efficient process, coupled with their long-lasting results, makes them a great investment. If you've been longing to have more confidence and a proven system to restore more teeth and smiles in your practice then be sure to show up for the Ultimate Veneers course where we will cover each step, tool and material to help you achieve the Ultimate Smile with the Ultimate Veneers. ■



By Sara Baker; SD Reliance  
MidWinter Speaker

## FRIDAY

7:30am–9:00am • 1.5 CEU, Core

**Show Me the Money:  
Everything You Don't Know  
About Effective Collections**

1:30pm–3:30pm • 2 CEU, Core

**Coding with Confidence:  
A Discussion About Coding,  
Billing and Successful  
Insurance Processes**

# Beyond the Benefits: Prioritizing Patients in Dental Collections

In the realm of healthcare, especially within dental practices, effective collections processes are often overlooked or undervalued. However, a clear and consistent collections process is the cornerstone of a successful dental office. It begins long before the patient sets foot in the clinic, encompassing transparent communication about financial responsibilities, in-network status, and realistic expectations. This article delves into the significance of creating and implementing a robust collections process that centers on patient-centric care.

## 1. Pre-Visit Clarity: Setting the Foundation

The collections process doesn't start when the patient is in the dental chair; it begins the moment they consider scheduling an appointment. Providing clear information about potential financial responsibilities, including co-pays and out-of-pocket expenses, establishes trust and transparency from the outset. Patients appreciate knowing what to expect, which ultimately leads to a more positive experience.

Furthermore, being knowledgeable and explicit about in or out-of-network status helps prevent misunderstandings that could lead to billing disputes later on. When patients feel confident that the practice values and even anticipates their financial concerns, it fosters a stronger patient-provider relationship.

## 2. Prioritizing Patient-Centered Care Over Insurance Considerations

While understanding insurance benefits and coverage is essential, it should never overshadow the patient's needs. Diagnoses and treatment planning should be driven

by what is best for the patient's oral health, rather than what insurance will cover. A treatment-driven approach should be the motivating factor behind every move we make in a dental practice; it not only leads to better clinical outcomes and case acceptance but also develops trust and loyalty.

Allowing treatment-driven treatment planning to lead the conversation (and not just on "what your insurance will cover") demonstrates a commitment to their long-term health, which in turn will lead to positive experiences, increased patient retention and positive word-of-mouth referrals.

## 3. Avoiding the Pitfalls of Overemphasis on Metrics

In any business setting, numbers and reports are crucial in evaluating performance and setting goals. However, it's vital not to become so solely focused on production metrics and deposit slips that the actual patient's experience is compromised. While new patient acquisition and revenue targets are undoubtedly important, they should never overshadow the core principle of providing quality, necessary care.

A balanced approach, where financial goals are met through transparent communication and exceptional patient care, is key to sustainable growth and success in a dental practice.

## 4. Consistency is King: Communication and Transparency Across the Board

A collections process is only effective when it is consistently understood throughout the entire office. This means that every member of the team, from front desk staff to dental assistants to the providers themselves, should be well-versed in the

process and communicate it clearly to patients at all stages of treatment planning. Always: patients and treatment-driven approaches first. Benefits are a part of the treatment planning conversation, but not the conversation!

Consistency builds trust and reinforces the message that the practice is committed to providing quality care, both clinically and administratively. When patients receive the same level of professionalism and transparency at every interaction, they are more likely to feel confident and secure in their decision to seek treatment at your particular dental office.

### 5. Empowering Patients through Education

An informed patient is an empowered patient. Providing educational resources about oral health, treatment options, and financial responsibilities helps patients make well-informed decisions about their care. This not only strengthens the patient-provider relationship but also reduces the likelihood of surprises or disputes related to billing.

### Conclusion

In conclusion, a clear and consistent collections process is the backbone of a

successful dental practice. It begins with pre-visit transparency, extends through patient-centered care, and relies on balanced attention to metrics. Most importantly, it thrives on consistent communication and transparency across the entire organization. By placing the patient and a treatment-driven approach at the core of every interaction, dental offices can build trust, loyalty, and a thriving practice that benefits patients and providers alike. ■

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By **Greg Campbell, DDS**  
MidWinter Speaker

## FRIDAY

1:30pm–4:00pm • 2.5 CEU, Core  
**Advanced Adhesion, Minimally Invasive Posterior Restorations**  
*Sponsored by Kuraray Noritake Dental*

# Learn, Unlearn, Relearn. LET'S BOND

## CLINICAL TIPS FOR MODERN ADHESIVES

In the last 30 years there has been an absolute abundance of sophisticated research on Adhesion Dentistry. Major improvements in material science, research and clinical techniques in relation to minimally invasive adhesion dentistry. Important milestones have been reached, dentin bonds can now be as strong as enamel bonds and even as strong as the DEJ, when used with certain clinical techniques. Clinicians may now resin coat dentin and insulate the pulp even with minimal tooth structure remaining.

Bonding agents and your bonding procedure is the most important part of what you do as a restorative dentist. This is one area where you must have sound understanding and a great technique. We will go through some clinical tips on how to use your bonding agents properly and discuss the newer Universal (8th Generation) adhesives and proper usage of the “Gold Standard Adhesives (6th Generation).” Immediate Dentin Sealing and Resin Coating protects the dentin, increases the bond strength and reduces post operative root canal therapy.

Not all materials perform in clinical studies as they do in bench tests so it's imperative the clinician understand best practices when using the proper materials for their patients.

### Your Bonding technique determines:

1. The post operative complications, or not of the tooth.
2. The life of the tooth.
3. How well the tooth is sealed.
4. If the restoration will leak?
5. If Root Canal Therapy is prematurely needed. Will it lead to Root Canal Therapy?
6. Early loss of tooth and replacement with a Bridge or Implant?

Universal Adhesives and the focus of the nuisances of using them.

Universal Bonding agents currently have a 50 percent market share in the USA.

Today's Universals all incorporate chemistry developed back in the 1980's by Kuraray and their MDP monomer. The clinician should not treat all Universal Adhesives in the same manner, nor should they treat the 6th Generation Adhesives the same way. There are different protocols one should follow to achieve bonding and long-term clinical success. Some material work better with a Total-etch technique while others perform better with Self-etch/Selective-etch. Using incorrect methods will result in decreased bond strengths and higher micro-leakage. Improper protocol also results in post operative complications such as temperature sensitivity, pain to bite and fillings falling out (early debonding).

### How to maximize your bonds and how they are different:

1. Categories of Universals are based on pH. Strongly acidic, Intermediate, mildly acidic and ultra-Mild
2. Demineralization of the tooth based on the pH and how it affects bonding strengths.
3. Application Time. Hydrophilic vs Hydrophobic and the effect on the dentinal tubules
4. Air-drying: Drying time has a profound impact on bond strengths
5. Application of an initial flowable composite prior to placing your preferred composite. Protection layer and allows bond to continue to develop, mature.

Immediate Dentin Sealing (coined by Pascal Mange), and Resin Coating (coined by Tagami Tokyo Medical University) are the most important advancements in Adhesive dentistry in the past 28 years.

Please come join me at the Sacramento MidWinter Meeting February 9th, 2024.

The above topics, as well as some of the most important long-term clinical research will be presented, discussed and reviewed in the presentation. The most important proven

adhesive techniques will be presented that can provide predictable outcomes daily in your practice. Immediate Dentin Sealing and Resin Coating will all be reviewed, discussed, and demonstrated. Here are the Learning Objectives:

**Important Learning Objectives:**

- What is dentin and how does it react with your adhesives & composites?

- Which layering techniques produce the highest bond strengths.
- What not to do when dentin bonding.
- What is Immediate Dentin Sealing & Resin Coating & how they affect tooth structure and the pulp.
- How to prepare dentition for minimally invasive restorations for both anterior & posterior teeth.

- What do long-term clinicals tell us and how we can learn from them?
- The history of dentin bonding & what has worked clinically.
- Why you should Bond your indirect restorations. ■

