

January 2022

the

Nugget



Love Being Back

Get the full scoop on the MidWinter Convention!
Meet the speakers, learn about all the exhibitors,
sponsors and show specials!



Get Ready For Our UPCOMING EVENTS

JAN
11

General Membership Meeting - In-Person

Tuesday • 5:45pm Social & Vendors
6:45pm Dinner & Program
Hilton Sacramento Arden West • \$75

"SDDS Talk" Pedo Night – 15 on 15, 15 Minutes, 15 Slides,
5 Speakers (3 CEU, Core)

Enjoy this evening of short form and rapid-fire pearls, quick tips, tools, warnings, complications, secrets, and every day useful knowledge. We have gathered a great cadre of SDDS member pediatric dentists who will share the following topics/pearls:

- Managing Impacted First Permanent Molars
– Presented by Richard Knight, DDS
- Batman Dentistry! What's in Your Toolbelt?
– Presented by Jeffrey McComb, DDS
- "Oh Snap, You Knocked Out Your Tooth!" Avulsions and Dental Trauma – Presented by Jeffrey Sue, DDS
- "Lateral" Thinking: Monitoring Canine Eruption
– Presented by CC Chiang, DMD, MS, MBA
- Silver Diamine Fluoride – Presented by Stephanie Kim, DMD

JAN
19

CPR-AHA BLS Blended Learning

Wednesday • 6–6:45pm, 7–7:45pm, 8–8:45pm
SDDS Office • \$77.50

Skills Testing, 3 Time Sessions (4 CEU, Core)

JAN
20

HR Webinar

Wednesday • 10-11:30am • Webinar • \$69

2022 Labor Law Updates (1.5 CEU, 20%)
Presented by California Employers Association

2021 was an unprecedented year in so many ways. 2022 looks to be a bit brighter regarding the pandemic, however, with all of the laws the California Legislature and Governor passed in response to the COVID-19 pandemic, it's been difficult to keep up on what is and isn't new.

This presentation will inform you of the latest updates and new bills that touch on almost every facet of employment for 2022. Ranging from new reporting requirements due to COVID-19 to wage theft consequences and a new minimum wage, join us to learn more about the new employment laws that impact California employers.

FEB
3

Dentists Do Broadway • Thursday, 7:30pm

Anastasia at SAFE Credit Union Performing Arts Center

This dazzling new musical transports us from the twilight of the Russian Empire to the euphoria of Paris in the 1920s, as a brave young woman sets out to discover the mystery of her past. Pursued by a ruthless Soviet officer determined to silence her, Anya enlists the aid of a dashing conman and a lovable ex-aristocrat. Together, they embark on an epic adventure to help her find home, love, and family.

February 10-11 • SAFE Credit Union Convention Center



Make sure you're signed up for this great event!

Friday May 6, 2022



Swing for Smiles

ANNUAL GOLF TOURNAMENT

Join us to support the SDDS Foundation on
May 6th at Ancil Hoffman Golf Course! All proceeds
benefit the programs funded by SDDF!



Join us for
Dental Day at
Raley Field!

WEDNESDAY, JUNE 8, 2022

Bring your staff, family, and friends to enjoy a fun
night out of baseball at our own Sutter Health Park.

Use the Insert to Sign Up!

Courses/events may be affected based on COVID considerations and social distancing guidelines. If necessary, alternate plans will be offered.

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Karisa Yamamoto, DDS • Peter Yanni, DDS

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

Awards

International College of Dentists (ICD)

2020 • Platinum Pencil

Outstanding use of graphics

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*

2014 • Golden Pen, *honorable mention*

2013 • Outstanding Cover

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Star Refining is the Dental Refiner of Choice for the Sacramento District Dental Society (SDDS) Foundation.

Star Refining, the premier dental refiner in the United States and across Europe, was the company behind the *Crowns for Kids®* (CFK®) program, founded by the Sacramento District Dental Foundation, and now, one of the premier programs of the CDA Foundation. Since 2006, this program has generated more than \$362,000 for *Smiles for Kids®* and dental-health education for kids.

Crowns for Kids® offers dentists the chance to improve the oral health of the children in the Sacramento community. Money raised from their donations of gold fillings and crowns helps support oral health projects for underserved children, which focus on preventive care, consumer education, restorative care, and fluoridation.

Program Basics:

- When Star Refining receives the donated gold fillings and crowns from participating dentists, the company processes the donation and sends the cash value directly to the SDDS Foundation.
- The SDDS Foundation uses CFK® funds specifically for the *Smiles for Kids®* program, which has benefited the children of the Sacramento community through much needed, free dental care.



For more information, contact:
SDDS Foundation: 916.446.1227
Star: www.StarRefining.com • 800.333.9990

President's Message



By **Wesley Yee, DDS**
2022 SDDS President

Happy New Year!

Happy New Year and it's time to get back together again! We have gone through a tough two years, but I'm a glass half full guy. We can be thankful for the positive in the midst of the pandemic. Your SDDS leadership, the office team, and you have been moving forward with dedication to the health of our community through this ordeal.

We kick off with the "SDDS Talk" Pedo Night on January 11. Drs. Knight, McComb, Sue, Chiang, and Kim will enlighten us on Pearls for our Pediatric Patients! Please join us for an exciting and quick-paced presentation.

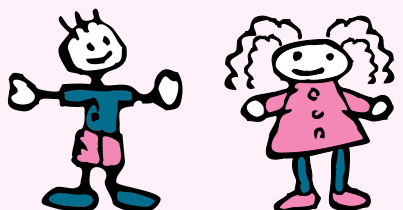
With CDA Presents dormant for two years, our SDDS MidWinter on February 10 and 11 has us back together at the newly opened Safe Credit Union Convention Center. We have an All-Star line up that includes national speakers, vendors, and generous sponsors. The latter two supported SDDS throughout this pandemic. While Zoom served its purpose during COVID restrictions, we are ready to get back together, so join us for one of the best CE conventions for you and your team. No costly plane trips, hotel or food expenses. This MidWinter is an incredible value and a whole lot of fun. If you haven't registered yet, there is still time. We Love Being Back!

SDDS and our Foundation have been working constantly on your behalf and the health of our community. We are the "go to" component when you have questions regarding COVID, HR, and practically anything regarding dentistry. We answer our phones and respond to your inquiries in a timely manner. With Cathy, her team, and SDDS leadership, we are undoubtedly one of the premier dental societies in the nation. We encourage debate, diversity, and ideas at our Board meetings and this percolates forward-thinking creativity. We have pivoted successfully in order to keep our finances in check and services readily available. Let's get back together and get involved in our committees and leadership. We want you!

Speaking of leadership, our two most recent Past Presidents deserve so much praise. Dr. Carl Hillendahl took the brunt of the shut-down, panic, and handled adroitly the tough emails and phone calls. Carl's calm demeanor doesn't do justice to his keen mind and ability to maintain focus and direction. Dr. Volki Felahy seamlessly took over the helm and kept us cruising. Volki's knowledge of CDA and our local Society navigated us through a virtual MidWinter Convention and CDA House of Delegates (HOD). I mention the House of Delegates since we just narrowly

passed a monumental Resolution 1, which changes the leadership structure of our entire CDA. We have streamlined the CDA Board from 50+ members to 18. The CDA Board will be selected on their skill set and talents to lead us more nimbly, efficiently, and decisively. A newly formed Component Relations Board of Advisors (CRBA) will now provide a direct conduit for component issues to the CDA Board.

I'm gratefully honored to be your President for 2022. I am eager, willing, and hopefully able to direct our SDDS to greater heights. Confucius states "if you are the smartest person in the room, then you are in the wrong room." I feel confidence in knowing that our Executive Committee, Board Members, Chairs, Committee Members, and SDDS Team are all smarter, capable, resourceful and altruistic people. My only request is that each of you participate and say, "Yes" when being called upon. This will be a great year with all of us back together!



Smiles for Kids®

Help Make a Difference! Volunteer for Smiles for Kids!

Sign up to be a volunteer for Smiles for Kids in February! Any help you are able to provide is appreciated! Just email smilesforkids@sdds.org and let us know you're interested in helping!





Tidbits for '22

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

Happy New Year! I'm so glad to see 2021 come to an end... it presented us with challenges, changes, additional options to pivot, second thoughts, second guessing, and continued questions. We provided answers, dug into our members' questions, provided resources for solutions – all to help our members continue to do business. And through it all, we all made it through. SDDS continues to thrive during our pivots and changes. Our members are doing well and we hear practices are all back in full force success. Again, everyone has had to make changes in how they do things – and the new normal will continue for now.

As the new year is here, we have our list of things to do, to accomplish, to begin again as well as new things to try! We may still be wearing masks inside for a while, but thankfully it will not hold us back on our plans – at least thus far! With that said, we will start slowly but surely. We will continue to offer some webinars, but our efforts are to try to get back in person for our events. We hope to see you at an event, a CE course, or involved in a committee (our committees will meet in person as well as on ZOOM!)

We start with this month's General Meeting on January 11th. Then, as this *Nugget* issue presents, our MidWinter Convention is going to be awesome and there is still time to sign up – bring your masks! We have a sold out Expo Hall with 75 exhibitors, we are offering a ONE DAY registration and a great discount for the two days. Make this your team event and join us at the new Convention Center.

And here are a few more tidbits...

JANUARY GENERAL MEETING: The topic of the presentation is PEDO – Pedro pearls from 5 of our pediatric dentist members. This format, like the “TED TALKS” will give all members some great insights on treating our young patients.

MIDWINTER CONVENTION: Thursday and Friday programs; breakfast and lunch served, EXPO Hall, great speakers and exhibitors will welcome you and we “Love being back together!”

NEW CALENDAR OF EVENTS: We are all planned through June – please see the enclosed brochure. We are all scheduled with HR webinars (get the great deal!), Business Forums, CE Courses, Fun times and events, Licensure Renewal, and our General Meetings.

LEADERSHIP: The Nominating Committee is accepting nominations and volunteers to serve on next year's Board of Directors, Executive Committee, Delegates for the CDA HOD, and our Foundation Board. See the article in this *Nugget* and please sign up – the form is included in this *Nugget*.

COMMITTEES: January is the time that committee members join our Committees and Task Forces. We invite you to get involved. Committees decide what we do, how we do it and how we can always improve – be a part of this great Society and volunteer to serve on a Committee – form is included in this *Nugget*.

So, January is a fresh start. New plans, new people, new leaders and a great outlook for 2022. Please join us. Please attend. Please volunteer. You can help to continue to make this Dental Society great! Happy New Year!

Cathy

LEADERSHIP

President: Wesley Yee, DDS
Immediate Past President: Volki Felahy, DDS
President Elect/Treasurer: Lisa Dobak, DDS
Secretary: Ash Vasanthan, DDS, MS
Editor-in-Chief: Nima Aflatooni, DDS
Executive Director: Cathy Levering

EXECUTIVE COMMITTEE

Dean Ahmad, DDS
Craig Alpha, DDS
Wallace Bellamy, DMD
Brock Hinton, DDS
Kevin Keating, DDS, MS
Lisa Laptalo, DMD
Viren Patel, DDS
Kart Raghuraman, DDS
Jeff Sue, DDS
Guest of the Board: Chirag Vaid, DDS

BOARD OF DIRECTORS

CPR: Margaret Delmore, MD, DDS
Nominating/Leadership Development:
Volki Felahy, DDS

COMMITTEES STANDING

DHP Recruitment Task Force
Fun & Games Task Force
GMC Elimination Task Force
New Member/New Dentist Task Force
Nonmember Task Force
Practice Transitions Task Force
Social Media Task Force

TASK FORCES ADVISORY COMMITTEES

Foundation: Viren Patel, DDS
SacPAC: Gary Ackerman, DDS

SPECIAL EVENTS OTHER

Cathy Levering | Executive Director
Jen Jackson | Membership
Sofia Gutierrez | Foundation Projects / CPR
Tara Towne, CMP | Programs / Operations
Anne Rogerson | Office Manager
Jessica Luther | Graphic Designer
Rachel Sheets | Graphic Designer

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 monthly (except bimonthly in June/July and Aug/Sept) 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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From the Editor's Desk



By Nima Aflatooni, DDS
Editor-in-Chief

The Return of MidWinter!

These last couple of years have been tough on all of us. From so much uncertainty surrounding the course of the pandemic to its effect on our health and livelihood, we have all felt anxious and concerned. Mostly, many of us have felt isolated from friends and family and this feeling of isolation has taken an emotional and mental toll. While we need to take precautions to prevent the spread of COVID-19, we also need to recognize the impact that lack of social interaction can have on all of us.

Returning to an in-person MidWinter Convention is a monumental step. It's a celebration of our profession and what we have done to overcome the challenges of the past couple of years. It's a testament to our fortitude. While acknowledging the dangers that COVID-19 still poses, it is important to mitigate those risks while trying to return to life as we once knew

it. Learning in an in-person setting is important. Speaking with our colleagues is important. Sharing laughs, experiences, and re-establishing old bonds and making new friends is VITALLY important.

Returning to an in-person
MidWinter Convention is a
monumental step.

The past two years, the Sacramento District Dental Society has worked hard to keep information flowing to us in a critical time, to keep our offices open, to pivot to using CE virtually, and to fight to keep us safe. None of this could have been possible

without the tireless work of our Executive Director Cathy Levering, our SDDS Team, our Presidents Carl Hillendahl and Volki Felahy, and our Board of Directors. We all owe them a debt of gratitude for stepping up at a challenging time and facing those challenges with resolve.

The return of MidWinter is also a celebration of all of you. It's a celebration of your strength and determination to continue caring for your patients and continuing to contribute to our great profession.

On behalf of the SDDS *Nugget* Editorial Committee, it is with great pleasure that I welcome you back. We have an amazing line up of CE and speakers and we invite you to reconnect with old friends, learn some new skills, and celebrate the wonderful profession of which we are all a part of! ■



Love Being Back

The 41st Annual MidWinter Convention & Expo

Have you signed up for the MidWinter Convention yet? Don't miss out on these great two days of CE! Sign up your whole office and get your CE covered!

See the inside back cover
for a registration form
and sign up today!



February 10-11, 2022 • SAFE Credit Union Convention Center

Welcome, 2022 SDDS Executive Committee and Board of Directors!

Executive Committee.....



President
Wesley Yee, DDS
SDDS Member since 1978



Immediate Past President
Volki Felahy, DDS
SDDS Member since 2002



President Elect/Treasurer
Lisa Dobak, DDS
SDDS Member since 1983



Secretary
Ash Vasanthan, DDS, MS
SDDS Member since 2009

- **APPOINTED/EX-OFFICIO**
- **Nima Aflatooni, DDS**
Editor-in-Chief
- **Cathy Levering**
Executive Director
- **Chirag Vaid, DDS**
Guest of the Board 2022

Board of Directors.....



Dean Ahmad, DDS, FICOI, DABP
Periodontist
SDDS Member since 2004



Craig Alpha, DDS
Oral & Maxillofacial Surgeon
SDDS Member since 2006



Wallace Bellamy, DMD
General Practitioner
SDDS Member since 1992



Brock Hinton, DDS
Prosthodontist
SDDS Member since 1988



Kevin Keating, DDS, MS
Endodontist
SDDS Member since 1981



Lisa Laptalo, DMD
General Practitioner
SDDS Member since 2007



Viren Patel, DDS
General Practitioner
SDDS Member since 1996



Karthik Raghuraman, DDS
General Practitioner
SDDS Member since 2017



Jeffrey Sue, DDS
Pediatric Dentist
SDDS Member since 2000

Thank you!

INTERESTED IN BECOMING AN SDDS LEADER?

See the SDDS Nominating Form inserted in this issue of *The Nugget*!

YOU SHOULD KNOW

WHY YOU WOULDN'T NEED TO QUARANTINE AFTER FINDING OUT A PATIENT YOU JUST TREATED TESTED POSITIVE FOR COVID-19

Submitted by Dolan Williams, CEO; B and W Compliance, Inc. (SDDS Vendor Member)

The Executive Department State of California put in place Emergency Temporary Standards in response to the COVID-19 pandemic, Executive Order N-84-20, (California Code of Regulations (CCR), Title 8, section 3205) which is enforced by Cal/OSHA.

The return to work guidance for the order includes the following:

- Persons who had a close contact may return to work as follows:
 - Close contact but never developed symptoms: **when 10 days have passed since the last known close contact.**
 - Close contact with symptoms: when the “cases with symptoms” criteria (above) have been met, unless the following are true:
 - The person tested negative for COVID-19 using a polymerase chain reaction (PCR) COVID-19 test with specimen taken after the onset of symptoms; and
 - **At least 10 days have passed since the last known close contact,** and
 - The person has been symptom-free for at least 24 hours, without using fever-reducing medications.
- If an order to isolate, quarantine, or exclude an employee is issued by a local or state health official, the employee will not return to work until the period of isolation or quarantine is completed or the order is lifted.

The following definitions, also in (CCR) Title 8, §3205. COVID-19 Prevention, provide an exception to the above quarantine order:

(b) Definitions. The following definitions apply to this section and to sections 3205.1 through 3205.4.

- (1) **“Close contact”** means being within six feet of a COVID-19 case for a cumulative total of 15 minutes or greater in any 24-hour period within or overlapping with the “high-risk exposure period” defined by this section. This definition applies regardless of the use of face coverings.
- **EXCEPTION: Employees have not had a close contact if they wore a respirator required by the employer and used in compliance with section 5144 (Respiratory Protection Standard), whenever they were within six feet of the COVID-19 case during the high-risk exposure period.**

Therefore, if you were wearing your N95 Respirator per the Respiratory Protection Standard while treating the COVID infected patient, you are not required to quarantine.

<https://www.dir.ca.gov/OSHSB/documents/Jun172021-COVID-19-Prevention-Emergency-txtbrdconsider-Readoption.pdf>

<https://www.dir.ca.gov/title8/5144.html>

COVID VACCINATION STATUS

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Employers can ask for vaccination status from their employees, however, they are not to broadcast to customers the health status of any of their employees. I understand a dental office wanting to say “everyone here is vaccinated” as a good marketing tactic, but they need to understand that is a violation of privacy for their staff as they would be providing the public with private medical information.

Instead, a dental office can advertise that they are in full compliance with all Local, State and CDC guidelines in regards to COVID 19. This doesn't share any private information and also informs their customers that it's safe to enter.

DCA RECORDED LIVE C.E. WAIVER TERMINATION FOR 2022

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In 2020, DCA issued a waiver that temporarily allowed any web-based recorded webinars to be used as live continuing education if the courses also allowed participants to interact with the presenter in real time. On November 22, DCA terminated the waiver for 2022 and regulations will go back to the pre-pandemic requirement that licensees obtain no more than 50% of their required C.E. units through non-live instruction. Consistent with pre-pandemic regulations, C.E. courses with a live instructor providing a presentation and Q&A in a virtual environment will still be considered live instruction.

Other DCA waivers that pertain to dentists and dental professionals are still in effect. These waivers extend the C.E. completion deadlines for individuals whose licenses expired between March 31, 2020, and Sept. 30, 2021, and those with October 2021 license expirations.



ARE YOU DONATING TO CROWNS FOR KIDS?

Our Crowns for Kids program, benefitting our Smiles for Kids program, is nearing an all time high for donations of crowns. Elizabeth, our Star Refining rep, would be happy to pick up your jar or drop off a jar to your office. Please know that this program is our Foundation's program and Elizabeth is the only representative who is collecting for Crowns for Kids. Call us if you'd like her to come do a pick up! **Thank you for your support.**



SDDS PRESENTS

Love Being Back

The 41st Annual MidWinter Convention & Expo

FEBRUARY 10-11, 2022



By Jo-Anne Jones, RDH
MidWinter Speaker

THURSDAY

8:00am–9:30am • 1.5 CEU, Core
Vaping: Just the Facts!

10:00am–12:30pm • 2.5 CEU, Core
Hindsight is 20/20: Missing the Oral/Oropharyngeal Cancer Diagnosis
Sponsored by LED Dental Inc/Orascoptic

2:00pm–4:00pm • 2 CEU, Core
What's in Your Oral Cancer Screening Toolkit? Workshop Format
Sponsored by LED Dental Inc/Orascoptic

What Do the Updated ADA Guidelines for Oral/Oropharyngeal Cancer Screening Mean to Your Practice?

In October 2019, the ADA expanded its policy to recommend routine visual and tactile examinations for both oral and oropharyngeal cancer on all patients.¹ Why? Oral cancer linked to the historic etiologic pathways of tobacco and alcohol use has declined by 50%, while at the same time, HPV-related (Human papillomavirus) oropharyngeal cancer has risen by 225%.² The policy amendment was passed by the ADA House of Delegates, aligning with concerns expressed by the Centers for Disease Control and Prevention (CDC) over the escalating number of diagnosed cases of oropharyngeal cancer linked to HPV.³ This is an alarming shift in etiology and one that has a substantial impact on the way we screen for both oral and oropharyngeal cancer in clinical practice.

We have made tremendous inroads in combatting HPV-related cervical cancer through prevention strategies, including opportunistic screening (PAP test) as well as the HPV vaccination. HPV-related cervical cancer dominated HPV-associated cancers as the leading anatomical site. This has been overtaken by HPV-oropharyngeal cancer, being the most significant burden of HPV-related cancers in the U.S.⁴

What can we do as dental professionals? The first step is awareness and the understanding of the expanded risk profile for this type of cancer. Essentially, a sexually active patient is at risk for HPV-related cancers. HPV transmission is so common that the CDC states that "nearly all sexually active men and women get the virus at some point in their lives."⁵

Fortunately, most adults clear the infection with little or no consequence, however for those with a persistent infection with a high-risk strain, the transformation to cancer is very real.

Opportunistic extraoral and intraoral screening is a critical requirement for all adults on an annual basis. Simply put, the omission may cost a life, and performance can save a life. Our well-intentioned focus as we enter our place of practice each day is to deliver the highest quality of care we are capable of; however, when it comes to oral cancer screening, the survey data reflects a different picture. Have we somehow become disconnected as to how vital the extraoral and intraoral examination really is?

According to an NHANES (National Health and Nutrition Examination Survey) in 2015, 2016, which analyzed self-reporting data from survey participants reporting a dental visit, 25.8% of U.S. adults aged 30 years or older were screened for oral and oropharyngeal cancer. The analysis of this data concluded that "increased awareness of [oral cancer] and [oropharyngeal cancer] risk factors by oral health care professionals and intensified screening and counseling for [oral cancer] and [oropharyngeal cancer] and tobacco use among dental patients could improve the health of the public."⁶

HPV-associated oropharyngeal cancer has the added challenge of impeded visual acuity. The virus has an affinity for lymphoid tissues. It is found primarily in the posterior areas distal to the sulcus terminalis or V-shaped trough on the dorsum of the tongue, including the uvula, lingual and palatal tonsillar areas, soft palate, the posterior base of the tongue, and oropharyngeal region. As a result of this challenge, extraoral palpation of lymph nodes and the recognition of related symptoms are of paramount importance. The symptoms are often very subtle, making this a most insidious cancer to diagnose. As with both oral and oropharyngeal cancer, any ulcer or lesion that persists beyond 14 days should always be further investigated. Other signs to

prompt further investigation include, however, are not limited to the following;

- Bleeding in the mouth or throat
- A continuous sore throat or persistent infection that does not respond to antibiotics
- An enlarged, painless tonsil; tonsils should be bilaterally symmetrical
- Pain when swallowing or difficulty swallowing
- Pain when chewing
- Unilateral ear pain that persists
- Hoarseness
- Continuous cough
- Slurred speech
- A lump in the throat or a feeling that something is stuck in the throat; continual clearing of the throat
- A tongue that tracks to one side when stuck out
- Unexplained weight loss

The ADA's policy expansion also aligns with support for the HPV vaccine, with 70% of oropharyngeal cancers in the United States are related to HPV, according to the CDC. In 2020, the FDA added oropharyngeal and other head and neck cancers caused by HPV to the list of indications for the HPV vaccine.⁷ An estimated 92% of future HPV-attributable cancers could be prevented by the HPV vaccine.⁸ Sharing information with our patients regarding the HPV vaccine is one of the strongest prevention methods we have today to make inroads in minimizing this type of cancer.⁹

It's human nature to be tuned into medical conditions that have profoundly affected our immediate circle; however, we cannot afford to turn a blind eye to this escalating trend as a dental professional. While preparing a presentation to my national association in 2011 on HPV-associated oropharyngeal cancer, my 45-year-old cousin, a fitness trainer, announced she had late-stage HPV-associated tonsillar cancer. Unfortunately, she succumbed to

the disease after a heroic 16-month battle. Would we have ever imagined her life would be ended so abruptly by a cancer that was historically linked to smoking and alcohol use? Absolutely not.

In conclusion, I'd like to share a sentiment placed in my autograph book by a wise family friend when I was a very young girl. "Your life is like a path of snow; walk carefully for every step will show." The power is within our hands to impact the earlier discovery of oral and oropharyngeal cancer. It is our practice, our legacy, and above all, our responsibility. ■

References:

1. <https://www.ada.org/en/publications/ada-news/2019-archive/september/ada-expands-policy-on-oral-cancer-detection-to-include-oropharyngeal-cancer>
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3. https://www.cdc.gov/cancer/hpv/basic_info/hpv_oropharyngeal.htm
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By Payam C. Atai, DMD
MidWinter Speaker

THURSDAY

10:00am–12:00pm • 2 CEU, Core
**Comprehensive Care Utilizing Advanced
Digital and Direct Restoration Material**
Sponsored by Shofu Dental

1:45pm–4:15pm • 2.5 CEU, Core
**New Era in Patient Care
with Clear Aligners**
Sponsored by SmileDirectClub

New Era in Comprehensive Patient Care Utilizing Hybrid Aligner Model and Biocompatible Direct Restoration

Advances in dental technology and the growing consumer demand of esthetics has given way for simplified chair side and hybrid at home dental treatments monitored remotely by clinicians. More people are opting for cosmetic dental treatments specifically for straighter whiter teeth giving way for direct to consumer marketing of clear aligner options, along with increased consumer knowledge of in-office direct restorative system i.e. chair side “brush on veneer” therapy.

Consumer awareness for SmileDirectClub™’s clear aligners generates over 500,000 monthly searches by consumers looking for clear aligner therapy.

Additionally dental composites are now being used for direct restoration in over 95% of all anterior and 50% of all posterior teeth. This increase in anterior esthetics as well as utilizing white composite resin(s) in dentistry has an approximate value of 46 billion dollars in the United States. There is a growing demand for dental esthetics—both dentists and patients prefer cosmetically pleasing and bioactive materials that help remineralize dental structures over traditional dental materials. This article will address both sectors of patient demands and introduce the hybrid aligner model in gaining a new sector of patient(s) as a Partner Network office with SmileDirectClub™.

To help address the consumer demand for clear aligner treatments, SmileDirectClub has introduced the Partner Network program which aids consumers looking for aligner treatments to get started from a Partner Network ortho /dental office for their oral evaluation and records prior to starting their clear aligner treatment. When a consumer searches for SmileDirectClub as an aligner treatment service they are given the option to visit an SmileDirectClub’s Partner Network office as a new patient. The Partner Network office acts as the consumer’s general dentist while SmileDirectClub provides the teledentistry platform and support service for the provisions of the aligner therapy. The patient will undergo a clinical exam at the Partner Network office

to evaluate soft and hard tissue; following similar intake procedures as any new patient exam. Impressions or digital scans are sent to SmileDirectClub’s state licensed treating doctors. The treating doctor will diagnose, prescribe and manage clear aligner treatment if it’s determined to be effective therapy for the patient. The term “hybrid” aligner model refers to the SmileDirectClub’s model wherein the patient is undergoing aligner treatment through teledentistry, while keeping their hygiene and restorative treatments with the Partner Network office. Teledentistry aids in the ability to render consultations, care and education, to dental patients utilizing information technology and telecommunications which shows equivalent results when inspecting patients for tooth decay using photographs compared to visual inspection.

This hybrid model of rendering clear aligner treatment is ideal for patients who have mild to moderate malocclusions with esthetic concerns. Joining the Partner Network also provides an affordable convenient option for current patients within the Partner office who may have mild to moderate malocclusions. Both patients and dentist see value in this hybrid approach. For patients—The convenience of the hybrid model includes reduced office visits as patients will have teledentistry appointments scheduled by SmileDirectClub’s dental team. Now patients can easily incorporate aligner treatment into their lives without disrupting their finances or their lifestyle. The participating office also sees benefits within the hybrid model as there are no lab fees within the Partner Network. With most traditional aligner therapy models, lab bills for mild to moderate cases, office auxiliary fees and treatment planning support add up to be higher than the few thousand dollars the patient would likely pay in such cases. Additionally, the time saved from reduced office visits can be spent on more restorative and hygiene procedures which typically generate higher revenue. As part of the Partner Network, the participating office also receives payment for services rendered as part of the initial records taking.