## Exhibitor Listings for the MidWinter Expo Hall

- **Abyde (Booth 506)**  
*HIPAA & OSHA Compliance Software*
- **Access Dental Plan (Booth 301)**  
*California Medicaid, commercial dental insurance*
- **Adams Dental Consulting (Booth 319)**  
*Consulting and remote insurance billing*
- **Analgesic Services Inc. (Booth 117)**  
*Full-service medical gas provider*
- **Bank of America Practice Solutions (Booth 108)**  
*Dental start-up, acquisition, real estate, refinace and project financing*
- **Benco Dental (Booth 100)**  
*Dental distributor*
- **BISCO (Booth 400)**  
*Restorative materials*
- **BPE Law Group (Booth 112)**  
*Law - Dental, Business, Real Estate*
- **Brasseler USA (Booth 300)**  
*Restorative and endodontic procedural systems*
- **California Northstate University (Booth 401)**  
*Bachelor's and Graduate Health Programs (DMD, MD, MHA and more!)*
- **Carestream Dental (Booth 404)**  
*CBCT, DPMS, Sensors*
- **Coltene/SciCan Ltd. (Booth 222)**  
*SciCan, your infection control specialist*
- **Columbia Healthcare Banking, A Division of Umpqua Bank (Booth 216)**  
*Dental practice/real estate lending*
- **Comcast Business (Booth 107)**  
*Reliable internet, technology, cybersecurity, mobile, cloud apps and more*
- **DDSMATCH (Booth 507)**  
*Practice sales, DSO sales, Associate Placement*
- **Dental Intelligence (Booth 203)**  
*Only end-to-end practice performance solution*
- **DentaQuest - a Sun Life company (Booth 217)**  
*Dental benefits administration*
- **Dentsply Sirona (Booth 321/323)**  
*Global dental manufacturer consumables/equipment*
- **Desco Dental Equipment (Booth 317)**  
*Equipment sales, service, repair, installation*
- **Enova Illumination (Booth 105)**  
*Loupes, headlamps, microscopes, and cameras*
- **The FADE Institute (Booth 501)**  
*Educational services*
- **Fine Line Interiors & Upholstery (Booth 502)**  
*sustainable and eco-friendly upholstery*
- **First U.S. Community Credit Union (Booth 114)**  
*Commercial and SBA loans*
- **GC America (Booth 406)**  
*Consumable dental materials*
- **GentleWave (Booth 103)**  
*Minimally invasive root canal alternative*
- **Haleon (Booth 205)**  
*Makers of Sensodyne, Pronamel, Parodontax, Poligrip and Polident*
- **Health Net Dental (Booth 417)**  
*Dental manage care plan*
- **Henry Schein (Booth 304)**  
*Dental and medical product distribution*
- **Henry Schein One (Booth 302)**  
*Software solutions to improve practice management*
- **Hero Loupes (Booth 202)**  
*Dental loupes and lights*
- **Integrity Practice Sales (Booth 517)**  
*Practice Sales*
- **Jazz Imaging (Booth 220)**  
*Lifetime warranty x-ray sensors*
- **Kettenbach (Booth 223)**  
*Impression, resin materials, fluoride*
- **Kids Care Dental (Booth 418)**  
*Pediatric dental, orthodontic and oral surgery care for kids/teens*
- **Kuraray Noritake, Inc. (Booth 207)**  
*Restorative dental products*
- **Liberty Dental Plan (Booth 405/407)**  
*Dental benefits administrator*
- **LumaDent Inc. (Booth 505)**  
*Sell custom loupes and lights*
- **Meds 2U Pharmacy (Booth 402)**  
*Emergency dental kits*
- **MGE: Management Experts, Inc. (Booth 504)**  
*Practice management*
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*Provides IT services for dental specialty practices*
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- **NSK America Corp. (Booth 219)**  
*Dental handpieces*
- **Olson Construction, Inc. (Booth 516)**  
*Dental-specific general contractor*
- **Orascope (Booth 421)**  
*Loupes and lights*
- **Pacific Dental Services (Booth 102)**  
*Dental health organization*
- **Patterson Dental (Booth 206)**  
*Local dental dealer offering equipment, tech service and merchandise*
- **Philips Sonicare and Zoom Whitening (Booth 116)**  
*Sonicare toothbrushes to whitening systems*
- **Procter & Gamble - Crest & Oral B (Booth 518)**  
*Oral hygiene dental products*
- **Professional Practice Sales of the Great West (Booth 307)**  
*PPS sells dental practices*
- **Provide (Booth 303)**  
*Medical/dental lending*
- **Q-Optics (Booth 403)**  
*Loupes, LED headlamps*
- **Quality Crowns Dental Lab (Booth 509)**  
*Full-service dental lab*
- **Ray America Inc. (Booth 118)**  
*Dental digital equipment and software provider*
- **Resource Staffing Group (Booth 201)**  
*We provide dental staffing solutions*
- **Rood & Dinis, LLP (Booth 520)**  
*Certified public accounting firm*
- **SD Reliance Management Inc. (Booth 513/515)**  
*Dental IT and billing*
- **Shofu Dental Corporation (Booth 218)**  
*Abrasives, cameras, preventatives, restoratives*
- **Snap On Optics (Booth 521)**  
*LED headlamps and loupes*
- **Solmetex (Booth 101)**  
*Dental water safety solutions*
- **Star Dental Refining (Booth 511)**  
*Dental refining services*
- **Straumann (Booth 519)**  
*Implant, restorative, and digital products and services*
- **Supply Doc Inc. (Booth 500)**  
*Dental supplies and equipment*
- **Swiss Monkey (Booth 200)**  
*On-site/off-site staffing*
- **TDIC Insurance Solutions (Booth 416)**  
*Insurance services for dentists*
- **The California Dental Extended Functions Association (Cal-DEFA) (Booth 318)**  
*Professional association providing support services and education opportunities for the EF community*
- **Thomas Doll (Booth 204)**  
*Dental CPAs and financial services*
- **Trek Financial (Booth 119)**  
*Income protection, income replacement, employee retention*
- **Ultradent (Booth 104)**  
*Whiting, curing lights, restorative materials*
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*Full-service business banking*
- **Vakker Dental Inc. (Booth 419)**  
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*Evidence-driven advice to design, build & protect your financial future*
- **VOCO America, Inc. (Booth 420)**  
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- **Weave (Booth 306)**  
*Patient communication platform*



By Ann-Marie DePalma,  
CDA, RDH, MEd, CDIPC,  
FADIA, FAADH, FADHA  
MidWinter Speaker

## THURSDAY

10:00am–12:00pm • 2 CEU, Core  
**Investigating Cyber and the  
New Frontier in Dentistry AI**  
*Sponsored by Henry Schein One*

# CYBER/AI

Every day we hear of another hack event, whether personal information has been compromised or some company has had its information stolen. Home grown or international hackers, it doesn't matter. There is always a new one on the horizon, a sort of whack-a-mole. Many hackers are targeting healthcare organizations since they know that there is a vast amount of information stored in the healthcare systems of large and small organizations. Dentistry is no exception. Even the American Dental Association in 2022 was hacked, along with several DSOs in the past year. There is no way to absolutely prevent an attack, but understanding how to protect your practice, patients and yourself is of vital importance.

Often hackers gain access to the practice management system (PMS) thorough human error. Someone in the office clicks on something that allows the hacker to gain entry. Often when team members are asked what does the office do for backup or protection, the "crickets" are heard or the answer, "our IT handles it." Neither answer is the correct one to protect the valuable information stored in the PMS. Team members don't need to understand the intricacies of the protection, but rather the basics and how what they do can affect the practice and patients. Understanding the PMS software and how it works, not just surviving in the day-to-day operations by having constant upgrades and retraining, are also important in the overall protection. Do team members, dentists/owners know whether the backups are being done only on a certain set of files or the entire system. What is the restoration speed and are validation tests run regularly? These and a number of other questions need to be asked of both the IT and cybersecurity companies that practices utilize. Patients are moderately to extremely concerned about their PHI being seen by the wrong entities. Protection is your best defense.

With the advent of artificial intelligence (AI) into dentistry, ranging from products that can read radiographs, to understanding the verbal cues in phone calls, to utilizing AI for periodontal and restorative charting, to creating smile makeovers and detecting tooth cracks, artificial intelligence is here to stay. AI is not something "new", it has been around since the 1950s but only recently has the computing power, algorithms and data been sufficient enough to allow for its potential to be envisioned in dentistry. Yet, using AI can create concerns for the practice. Patients believe technology over the person but the dental professional has the ultimate responsibility to provide the appropriate care and treatment. AI offers an additional tool in the diagnostic and treatment planning process that will enable the practice to gain greater patient case acceptance while maintaining the important patient relationship. AI will elevate patient care and treatment outcomes to bring about better overall systemic health and personalized medicine/dentistry while improving practice productivity and profitability.

Understanding cybersecurity basics for ALL team members is the first focus of the "Investigating Cyber and the New Frontier in Dentistry: AI" on Thursday, February 8, 2024 at the Midwinter Convention and Expo. After reviewing various aspects of cybersecurity, we will delve into the history of artificial intelligence, the different types of AI and how it is being used in dentistry. Learn about both protecting your practice while engaging in new technologies. Hope to see you there! ■



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By Brian DesRoches, MHA,  
MSC, MBA, Ph.D., LMFT  
MidWinter Speaker

## FRIDAY

10:30am–12:30pm • 2 CEU, 20%

**Respect, Reciprocity and  
Responsibility - The Three R's  
of Transformational Listening**

1:30pm–3:30pm • 2 CEU, 20%

**The 6 Dimensions of Patient  
Communication**

# Respect, Reciprocity and Responsibility

## *The Three Rs of Transformational Listening*

When was the last time you felt heard by someone? Actually, more than just heard, but really felt listened to. It is an experience of emotional safeness and a feeling that not only what you had to say was important, but that you were important, that you mattered to the person listening to you. It is an experience of feeling both safe and significant. It is most likely what you want for your family, friends, team members, patients, and colleagues as you interact with and listen to them.

If you and I had a conversation about the essential skills and challenges of listening, we might refer to active listening and a set of listening dos and don'ts that have been popular for decades. Despite all the things we know about being better listeners, we also know that active listening is difficult. Are the skills ineffective? No. When they work, they work very well! I also don't think it is a lack of motivation. So, what is it that makes these skills so challenging to apply?

That is where transformational listening comes in. Transformational listening updates active listening skills with information from 21st-century neuroscience and neurophysiology. It is based on three essential elements of human communication and relationships: respect, reciprocity, and responsibility.

We are all familiar with perception, the process by which we become aware of something through the five senses. Few of us, however, know about neuroception. It is the neurophysiological process by which our nervous system determines, with no conscious awareness on our part, whether a situation or person is safe or threatening.

If the nervous system senses something threatening, it shifts into protective mode, impairing the ability to listen. Fortunately, there are skills that enable us to manage this natural process and its negative influence on our listening capacities.

A second dynamic we need to consider in our desire to be better listeners is the brain's search-for-meaning process. It accounts for most of the don'ts associated with active listening. Like neuroception, you cannot stop it from happening. But there is a skill you can employ that will reduce its distracting influence on you so you can be more attentive as an active listener.

So, what do neuroception and the brain's search-for-meaning process have to do with respect, reciprocity, and responsibility, the three Rs of Transformational Listening? The next three paragraphs briefly explore this topic.

The word respect has its origins in Latin and refers to the act of looking again. As part of your brain's survival-biased search-for-meaning process, it naturally makes judgments and creates distractions. The principle of respect tells us to respect this evolutionary bias, recognize our judgments and distractions, and be willing to look (i.e., listen) again for what the speaker is communicating. There is a specific skill you can use to practice respect for the speaker, for yourself, and for your brain.

The second R of Transformative Listening is Reciprocity, a word with Latin origins that refers to something given in return. The primary focus of active listening has been on what the listener has to do to create a positive experience for the speaker. But what

about the experience of the listener? After all, listening is a reciprocal process of giving and receiving. The new neuroscience tells us that the experience of the listener is equally, if not more important, than that of the speaker. But, as the listener, it is one you have to create for yourself. There are two skills that will enable you to not only create a positive experience for yourself but also generate emotional safeness within the speaker.

The third R is Responsibility. It is interesting that its Latin origins mean to respond to something and isn't listening just that, a process of responding to something? Thus, there is a difference between feeling responsible for the speaker and being responsible to the speaker. All emotions are contagious, especially negative emotions. Feeling responsible for fixing the speaker's negative emotional state will drive behaviors

such as giving advice or telling your own story. Transformational Listening focuses on the responsibility of the listener to be attentive to the speaker as he or she discovers something about themselves. At a minimum, you are facilitating a person's experience of his or her own significance to you, while you simultaneously experience your own significance. ■

## Exhibitor SHOW SPECIALS

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Booth #202

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### Kuraray Noritake Dental

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### Rood & Dinis CPAs

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Booth #218

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Booth #416

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Booth #104

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### Vakker Dental Inc.

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### Weave

Booth #306

Come by the Weave booth for our exclusive Weave activation offer:

- \$1000 off Weave implementation
- Free hardware up to 5 phones



By Brian DesRoches, MHA,  
MSC, MBA, Ph.D., LMFT  
MidWinter Speaker

## FRIDAY

10:30am–12:30pm • 2 CEU, 20%

**Respect, Reciprocity and  
Responsibility - The Three R's  
of Transformational Listening**

1:30pm–3:30pm • 2 CEU, 20%

**The 6 Dimensions of Patient  
Communication**

# Optimizing the 6 Skill Sets of Patient Communication

Helping patients benefit from the clinical advances of 21st-century dentistry is a complex communication process. It is also essential to a thriving practice. Perhaps this is what Robert F. Barkley, DDS, one of the pioneers in Preventative Dentistry was referring to in his 1972 book, *Successful Preventive Dental Practices*: “It follows that dentists who, for the most part, avoid explanations in favor of helping patients to think clearly are more likely to influence their behavior.” His recommendation is as important today as it was four decades ago. But it’s not that easy.

However, the effectiveness of the patient communication process can be greatly enhanced with the introduction of innovative interpersonal skills emerging from research in interpersonal neurobiology, neuroscience, and neurophysiology. At the heart of this enhanced effectiveness is the recognition of a process called emotional influence. The word influence has taken on many meanings in recent times, some of which are negative. The word comes from Old French and originally referred to ‘an energy flowing from the stars that acted upon the character and destiny of people.’ Emotional influence refers to the invisible process in which emotions flow from one person to another within fields of interaction. It is inherent in all human relationships and interactions.

What does helping patients to think mean? The word itself has its origins in Old English and refers to ‘conceiving in one’s mind’. How do you help patients conceive in their minds the benefits that 21st-century dentistry offers? It is more than showing them pictures. It is helping them conceive desired outcomes on the theater screen of their minds. The triad of effective communication and the permission

question are two of the most effective skills to support you in doing this. These skills are integrated into the six skill sets of patient communication.

The bottom line is that all human interactions happen within fields of emotional influence. Within the field of patient interaction, there are six skill sets that can optimize your ability to help patients think clearly and positively influence their behavior. These six skill sets are:

- Engaging - the skill of attracting and maintaining a patient’s attention.
- Relating - the skill of connecting.
- Listening - the skill of paying attention to the patient’s communications.
- Directing - the skill of clearly stating what the patient needs to do.
- Informing - the skill of educating and instructing.
- Guiding - the skill of showing the patient the way to benefit from 21st-century dentistry.

This presentation will highlight the essence of each skill so that you can apply them for the benefit of the patients you serve. While the primary focus of these skills is their applicability in patient relationships, they are also beneficial in other relationships in which you want to have a positive influence. ■



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Glucose	✓	✓	✓	Glucose	\$5.99
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Nitroglycerine Tablets	✓	✓	✓	Nitroglycerine Tablets	\$29.99
Aspirin Tablets	✓	✓	✓	Aspirin Tablets	\$5.99
Syringes	✓	✓	✓	Syringes	No Charge
CPR Shield	✓	✓	✓	Naloxone	\$99.99
Epinephrine Vial	✓ (2)	✓ (1)	+ \$29.99	Epinephrine Vial	\$29.99
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Prices as of today's date



By Lisa Greer  
and Matthew Nelson;  
CDA Practice Support  
MidWinter Speakers

## THURSDAY

2:00pm–4:00pm • 2 CEU, 20%

### To Contract or Not to Contract? Working with Dental Benefit Contracts

## To Contract or Not to Contract

Often when a dentist considers contracting with a new dental benefit plan, the first item they are compelled to review is the proposed plan fee schedule for the procedures provided most frequently in the office. While reimbursement is a factor, there are several other considerations to evaluate prior to contracting with a dental plan. We recommend looking at the entire contract, including the provider handbook, payment policies and procedures along with a complete evaluation of how the plan contract may or may not support your practice goals.

CDA offers exclusive member dentist content to support however a dentist chooses to practice, but when it comes to determining if you should or should not contract with a plan we recommend utilizing the Evaluating Dental Benefit Plans Checklist. The checklist outlines multiple points to consider prior to joining or exiting a dental plan contract, such as the current practice model and the desired vision of the practice. Will contracting with the plan provide greater access to patients, and if so, does the current office set up have the space to accommodate those patients? Are the current staffing levels adequate to serve those patients?

Additional considerations are the current office demographics and large employers in the area. Review the largest employer groups by county on the California Employment Development Department (EDD) website to determine their proximity to the office and if it might be beneficial to contract with the plans provided to their employees. Review labor market statistics, also available on the EDD website, to determine several factors including average family size, average median income and so much more.

A crucial step is to review the payment policies, participation rules and the limitations of the plan contract. Are these rules that you can

live with? Bundling, inclusive procedures and least expensive alternative treatment (LEAT) clauses are all common elements built into the plan's processing guidelines and will determine what and when procedures may be reimbursed. It is important to understand the financial impact those rules will have. Will the increased influx of patients to your practice help offset the cost of these adjustments?

If one is currently considering leaving a dental plan network, evaluate the numbers. What percentage of your current patient base is enrolled with that plan? What percentage of new patients are referred by that plan? Compare the percentage of new patients coming in with the plan. Is the patient base that utilizes that plan growing as a result of plan participation? If the choice is made to leave the plan network, what can be done proactively to retain patients and maintain the current staffing level? Prior to proceeding with a plan network exit, review CDA's resource titled What You Need to Know About Dropping Dental Plan Contracts. It offers an evaluative process to support an informed, fact-based decision rather than an emotional reaction.

In closing, although the proposed plan fee schedule is a critical component when deciding whether or not to contract with a dental plan - demographics, the plan payment policies and how the contractual status will impact your patient base are key to deciding whether that contract will build on the practice's success and long-term sustainability. Know that CDA is here to support you through expert guidance, online education and more. Visit [cda.org](http://cda.org) to access the resources shared above and more. ■

# Soft Tissue Growths for General Dentists

## Review of Foundational Knowledge from Oral Pathology

There is a plethora of different types of pathology affecting the soft tissues of the orofacial region. It can be challenging for dentists to determine the behavior based on the clinical appearance of these growths. While some soft tissue pathologies are rare, there are others which are quite common. A lack of awareness of soft tissue growths can lead to dire consequences. Knowing the etiology of existing pathology aids in determining their behavior and helps clinicians with decision making regarding treatment and/or referral options.

Soft tissue conditions can fall into several categories, with reactive lesions being the most common type of pathology in the oral cavity. Inflammatory and infections processes can appear small and mimic reactive disease, however they can display aggressive behavior impersonating neoplastic lesions.

Neoplastic lesions can be benign or malignant in nature. While some benign tumors exhibit indolent behavior, others are locally aggressive. Lastly, malignant tumors can be primary neoplasms arising from

the oral tissues or those which metastasize from distant locations. Pathologies that are more aggressive or malignant in nature respond better to early intervention, so timely recognition is key. Dentists also play a significant role in post-operative care and surveillance for recurrence of neoplastic processes.

The goal of this course is to discuss the etiology and behavior of some of the most common, and a few of the least common growths found in the oral cavity. Having a foundation in this area can help dentists with patient education. Patients often lack an understanding of the pathology which can occur in the mouth. The ability to arm your patients with this education can help them become more aware of what is happening in their mouth and can be a lifesaving as well. This presentation will assist with guiding general dentists with the tools to recognize abnormalities, how to proceed with patient care, referrals, and suggestions for post operative care. ■



By **Rashidah Wiley, DDS**  
MidWinter Speaker

### THURSDAY

1:45pm–3:45pm • 2 CEU, Core

#### Soft Tissue Growths for General Dentists

Sponsored by California Northstate University

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- Weave

# January - December 2024 CALENDAR OF EVENTS

## January

- 9 GM: 10 on 10 – Getting Down to the Root of Endodontic Problems and Treatment**  
John (JC) Fat, DDS, MS; Jeffrey Janian, DDS; Paul A. Johnson, DDS;  
Inderpal Sappal, DDS, MSD and Katherine Shi, DMD  
Tuesday • 5:45–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85
- 25 2024 Labor Law Update**  
Mari Bradford; California Employers Assoc. (CEA) - VM  
Thursday • 12–1pm • Webinar • 1 CEU, 20% • \$75
- 26 CPR – AHA BLS Blended Learning Skills Testing, 3 Time Sessions**  
Friday • 8–8:45am, 9–9:45am, 10–10:45am  
SDDS Classroom • 3 CEU, Core • \$90 total



## March

- 12 GM: Understanding Immediate Load Full Arch Prostheses: From Tried and True to Emerging Technologies**  
Quincy Gibbs, DDS, FACP, DABP  
Tuesday • 5:45–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85
- 21 Ridge Preservation and Augmentation of Comprised Sites for Implant Site Development (Lecture)**  
Tamir Wardany, DDS, DABOI; Sponsored by Geistlich Biomaterials  
Thursday • 5:30–8:30pm • Webinar • 3 CEU, Core • \$95
- 22 Ridge Preservation and Augmentation of Comprised Sites for Implant Site Development (Hands-on course)**  
Tamir Wardany, DDS, DABOI; Sponsored by Geistlich Biomaterials  
Friday • 8:30–12:00pm • SDDS Classroom • 3.5 CEU, Core • \$495
- 27 OSHA Refresher**  
LaDonna Drury-Klein, RDA, BS; The FADE Institute - VM  
Wednesday • 11:30am–12:30pm • Webinar • 1 CEU, Core • \$75

## April

- 9 GM: It's New, But Is It Any Better? An Update on Local Anesthesia**  
Alan W. Budenz, MS, DDS, MBA  
Tuesday • 5:45pm–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85
- 17 CPR–AHA BLS Blended Learning Skills Testing, 3 Time Sessions**  
Wednesday • 6–6:45pm, 7–7:45pm, 8–8:45pm  
SDDS Classroom • 3 CEU, Core • \$90 total

- 24 Proactive Practice Planning Workshop**  
Bank of America and BPE Law Group - VM  
Wednesday • 6:30–8:30pm • SDDS Classroom • No CE • \$75
- 26 A Multi-Disciplinary Approach to Aesthetics**  
Michael Miyasaki, DDS  
Friday • 8:30am–12:30pm • SDDS Classroom • 4 CEU, Core • \$199

## May

- 3 Infection Control and California Dental Practice Act**  
Lisa Saiia, RDA  
Friday • 8:30am–12:30pm • SDDS Classroom • 4 CEU, Core • \$199
- 14 GM: Forensic Files: IDs, Records and Rewards**  
Mark Porco, DDS  
Tuesday • 5:45–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85
- 22 HIPAA - Are You In Compliance?**  
Travis Watson; Abyde - VM  
Wednesday • 12–1pm • Webinar • 1 CEU, Core • \$75

## June

- 12 A Safe Approach to Opioids in Dental Practice**  
Casey Grover, MD and Reb Close, MD  
Wednesday • 5:30–7:30pm • Webinar • 2 CEU, Core • \$95
- 18 Harassment Prevention for Employees and Supervisors**  
California Employers Association (CEA) - VM  
Tuesday • Webinar  
11am–12pm • Employees • 1 CEU, Core • \$49  
11am–1pm • Supervisors • 2 CEU, Core • \$69

## August

- 9 CPR – AHA BLS Blended Learning Skills Testing, 3 Time Sessions**  
Friday • 8–8:45am, 9–9:45am, 10–10:45am  
SDDS Classroom • 3 CEU, Core • \$90 Total

## September

- 10 GM: My Scanner is Better Than Yours**  
SDDS Member Speakers  
Tuesday • 5:45–9:00pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85
- 18 Infection Control**  
Nancy Dewhirst, RDH, BS  
Wednesday • 5:30–7:30pm • Webinar • 2 CEU, Core • \$95
- 20 Make Your Manuals**  
Michelle Coker – Employee Handbook Update (2 CEU, 20%)  
Teresa Pichay – Regulatory Compliance Manual (1.5 CEU, Core)  
Travis Watson; Abyde - VM – HIPAA Manual (1 CEU, Core)  
Friday • 8:30am–2:30pm or 3:00pm • SDDS Classroom • \$199



Please visit [sdds.org](https://sdds.org) for course registration forms and for more information about all programs.