Hybrid Patient Clinical Case Report:

A 36-year-old female patient who had previous aligner treatment and lost her retainers noticed her teeth shifting back and her smile line becoming “more crooked.” Looking for an affordable clear aligner solution during hygiene exam, patient was recommended SmileDirectClub™ as a solution to address the minor tooth crowding and relapse of her teeth. Patient preferred the reduced office visits as she travels for her work and could not commit to frequent office visits for aligner followups, and was happy to have this option.

Patient anterior arch showed upper and lower mild crowding less than 3mm with slight rotation of upper lateral incisors of tooth #7 & #10. Patient's lower posterior arch shows slight lingual tipping in of less than 20 degrees. Lower anterior arch presented with overlapping of teeth #23 thru 25 with passive eruption less than 3mm. Oral hygiene presented within normal limits, with Stage 1 gingivitis and generalized abfraction, loss of enamel on both upper and lower posterior arch. Patient also presented with Class V restorations on some of the abfractioned areas filled over 3 years ago with a Bioactive Giomer bonding and composite material (BeautiBond® and Beautifil Flow Plus® by Shofu™), and patient stated she no longer feels the thermal hypersensitive as she did in the past. This restorative option was one of the treatment options given to the patient in the past, along with soft tissue and splint option. However, patient wanted a quick solution and had a limited budget and has been very pleased that the painful thermal sensitivity has been eliminated, as well as the chosen restorative material has withstood the typical plaque and biofilm buildup with other restorative materials in her mouth. Final periodontal health evaluation was performed and submitted along with photos as well as the patient's intra-arch digital impression scan to the SmileDirectClub's team of treating doctors for clear aligner evaluation for the patient to start aligner treatment.

Conclusion:

With the current consumer demand for straighter whiter teeth, and the exorbitant cost to the dental practitioner in gaining new patients, many dental practices are joining the SmileDirectClub's Partner Network bringing a new era in clear aligner treatments. The participating practices also gain new patients as SmileDirectClub directs the interested



consumer to the dental practice. Additionally, Partner offices now have a convenient option for mild to moderate cases for their existing patients as well. Through the hybrid model – the Partner office can stay revenue positive from the very start while providing their patient's with additional options to straighten their teeth. ■

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Is TMJ a Diagnosis?



By Rich Hirschinger, DDS, MBA
MidWinter Speaker

THURSDAY

8:00am–9:30am • 1.5 CEU, Core
**Are You Trying to Treat TMJ
Using Dental Procedures?**
Sponsored by gentle jaw

FRIDAY

1:30pm–3:30pm • 2 CEU, Core
**Is My Patient Crazy or Do They
Actually Have Pain? Solving the
Puzzle of Treating Invisible Pain**
Sponsored by gentle jaw

The short answer is: no. Greetings, my name is Dr. Rich Hirschinger, and I am pleased to be a presenter at your 2022 MidWinter meeting. I am a Board-certified orofacial pain specialist, whose practice is limited to orofacial pain. As you know, TMJ stands for temporomandibular joint, which is an anatomical body part. When a new patient comes to me and says, “I have TMJ,” it is on par with one going to an orthopedic surgeon, and declaring, “I have knee.” My practice is inundated with patients who have been erroneously diagnosed with “TMJ” since their actual temporomandibular joint is not causing them any pain.

I always ask patients to point to where their pain is. The majority of the time, they point to the superficial masseter, and/or deep masseter muscles, which are two of the four jaw closing muscles. When measured on a pounds per square inch basis, the superficial masseter is the strongest muscle in the human body. This muscle can take a lot of repeated abuse, from nighttime grinding, daytime and nighttime clenching, chewing too much gum, and from just regular daily chewing. When these muscles get sore, they do what every muscle does, which is to shorten and cause pain.

Most of the aforementioned dentists would recommend a nighttime appliance for these patients. My preference, however, is to make these patients one of two types of appliances. First, obstructive sleep apnea needs to be ruled out, in order to ensure that they don't need a mandibular advancement device. Following that, both appliances which I would then recommend, are hard, full coverage ones. For the clenchers, who don't tend to beat up on appliances, I recommend a single appliance, which we usually make for the mandibular arch. At the UCLA Orofacial Pain and Dental Sleep Medicine residency, where I teach one day per week, we prefer the mandibular arch appliance, since it is smaller, and it doesn't take up tongue or airway space. As a result, most patients report that they are more comfortable. The research on mandibular vs. maxillary is

equivocal, so if you or your patient prefer a maxillary appliance, then it is fine to recommend that for them. For bruxers, and patients who would wear through or crack a single appliance, I recommend dual flat plane appliances. They are flat, like hockey pucks, and patients can grind on them all night long, and they will not wear out. As well, they rarely need adjusting, as they have “like on like” material.

So now, I've covered the nighttime plan, but what about during the daytime? After all, we are awake for about two-thirds of each

“One of the best daytime treatments for sore muscles is to stretch; however, for some reason, dentists are never taught to give simple stretching exercises to their patients, as a first line daytime treatment.”

day. One of the best daytime treatments for sore muscles is to stretch; however, for some reason, dentists are never taught to give simple stretching exercises to their patients, as a first line daytime treatment. Another great daytime treatment for these patients are topicals, such as ethyl chloride, and Voltaren gel 1%. Ethyl chloride has been indispensable to me, in my practice. It is a liquid vapocoolant, which means it gets absorbed as soon as it hits the skin. It is cold, and patients will report that their skin feels wet, when it is actually dry. It works centrally on the brain via the gate control theory of pain. I like to say, “The cold gets to the brain, before the pain.” If ethyl chloride helps, then you can conclude that some, if not all, of the patient's pain, is due to myalgia, which is just a fancy way of saying the pain is muscular. Voltaren gel 1% is made from diclofenac sodium, which is an NSAID. Formerly prescription-only, Voltaren gel became available over-the-counter, around June,

2020. Voltaren gel is the brand name, but it is also readily available as a generic. It should be noted that the word “arthritis” is printed on the boxes, so patients might ask if you think they have arthritis. Unless they report hearing “Rice Krispies” when they open and/or close, or if I hear crepitus (in which case I would order a CBCT), I proactively tell them

that Voltaren gel is an anti-inflammatory, and that they do not have arthritis.

During my two lectures, I will be covering everything discussed in this article, and much more. I will be presenting a 90-minute lecture on Thursday, February 11, in the morning, and a two-hour lecture on Friday, February 12, in the afternoon. Each lecture

will be unique, and without repetition from the other; so, I hope to see you at both presentations. In the meantime, for those patients who continue to clench and/or grind, have them watch this video, which I send to most of my patients: <https://www.youtube.com/watch?v=Ow0lr63y4Mw>. ■

Don't miss the opportunity to hear these speakers WE'VE GOT A GREAT LINE-UP

Payam Ataii, DMD

- Comprehensive Care Utilizing Advanced Digital and Direct Restoration Material (*Sponsored by Shofu Dental*) (TH)
- New Era in Patient Care with Clear Aligners (*Sponsored by SmileDirectClub*) (TH)

Sara Baker, CEO; SD Reliance

- Love and Processing: 10 Steps to Keeping your Patients Happy and your AR Low (F)

Jeff Broudy, CEO; PCIHIPAA

- HIPAA Training: Complete Your 2022 Requirement! (*Sponsored by PCIHIPAA*) (TH)

Jennifer de St. Georges

- Scheduling Frustrations Solved—20 Step Plan to Take Control of Your Day! (*Sponsored by CareCredit*) (TH)
- Communication Skills to Instill Patient Confidence and Trust: The Foundation of the Referral Practice (*Sponsored by CareCredit*) (F)
- Financial Patient Communication—7-Point Plan to Eliminate Financial Surprises (*Sponsored by CareCredit*) (F)

Nancy Dewhirst, RDH, BS

- California Dental Practice Act: Where's the Line? (*Sponsored by PCIHIPAA*) (TH)
- Annual OSHA Training and Infection Control—Are We Safe “Enough?” (*Sponsored by PCIHIPAA*) (TH)
- Ergonomics: It's a Balancing Act (F)

Kelly Giannetti, DMD

- Kondo Your Clinic... NOW! (TH)
- Splints Gone Wrong (*Sponsored by Align Technology*) (TH)

Mitchell Goodis, DDS, Jennifer Berry, MS, LMFT, and Terri Fox

- Ice Age: Pathology, Physiology, and Destructive Aftermath of Methamphetamine Abuse (F)

Lisa Greer, Dental Benefits Analyst, and Matthew Nelson, Practice Analyst; CDA Practice Support Center

- Collect with Confidence (TH)

Jagdev Heir, MD, DMD, FACS

- Botched or a Complication? (*Sponsored by Zest Dental Solutions*) (TH)

Rich Hirschinger, DDS, MBA

- Are You Trying to Treat TMJ Using Dental Procedures? (*Sponsored by gentle jaw*) (TH)
- Is My Patient Crazy or Do They Actually Have Pain? Solving the Puzzle of Treating Invisible Pain (*Sponsored by gentle jaw*) (F)

Kelli Jäecks, MA, RDH

- Patient First. What About Me? (*Sponsored by Leyton*) (TH)
- Martinis, Millennials, Motherhood & Menopause: Considerations in Women's Health for You, Your Dental Team and Your Patients (*Sponsored by Leyton*) (TH)

Jo-Anne Jones, RDH

- Vaping: Just the Facts! (TH)
- Hindsight is 20/20: Missing the Oral/Oropharyngeal Cancer Diagnosis (*Sponsored by VELscope and Orascope*) (TH)
- What's in Your Oral Cancer Screening Toolkit? Workshop Format (*Sponsored by VELscope and Orascope*) (TH)

Lory Laughter, RDH, MS

- Inflammatory Diseases: It's Not Just Perio Anymore (*Sponsored by FADE*) (F)
- The Science of Products and Technology: Old, New, Tried and True (*Sponsored by GC America*) (F)

Jeannette MacLean, DDS

- Be SMART: Silver Modified Atraumatic Restorative Treatment (*Sponsored by Elevate Oral Care and GC America*) (F)
- Less is More: Minimally Invasive Cosmetic Treatment Options for Enamel Defects (*Sponsored by Elevate Oral Care, GC America and DMG America*) (F)

Michael Miyasaki, DDS

- Let's Destroy the Misconceptions of Minimally Invasive Implants: Travel a Personal Journey of Understanding So You Can Use Them Too (*Sponsored by IBS Implant and Academy of Minimally Invasive Implantology*) (F)

Marcella Oster, RDA

- Gotta Love Infection Control (F)
- An Endless Love for California Dental Practice Act (F)

Christine Sison, CEO; Swiss Monkey

- The Great Resignation and Rehiring: Dentistry's Changing Workforce Composition and the Age of Digital Transformation (F)

Jessica Saetern and Shelli Macaluso, Risk Management Analysts; TDIC

- Reducing Your Practice Risk: Effective Risk Management Strategies, Tips, and Resources (*Sponsored by TDIC*) (F)

Theresa Worsham, DMD

- Stage it, Grade it – Now What? Treating the Diagnosis of Periodontal Disease (*Sponsored by Straumann*) (TH)
- Recession: To Treat or Not to Treat, THAT is the Question (*Sponsored by Geistlich Biomaterials*) (TH)

TH = THURSDAY | F = FRIDAY

A Dentist is Judged by Everything BUT their Quality of Care...



By Jennifer de St. Georges
MidWinter Speaker

THURSDAY

1:30pm–4:00pm • 2.5 CEU, 20%
**Scheduling Frustrations Solved—
20 Step Plan to Take Control of Your Day!**
Sponsored by CareCredit

FRIDAY

8:00am–9:30am • 1.5 CEU, 20%
**Communication Skills to Instill
Patient Confidence & Trust**
Sponsored by CareCredit

10:00am–12:00pm • 2 CEU, 20%
**Financial Patient Communication—7-Point
Plan to Eliminate Financial Surprises**
Sponsored by CareCredit

In today's challenging times-every dental practice needs to focus on the quality of their non-clinical services. In order to both attract, and then retain, quality patients, this 25 Point Guide is offered to enable a dentist and team to analyze their level of customer service.

Clinical Focus

1 A Painless Injection. The ultimate answer to a patient who says "Doctor, I'm ready now, let's get the shot over" is to be told 'Mrs. Patient, I've already given you the injection!' #1 practice reputation builder.

2 Does not hurt. You may ask why this is not covered under #1 Injection? Because there are dentists providing painless dentistry yet with a less than painless injection technique.

3 "Dr, that was the most thorough dental examination I've ever had." Supporting a comprehensive examination with what is being covered both educates patients to the examination thoroughness as well as prepare them for the Consultation diagnosis.

4 Dentist who listen and allow patients to ask questions. Today's patients, prior to their appointment, are certainly doing their homework on the internet. Being prepared to take quality time to listen and understand their perceived needs and correct mis-conceptions is the foundation of building a doctor/patient relationship.

5 Well explained treatment plan and financial options. "Inform before you perform—no surprises" says it all!

6 General/Specialist referrals. Confident in their provider's recommendation, patients do follow through when referred out to another dentist for further services. As powerful, administrative staff personally visited these practices.

7 Post op Telephone calls. Dentists who "follow up" daily with key patients, cannot over-estimate patients' appreciation. Patients rank this as one of the top customer services.

8 Post op instructions. Patients educated re potential post op issues, feel informed and secure that there is a lifeline available if needed. Outcome? Out of hours/weekend calls actually are greatly reduced.

9 High Standard of Sterilization. Sterilization not only must be done, but it must also SEEN to be done. A picture is worth a thousand words. i.e., a dirty bathroom and/or reception room undermines all OSHA practices being performed.

10 Dental equipment. Patients today expect and judge a practice on the level of technical diagnosis equipment.

11 Personal hygiene of Doctor/Team. If we love garlic, love garlic on Friday and Saturday nights.

12 Dentistry of Doctor/Team. We need to "walk our talk."

13 Patients are "happy with the results." Untrained in clinical dentistry, patients love sharing their satisfaction to friends, family and on social media. One cannot buy that endorsement.