VM = SDDS Vendor Member

SDDS Classroom: 2035 Hurley Way, Suite 200 | 95825  
Hilton Sacramento Arden West: 2200 Harvard Street | 95815

**24** **California Dental Practice Act**  
Nancy Dewhirst, RDH, BS  
Tuesday • 5:30–7:30pm • Webinar • 2 CEU, Core • \$95

## October

**8** **GM: The Many Myths of Pediatric Dentistry**  
David L. Rothman, DDS, FAAPD, FACD, FICD  
Tuesday • 5:45–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85

**23** **Hiring the Perfect Fit—Our VMs Share Their Secrets**  
Mari Bradford; California Employers Assoc. (CEA)  
Wendie Richards; Resource Staffing and Christine Sison; Swiss Monkey  
Wednesday • 6:00–7:30pm • Webinar • 1.5 CEU, 20% • \$75

## November

**1** **Pearls in Our Backyard**  
SDDS Member Speakers  
Friday • 8:30am–12:30pm • SDDS Classroom • 4 CEU, Core • \$179

**8** **CPR – AHA BLS Blended Learning Skills Testing, 3 Time Sessions**  
Friday • 8–8:45am, 9–9:45am, 10–10:45am  
SDDS Classroom • 3 CEU, Core • \$90 Total

**12** **GM: Immediate, Early or Late Implant Placement: Considerations and Techniques for Optimal Results**  
Tamir Wardany, DDS, DABOI  
Tuesday 5:45–9pm Social, Dinner and Program  
Hilton Sacramento Arden West • 3 CEU, Core • \$85

**14** **Ask Me Anything**  
Surprise Speakers  
Thursday • 6:30–8:30pm • SDDS Classroom • 2 CEU, 20% • \$75

## December

**10** **Harassment Prevention for Employees and Supervisors**  
California Employers Association (CEA) - VM  
Tuesday • Webinar  
11am–12pm • Employees • 1 CEU, Core • \$49  
11am–1pm • Supervisors • 2 CEU, Core • \$69

# Smiles

## FOR SACRAMENTO

BENEFITING THE SDDS FOUNDATION

dinner. auction. dancing.  
October 26, 2024 | 6:30pm  
Hyatt Regency Sacramento

## Special EVENTS

**February 8-9** | 43rd Annual MidWinter Convention  
Thursday & Friday • SAFE Credit Union Convention Center

**May 10** | Swing for Smiles Golf Tournament  
Friday • 7:15am • Ancil Hoffman Golf Course

**June 20** | Dental Day with the River Cats  
Thursday • 6:30pm first pitch • Sutter Health Park

**June** | Music Circus - 42nd Street

**June** | Music Circus - The Spongebob Musical

**July** | Music Circus - Sunset Blvd.

**August** | Music Circus - Waitress

**August** | Music Circus - Jersey Boys

**September 13** | Snack & Sip Shred Day  
Friday • 10am–2pm • SDDS Office Back Parking Lot

**October 26** | SDDS Smiles for Sacramento Gala  
(Benefiting the SDDS Foundation)  
Saturday • 6:30–11:30pm • Hyatt Regency Sacramento

**December 6** | SDDS Annual Holiday Party & Auction  
Friday • 6pm • Del Paso Country Club

Broadway shows coming soon!



BROADWAY  
ON TOUR

BROADWAY ON TOUR



BROADWAY  
AT MUSIC CIRCUS

BROADWAY AT MUSIC CIRCUS

# Welcome, 2024 SDDS Committee Chairs and Committee Members!

## **CE Advisory Committee**

**Dr. Theresa Worsham, Chair**

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Dr. Umair Ahmed  
 Dr. Tracey Cook  
 Dr. Jeffrey Delgadillo  
 Dr. Carl Hillendahl  
 Dr. Jeffrey Kwong  
 Dr. Hana Rashid  
 Dr. Gabrielle Rasi  
 Dr. Jyothsna Reddy Sabalam  
 Dr. Jeffrey Sue  
 Dr. Tanya Varimezova  
 Dr. Ramsen Warda  
 Dr. Eric Wong

## **Membership/Engagement Committee**

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**Dr. Lisa Laptalo, Liaison**

Dr. Andrea Cervantes  
 Dr. Amanda Chen  
 Dr. Maria Cook  
 Dr. Julianne Digiorno  
 Dr. Heather Leo  
 Dr. Tex Mabalon  
 Dr. Mugunth Nandagopal  
 Dr. Aneel Nath  
 Dr. Sarmad Paydar  
 Dr. Shahrzad Paydar Hogan  
 Dr. Ike Rahimi  
 Dr. Asma Sajid  
 Dr. Richard Shipp  
 Dr. Jeffrey Sue  
 Dr. Gaetan Tchamba  
 Dr. Ramsen Warda  
 Dr. Theresa Worsham

## **Leadership Development**

**Dr. Lisa Dobak, Chair**

Dr. Nima Aflatooni  
 Dr. Ash Vasanthan  
 +6 more TBA

## **Nugget Editorial Advisory**

**Dr. Carl Hillendahl, Chair**

Dr. Brian Ralli  
 Dr. Ramsen Warda  
 Dr. Karisa Yamamoto  
 Dr. Peter R. Yanni

## **Bylaws Advisory**

Dr. Craig Alpha  
 Dr. Lisa Dobak  
 Dr. Carl Hillendahl  
 Dr. Bryan Judd  
 Dr. Jeffrey Sue  
 Dr. Asvin Vasanthan

## **Exec Committee**

**Dr. Asvin Vasanthan, President**

Dr. Nima Aflatooni  
 Dr. Lisa Dobak  
 Dr. Volki Felahy  
 Dr. Carl Hillendahl  
 Dr. Jeffrey Sue

## **Budget and Finance Advisory**

**Dr. Nima Aflatooni, Chair**

Dr. Lisa Dobak  
 Dr. Volki Felahy  
 Dr. Carl Hillendahl  
 Dr. Kevin Keating  
 Dr. Jeffrey Sue  
 Dr. Ash Vasanthan

## **SAC PAC**

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Dr. Nima Aflatooni  
 Dr. Craig Alpha  
 Dr. Jeffrey Delgadillo  
 Dr. Lisa Dobak  
 Dr. Kelly Giannetti  
 Dr. Carl Hillendahl  
 Cathy Levering  
 Dr. Michael Payne  
 Dr. Gabrielle Rasi  
 Dr. Ash Vasanthan

## **2022-2024 Adv GMC – CALAIM Transition**

**Dr. Kevin Keating, Chair**

Dr. Nima Aflatooni  
 Dr. Arash Aghakhani  
 Katie Andrew  
 Sunanda Bandyopadhyay  
 Danielle Cannarozzi  
 Dr. Margaret Delmore  
 Dr. Lisa Dobak  
 Dr. Volki Felahy  
 Felisha Fondren  
 Dr. Eric Grove  
 Dr. Carl Hillendahl  
 Dr. James Musser  
 Dr. Viren Patel  
 Dr. Kart Raghuraman  
 Dr. Cherag Sarkari  
 Dorothy Seleski

## CPR

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Dr. Margaret Delmore, Co-Chair

Dr. Craig Alpha  
Dr. Dean Ahmad  
Dr. Adrian Carrington  
Dr. Wai Chan  
Dr. Jeffrey Delgadillo  
Dr. Greg Heise  
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Dr. Angeline Lam  
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Dr. Rola Rabah  
Dr. Alan Rabe  
Dr. Moji Radi  
Dr. John Riach  
Dr. Ronald Riesner  
Dr. Nicholas Scordakis  
Dr. Emily Shaw  
Dr. Dina Wasileski  
Dr. Kenneth Wong

## Foundation 2024

Dr. Carl Hillendahl, President  
Dr. Kevin Keating, Treasurer  
Dr. Jeffrey Sue, Secretary  
Dr. Paul Binon, Vice Chair  
Dr. Lisa Dobak, Asst. Treasurer

Dr. Nancy Archibald  
Dr. Margaret Delmore  
Dr. Volki Felahy  
Karen Harris  
Dr. Greg Heise  
Dr. Bryan Judd  
Dr. Michael O'Brien  
Dr. Hana Rashid  
Dr. Wesley Yee

## Foundation Finance Committee

Dr. Kevin Keating, Treasurer

Dr. Paul Binon  
Dr. Wai Chan  
Dr. Lisa Dobak  
Dr. Volki Felahy  
Dr. Greg Heise  
Dr. Carl Hillendahl  
Dr. Michael O'Brien  
Dr. Jeffrey Sue  
Dr. Wesley Yee

## Foundation Scholarship Committee

Dr. Nancy Archibald  
Dr. Margaret Delmore  
Dr. Volki Felahy  
Karen Harris  
Dr. Bryan Judd  
Dr. Hana Rashid  
Dr. Wesley Yee

## 2024 SDDS Committees Schedule

### Standing Committees

#### Membership/Engagement

Jan 16 • Apr 16 • May 21 • Oct 1

#### CPR Committee

Jan 16

#### Nominating/Leadership Development

Jan 30 • Mar 11

### Advisory Committees

#### Continuing Education Advisory

Jan 30 • Mar 19 • Sept 17

#### Nugget Editorial Advisory

Feb 27 • Sept 17

#### Strategic Plan Advisory

TBA

#### Budget and Finance Advisory

TBA

#### Bylaws Advisory

TBA

#### Legislative Advisory

TBA

#### GMC Transition Advisory

TBA

### Other

#### SacPAC

Sept 23

#### CDA House of Delegates

Nov 8-9

### Leadership

#### Board of Directors

Jan 17 • Mar 5 • May 7 • Sept 3 • Nov 5

#### Executive Committee

Feb 16 • Apr 19 • Aug 16 • Oct 4 • Dec 13

### Foundation

#### Foundation Board

Feb 20 • Oct 1

# Meet 2024 Ex Comm

**What is an “Ex Comm?”** Our Executive Committee is the group of wonderful volunteer leaders who serve at the helm of the dental society. The Ex Comm committee includes the SDDS officers (Secretary, President-Elect/Treasurer, President), *the Nugget* Editor and the Board of Component Representatives (BCR) delegate. The Ex Comm meets five times a year and sets the agenda for the Board. They are also responsible for the strategic plan, the benchmarks and the goals and objectives of the Society.