14 Financial/Money! In my opinion, a patient only questions the fee when they are confused as to the potential treatment benefit outcomes as they perceive them.

Scheduling Focus

15 Runs on time. Today, we are a world without patience. A practice which regularly "runs on time" gains patients' respect and results in referrals. Practices routinely running late either loses patients or attracts patients who appreciate ability to turn up late and still be seen.

16 Prompt emergency service. One can grow, or kill a practice, by the way administrative staff handle emergency patients telephone calls. To help emergency patients in a caring and efficient way, without compromising doctor's quality time with scheduled patients, requires the correct techniques.

17 Prompt new patient examination appointment. IMO All new patients should be scheduled within seven practice days of the call. Your new patient exam show rate should be 100%. If not, the practice is not meeting the potential new patients perceived needs.

18 Out of Hours service. Do patients seeking help in evenings and/or weekends feel looked after or ignored?

THANK YOU to our sponsors

19 Continuing Care. Customizing a patient's months/appointment needs builds trust, prebooking and referrals.

20 Hours. Practice should analyze both their patients' travel and scheduling needs, as well as that of doctor/team.

Overall

21 Staff. Who is kind, professional, caring, helpful. Nothing builds a doctor/patient relationship faster than staff retention.

22 Building a Telephone Relationship. Team members building a relationship with potential patients via the telephone enjoy great acceptance of the practice and guidelines. Patients need to build a relationship with your administrative staff not your website!

23 Helpful with 3rd party providers. Whether taking assignments or not, working in or out of network, a positive approach to helping patients to maximize their insurance benefits is a service patients appreciate.

24 Facility is up to date. We judge people by what we see-are we modern/high tech or old school?

25 Location. A practice with a strong referral practice, finds their location neither enhances nor sabotages their success. Patients who book because it is convenient, will leave a practice when it becomes inconvenient unless they have built a relationship with the dentist/team and perceive the benefit of that relationship.

Summary

The dentist and team delivering quality dentistry in a professional, caring and welcoming environment build a strong and growing referral practice. Happy patients become your "practice ambassadors." ■

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By Michael Miyasaki, DDS
MidWinter Speaker

FRIDAY

8:00am–11:00am • 3 CEU, Core
**Let's Destroy the Misconceptions of
Minimally Invasive Implants**
Sponsored by IBS Implant/AMII
(SDDS Vendor Member)

The Exciting New Approach of Minimally Invasive Implantology

It is always a wonderful opportunity to present at the Sacramento District Dental Society's MidWinter Convention. My father, Daniel, as a past president, was a believer in what the SDDS could do for doctors and their teams both local and from afar. He taught me when I started practicing 35 years ago the importance of continuing education.

There is a quote from Jim Rohn that I often cite, maybe even preach, to my kids that reminds me of my father's words.

"Don't wish it was easier, wish you were better. Don't wish for less problems, wish for more skills. Don't wish for less challenges, wish for more wisdom. The major value in life is not what you get. The major value in life is what you become."

Taking this approach of learning and growing, and being far from perfect, I look for materials, techniques and systems that help me successfully achieve my objective to provide our patients with their desired result and achieve a lifetime of dental health.

We owe it to our patients to learn more about implantology and at least identify the opportunities in which dental implants would be the best option...

As I have gotten older, I have experienced what maturity is like. Let me clarify, not mental maturity, but physical maturity as I near that point of decay. So, my perspective changes as I care for patients who are slightly older-in their 80's, 90's and over the century mark. I have noticed that those with USABLE teeth and a beautiful smile seem happier and healthier. I am not sure what comes first, good health or good teeth,

but I am convinced that optimum dental health does make a difference helping our patients lead an optimum life far into the years. With a healthy dentition they eat a better diet, they laugh and smile confidently, and their teeth (and tragically their smile) aren't lost when they are admitted for hospital care.

Today they estimate millions of the US population are missing at least one tooth. Why aren't they replaced? Many times, it has to do with the availability of bone or the position of the sinus. Sometimes it is their dentist's lack of a recognition of need. Thirty years ago, when I discussed dental implants, patients would shun the suggestion, and turn their heads away reminding me of when we try to put pureed spinach into a baby's mouth. Today the situation is much different because of the power of commercials by corporations in the dental market and our colleague's social media marketing that show patients the possibilities. Now our patients almost gladly open their mouths so we can see the number of their missing teeth and they ask us for solutions. We owe it to our patients to learn more about implantology and at least identify the opportunities in which dental implants would be the best option to satisfy the objective of providing them their desired result and achieve a lifetime of dental health. Today, I believe the best solution is often dental implants.

On the other side of this, today we have so many implant systems, hundreds globally, and yet there is probably not one that satisfies all the needs. So, as I have gone from one to another, I have decided to look at the methodology and design. And I have found one approach that has piqued my interest and I have tried to master. The approach is to be minimally invasive. This means minimizing the need for costly and complex bone grafts, lateral sinus lifts, and second stage uncovering surgeries that



disturb the healed tissue. It then follows that there is less morbidity, faster healing, and a cost savings for the patient. This approach is possible because of the unique implant and instrumentation which was designed by a dentist who holds multiple patents in dentistry, who is a prosthodontist and an educator who really understands the clinical challenges and designs them away. This implant minimizes the size of the osteotomy and maximizes the amount of bone between the threads that engage it. An implant that is designed to transfer the occlusal forces into, not onto, the bone. And as it progresses occlusally its unique design of being a one-piece implant affords

the us the benefit of being able to be used in cases with minimal inter-occlusal distance and respects the biologic complex to effectively prevent peri-implantitis. And, to literally cap it off, the restorative aspects are straight forward.

[Our patients] come to us not for surgery and dental implants, but for beautiful, usable teeth and a lifetime of dental health.

Back to our patients. They come to us not for surgery and dental implants, but for beautiful, usable teeth and a lifetime of dental health. The more conservatively we can provide them what they seek, creates a win-win situation for all. For dentists, young and old, and their teams, I look forward to sharing these concepts and the approach of minimally invasive implantology. You are my friends, my colleagues. Hopefully, in the end you will have a new perspective of the possibilities of what we can offer our patients. Going back to the Jim Rohn quote, it is my wish to share some wisdom (experience from learning) to help you overcome your implant challenges. ■

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*This is a sample
of our listings.*

FAIR OAKS/CITRUS HTS: Desirable area, 38 yrs. Goodwill, 4 Ops, Nice décor, Digital, 6 hyg days/wk. 2019 GR \$970K on 4 day/wk. #CA656

FAIRFIELD AREA: 7 Ops, Digital, Digital CB/Pano, Newer Equip, Specialties referred out. 2019 GR \$1.7M. #CA1824

NORTH SACRAMENTO AREA: 3 Ops, 1 add'l shared, Paperless, Digital, CEREC, Busy street location. 2019 GR \$671K. #CA1745

REDDING: Price Reduced! 5 Ops, 4 Equipped, Digital X-rays and Digital Pano, CEREC, 5 Hyg. Days/wk, Refers Specialties. 2019 GR \$558K. #CA1742

ROCKLIN/ROSEVILLE AREA: 4 Ops, Hi-tech, Affluent area, Digital, iTero Scanner, much more. 2021 projected to produce \$2M+. #CA2793

ROSEVILLE/CITRUS HTS: New Listing! 4 Op practice, high retail area, Digital, 5 days Hyg/wk. Projected 2021 GR \$775K! #CA2897

ROSEVILLE/CITRUS HTS/ANTELOPE: 6 Ops, High traffic location, Digital, Strong hyg program with 1100 active patients in last 18 mo. 2020 GR \$669K. Room to grow w/ Specialties. #CA2749

SACRAMENTO: 5 Ops +RE in busy area, Digital, 6 hyg days/wk. 2019 GR \$697K with Specialties referred out. #CA2620

SONORA AREA: New Listing! Nice \$825K Producing 5 Op GP with renovated building for sale. Digital, Pano, Strong Hyg. #CA2850

VACAVILLE AREA: 5 Ops, Pano, Centrally located, High traffic location with 28 yrs. Goodwill, Dentrux, 2019 GR \$556K. #CA645

VACAVILLE AREA: 4 Ops, 3 Equipped, 45 yrs Goodwill, Dentrux, Paperless, Digital. 2020 GR \$609K with room to grow. #CA2748



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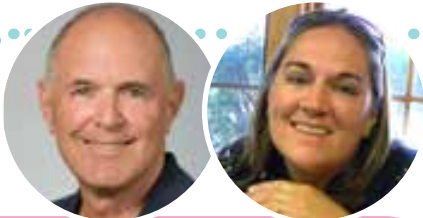
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What's in Your Restroom? A Quick Look at Sex Trafficking, Neglect, and Abuse



By Mitchell Goodis, DDS &
Jennifer Berry MS, LMFT
MidWinter Speaker

FRIDAY

1:45pm–3:45pm • 2 CEU, Core
**Ice Age: Pathology, Physiology,
and Destructive Aftermath of
Methamphetamine Abuse**
Mitchell Goodis, DDS; Jennifer
Berry, MS, LMFT; Terri Fox

As mandated reporters, dental and medical staff members are obligated to report signs of abuse to the proper authorities. Is your office staff prepared and are you going far enough? More importantly, if abuse is suspected, is your office reporting it to the proper authorities?

There are many types of abuse that may present in dental or medical offices.

Neglect



Photo used with permission.

Neglect is the most common. For example, rampant caries in children. Is the child in the photo suffering from neglect or simply an abscess? The dentist must assess the situation. Does the child appear to be malnourished? Are the parents compliant? Do they show up for appointments? Are they following the treatment plan?

Physical and Emotional Abuse

Does the child have bruises on his/her extremities? Does the parent denigrate the child when speaking to him? If there are apparent physical injuries, ask the parent what happened. Don't stop there. Be sneaky. Be inquisitive. Tell the parent that you have to take x-rays or that they have to go to the front desk to sign a treatment plan. Then ask the child what happened when the parent is not in the room. Does the child tell you the same story that the parent related? Is the parent coaching or

correcting the child? Is the child allowed to answer for themselves? Is the child looking to the parent for answers.



Photo used with permission.

Sex Trafficking

Sex traffickers bring their victims to medical and dental offices for care. Their victims are valuable assets to them and, like any business manager, sex traffickers want them to be able to look good and work. Abscesses and toothaches interfere with daily operations. So, if they show up in your office, look for signs and signals such as young girls accompanied by someone that is not a typically identified as a guardian, is too old or too young to be a guardian, and is calling them by their first name or 'aunt or uncle.' Also look for skin bruises, or other obvious and not so obvious signs of neglect. Are they paying in cash or do they not want to provide insurance information? Is the escort resistant to leaving the patient alone for even a short amount of time.

Domestic Violence

Is your patient trapped in a dangerous relationship? Beaten by a spouse, held captive, controlled by, or otherwise abused? How do you find out? What should you do? Here are a few real-life examples:

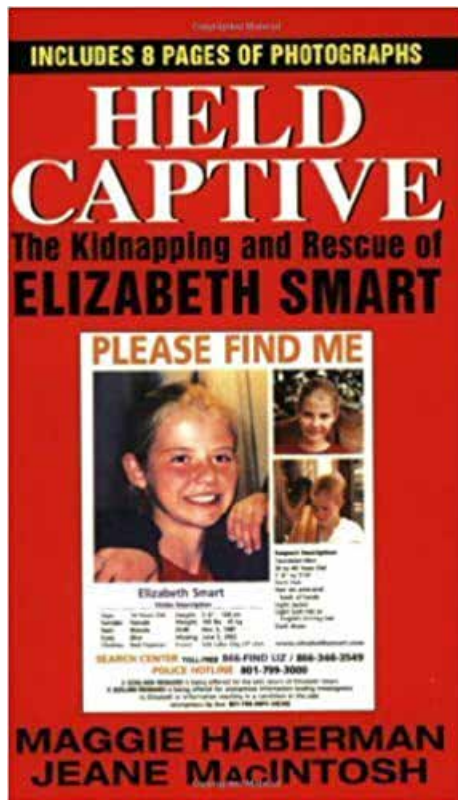
In El Dorado County:

At her bus stop, Jaycee Dugard was kidnapped by Philip Garrido, held

prisoner, and raped for 18 years until an event manager became suspicious and called authorities. A background check revealed that Garrido, a registered sex offender, was on parole for kidnapping and rape. After police discovered Jaycee living in a shack in Garrido's backyard, Garrido and his wife were arrested and charged with 29 felony counts. (1)

In Utah:

Elizabeth Smart was kidnapped from her home and held hostage. Thinking that she recognized her with a couple that was acting suspiciously, a woman called police. The couple was arrested and Elizabeth was freed. (3)



Story and missing person flyer for Elizabeth Smart.

In Ohio:


In Ohio, a 911 police dispatcher recognized that the woman calling and ordering a pizza—was actually trying to report a domestic violence.

“Mike Navarre, the chief of police in Oregon, Ohio, was driving home on Nov. 13, and listening to dispatches, as he often does, when he heard a curious call.


‘I would like to order a pizza,’ the 911

NonFamily Abduction

JAYCEE DUGARD



DOB: May 3, 1980
Missing: Jun 10, 1991
Age Now: 29
Sex: Female
Race: White
Hair: Blonde
Eyes: Blue
Height: 4'6" (137 cm)
Weight: 80 lbs (36 kg)
Missing From:
 SOUTH LAKE TAHOE
 CA
 United States



Child's photo is shown age-progressed to 25 years. She was last seen walking to the bus stop at 8:15 a.m. A two-tone gray, late-model sedan with 2 people inside, was seen making a U-turn on the same street where the child was walking. One person in the car was described as a 30 yr. old female with long, dark hair. The female grabbed the child and pulled her into the vehicle. The child was last seen wearing a pink wind breaker, a white T-shirt, pink stretch pants and white sneakers.

ANYONE HAVING INFORMATION SHOULD CONTACT
 National Center for Missing & Exploited Children
1-800-843-5678 (1-800-THE-LOST)
 El Dorado County Sheriff's Office (California) - Missing Persons Unit 1-530-573-3017

Missing person flyer for Jaycee Dugard. (2)

caller said, giving a residential address.

‘You called 911 to order a pizza?’ the dispatcher, Tim Teneyck, questioned.

‘Yeah,’ the woman responded, giving an apartment number.

‘This is the wrong number to order a pizza,’ Teneyck said.

‘No, no, no, no...you’re not understanding,’ the caller said.

Teneyck cut her off: ‘I’m getting you now, OK. ... The guy still there?’

‘Yeah, I need a large pizza,’ the caller said, before specifying pepperoni.” (4)

The police responded and the abusive husband was taken into custody.

In Sacramento:

An employee at Sacramento International Airport saved two girls from sex trafficking by being observant. An American Airlines worker became suspicious when two teenage girls checked into a flight with two one-way, First Class tickets to New York. They said that they met a man through Instagram and were going there just for the weekend to be in music videos and to model. Instead of letting the girls board,

she called the Sheriff’s Dept. “The girls had each told their parents that they were sleeping at the other’s house” but, instead, had gone to the airport. (5)

What’s in Your Restroom?

Getting victims of sex trafficking, kidnapping, or domestic violence to ask for help is a challenge. They often feel trapped and helpless. They are escorted to appointments by spouses or handlers and are not left alone. Except when they are in the restroom. That may be the only time that they are left alone. Often, victims do not have any idea how to ask for help or are too terrified to do so.

Many restaurants, bars and medical/dental offices have taken advantage of the opportunity to interact with victims. One novel approach has been to post a sign in the restroom offering them a window of opportunity to convey their situation to the office staff in a quiet, confidential manner.

Examples of abuse, neglect and imprisonment abound and institutions are

Continued on following page...

starting to take action. The Texas Restaurant Association has taken the lead in helping victims of sex trafficking and domestic abuse by posting this and similar signs in restaurants and bars throughout the state. (6)

How can this tactic be applied in a dental office?

- Train the staff to recognize a coded statement from the patient. Practice it during office training so that any staff member will recognize a call for help when it is given.
- Construct and place a poster in the restroom directing the patient being abused or exploited to go to the front desk and give a coded message to the receptionist. For example: I'm hungry, can you order a pizza? Or: Can you extract tooth #33. Because there is no tooth #33, the staff immediately recognizes this statement as a call for help.
- Follow the office plan and attempt to separate the patient from the person that brought them in.
- The receptionist will gather as much information from the patient as possible: Contact numbers, address, birthdays, phone numbers for alternative contacts.
- Once the patient is recognized as a victim, and depending on the immediacy of the situation, the receptionist calls 911 and requests a police presence or calls Child or Adult Protective Services (CPS/APS) and lets them know the situation.

What happens when an office calls CPS or APS?

- The name of the caller will always remain confidential
- CPS/APS will determine how quickly a response will be made
- CPS/APS will contact the individual or the family and assess the situation.
- Appropriate actions will be taken

Contact information:

El Dorado County: (844) 756-3699 (CPS) or (530) 642-4800 (APS)

Sacramento County: (916) 875-9377 (CPS) or (916) 874-9377 (APS)

Placer County: (866) 293-1940 (CPS) or (916) 787-8860 (APS)

Below are a few examples of posters that you can either copy or make on your own. It's easy. The posters will be available as handouts for the course at the MidWinter Convention.

A simple poster or a phone call can save a life.

Dental and medical offices are on the front lines of defense against abuse. It's not just a matter of if this will present itself in your office, but when. Will you be ready to respond? Be proactive and take the time to train your staff. ■

References:

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2 https://www.upi.com/Top_News/US/2009/10/06/Police-got-Jaycee-Dugard-tip-17-years-ago/16731254858942/

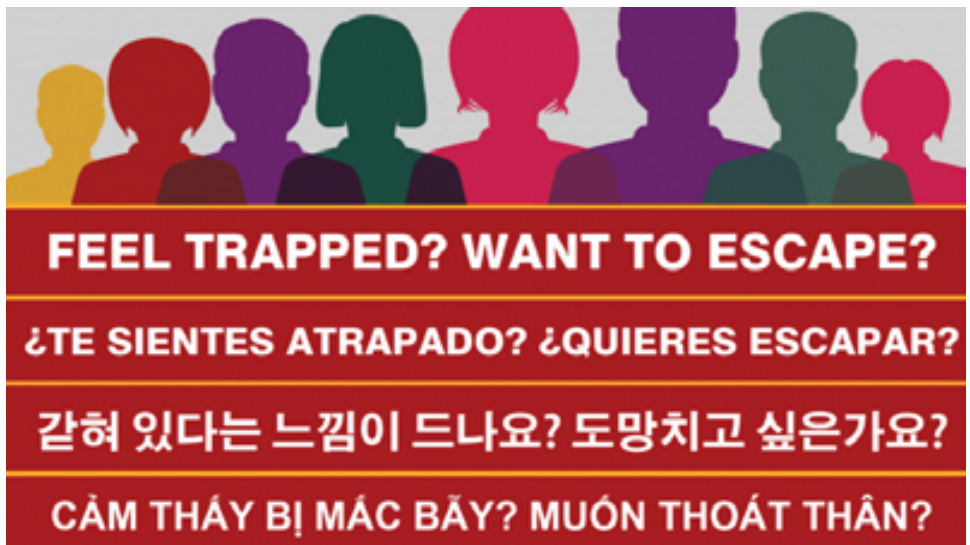
3 <https://www.9news.com/article/news/elizabeth-smart-found-alive-in-utah-20-miles-from-her-home/73-345390241>

4 Ohio Woman Who Called 911 Was Really Reporting Domestic Violence Against Her Mom, By Elisha Fieldstat, Nov 22, 2019, NBC News

5 <https://www.insider.com/airport-worker-saves-girls-human-trafficking-2018-2> A quick-thinking airport worker saved 2 girls from a suspected human trafficking plot when they checked in with one-way tickets Talia Lakritz Feb 21, 2018.

6 The Texas <https://www.txrestaurant.org/news/texas-restaurant-association-takes-leadership-role-help-end-human-trafficking>

7 Poster artwork by Athena Jenkins, age 10. with permission



DON'T WAIT! ¡NO ESPERE!

Feel Trapped? Want to escape?

Are you in danger?

Go to the front desk and say:

"I'm hungry, can you order a pizza for me?"

Or **"Can you extract tooth number 33"**

¿Te sientes atrapado(a)?

¿Quieres escapar?

¿Estás en peligro?

Ve a la recepción y di:

"¿Tengo hambre, puedes ordenar una pizza para mí?"

Ó **"¿Quieres extraer el diente Numero 33?"**

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SOLUTIONS



By Nancy Dewhirst RDH, BS
MidWinter Speaker

THURSDAY

7:30am–9:30am • 2 CEU, Core
**California Dental Practice
Act: Where's the Line?**
Sponsored by PCIHIPAA
(SDDS Vendor Member)

1:30pm–4:30pm • 3 CEU, Core
**Annual OSHA Training & Infection
Control – Are We Safe "Enough?"**
Sponsored by PCIHIPAA
(SDDS Vendor Member)

FRIDAY

7:30am–9:00am • 1.5 CEU, 20%
Ergonomics: It's A Balancing Act

A Game-Changer for Dentistry: *Safety Since Sars-CoV-2*

Dental safety practices have shifted from Standard Precautions to Transmission-based precautions during the COVID-19 pandemic because all people are now considered potentially infectious for all types of diseases (not just bloodborne diseases); this is a fundamental change in dental safety protocol. Guidance from Centers for Disease Control and Prevention (CDC) evolves with research, and professional and regulatory organizations incorporate or refer to that guidance. Dental professionals must follow laws, and also keep up with CDC recommendations. Infection prevention and control strategies vary according to how effective they are. The Hierarchy of safety strategies (chart) ranks 5 different aspects of infection control (all equally important) from the most to the least effective. The key factor in determining this ranking is the role that humans play in implementing the strategy: potential human error reduces reliability. Other variables, including product features and availability, also contribute to how reliable a practice is. The shift in dental safety standards to include protection against airborne pathogens is likely to endure beyond this pandemic. Investing in the most effective control methods is a pathway to less burdensome safety solutions for dentists and their teams.

Sars-CoV-2 Has Changed Dental Safety Standards

Sars-CoV-2 has changed dental safety standards. Prior to the COVID-19 pandemic, dentistry followed Standard Precautions that are the minimum safety protocols to prevent exposure to Bloodborne Pathogens and body fluids. Standard Precautions consider everyone as potentially infectious for bloodborne diseases and have been shown to be very effective against blood and body fluid pathogen exposure. Because Standard Precautions are less effective against droplet and contact diseases and are not adequate to protect against aerosol-transmitted diseases, patient screening

was employed to avoid exposure to patients infected with contact, respiratory and droplet diseases. Since COVID-19 is known to be transmitted by pre-or asymptomatic people over half of the time, all people are now considered potentially infectious for all types of diseases (not limited to bloodborne disease), requiring a fundamental change in dental safety protocol. Healthcare, including dentistry, should now be practicing transmission-based precautions.

As the pandemic unfolded, research and science led to rapidly evolving "interim and temporary" safety recommendations from the U.S. Centers for Disease Control and Prevention (CDC). Those recommendations increased safety to include respiratory protection while also providing "crisis compromises" that inherently contained some risks such re-use of single-use N95 respirators when supplies were unavailable earlier in the pandemic. Interim CDC recommendations are updated as changes occur. New State and Federal safety regulations incorporate or refer to CDC recommendations as well as ANZI, ASHRAE and NIOSH standards. It is important that dental professionals follow updated regulations and recommendations and continue to be informed of relevant changes in Health Dept., OSHA and State Dental Board rules. State Dental Associations and Organization for Safety, Asepsis & Prevention, American Dental Assoc. are examples of reliable groups that provide consensus standards and useful tools such as master documents or checklists. While statements by these groups are not laws, they may influence dental standards of practice.

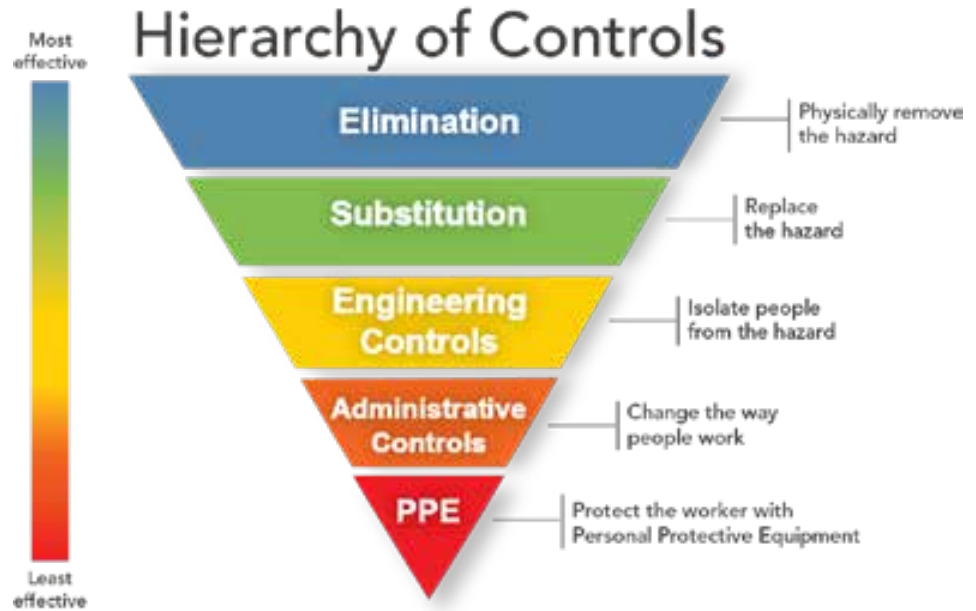
It is helpful to analyze Infection prevention and control practices according to how effective the practice is. The Hierarchy of safety strategies (chart) ranks 5 different aspects of infection control from the most to the least effective. Even with varying effectiveness, every element of the chart



is equally important. The key factor in determining this ranking is the role that humans play in implementing the strategy: potential human error reduces reliability. Elimination and substitution top the chart: there is less risk if a problem is eliminated, or a safer practice is substituted for a higher risk protocol. At the bottom of the chart is use of PPE, which is vulnerable to variables such as product manufacturing, distribution, supply, storage, training, compliance, and consistent behavior. Training of these concepts should follow the basic tenants of infection control, including “isolation & separation,” cleaning before disinfection and sterilizations, understanding heat and chemical microbial destruction and safe practices.

Eliminating known risks, while very effective, is not often practical unless dental offices shut down. Substituting a safer strategy or practice is more reasonable. Examples of this concept that are likely to endure after the COVID-19 pandemic are using electronic / remote methods of communication (tele-dentistry), managing patient flow and appointment times. The idea is to consider risk and avoid it when reasonable.

Engineering controls are physical safety systems designed to protect people. COVID-19 has focused attention on Indoor air safety control and building structural features. Immediate actions to control dental aerosolized pathogens include maximizing the design, use & maintenance of building heating, ventilation & air conditioning (HVAC) systems, air/water suction equipment and optimizing architectural features such as space dividers, walls, and windows to maximize air changes and filtration. Adding separate devices such as HEPA filtration units, external suction, and fans can be effective if reliable equipment is installed and used correctly. Antimicrobial technology such as ultraviolet germicidal irradiation (UVGI) has been used in medical environments with success and validation and may become a common feature in dental environments. Guidance specific to dentistry is lacking but it is likely that dental air safety might be more in line with medical standards as the new



realities of airborne disease management are better understood.

Administrative controls are the rules, organization and management systems that run the safety program. This starts with a comprehensive written program and most importantly, a qualified person to implement and manage that program. Every office should have an Infection Control & safety coordinator. A formalized role is emerging in dentistry, following the example of credentialed safety managers in medical settings; this is a new career path. Training and certification for this vital position can be earned by accessing the OSAP/DANB training program online at www.osap.org.

Personal protective equipment (PPE) is at the bottom of the pyramid due to many variables, including product characteristics, supply, and the role of human error. COVID-19 introduced dentistry to respiratory protection programs: the use of reliable respirators within the context of a comprehensive program of training & enforcement. The key to compliance is the understanding that respirators must fit and be worn correctly. Training is essential, as is the use of FDA cleared / NIOSH approved N95 respirators. Transmission-based precautions require alterations of PPE sequencing to insure protection against exposure to blood & body fluids, contact, droplet and aerosol diseases.