**Lisa Dobak, DDS**  
Immediate Past President

I grew up here in Sacramento in a dental family watching my father be active in his profession and my mother volunteering in charitable organizations. Being involved in organized dentistry and service organizations has always seemed natural to me. Outside of dentistry and volunteer opportunities I enjoy skiing, kayaking, hiking, travelling, and other activities I can share with friends and family. In my personal time I'm practicing my guitar and am working on improving my Spanish.



**Ash Vasanthan, DDS, MS**  
2024 President

After completing my Periodontics residency and nabbing a MS in Dental Biomaterials in Birmingham, Alabama, I embarked on a five-year teaching quest at the School of Dentistry in Kansas City, MO. But as a lover of sunny skies, I eventually traded in my lecture notes for sunglasses and headed to California. In Roseville, I joined Nicky Hakimi's practice, and after three years, I took over the office. As soon as I moved to Sacramento, I got involved with our amazing Dental Society, contributing to publications and serving on committees. I still don my educator's hat occasionally, returning to UMKC to impart wisdom in Graduate Periodontics and teach our local community of dental professionals.

Life at home is equally bustling. My son Rishi, a 17-year-old high school junior, and my 13-year-old daughter Neha, acing 8th grade, keep me on my toes. My wife Anna, also a dentist practicing in Roseville and a proud SDDS member, is my rock and the harmony to my hustle, seamlessly blending our professional lives with our dynamic family adventures. Our family's favorite hobby: Globe-trotting! We've explored a new country each year for the last decade, making memories and learning different cultures.



**Nima Aflatooni, DDS**  
2024 Treasurer

I grew up in a dental family. In fact, my grandfather was both a dentist and a physician and my parents met while in dental school. As a result, I naturally wanted to do nothing to do with dentistry! I pursued my own path and worked in biotech for several years after undergrad, until I started thinking of what really wanted from life and a profession. I started to think about the impact my father had on the local population of the Big Island of Hawaii, and how much they loved and respected him. He was a dentist there for about 16 years and I was lucky enough to grow up there. While living in San Francisco, I started to shadow students at the UOP school clinic and fell in love with dentistry. I knew it was what I wanted to do. Today I have the privilege of being a private practice dentist in Sacramento, married to an amazing woman and a father to the sweetest 4 year old girl.

I am grateful to serve the dental profession in various leadership roles. In my free time I enjoy sports, gastronomy, travelling and spending time with my family. I also enjoy driving very fast on a race track if I have the chance!



**Jeffrey Sue, DDS**  
2024 Secretary



I have been a member of the SDDS since 2000, and a Pediatric Specialist since 2006. My wife Sherry and I have been married for 31 incredible years and we have three wonderful children. Our eldest JJ is in his third year of dental school at CNU, our daughter Riley is a music therapist in Nashville, and our youngest Cameron is a senior at Chico State. I am an avid sports fan. I am a big supporter of the San Francisco Giants, San Francisco 49ers, and Sacramento Kings. When I am not practicing, I may be found on the Soccer Pitch where I have coached for 23 years. I am currently on the coaching staff for the Vista del Lago High school men's JV and Varsity Squad. Some of my passions are watching Marvel or Star Wars movies and shows or visiting Disneyland with the family. My wife Sherry and I love wine tasting, and often can be found spending our weekends in Napa. And when I'm not savoring a good glass of wine, you might find me engrossed in video games, my little escape into different worlds and adventures.

Fun facts: I practice in the office that I was a patient of 45 years ago. I have over 5,000 superhero comic books in my attic.





By **Nima Aflatooni, DDS**  
2023 Secretary

# November 7, 2023

## Highlights of the Board Meeting

### President Call To Order and Welcome

Dr. Lisa Dobak called the meeting to order at 6:15pm and welcomed everyone to her last meeting.

She reflected on her year and is very proud of all we have accomplished. She thanked Dr. Yee and Dr. Patel for their service, as this was their last Board meeting.

### Secretary's Report

Dr. Nima Aflatooni reported that SDDS membership continues to surpass our goal for new members as well as engagement and retention. Our market share is the above 80% and retention rate is 95% for this year. We will continue to engage members at many levels – our goal for engagement is to exceed 80% engagement and we are on track to meet that goal by the end of the year. Benefits like the SDDS HR Hotline are great engagements benefits as well as events, programs, and customer service response to questions and member support.

### Treasurer's Report

Dr. Ash Vasanthan reported that our 2023 profit and loss and budget are on track to end the year in the black. The 2024 Budget was presented and the Board unanimously passed it. The 401 K Plan contribution for SDDS employees was approved for FYE 2023. Our investments and reserves continue to be strong. The SDDS Finance Committee met with our advisors on November 6th. The philosophy and policies will continue to be conservative with an emphasis on extending CD ladders to 5 year maturities due to current interest rates. We anticipate a good FYE for 2023.

### Board of Component Representatives (CDA BCR)

Dr. Viren Patel presented his last BCR report and will be moving on to serve on the CDA Board of Directors. Thank you, Dr. Patel, for representing SDDS, the components and the members so very well during 2021-2022-2023!

### Special Guest, CDA Board Member Visit

Dr. Wallace Bellamy, SDDS Past President, was the CDA Board representative at this Board meeting. He discussed the recent initiatives by the CDA Board. He asked for input to bring suggestions back from SDDS. We gave him input!

### Executive Director's Report

- Member Benefits Issue (Nov/Dec *Nugget*) – congratulations to the SDDS Staff and Dr. Hillendahl for the wonderful member benefits that were featured. Extra copies were printed for recruitment efforts.
- Program for 2024 – completed through December 2024 – CE Hands-on courses are the focus

### New Business

**Committees and Chairs** – new committee chairs have been approved and committee members and schedules will be completed in December.

**Guest of the Board approval** – Dr. Gaetan Tchamba was nominated to be the 2024 Board Guest.

**Managed Care / MediCal Dental:** The DHCS (MediCal Division) has issued a letter to all Sacramento managed care beneficiaries/patients that, as of 12/1, all new enrollees for MediCal will be assigned to Fee for Service (FFS) and NOT managed care. On 12/1, all remaining beneficiaries will be given the choice by DHCS to switch from managed care (GMC) to FFS. The reason for this has been decided based on the 2022 utilization rates and comparison to statewide FFS numbers (parity). SDDS is opposed to this change and is working with the managed care plans (Liberty, Access and Health Net) to make sure that dentist providers don't lose their existing patients. Managed Care is NOT being eliminated in Sacramento, and there is a new RFP out for new plans to apply to be part of the managed

care program. The new plans won't be rolled out until January 2025.

SDDS works with the school nurses, parents, and complaints with the GMC plans and providers and we have a great relationship so that the navigation happens immediately, emergencies are taken care of, special needs outsourced to OON providers, etc. The plans are the conduit to making it happen for the patients. FFS does not have that conduit. With managed care, SDDS plays a huge part and our managed care partners are an integral part. SDDS will continue to fight for our member dentists who are Denti-Cal providers and for the people of our community.

It was moved/seconded that SDDS support the continuation of managed care in Sacramento County and NOT support moving to FFS. SDDS will let CDA know this decision (CDA does not support managed care). Passed unanimously.

*SDDS has sent a letter to CDA indicating the following:*

*The SDDS Board feels strongly that the abrupt change from GMC to fee for service in our region will result in a high decrease in quality and services. This is very regionally-specific and we look forward to working with DHCS and CDA, as well as the plans, to utilize the best resources in order to maintain the managed care portion and the plans intact.*

### Adjournment

The meeting was adjourned at 9:00pm

**Next Board meeting:**  
**January 17, 2024 at 6pm**

# Check Out Our RECENT EVENTS

## Holiday Party & Silent Auction

SDDS members, vendors and their friends and family had a fun evening at Del Paso Country Club for the annual Holiday Party and Silent Auction. The Silent Auction raised \$34,000 for the Foundation!



## Polar Express

Several SDDS families embarked on a night of magic on the Polar Express in early December. It was a very special evening for all!



## SDDS Goes to the House - House of Delegates

On November 17th and 18th, the SDDS Delegation proudly represented our component at the 2023 CDA House of Delegates. Delegates enjoyed the opportunity to reconnect with delegates from around the state, and to discuss and debate resolutions that will set the policy and strategic direction of CDA. Some of the topics discussed and voted on included:

1. Approval of the CDA Strategic Plan
2. Raising of CDA dues to account for the decline of non-dues revenue
3. Modification of CDA Councils (i.e. Judicial Council and Peer Review)
4. The CDA Leadership Institute
5. Dental Plan Payments using Virtual Credit Cards
6. HPV Screening and Vaccinations

The SDDS delegation was proud to introduce a resolution which would change the reference committee proceeding from virtual to in-person. It passed on consent.



## November General Meeting

We had a very full house for the November General Meeting. Drs. Jonathan Szymanowski and Pinelopi Xenoudi discussed Lasers in Perio - Point/Counterpoint.



# Smiles for Sacramento



Planning has begun for the Gala to benefit the Sacramento District Dental Foundation on October 26, 2024. In addition to raising money for work the Foundation does in our community, we will be celebrating the Foundation's 55th anniversary.



We are in need of table sponsors and auction items, please let us know if you are able to donate or know someone who would like to. Watch this page in future issues for more information.

## Start Your Year Helping a Child— Volunteer for Smiles for Kids

2024 Smiles for Kids Day is fast approaching and we still have room for more volunteers! In support of ADA's "Give Kids a Smile" Campaign, the Sacramento District Dental Foundation will be hosting Smiles for Kids® Day 2024 on Saturday, February 3<sup>rd</sup> to treat children who "fall between the cracks" in healthcare and children who would not otherwise receive dental treatment.