The changes COVID-19 has brought to dental infection control have improved the margin of safety in dental settings against a broader range of infectious diseases. Other considerations such as cost and the burden of additional time must be dealt with over the long term, but respiratory safety standards are not likely revert to pre-COVID-19 levels. To the extent that the more effective elements of the infection prevention hierarchy can be employed, some of the more burdensome and uncomfortable safety practices may be eased. ■

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1. <https://www.osha.gov/SLTC/covid-19/dentistry.html> <https://www.dir.ca.gov/dosh/coronavirus/Guidance-by-Industry.html> <https://www.cdc.gov/coronavirus/2019-ncov/vaccines/fully-vaccinated.html>
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Tax Credits Can Improve the Bottom Line of Dental Practices



By Daniel DelGreco, MBA
Leyton, MidWinter Sponsor

Leyton is the sponsor for both of Kelli Jäecks, MA, RDH's courses at the MidWinter Convention. To read Kelli's article and view more about her classes, see page 30.



The R&D Tax Credit (RDTC) and Employee Retention Tax Credit (ERC) are lucrative tax savings opportunities available to Dental Practices. The RDTC is available if your practice updated or innovated processes, equipment, or products, while the ERC is available for practices negatively impacted by COVID-19. Due to recent US tax legislation changes, there are misconceptions about eligibility, which has resulted in an underutilization of these credits.

What is the R&D Tax Credit (RDTC)?

The R&D Tax Credit (part of the IRS Tax Code) was permanently enacted in 2015 to focus on R&D and innovation. It is available to practices that introduced new or improved products, processes, formulas, inventions, or techniques to offset tax liability at the federal level and in more than 30 states.

How much of the RDTC can I claim for my practice?

There is generally no limitation on the amount of R&D expense that can be claimed annually. Unused Federal R&D credits can be carried over to future years when needed. The RDTC is a dollar-for-dollar tax savings that reduces a company's tax liability.

Is it difficult to file a claim for the RDTC?

While many accounting and CPA firms are proficient at taxes, most lack specialization in the R&D Tax or Employment Retention Tax Credit. Therefore, there is potential to leave substantial money on the table during these calculations. Firms that specialize in tax credits offer the best solution for a practice to receive accurate and timely tax claims that maximize savings.

What can be claimed as an R&D Tax Credit?

Testing better, faster, easier, more cost-effective processes & procedures, new or different materials used within procedures, or new technologies or equipment within your practice can often be claimed. These

improvements do not need to be new to the Dental Industry, only new to your practice. Examples include same day crowns, platelet-rich plasma, diagnostic AI, cone beam technology, use of lasers, digital dentistry, and beyond.

What is the Employee Retention Tax Credit (ERC)?

The ERC is part of the COVID-19 economic relief plan under the CARES Act (Coronavirus Aid, Relief, and Economic Security). The ERC expanded under the Consolidated Appropriations Act and was modified under the 2021 American Rescue Plan Act.

The ERC incentivizes business owners to retain employees on their payroll during the pandemic. This credit can represent significant tax savings for small to medium sized businesses as they work toward financial recovery. If your practice was impacted by mandatory COVID-19 government shutdowns or a significant decline in gross receipts, the ERC can help.

How do I know if my business qualifies for the ERC?

If your business experienced any of the following, you may be eligible for the ERC:

- Business interruptions (reduced services, supply chain issues, reduced hours of operation, limited capacity).
- Full or partial government shutdowns related to COVID-19.
- Beginning on March 13, 2020, if your practice experienced significant declines in gross receipts compared to the employer's 2019 gross receipts for the same quarter - 50%+ decline for 2020 or 20%+ decline for 2021.

How can I claim the ERC for my practice?

Under the ERC, an eligible employer may claim credits to offset the employer's share of payroll taxes. Since the ERC is a refundable credit, if the amount of the credit is greater



than your share of Social Security or Medicare taxes, then the difference is cash refunded.

How much credit can I claim per employee?

According to the IRS, the ERC equals 50% of qualified wages paid to an employee per quarter up to \$10,000 of eligible qualified wages per employee. In 2020, employers may claim up to an annual maximum of \$5,000 per employee. For 2021, employers may claim up to \$7,000 per employee, per quarter, in Q1, Q2 or Q3 (or an annual maximum of \$21,000 per employee).

Is there a deadline to claim the ERC?

As a result of recent modifications to legislation, eligible businesses can claim the ERC as a refundable tax credit from March 13, 2020 through September 30, 2021. It is recommended that Dentists file the claim as soon as possible, before the busy tax season.

Can I claim the ERC if my business received a PPP loan?

Even if your business received a Paycheck Protection Program (PPP) loan, you are likely eligible to claim the ERC as well. It is important to correctly apply the PPP, ERC and R&D tax credits!

For more information and a complimentary tax credit consultation, visit www.leyton.com or contact Daniel DelGreco at ddelgreco@leyton.com or (415) 315-9345. ■



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Meet the Speakers



Payam Atai, DMD

Dr. Atai is a graduate of Tufts Dental School, is an award-winning clinical instructor and recognized dental speaker worldwide, who has been in private practice for more than 25 years in Laguna Hills, California. Having treated thousands of clear aligner cases he continually shares the results of his treatment, research, and innovative practice growth techniques thru his clinical education to doctors and their team members, nationally and internationally.

As an author, and a member of the National Academy of Dental Professionals, (NADP), Dr. Atai holds both national and international peer-reviewed awards in dental journal publications, as well as mainstream press and television. He develops solutions to improve and simplify how comprehensive dentistry is delivered to patients. As a patent holder of an FDA-cleared oral device, he continues to innovate and invent dental health solutions that help dental practices reap the rewards of modern technology for their patients. He also serves on multiple dental and medical device company boards and is a recognized key opinion leader.



Sara Baker, CEO; SD Reliance (SDDS Vendor Member)

Ms. Baker was born and raised in West Sacramento, CA. She is the owner and CEO of SD Reliance Management, which is the Premier Dental Billing and IT Support company in Sacramento. She has dedicated the last 15 years of her career to managing and training offices to maximize their collections and perfect their in-office money processes.

Sara loves eating, traveling, and zombies (in that order). Her favorite city in the world is Sacramento, but it's followed in a VERY close second by New Orleans, LA. She drinks too much coffee, is subscribed to far more podcasts than is reasonable, and would really like to help make your dental practice more profitable.



Jennifer Berry, MS, LMFT

Ms. Berry was born in Philadelphia. She has focused on working with at risk children and their families. She spends her free time volunteering with Hands for Hope and coaching Youth Soccer and Water Polo. She lives in Shingle Springs, CA with her husband Mike, her twin daughters and her son Parker.



Jeff Broudy, CEO PCHIPAA (SDDS Vendor Member)

Mr. Broudy, founder and CEO of PCHIPAA, has been actively involved in building startups and leading sales and marketing teams in a variety of industries over the past 30 years. Jeff previously served as Director of Sales & Marketing at Intuit and was the VP of Sales and Marketing at Total Merchant Services. He is now pioneering a "compliance as a service" business with OfficeSafe by PCHIPAA, a technology focused on providing HIPAA, OSHA, and PCI compliance and data security solutions to small- and mid-sized medical and dental practices.



Jennifer de St. Georges

Ms. de St. Georges has gained & maintains her loyal global following as a speaker who delivers practical, proven and logical solutions for today's dental practice management issues. Her strong communication skills, delivered with her unique sense of humor, and supported by detailed workbooks, ensure learning is both effective and fun! The first non-dentist to be appointed to Dentistry Today's Contributing Editors Board, she has delivered over 1,000 programs and published 300+ articles.



Nancy Dewhirst, RDH, BS

Ms. Dewhirst graduated from the University of Southern California, practiced dental hygiene for 20 years, is adjunct dental hygiene faculty at West Coast University and a member of Sigma Phi Alpha. Ms. Dewhirst is consistently listed as one of the nation's "Leaders in CE", presents over 80 seminars a year, is featured at major U.S. and Canadian Dental Conferences, and is a member of the California Dental Association Speakers Bureau. She has had many articles published in dental peer-reviewed journals and has contributed to dental textbooks and guidance documents.



Kelly Giannetti, DMD

Dr. Giannetti received her DMD degree as well as a Master's in Public Health from Harvard University. After Harvard, she completed her orthodontic residency at UCSF where she served as an Assistant Clinical Professor from 2000-2007. Dr. Giannetti is a Past-President of SDDS and a Diplomate of the American Board of Orthodontics. She practices with Dr. Thais Booms and has offices in Sacramento and West Sacramento.



Mitchell Goodis, DDS

Dr. Goodis was raised in York, PA. He retired from the US Air Force and practices in Diamond Springs, CA. Dr. Goodis and his wife, Audrey Speicher Goodis, live in Placerville where he volunteers as a Cub Scout Den Leader and as a Boy Scout Assistant Scoutmaster. They have 3 daughters: Jamie, Jenny and Tiffany.



Lisa Greer, Dental Benefits Analyst; CDA Practice Support Center

Ms. Greer specializes in several aspects of dentistry, including working with dental benefit plans, dental billing, accounts receivable, community marketing, human resources, practice management and regulatory compliance.



Jagdev Heir, MD, DMD, FACS

Dr. Heir is a practicing Oral & Maxillofacial Surgeon as well as a practicing Cosmetic Surgeon in the greater Sacramento region since 2006. Dr. Heir graduated with a Biochemistry degree from Rutgers University and went on to NJ Dental School and NJ Medical School at University of Medicine & Dentistry of NJ (UMDNJ). He went on to do a Fellowship in Anesthesia at Robert Wood Johnson Medical Center and then completed his Oral & Maxillofacial Surgery at UMDNJ. After residency, he completed a Facial & Body Cosmetic Surgery Fellowship in Oklahoma City. He is triple Board Certified in Oral & Maxillofacial Surgery, Facial Cosmetic Surgery, and General Body Cosmetic Surgery. He is also a Fellow of the American College of Surgeons (FACS). In addition to maintaining a private practice he has served on various committees in the local dental society as well as an anesthesia evaluator and a Subject Matter Expert for the Dental Board of California. During his free time Dr. Heir enjoys spending time with his two boys, family and friends.



Rich Hirschinger, DDS, MBA

Dr. Hirschinger is a Board-certified orofacial pain specialist at his private practice in Beverly Hills. He graduated from the USC School of Dentistry in 1985, the USC Marshall School of Business in 2001, and he completed a 2-year full time residency in Orofacial Pain and Dental Sleep Medicine at the UCLA School of Dentistry in 2012. He is a Diplomate of the American Board of Orofacial Pain, a Fellow of the American Academy of Orofacial Pain, and a Clinic Supervisor every Wednesday at UCLA in the Orofacial Pain and Dental Sleep Medicine residency. He holds two patents as the inventor of the gentle jaw, which became commercially available in March 2020.



Kelli Jäecks, MA, RDH

Ms. Jäecks is a self-care strategist, a nationally published author, professional speaker, and coach. Kelli works with organizations who want achievable strategies to slay burn-out and optimize their team's total health. She also coaches others to put their own self care first, so they can fully live their lives, and better serve the world.

Kelli is the author of the Amazon best seller: *Martinis & Menopause — Strategies, Science and Sips that Empower Women to Beat the Hormone Groan*. She is a past president of the American Dental Hygienists' Association, and the NSA (National Speakers Association), Oregon Chapter.

Kelli holds master's degree from Oregon State University in Communication and Adult Education. She received her Bachelor of Science in Dental Hygiene from Oregon Health Sciences University in 1996.

Kelli enjoys traveling to cool venues for scuba-diving and performing in live theater productions.



Jo-Anne Jones, RDH

An international, award-winning speaker, Jo-Anne Jones brings life, energy and inspiration to all her presentations possessing a no-nonsense approach and dynamic speaking style that has made her one of the most sought-after lecturers in the dental community. Jo-Anne has been selected as one of DPR's Top 25 Women in Dentistry and joins the 2022 Dentistry Today CE Leaders for the 12th consecutive year. A frank and open lecture style with a focus on direct knowledge translation to practice has earned Jo-Anne many loyal followers both nationally and internationally.



Lory Laughter, RDH, MS

Ms. Laughter graduated from Idaho State University with her BS in 1994 and from the University of California San Francisco with an MS in Dental Hygiene in 2015. Today she has a variety of career roles including Dental Hygiene Program Director and Assistant Professor at University of the Pacific in San Francisco, speaking, writing and research.

Lory wrote a monthly column in RDH Magazine from 2005 – 2018. She also has several peer-review published articles. She is a co-author of Newman and Carranza's Clinical Periodontology for the Dental Hygienist, 1st Edition, Published by Elsevier.

She received the 2011 Idaho State University Division of Health Sciences Professional Achievement Award, the 2015 Sunstar America Award of Distinction and a 2018 Outstanding Teaching Award at Arthur A. Dugoni School of Dentistry.

Lory is a Past President of the California Dental Hygienists' Association and enjoys advocating for Dental Hygienists in California and the nation.

In her personal time, she enjoys traveling and spending time with her 9 grown children and 15 grandchildren.



Shelli Macaluso, Risk Management Analysts; TDIC (SDDS Vendor Member)

Ms. Macaluso joined TDIC in 2018 as an RM Analyst. She speaks nationally representing the company during presentations for dental conventions, dental schools, specialty groups and participating dental societies. She advises dentist in the areas of professional liability, employment, property, and Cyber liability risk management. Prior to joining TDIC, she worked as an RDA, Specialty coordinator and promoted to Senior Business Manager of a large dental practice. Shelli is dedicated to making an instrumental and strategic impact on the dental community through providing RM guidance and resources to dental professionals.



Jeannette MacLean, DDS

Dr. MacLean is a Diplomate of the American Board of Pediatric Dentistry, Fellow of the American Academy of Pediatric Dentistry, owner of Affiliated Children's Dental Specialists in Glendale, Arizona, and mother of two. She received her dental degree, with honors, from the University of Southern California in 2003 and completed her specialty training in pediatric dentistry in 2005 at Sunrise Children's Hospital through the University of Nevada School of Medicine. Dr. MacLean has become an internationally recognized advocate and expert on minimally invasive dentistry, appearing in newspapers, magazines, television, and continuing education lectures on this hot topic. Most notably, she was featured in the July 2016 New York Times article "A Cavity Fighting Liquid Helps Kids Avoid Dentists' Drills," which brought national attention to the option of treating cavities non-invasively with silver diamine fluoride.



Michael Miyasaki, DDS

Dr. Miyasaki has a fee-for-service general dentistry practice in Sacramento, CA, where insurance reigns. He has been in practice for 34 years, in education for 31 years and involved in corporate endeavors for over 25. Currently he is a manufacturing COO/CDO, is the Director of Education for the Pacific Aesthetic Continuum, and he is the Chief Education Executive for the Academy of Minimally Invasive Implantology. He lectures internationally on many topics which are reflected in his practice. Accepting that dentists today have different challenges than 30 years ago, he is devoted to helping the profession not spiral to the bottom but climb to new heights. He is a strong believer that curiosity

and education are what make the practice of dentistry exciting, and continued growth brings satisfaction in one's work. He is also grateful for the opportunities to share and discuss ideas. Working with his colleagues to create their remarkable life and enjoying their profession delivering the best treatment outcomes for their patients is now his passion.



Matthew Nelson, Practice Analyst; CDA Practice Support Center

With over seven years of experience as an office manager, dental consultant and CDA analyst, he specializes in all areas of practice management, including leadership, practice systems, dental billing, human resources and practice transitions.



Marcella Oster, RDA

Ms. Oster has 27+ years of experience in the dental industry including working as a dental assistant and RDA for 13 years. In 1993, Ms. Oster co-founded and was President of EcoSolutions, the first company to provide comprehensive hazardous chemical waste management services to dental offices (including processing of the chemicals). In 1999, EcoSolutions merged with the industry's largest medical waste management company.



Jessica Saetern, Risk Management Analysts; TDIC (SDDS Vendor Member)

Ms. Saetern joined TDIC as a Risk Management Analyst in 2019. She supports dental professionals through national speaking engagements at major industry events, virtual presentations, dental conventions, dental schools, and state dental societies. She brings over 10 years of dental experience in the areas of insurance billing, claims management, provider appeals and as a business consultant. She holds a degree in Business-General and a certificate in Business Management. She also contributes to the Risk Management publications of RM Matters and Liability Lifeline. She is committed to making a positive impact through the advice and resources she provides in the areas of professional, employment, business, and cyber liability including property and operations risk management.



Christine Sison, CEO; Swiss Monkey (SDDS Vendor Member)

Ms. Sison is the CEO of Swiss Monkey, a staffing and virtual front office services company. She has built and has managed a dental practice for over 10 years and has her Bachelors in Neurobiology from UC Berkeley and a Master's in Health Policy and Management from the Harvard School of Public Health. Prior to her work in dentistry, she conducted brain tumor research at UCSF, assisted in the integration of IT into clinics and hospitals, and later led the development of community-wide healthcare systems, including telemedicine efforts.



Theresa Worsham, DMD

Dr. Worsham was born and raised in Missouri, she earned her Bachelor's of Science in Diagnostic Medical Sonography from University of Arkansas for Medical Sciences and her Doctorate from ATSU Missouri School of Dentistry and Oral Health. She completed her periodontal residency training at Baylor/Texas A&M College of Dentistry. She was selected to serve as Chief Resident during her last year of residency. During her residency, she taught dental students and residents in addition to practicing at Texas A&M Dental School and Children's Hospital Dallas. While in residency, she completed a Masters of Science in Oral Biology and did research with amelogenin peptides.

Dr. Worsham is honored to serve the Sacramento and Folsom community. She enjoys all aspects of periodontics from oral health education, infectious disease, hard and soft tissue grafting and implantology.

Dr. Worsham enjoys spending time with friends and family. She met her husband Austen before dental school and they have one son, Oliver. She enjoys comedy movies and dance classes.

Taking Care of Your Personal Wellness When the World Goes Crazy



By Kelli Jäecks, MA, RDH
MidWinter Speaker

THURSDAY

10:00am–12:00pm • 2 CEU, 20%
Patient First. What About Me?
Sponsored by Leyton

1:30pm–4:00pm • 2.5 CEU, 20%
**Martinis, Millennials, Motherhood
& Menopause: Considerations in
Women's Health for You, Your Dental
Team and Your Patients**
Sponsored by Leyton

When our world shutdown in March of 2020, Dentistry as a profession was thrown into unprecedented stress levels, with practices having to close, patient and revenue volumes down to near nothing, and the answers unknown to questions like: How long will this go on? How can I sustain my financial life under these circumstances?

I don't have to lay out all the repercussions we have experienced in the last two years. You know, you lived it. And we are still living in it, as the repercussions of the pandemic reverberate today.

While clinical skills and patient care are the essence of what we do each day- ignoring our own physical, mental, financial, and emotional wellness is not sustainable.

As a dental professional myself and a CEU provider for over 15 years, I see the need for courses and education on stress reduction for the practitioner. For us. While clinical skills and patient care are the essence of what we do each day—ignoring our own physical, mental, financial, and emotional wellness is not sustainable. Healthy practitioners better insure healthy patient care and outcomes.

In Patient First. What about Me?—We'll be talking about how to incorporate mini-moments of self-care into our daily life, the mindset shift needed to get there, and specific self-care strategies to best support your physical and mental wellness. We want to thrive, and show up as our best self, at work and at home.

Continuing the theme of self-care, I'll be focusing on the female gender in Martinis, Millennials, Motherhood & Menopause. With over 50% of dentists graduating female and over 80% of dental assistants and hygienists being female, our industry needs a clear focus on women's health. In the medical consumer world, it is estimated that 85% of dental spending decisions are made by women!

Whether we are dealing with our Periods and PMS, Pregnancy, or Perimenopause- many women find themselves feeling alone and confused by the changes in their bodies. Plus, these hormonal shifts throughout the woman's lifetime can greatly affect oral health. We'll be discovering how to best support ourselves and the women in our practices as hormone levels change. We will explore practical strategies needed to reduce disease risk, and how to thrive through hormonal changes, rather than suffer.

All of us can use utilize these timely tips and tools to better understand, support and educate our patients, ourselves, and all those we love. Let's thrive in this new working reality, by prioritizing our personal and professional wellness. ■

Resources:

- <https://www.dentaleconomics.com/practice/article/16393074/the-power-of-women-in-dentistry>
- <https://www.dentistryiq.com/practice-management/industry/article/16366532/stress-in-the-dental-profession-and-why-a-horse-could-save-your-life>
- Evans S. Tackling stress and anxiety in the dental profession. Dentistry.co.uk website. <http://www.dentistry.co.uk/2015/05/21/tackling-stress-anxiety-dental-profession/>. Published May 21 2015. Accessed May 3, 2016.
- Rada R, Johnson-Leong C. Stress, Burnout, Anxiety and Depression in Dentists. J Am Dent Assoc. 2004;135. http://www.saudident.com/album/data/media/17/stress_burnout_anxiety_and_depression_among_dentists.pdf
- Butler, J. In Your Face: Facing the Realities of Stress in Dentistry. Dentaltownwebsite. <http://www.dentaltown.com/Dentaltown/Article.aspx?i=340&aid=4652>. Published November 2013. Accessed May 3, 2016.
- <https://www.ada.org/resources/research/health-policy-institute/impact-of-covid-19/private-practice-results>
- <https://www.ada.org/en/science-research/health-policy-institute/dental-statistics/workforce>
- <https://www.ada.org/en/publications/ada-news/2016-archive/january/women-in-dentistry-see-progress-continued-challenges>
- https://www.adha.org/resources-docs/72210_Oral_Health_Fast_Facts_&_Stats.pdf



Check out all of the MIDWINTER EXHIBITORS

DENTAL & ORTHODONTIC SERVICES

- Kids Care Dental & Orthodontics (Booth 413)

DENTAL EQUIPMENT & SUPPLIES

- Anutra Medical (Booth 512)
- Benco Dental (Booth 525)
- Bisco (Booth 511)
- Brasseler USA (Booth 519)
- Carestream Dental LLC (Booth 611)
- Desco Dental Equipment (Booth 515)
- Discount Disposables (Booth 102)
- Elevate Oral Care (Booth 405)
- GC America (Booth 300)
- Geistlich Biomaterials (Booth 503)
- gentle jaw (Booth 202)
- GlaxoSmithKline (Booth 119)
- Henry Schein Dental (Booth 602)
- Tokuyama/Solmetex (Booth 108)
- Kerr Dental (Booth 124)
- Kuraray Noritake Dental (Booth 200)
- LumaDent (Booth 117)
- Patterson Dental (Booth 400)
- SciCan/Coltene (Booth 113)
- Shofu Dental (Booth 411)
- SmileDirectClub (Booth 304)
- Straumann (Booth 521)
- Supply Doc (Booth 105)
- VELscope (Booth 120)
- Voco America Inc (Booth 116)

DENTAL EDUCATION

- California Dental Educators (Booth 103)
- California Northstate University (Booth 106)
- FADE (Booth 606)

DENTAL LABORATORY

- Dental Masters Laboratory (Booth 505)
- NEO Dental Lab (Booth 516)

DENTAL OFFICE CONSTRUCTION & DESIGN

- GP Development Inc. (Booth 607)
- Olson Construction Inc. (Booth 212)

DENTAL ORGANIZATION

- California AGD (Booth 518)

DENTAL PRACTICE INSURANCE

- TDIC (Booth 603)

DENTAL PRACTICE SALES

- DDSmatch (Booth 402)
- Integrity Practice Sales (Booth 301)
- Professional Practice Sales (Booth 509)

FINANCIAL & INVESTMENT SERVICES

- Banner Bank (Booth 216)
- California Dentists' Guild (Booth 122)
- CareCredit (Booth 401)
- Fechter & Co CPAs (Booth 205)
- First Citizens Bank (Booth 303)
- First US Community Credit Union (Booth 600)
- Five Star Bank (Booth 203)
- Leyton (Booth 502)
- MUN CPAs (Booth 419)
- Thomas Doll (Booth 510)
- Trek Financial (Booth 100)
- Tri Counties Bank (Booth 403)
- US Bank (Booth 513)

HR + LEGAL

- BPE Law Group (Booth 417)
- California Employers Association (Booth 610)
- Insperity (Booth 201)

IMPLANT SUPPLIES

- Hiossen Implant (Booth 118)
- IBS Implant/AMII (Booth 609)
- Nobel Biocare (Booth 114)
- Zest Dental Solutions (Booth 504)

IT & DENTAL BILLING

- Pact-One Solutions (Booth 523)
- SD Reliance (Booths 604-605)

DENTAL PLANS/PROGRAMS

- Access Dental Plan (Booth 305)
- HealthNet (Booth 500)
- LIBERTY Dental Plan (Booth 404)
- Smile CA/Medi-Cal Dental (Booth 101)

MEDICAL GAS SERVICES & EQUIPMENT

- Analgesic Services (Booth 601)

PRACTICE MANAGEMENT CONSULTING

- Adams Dental Consulting (Booth 608)
- PCIHIPAA (Booth 111)

REFINERS

- Star Refining (Booth 204)

SAFETY & HEALTH CONSULTING

- B and W Compliance (Booth 104)

STAFFING

- Resource Staffing Group (Booth 110)
- Swiss Monkey (Booth 210)

TECHNOLOGY

- Comcast (Booth 302)
- TEKagogo (Booth 218)

US MILITARY HEALTHCARE RECRUITING

- U.S. Army (Booth 112)

Expo Hall

SHOW SPECIALS

ADAMS DENTAL CONSULTING BOOTH 608

Sign up for Remote Insurance Billing or Consulting services during the convention and receive \$500 off your first month

BISCO BOOTH 511

- Buy One Item, Get 1 FREE on any 1 item. *Limit 1.*
- Order minimum \$250 or more and get 15% off
- Order \$500 or more and get 20% off
- Order \$1000 or more and get 25% off

Discounts cannot be combined with any other offer. Order must be placed at the BISCO Booth 511 at the 2022 SDDS MidWinter Convention.

CALIFORNIA EMPLOYERS ASSOCIATION BOOTH 610

- \$150 off new memberships for the month February
- Ginger Elizabeth gift basket giveaway

FECHTER & COMPANY BOOTH 205

Giving away an iPad mini to a doctor and 2 restaurant gift cards to doctor staff

GEISTLICH BIOMATERIALS BOOTH 503

- Mix and Match any 10 items and receive a 15% discount on the order.
- Mix and Match any 20 for a 20% discount.

KERR DENTAL BOOTH 124

- Simplicity Bundle: Buy 1 SimpliShade and 1 Maxcem Elite or Maxcem Elite Chroma Universal, Get 1 OptiBond Universal Free!
- Rotary: Buy 30 packs get 30 packs free.
- Promo Code: SDS22

Invoiced purchases from 2/7 to 2/18 are acceptable for redemption.

KURARAY BOOTH 200

Various promotions including: Buy 2, Get 1 and Buy 3, Get 1, specials on award winning CLEARFIL, PANAVIA, MAJESTY and KATANA products that are only available during the convention!

MUN CPAS BOOTH 419

One hour free tax & financial review

PACT-ONE SOLUTIONS BOOTH 523

Fill out the booth form to activate a \$1000 credit to start receiving a full range of industry specific IT support and services for an affordable price, by choosing the dedicated dental IT specialists at Pact-One.

SHOFU DENTAL CORPORATION BOOTH 411

- All Bioactive Giomer Technology Restorative Products are Buy 4, Get 1 at No Charge! Buy 12, Get 4 at No Charge!
- Buy an EyeSpecial for ONLY \$2,995, PLUS get Tote Bag, and OneGloss PS Kit.

STRAUMANN BOOTH 521

- 20% Discount on all orders placed at the booth
- 1 Drawing each day for a Free 3:1 Premium Patient Education Model

TEKAGOGO BOOTH 218

Stop by our booth, 218, and receive a WELCOME offer!

Also, join us for an exciting raffle each day valued over \$676 to care for the heartbeat of your practice! You may even want to see our giveaway that includes a FUN BUTTON!!!

TOKUYAMA/SOLMETEX BOOTH 108

- Tokuyama 1+1 Omnichroma Flow (Limit 3)
- Tokuyama Omnichroma 2+1 (limit 2)
- Solmetex Powerscrub - Buy a case of line cleaner get a free sidekick dispenser free

U.S. ARMY BOOTH 112

Army Dentistry Mission: A ready Dental Corps delivering global dental services to enable sustained readiness of the Total Force.

Army Dentistry Vision: The leader in expeditionary dentistry and sustainment of force readiness through quality dental care.