### Help by doing any of the following:

- ✓ Work at a SFK Site on February 3<sup>rd</sup>
- ✓ Adopt-A-Kid (in your own office)
- ✓ Donate to the Foundation

Email us at [SmilesforKids@sdds.org](mailto:SmilesforKids@sdds.org) to get involved with our Smiles for Kids program! We'd love to have you!

SACRAMENTO DISTRICT DENTAL FOUNDATION DOES...

# broadway & music circus

Music Circus Shows  
Coming Summer 2024

Tickets & Dates  
Available Soon!



### THURSDAY, FEBRUARY 1, 2024

From Tudor Queens to Pop Icons, the SIX wives of Henry VIII take the microphone to remix five hundred years of historical heartbreak into a Euphoric Celebration of 21st century girl power! This new original musical is the global sensation that everyone is losing their head over!



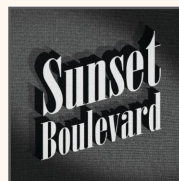
### JUNE TBA

Few theatre experiences can match the spectacle of this jubilant musical that recalls both the classic days of Broadway and the golden age of movie musicals. From one sensational, show-stopping, finger-snapping tap number to another, the joyful energy never lets up. With songs like "We're in the Money," "Shuffle Off to Buffalo," "Lullaby of Broadway" and "42nd Street," it will be hard to pick your favorite.



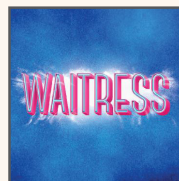
### JUNE TBA

Audiences of all ages will delight in this plunge into the undersea world of SpongeBob SquarePants, hero of the animated TV series and now a Broadway star. This irresistible story of friendship features original songs by Steven Tyler and Joe Perry of Aerosmith, Sara Bareilles, Cyndi Lauper, John Legend, They Might Be Giants and other iconic music artists.



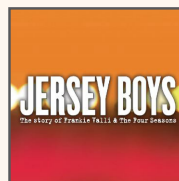
### JULY TBA

Based on the acclaimed Billy Wilder film, Andrew Lloyd Webber's lush and brooding Tony Award® – winning Best Musical is a noir-esque journey to Hollywood's glamorous past. A down on his luck young screenwriter happens upon a faded silent film legend and is entangled in her quest for a return to stardom and her former glory.



### AUGUST TBA

Featuring music and lyrics by Grammy Award® winner Sara Bareilles ("Love Song," "Brave"), WAITRESS is "a little slice of heaven!" (Entertainment Weekly). The story of Jenna, a waitress and expert baker who dreams of a way out of her small town and rocky marriage. This uplifting musical celebrates friendship, motherhood and the magic of a well-baked pie.

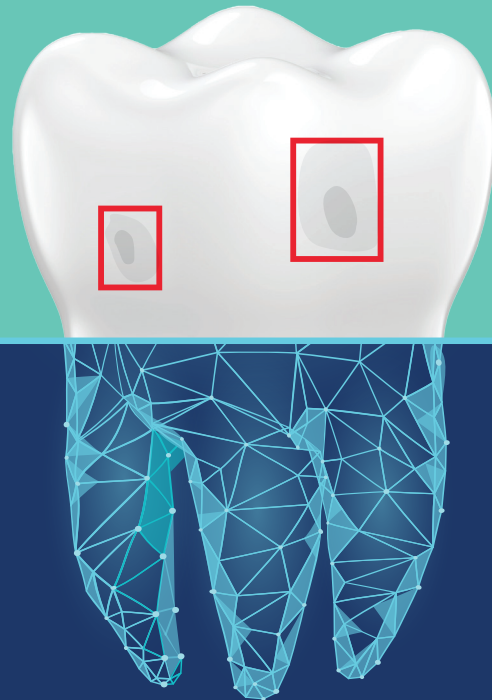


### AUGUST TBA

JERSEY BOYS is the Tony, Grammy and Olivier Award-winning Best Musical about Rock and Roll Hall of Famers The Four Seasons: Frankie Valli, Bob Gaudio, Tommy DeVito and Nick Massi. This is the true story of four blue-collar kids who wrote their own songs, invented their own sounds and sold 175 million records worldwide – all before they were 30.



# Artificial Intelligence for Next-Level Patient Care



Use artificial intelligence (AI) to automatically enhance x-ray scans to detect caries and interproximal radiographic bone level measurements.

**Enhance Patient Care.** Early and accurate diagnosis assists hygienists and dentists to build patient trust. **26% increase in treatment plan value and case acceptance rates.\***

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Option #2.



Or, Scan the  
QR Code.



# YOU THE DENTIST, THE BUSINESS OWNER

**YOU ARE A DENTIST.** You've been to school, taken your Boards and settled into practice. End of story?

Not quite. Are you up to speed on tax laws, potential deductions and other important business issues?

In this monthly column, we will offer information pertinent to you, the dentist as the business owner.



## Corporate Transparency Act: How Business Owners Can Comply With New Ownership Disclosures For Their Entities

By **BPE Law Group**  
(SDDS Vendor Member)

Starting on January 1, 2024 both new businesses, and existing entities will need to comply with the new Corporate Transparency Act. That means that starting January 1, 2024, many companies will be required to report information to the U.S. government about who ultimately owns and controls them.

This information will be reported to the Financial Crimes Enforcement Network ("FinCEN"), which was created by the U.S. Treasury Department.

### Here's what you need to know:

First, who will be required to report? The answer is most business entities, with limited exceptions. Companies that are required to report are called "reporting companies". Reporting companies include domestic corporations, limited liability companies, and any other entities created by filing a document with the Secretary of State (or any similar office in the U.S.), as well as any foreign company registered to do business in any U.S. State or Tribal jurisdiction.

There are 23 reporting exemptions, primarily related to financial institutions such as banks, credit unions, securities brokers, investment companies, insurance companies, and accounting firms, as well as government authorities, public utilities, and other tax-exempt entities. FinCEN's Small Entity Compliance Guide includes a checklist for each of the 23 exemptions that may help determine whether a company qualifies for an exemption. Companies

should carefully review the exemption and qualifying criteria and speak with a professional before concluding that their company is exempt from reporting under the Corporate Transparency Act. ([https://www.fincen.gov/sites/default/files/shared/BOI\\_Small\\_Compliance\\_Guide\\_FINAL\\_Sept\\_508C.pdf](https://www.fincen.gov/sites/default/files/shared/BOI_Small_Compliance_Guide_FINAL_Sept_508C.pdf), see Chapter 1, "Does my company have to report its beneficial owners?").

What information will need to be reported depends on when the entity was created. For entities created on or after January 1, 2024, companies will need to report information about itself, its beneficial owners, and its company applicants (more on that later). For entities created before January 1, 2024, the reporting company only needs to provide information about itself and its beneficial owners.

Reporting companies will need to report (1) its legal name; (2) any trade names, d/b/a, or t/a names; (3) the current physical address of its principal place of business; (4) what state it was formed or registered in; and (5) its Taxpayer Identification Number.

Reporting companies will also need to provide information on each of its "beneficial owners." For each beneficial owner, the reporting company will need to provide (1) the individual's name; (2) date of birth; (3) residential address; and (4) an identifying number from a government-issued document such as a passport or driver's license, along with a

photo of the identification document used. For entities formed after January 1, 2024, this information will need to be provided for company applicants as well.

The terms "beneficial owners" and "company applicants" are thrown around a lot when talking about the regulations of the Corporate Transparency Act, and they have definitions under the statute. A beneficial owner is an individual who either directly or indirectly (1) exercises substantial control over the reporting company; or (2) owns at least 25% of the reporting company. A beneficial owner must be an individual. This means that even if you own your company or exercise substantial control through another, unaffiliated company (or perhaps several companies) that you have control over, you must still report as a beneficial owner of the reporting company.

Without diving into the regulatory rabbit hole, the purpose of the Corporate Transparency Act is essentially to try to combat money laundering and other financial crimes by requiring entities to report their "beneficial ownership information" to the United States Government; the idea being that "shell companies" will be easier to track.

For new entities created after January 1, 2024, the company applicant's information will also need to be reported. A "company applicant" is someone who (1) directly files the document that creates or registers the company; and (2) if more than one person

is involved in the filing, the individual who is primarily responsible for directing or controlling the filing.

Importantly, unless your company fits into one of the specific exemptions, reporting is mandatory, and a parent company cannot file a single Beneficial Ownership Information Report (“BOI Report”) on behalf of its entire group of companies. Every single entity that meets the definition of a reporting company must file its own BOI Report. A person or company that fails to timely file a BOI Report could face civil and/or criminal penalties.

BOI Reports must be filed by January 1, 2025, for any reporting company created prior to January 1, 2024. For entities created on or after January 1, 2024, BOI Reports must be filed within 30 days of entity creation, or any change in beneficial owners.

If you think you are a beneficial owner of a reporting entity, an experienced legal professional can help navigate FinCEN reporting and the Corporate Transparency Act. Additional information can be found on FinCEN’s website at <https://www.fincen.gov/boi>. At that link, you can find the Small Entity Compliance Guide, instructional videos, and other resources to assist your business with both reporting and any additional concerns you may have regarding compliance.

Finally, beware of fraudulent attempts to solicit information from individuals and entities who may be subject to reporting requirements. FinCEN has reported that fraudulent notices have already been rampant, attempting to take advantage of the upheaval and uncertainty that businesses are experiencing in the face of new regulations. Please note that FinCEN does not send unsolicited requests. If you receive an “Important Compliance Notice” or any other notice purporting to be from FinCEN, do not click on any links or QR codes, and do not respond to the messages. FinCEN is not accepting reports at all before January 1, 2024.

In case you are wondering who you are reporting this personal information to, 31 U.S.C. 310 establishes FinCEN and describes FinCEN’s duties and powers to include:

- Maintaining a government-wide data access service with a range of financial transactions information;
- Analyzing and disseminating information in support of law enforcement investigatory professionals at the Federal, State, Local, and International levels;
- Determining emerging trends and methods in money laundering and other financial crimes;
- Serving as the Financial Intelligence Unit of the United States; and
- Carrying out other delegated regulatory responsibilities

In addition, Treasury Order 180-01 describes FinCEN’s responsibilities to “implement, administer, and enforce compliance with the authorities contained in what is commonly known as the ‘Bank Secrecy Act.’” (See also, <https://www.fincen.gov/resources/fincens-legal-authorities>).

The information presented in this Article is not to be taken as legal advice. Every person’s situation is different. If you have received a letter threatening legal action or are facing a legal issue of any kind, get competent legal advice in your state immediately so that you can determine your best options.) ■

# Volunteer opportunities

## SMILES FOR KIDS



VOLUNTEERS NEEDED: Doctors to “adopt” patients for Smiles for Kids for follow-up care.

TO VOLUNTEER, CONTACT:  
SDDS office 916.446.1227 • [smilesforkids@sdds.org](mailto:smilesforkids@sdds.org)

## SMILES FOR BIG KIDS



VOLUNTEERS NEEDED: Dentists willing to “adopt” patients for immediate/emergency needs in their office.

TO VOLUNTEER, CONTACT:  
SDDS office 916.446.1227 • [sdds@sdds.org](mailto:sdds@sdds.org)

## CALIFORNIA CAREFORCE - SACRAMENTO

VOLUNTEERS NEEDED SEPTEMBER 27-29, 2024: Dentists, dental assistants, hygienists and lab participants at CAL Expo.

TO VOLUNTEER, CONTACT:  
Karen Palmiter • [karen@californiacareforce.org](mailto:karen@californiacareforce.org)

## WILLOW DENTAL CLINIC

The Willow Clinic is a student-run organization comprised of undergraduate volunteers at UC Davis who provide free medical and dental services to those experiencing homelessness. Currently, the Willow Dental Clinic is partnered with SDDS Member Dr. Dagon Jones at his Davis Dental Practice. If you are a dentist in the Sacramento area and would like to volunteer in these free clinics for one Saturday every other month please reach out to [dental@willowclinic.org](mailto:dental@willowclinic.org) for more information. You can check out their website here: [www.willowclinic.org/services/dental](http://www.willowclinic.org/services/dental).

## AUBURN RENEWAL CENTER CLINIC

VOLUNTEERS NEEDED: General dentists, specialists, dental assistants and hygienists.

TO VOLUNTEER, CONTACT:  
Dr. Steve Holm 916.425.6766 • [sholm@goldrush.com](mailto:sholm@goldrush.com)

## CCMP (COALITION FOR CONCERNED MEDICAL PROFESSIONALS)

VOLUNTEERS NEEDED: General Dentists, Specialists, Dental Assistants and Hygienists.

TO VOLUNTEER, CONTACT:  
CALL: 916.925.9379 • [CCMP.PA@JUNO.COM](mailto:CCMP.PA@JUNO.COM)

## EVERYONE FOR VETERANS

SDDS is partnering with the national program, Everyone for Veterans, to provide care for combat veterans and their families who cannot afford, nor have military coverage, dental care. Can you adopt a vet? Hope so! Call SDDS (916.446.1227), or email us ([sdds@sdds.org](mailto:sdds@sdds.org)), to help us with this wonderful program.

For More Information: [everyoneforveterans.org/for-dentists.html](http://everyoneforveterans.org/for-dentists.html)



# YOU

THE DENTIST, THE EMPLOYER

## Tales from the HR Hotline

By California Employers Association (SDDS Vendor Member)

If you were not able to join us for our Tales from the HR Hotline webinar this last October, here is a quick summary of some of the key topics we covered!

### **My employees don't or won't take their breaks, what do I do?**

Lawsuits concerning meal and rest break violations are on the rise. Often, an employer or supervisor will “let it slide” when an employee fails to take a timely meal or rest break, or chooses to work through their break. If this happens, employers must have scrupulous documentation for each instance in which a meal or rest break did not comply with California’s requirements to protect themselves.

Documentation should include the reason the employee failed to take a sufficient break and a signature of acknowledgment from the employee.

In each situation, the employer should determine whether the employee’s choice to skip or delay a break is voluntary or due to the employer (i.e., work demands, supervisor pressure, etc.). If the employer created the need for the employee to skip or delay a break or lunch, then a premium pay penalty is owed to the employee. A non-exempt employee who does not receive a compliant meal or rest period is entitled to receive premium pay of one additional hour of pay at the employee’s regular rate of compensation for each day that the meal or rest period is not provided.

**Solution:** If an employee consistently disregards meal/rest breaks, it is recommended that a supervisor remind the employee that they must take their breaks in accordance with your policy and state law.

If the problem persists, the employer should engage in disciplinary action to ensure the employee takes their breaks as required.

### **Overtime is SO expensive - can I give my employees comp time instead of paying overtime?**

If you have an agreement with your employees that if they clock out but keep working in exchange for some future comp time off, you are violating CA law. Overtime must be paid when an employee works more than eight hours in a day and more than forty regular hours in a workweek. Overtime wages must be paid no later than the next regular payday following the payroll period in which the overtime wages were earned.

### **I want to offer my employees paid vacation – what is the best way to do it?**

While most employers in the Golden State provide some form of paid time off to their employees, beyond mandatory sick time, there is no legal requirement to provide vacation time. If your company chooses to offer paid vacation (and we highly recommend this) it’s important to have a clear, well-crafted vacation policy that specifies exactly how much vacation is offered, how and when it is accrued, and the maximum amount an employee can save or rollover.

Your paid time off/vacation policy is also a great place to communicate how your company actually approves time off and the steps employees need to take to request time off. What if your business wants to designate “blackout dates” throughout the

year when employees may not use vacation time? No problem. Employers have the right to determine when vacation is taken and how much can be taken at a time, in order to maintain staffing levels.

Because the state of California considers vacation a form of wages, there are some protections in place for your employees, such as:

- Employees must be paid for all accrued and unused vacation upon termination of employment
- No “use it or lose it” policies are allowed: unused time must be “rolled over” or paid out to employees
- Employers can place a reasonable cap on vacation accruals (but it must be at least 1½ times their annual accrual rate)
- Consider how your policy defines floating holidays/personal days, as you may be required to offer the same protections for these “perks” as are required for vacation time.

### **A colleague just got in trouble for having inaccurate paystubs – what is going on?**

California law has specific wage and hour requirements not found in other states—such as a detailed wage statement (pay stub) requirements. Since compliance is the employer’s responsibility, employers should make certain that their payroll providers are meeting state law requirements. You must also remember that timely paychecks must be accompanied by a wage statement at least semi-monthly. The wage statement must include distinct pieces of information for each employee:

### **DO YOU USE THE HR HOTLINE?**

The SDDS HR Hotline is an exclusive benefit to SDDS Members. It’s powered by the California Employers Association and they are ready for your call.

### **SDDS HR Hotline**

FREE TO SDDS MEMBERS!

**888.784.4031**



## Thinking about Selling your Practice?

- gross wages earned;
- total hours worked (with the exception of exempt employees)
- the number of piece-rate units earned and any applicable piece rates if the employee is paid on a piece-rate basis;
- all deductions;
- net wages earned;
- the inclusive dates of the pay period;
- the employee's name and either the last four digits of the social security number or an employee ID number;
- the name and address of the legal entity that is the employer
- all hourly rates in effect during the pay period and the corresponding number of hours worked at each hourly rate.
- Paid Sick Leave (can be on separate notice)

### **My employee just quit – when do I have to pay them?**

If an employee quits and gives their employer at least 72 hours notice that they are quitting, the employer is obligated to have the employee's final paycheck ready on their last day. If the employee gives less than 72 hours notice, the employer has 72 hours from the time of notice to produce that final paycheck.

If the company is ending the relationship, then a final paycheck must be ready for the employee on their last day of work. Employers are obligated to hand over a live check to the employee at their regular work location as soon as the words, "you are terminated" leaves your mouth, to avoid any issues.

The final paycheck must include all wages earned to date, including accrued but unused vacation or PTO. Commissions and expense reimbursements can be paid at their usual time, in accordance with your policy or agreement. Consequences for the failure to pay final wages include "waiting time penalties" to the employee of one day's wages earned multiplied by the number of days the paycheck was late, up to a maximum of 30 calendar days.

That was a quick recap of a jam-packed two-hour meeting! We know you have lots of questions and we are happy to help you find the answers. If you need guidance, call the SDDS HR Hotline at 888-784-4031 and an HR Director will assist you. ■

PPS pioneered the brokerage of selling dental practices in 1966. Our empirical understanding of this activity is unmatched. We do not outsource the appraisal of practices to out-of-area parties who will never set foot in those dental offices. We do not subscribe to so-called industry multiples regarding valuations as each practice is unique unto itself. We are not a listing factory where our opportunities get dated and little attention. We provide our clients with realistic expectations in a fast-changing marketplace. We employ a strong risk-management application in each engagement. Tailored staging is implemented. Detailed toolboxes are assembled so we can immediately respond to interested prospects, their advisors and to lenders. We never want the rhythm of a sale to be slowed down because we were not prepared on the front end. We are hands-on from the initial phone call through the close of escrow as we produce each event from start-to-finish.

PPS immediately understood the issues created by Delta Dental when they would no longer allow new Premier providers in 2011 and how this would impact the sale of practices. Others looked the other way. Fast forward, Delta continues to impact the landscape.

As you approach this change, give us a phone call. These initial conversations have paved the way to successful outcomes in the Sacramento District Dental Society the last 6+ Decades.

**Come by Booth 307 at MidWinter. Let's chat.**

#### Recent SDDS Sales

**Auburn** Collects \$1.1 Million.

6+ days of hygiene. 5-ops. Beautiful office.

**Fair Oaks** Collects \$500,000 part-time. 5-ops.

Phenomenal visibility. Sale included building.

**Roseville** Collects \$1.2 Million. 7-ops.

8.5-days of hygiene. Sale included building.

## Do we understand Today's SDDS' Marketplace? Absolutely!

**Raymond & Edna Irving**

415-899-8580 Office | 415-328-4235 Cell

Ray@PPSsellsDDS.com

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

CA DRE License #01422122

# TOTAL MEMBERSHIP

(as of 12/15/23)

# 1,977

**MARKET SHARE:**  
81.9%

RETENTION RATE: 95.3%  
ENGAGEMENT RATE: 82%

TOTAL ACTIVE MEMBERS:  
1,397

TOTAL RETIRED MEMBERS: 347

TOTAL DUAL MEMBERS: 9

TOTAL AFFILIATE MEMBERS: 9

TOTAL STUDENT MEMBERS: 127

TOTAL CURRENT APPLICANTS: 12

TOTAL DHP MEMBERS: 56

TOTAL NEW MEMBERS FOR 2023: 118

January/February  
**2024**

## New Members

### ALEXANDRA BARSOTTI, DMD

#### General Practice

Dr. Barsotti earned her dental degree at Western University of Health Sciences in 2023. She currently practices with current SDDS member, Dr. John Orsi, in Sacramento.

### HARSH BHANDARI, DDS

#### General Practice

Dr. Bhandari earned his dental degree at UCSF in 2023. His current office address is pending.

### MICHAEL FORDE, DDS, MS

#### Prosthodontics – Welcome back!

Dr. Forde earned his dental degree from USC in 2003 and received his prosthodontics degree in 2007. He currently owns Clear Choice in Roseville.

### MARIA COOK, DDS

#### General Practice

Dr. Cook earned her International dental degree in 2022. She currently practices at Sacramento Holistic Dentist in Carmichael.

### DUC HUYNH, DDS

#### General Practice

Dr. Huynh earned his dental degree from USC in 2023. He currently practices at Zinfandel Dental South in Sacramento. He transferred from Orange County Dental Society.

### MANINDIRJIT KAUR, DDS

#### General Practice

Dr. Kaur earned her dental degree from New York College of Dentistry in 2016. She currently practices at Davis Dental Practice with current SDDS member, Dr. Dagon Jones, in Davis. She transferred from Napa-Solano Dental Society.

### SAMANTHA MCGEE, DDS

#### General Practice

Dr. McGee earned her dental degree from University of Michigan in 2018. Her current office address is pending.

### EUDORA MKOROMBINDO, DDS

#### General Practice

Dr. Mkorombindo earned her dental degree from University of Louisville in 2017. Her current office address is pending.

### POUYA NAMIRANIAN, DMD

#### Oral & Maxillofacial Surgery

Dr. Namiranian earned his dental degree from Tufts University in 2019 and just completed Oral and Maxillofacial school from UCSF Fresno in 2023. He currently practices with current SDDS member, Dr. Gregory Hailey, in Fair Oaks.

### HILARY PARSONS, DDS

#### General Practice – Welcome Back!

Dr. Parsons earned her dental degree from UOP in 2020. Her current office address is pending.

### RAVI PATEL, DDS

#### General Practice – Welcome Back!

Dr. Patel earned his dental degree from UCSF in 2016. He currently practices at Stonebrook Dental in Sacramento.

### ALEXANDER POWELL, DDS

#### Oral & Maxillofacial Surgery

Dr. Powell earned his dental degree from UCSF in 2019 and just completed Oral and Maxillofacial school from UCSF Fresno in 2023. He currently practices at Capital Oral & Maxillofacial Surgery in Sacramento.

### RICHARD YAI, DDS

#### General Practice

Dr. Yai earned his dental degree from Loma Linda University in 2013. He currently practices with current SDDS member, Dr. Gary Ackerman, in Sacramento.

## Pending Applicants:

Brenda Boyte, DDS  
Gerry Cendana, DDS  
Theresa Chung, DDS  
Ali Forghany, DDS  
Olivia Graff, DDS  
Deanna Guillory, DDS  
Cassandra Kalapsa, DDS  
Andy Lee, DDS  
Andreen Sealey, DDS  
Samuel Seiden, MD, FAAP – Affiliate  
Eric Swenson, DDS  
Calvin Yee, DDS

## Congratulations to Our New Retired Members!

Kent Daft, DDS  
Harold Hanefield, DDS

## In Memoriam

### *W. Ryan Easterbrook, DDS*

Dr. Easterbrook passed away on October 23, 2023. He earned his degree in dentistry at Loma Linda University. Dr. Easterbrook was an SDDS member for 15 years and practiced in Placerville with current SDDS member, Dr. Carl Hillendahl.

### *Elvin Dean Jelden, DDS*

Dr. Jelden passed away on September 11, 2023. He earned his dental degree from the University of Pacific. Dr. Jelden was an SDDS member for 69 years and practiced pediatric dentistry in Woodland.

<b>IMPORTANT NUMBERS</b>	SDDS (doctor's line) . . . . . (916) 446-1227	TDIC . . . . . (800) 733-0633
	ADA . . . . . (800) 621-8099	Central California
	CDA . . . . . (800) 736-8702	Well Being Committee . . . (916) 947-5676

### Swiss Monkey

**Did you know an average practice can lose up to \$100K/year due to front desk staffing shortages?**

**Find front desk talent 2x faster than traditional recruitment!**



### "Always-On" Front Desk Recruitment and Management Solution

- ✓ Permanent, temp or contract work. Right size your staffing for exactly what your office needs - no more additional unnecessary overhead!
- ✓ No payroll taxes or other benefits
- ✓ Train and customize your team to fit your specific practice and team needs
- ✓ Specifically-designed Technology Stack for full transparency including remote monitoring software, HIPAA-compliant real-time messaging and productivity reporting
- ✓ Dedicated team members!

### Complete 100% of front desk tasks!

Examples include:

- Assistance answering phones
- Insurance verification support
- Billing/posting
- Unscheduled treatment follow-up
- Special projects & more!



**Contact us to learn more!** ☎ (916) 500-4125 ✉ [contact@swissmonkey.io](mailto:contact@swissmonkey.io) 🌐 [www.swissmonkey.io](http://www.swissmonkey.io)

# We're Blowing your horn!



## Congratulations to...

**Dr. Kent Daft** on his retirement! (1)

**Dr. Asma Sajid** for being acknowledged in the Business Journal that she was in the 40 under 40. She is the dentist and owner at Milestone Family Dental

**Dr. Matthew Gustafsson** on his new office, Truckee Pediatric Dentistry (2)

**Dr. Mark Porco** for receiving the 2023 President's award. This award was given by Dr. Lisa Dobak to honor Dr. Porco's dedication and hard work, especially for exhibiting compassion and dedication to the community of Lahaina, Maui in August. (3)



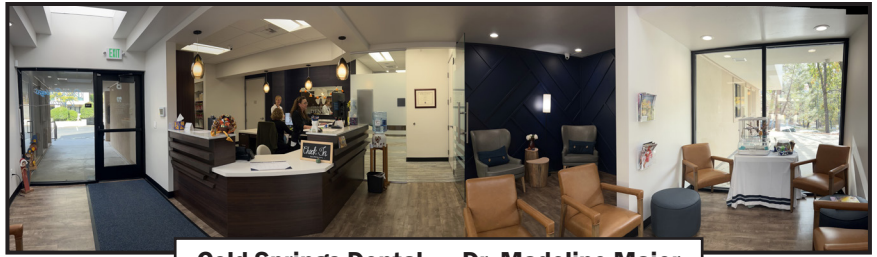
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# ATTENDEE REGISTRATION

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**ONE REGISTRATION FORM PER ATTENDEE** Please print clearly. This information will be used to print name badges.

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 Member Dentist's Name: \_\_\_\_\_ ADA #: \_\_\_\_\_  
 Office Address: \_\_\_\_\_  
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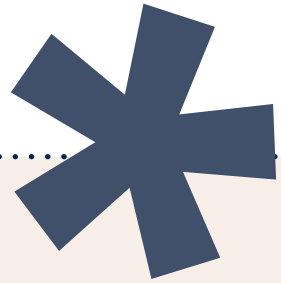
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Please make checks payable to Sacramento District Dental Society (SDDS)  
 2035 Hurley Way, Ste 200 • Sacramento, CA 95825 • 916.446.1227 ph • 916.447.3818 fx • [www.sdds.org](http://www.sdds.org)

ADDRESS SERVICE REQUESTED

# SDDS CALENDAR OF EVENTS



## JANUARY

- 9** General Membership Meeting  
**10 on 10 – Getting Down to the Root of Endodontic Problems and Treatment**  
*John (JC) Fat, DDS, MS; Jeffrey Janian, DDS; Paul A. Johnson, DDS; Inderpal Sappal, DDS, MSD and Katherine Shi, DMD*
- 3** Dentists Do Broadway  
Jagged Little Pill
- 16** CPR Calibration Meeting  
6pm / SDDS Office
- 16** Membership Meeting  
6:15pm / SDDS Office
- 17** Board Meeting  
6pm / SDDS Office

- 25** Webinar  
**2024 Labor Law Update**  
*Mari Bradford; California Employers Assoc. (CEA) - VM*  
Thursday • 12–1pm • Webinar  
1 CEU, 20% • \$75
- 26** CPR BLS Renewal  
**CPR – AHA BLS Blended Learning Skills Testing, 3 Time Sessions**  
Friday • 8–8:45am, 9–9:45am, 10–10:45am • SDDS Classroom  
3 CEU, Core • \$90 total
- 30** Leadership/Development Meeting  
6pm / SDDS Office
- 30** CE Advisory Meeting  
6:15pm / SDDS Office

## FEBRUARY

- 1** Dentists Do Broadway  
Six
- 3** Smiles for Kids Day
- 8** MidWinter Convention Day 1  
SAFE Credit Union Convention Center
- 9** MidWinter Convention Day 2  
SAFE Credit Union Convention Center
- 16** ExComm Meeting  
7am / offsite
- 20** Foundation Board Meeting  
6pm / SDDS Office
- 27** *Nugget* Committee Meeting  
6:15pm / SDDS Office



## The 43rd Annual MidWinter Convention & Expo

*Presented by Sacramento District Dental Society*

*Save the Date*  
**FEBRUARY 8-9, 2024**

## Upcoming GENERAL MEETINGS

### JAN 9 SDDS 10 on 10: Getting Down to the Root of Endodontic Problems and Treatment

Tuesday • 3 CEU, Core • \$85

Presented by JC Fat, DDS, MS; Jeffrey H. Janian, DDS; Paul Johnson, DDS; Inderpal Sappal, DDS MSD and Katherine Shi, DMD

Endodontics can be one of the more difficult procedures for many clinicians: some love to do it and many love to refer. With rapid advancements in techniques, instrumentation, and diagnostic tools, it can be more and more daunting than ever to perform endodontic procedures in a general dental office. This series of presentations will take a deep dive into the mysteries of internal and external cervical resorption, pediatric endodontic management, management of endodontic emergencies in the GP office, and finally and update on the newest techniques and advancements in this exciting field.

### MAR 12 Understanding Immediate Load Full Arch Prosthesis

Tuesday • 3 CEU, Core • \$85

Presented by Quincy L. Gibbs, DDS, FACP

After nearly 20 years of the immediate load full arch concept, dentistry has gained an appreciation of the protocols needed for long term success. Yet this treatment concept is undergoing another revolution with the evolution of definitive restorative materials, the advent of improved intra-oral scanning technology, and in office printing. This program will review the important foundation concepts for full arch implant supported prostheses, while updating protocols for current restorative materials, and how evolving technologies can improve the patient experience. This is a must for practitioners who diagnose and perform this complex treatment.

**5:45pm:** Social & Table Clinics | **6:45pm:** Dinner & Program  
Hilton Sacramento Arden West (2200 Harvard Street, Sac)