Dental CORP Incentives:

- Up to \$120K (Active Duty) or \$250K (Reserve Component) loan repayment program options
- Full Time / Part Time opportunities with competitive pay
- Up to \$6K monthly per board certification pay
- Dental Specialty Bonuses
 - General Dentistry \$150K
 - Comprehensive Dentistry \$300K
 - Prosthodontics \$300K
 - Oral & Maxillofacial Surgery \$400K

ZEST DENTAL SOLUTIONS BOOTH 504

- Buy 25 Locator Overdenture Implant Systems, Get the Premium Surgical Kit Free
- \$500 off the ZestMasters Overdenture Education program



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2022

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Health Net and Hazel Health Support Kids and Communities

**KIDS CAN HAVE ACCESS TO CARE, REGARDLESS
OF HEALTH COVERAGE**



Hazel Health is a telehealth platform that brings on-demand physical and behavioral health virtual care services to children in community schools. Hazel Health's mission is to improve access to care for children, reduce the number of days children miss school, treat and triage children at school (instead of sending them home), and help close care gaps.

To help Hazel Health expand their reach, Health Net* is investing in the well-being of kids and communities in California. Through a **\$2.5 million grant** from Health Net, Hazel Health will offer care in approximately **200 more schools over the next year.**

Hazel Health will be available to all students and include referrals for follow-up care to a primary care doctor or a behavioral health provider, as needed.

Together, Health Net and Hazel Health are partnering to improve access to care in local communities, touching lives one child at a time. For more information regarding this partnership, contact Felisha Fondren at **felisha.r.fondren@healthnet.com**.



health net

*Health Net of California, Inc., Health Net Community Solutions, Inc. and Health Net Life Insurance Company are subsidiaries of Health Net, LLC and Centene Corporation. Health Net is a registered service mark of Health Net, LLC. All other identified trademarks/service marks remain the property of their respective companies. All rights reserved.

The 2021 SDDS and SDDF

Holiday Party



Friday, December 10, 2021 | Del Paso Country Club

The evening was filled with good friends, delicious food and great fun on the dance floor. The 2022 Officers were installed and the auction raised over \$24,500 for the Foundation. Thank you so much to everyone for making this such a wonderful night!

eat
Drink
AND BE
Merry

Committee Corner

**We are SDDS.
We do not follow.
We LEAD!**



By **Volki Felahy, DDS**
2021 Past President

Happy New Year! It was such an honor to serve as your President last year. What a year we had! Looking back, we moved from strict COVID restrictions and virtual events to back in person by September. It was a year of pivoting and brainstorming to keep serving the members and keep the Society running smoothly -- none of which was done alone. It only worked because of our well-orchestrated band of leadership.

As we move forward in January, it's time to nominate a new group of leaders. Have you ever wanted to get involved? Do you feel passionate about dentistry? Do you know someone who would be great? It's

time to serve. Every year, the Leadership Development Committee convenes, chaired by the Immediate Past President. The goal of the committee is to present a slate of candidates to the membership for election to all leadership positions. The positions open for nomination are:

- Secretary (2023 and moving through the Executive Committee to President, 2025!)
- Board of Directors (2023-2024 term)
- Foundation Board (2023-2024 term)
- Delegate to the CDA House (November 2022-2023)

Please apply OR nominate someone you feel would be a great member of our leadership community; we need you!

Deadline to submit nominations is February 1, 2022



Volki Felahy, DDS

Congratulations to 2021 recipients of the **Gordon Harris, DDS Distinguished Member Award**



History of the Award

In 1955, the SDDS started a program to annually recognize a member who had demonstrated outstanding leadership qualities and who had shown dedication to the dental profession beyond the call of duty through their endless hours of volunteer service. In 2013, the Society renamed this award to recognize the late Dr. Gordon Harris for his dedicated service to SDDS and the Foundation. Dr. Gordon Harris did SO much for our Society and Foundation; we surely miss him. This award honors his passion for SDDS.

Congratulations to the 2021 recipients: **Dr. Volki Felahy and Dr. Carl Hillendahl!**

Presented to them both for demonstrating outstanding leadership qualities and showing dedication to the dental profession above and beyond the call of duty. Dr. Felahy and Dr. Hillendahl helped SDDS navigate unprecedented times during the continuing COVID pandemic. We are thankful to have such wonderful and dedicated leaders in our Society.



YOU

THE DENTIST, THE EMPLOYER

YOU ARE A DENTIST. You are also an employer. Employee evaluations, hiring and firing, labor laws and personnel files are an important part of that. This monthly column, will offer current employment law information pertinent to you — the dentist, the employer.

MEMBER
BENEFIT!

Paying Employees When They Miss A Meal or Rest Break

Reprinted with permission from **California Employers Association (CEA)**

Sometimes things can get so busy in your dental office that you need your employees to work through their lunch break or miss a rest period during the day. Whenever an employer fails to provide an hourly, non-exempt employee with a sufficient meal or rest period (i.e., too short, delayed or skipped all together) they owe that employee “premium pay” on the next paycheck. Specifically, Labor Code section 226.7(c) requires the employer to pay the employee “one additional hour of pay at the employee’s regular rate of compensation for each workday that the meal or rest or recovery period is not provided.”

Sounds simple, right? The law was passed way back in 2001. Well, not so fast! There has been an open question over the past two decades regarding whether meal/rest premiums must be paid at the employee’s base hourly rate, or at their regular rate of pay (which includes other forms of compensation). Well, wonder no more, the California Supreme Court clarified this question when they ruled on *Ferra v. Loews Hollywood Hotel, LLC* last week and stated that the employer is required to pay the employee any premium pay using their regular rate of pay.

Why it Matters

An employee’s base hourly wage is what they get paid for each hour worked. Regular rate of pay is different because it takes into account other earnings, such as non-discretionary bonuses, shift differentials, commissions, piece rate pay, etc. If an employee earns any of these types of additional compensation, their regular rate of pay becomes greater than

their base hourly rate. Based on the court’s decision in *Ferra v. Loews*, if an employer pays only the base hourly rate for meal/rest break premiums, the payment will be insufficient.

The Supreme Court also ruled that its decision applies retroactively, not just going forward. Yikes!

Next Steps for Employers

Be sure that you understand how to determine the regular rate of pay. Review your payroll processes and/or contact your payroll company to verify that premium payments are taking into account non-hourly forms of compensation. If you have been using the base hourly rate to pay premium pay, be sure to consult legal counsel about how to proceed and address any liability concerns.

How to Calculate the Regular Rate of Pay

Typically, the regular rate of pay is calculated by taking the employee’s total earnings (including shift differentials, commissions, etc.) and dividing it by the total number of hours worked in the workweek. Sometimes the regular rate calculation differs depending on the type of earning involved. Consult counsel or your payroll provider.

If you have any questions or need guidance, call the SDDS HR Hotline at 888-784-4031 and an HR Director will assist you! ■

SDDS HR Hotline
NEW EXCLUSIVE NUMBER
FREE TO SDDS MEMBERS!

888.784.4031

Upcoming HR Webinars Presented by CEA

One hour online and audio seminar, you will only need a telephone, cell phone and/or computer (computer not required). All you need to do is dial, listen and ask questions if you desire. Sign up online at sdds.org.

2022 Labor Law Updates

Thursday, January 20th • 10-11:30am
1.5 CEU, 20%

2021 was an unprecedented year in so many ways. 2022 looks to be a bit brighter regarding the pandemic, however, with all of the laws the California Legislature and Governor passed in response to the COVID-19 pandemic, it's been difficult to keep up on what is and isn't new.

This presentation will inform you of the latest updates and new bills that touch on almost every facet of employment for 2022. Ranging from new reporting requirements due to COVID-19 to wage theft consequences and a new minimum wage, join us to learn more about the new employment laws that impact California employers.

Hire Slow/Fire Fast

Wednesday, April 27th • 12-1:30pm
1.5 CEU, 20%

After years and years of experience, one best pieces of advice we can give to an employer when it comes to employees is, “Hire Slow – Fire Fast”. In this seminar we will review how to hire right the first time to avoid the ugliness of workplace terminations and the expensive costs that come with high turnover. We'll also discuss how to end the employment relationship with reduced liability and increased humanity.

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TEK-A-WHAT?

First of its kind, TEKagogo is revolutionizing the independent dental service technician network. It's digital platform connects dentists and techs at the point of need.

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- Highly competitive hourly rates
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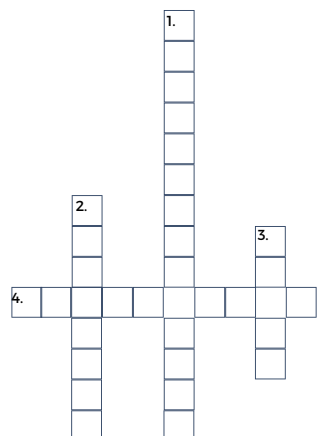


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Visit us at: [Tekagogo.com](https://www.tekagogo.com)



Scan to sign up!



TEKagogo Crossword Puzzle

Down:

1. Location in office where vacuum is housed.
2. The ___ - ___ economy gives us what we want now.
3. TEKagogo services at the ___ of need.

Across:

4. Machine that sterilizes the instruments.

FREE!

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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.

ADA - It's Just the Right Thing to Do! (For Your Website)

By Jaime Fernandez, Web Project Manager; Uptown Studios

In 2020 a report was issued by WebAIM after conducting a review of the top one million websites. These reviews indicated that 98% of the homepages had moderate to severe failures when it came to ADA compliance. Over the last decade, the American with Disabilities Act has set forth ever-changing and more stringent digital guidelines to ensure all spaces (even on the internet) are accessible to everyone. Web accessibility falls under Title III of the ADA, which considers websites a "public accommodation," though it does not mention the word "website" specifically. Despite the lack of direct language, those not adhering to basic accommodations have been subject to lawsuits. In an increasingly digital world, these guidelines have become especially important for the websites that are offering essential services, such as healthcare, dentistry and banking. **But mainly, having a site that is ADA Compliant is just the right thing to do!**

The issue of ADA compliance can become especially problematic for dental practices, as many sites were established long before specific ADA website guidelines came to

be. While healthcare and dental practices are not expected to adhere to more severe guidelines, they are more likely to be sought out by anyone cracking down on noncompliant websites. Any service in

In an increasingly digital world, these guidelines have become especially important for the websites that are offering essential services, such as healthcare, dentistry and banking.

which it's more notably important for everyone to have access will need to pay closer attention to how their site functions, and how it was built.

There are a number of remediation services now that can review websites and offer some help in modifying it for compliance.

In general, it's recommended that ADA is considered at the beginning of website development, rather than fixing it after the fact. Ensuring a specific company or developer is well versed on coding for keyboard navigation, responsive scalable fonts, and is aware of readable colors and contrasts is key in creating a website that can serve everyone. While the world adjusts to a new normal, considerations of inclusion even in the digital world are more important than ever.

Head here to run an ADA check on your current website: <https://www.w3.org/WAI/ER/tools/>

You can run a free website review at <https://www.woorank.com/> and get a full Search Engine Optimization review report. If you have questions about your site, email Tina@uptownstudios.net

Uptown Studios has a creative team that can help with web issues. We are a full service Web, Graphics, Marketing, Video and Print firm, ready to help with all your marketing needs. www.UptownStudios.net ■

Calendar of Events

Get your CE units THROUGH SDDS!
SPRING 2022 SDDS EVENTS NOW AVAILABLE

Make an Impact in Your Community: Become a Medi-Cal Dental Provider

Over 13 million Californians rely on Medi-Cal to meet their health care needs. Medi-Cal patients represent one-third of Californians and half of the state's children. By becoming a Medi-Cal dental provider you will help bring access to oral health care to Californians who need it most.

Applying to Become a Medi-Cal Dental Provider is Easy!

Provider application packages are available online and by mail. Contact the Provider Telephone Service Center at (800) 423-0507 to receive a provider application. You can also get assistance with your enrollment application by visiting the Provider Enrollment Outreach webpage – just scan the QR code or visit the Bit.ly link below.



bit.ly/Medi-CalDentalProviderEnrollment



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SDDS Foundation

Dr. Beverly Kodama RDAEF Scholarship Awarded for 2021!

We are proud to announce that two individuals are being awarded the Dr. Beverly Kodama/Delta Dental Foundation Scholarship for Allied Education for 2021! Thank you to the FADE Institute Foundation for co-sponsoring this scholarship with us!

Christina Love, RDA

From Dr. Christy Rollofson Porrino, about Chrissie:

What impresses me most about Chrissie is how she can excel so much at work, with so much at home. Chrissie is a single mom for FIVE beautiful children. In order to properly care for them, she lives with her parents for extra support. There has never been a day she has used her home life as an excuse for a bad attitude, being late, or being tired. She is the first one here most mornings, with a smile on her face, ready to work. Chrissie spent her weekends away from her family pursuing further education. She received her coronal polish, x-ray certification, sealant certification and RDA all while working.

I think one of the biggest challenges for Chrissie is her desire to be able to support her family on her own. She has been secretly spending her nights working towards getting her bachelor's degree, but her love for dentistry has kept her in the field.

When I told her about this scholarship she beamed with joy. She had found a way. Being able to attend FADE to receive her RDAEF would allow Chrissie to move up in her career, gain further confidence with her peers, and be able to make a more sustainable income to support her home.

Her attention to detail, positive spirit and dedication is why I think she will be perfect for the position. I look forward to seeing her excel in her career and beyond (and hope she does not ever leave my office! Ha!)

I am confident that Chrissie would make Dr. Kodama proud. She has a spirit very similar to Bev. She is a fighter, and never gives up. Chrissie's "Chin Up" attitude makes me a better person, and I look forward to watching her make her next career advancement!



From Chrissie's application:

I really enjoy the assisting side of dentistry! I love the variety of procedures and the constant moving around throughout the office. Four years ago I entered the field of dentistry because it fit the bill of what I was looking for at the time, but in those four years I have discovered that I truly love the dental world! It is fascinating and fun, and I love learning new things all the time. It's not been easy starting over again; I turned 40 this year and often feel very silly just starting out in a career. But this is where my life is, and I'm determined to do whatever it takes to succeed and take care of my family. My family's motto is "Never Give Up." That has served me well over the years – raising five children by myself, seeing my youngest daughter through her battle with leukemia (she is a Survivor!), and now in this season of change and uncertainty and growth. If you choose me as the recipient of this scholarship, I promise I will work hard and earn the honor.

Cristina Bueno Rubio

From Dr. Kalpesh Patel about Cristina:

Cristina's dedication, positive attitude, and commitment to the work is very admirable and helping her to grow in the dental profession. She is pleasant to work with and well loved by our patients! She's a great team player and helps us make sure the day runs smooth for both patients and doctors. Her communication skills with patients is admirable and she always is eager to learn new things – and accomplishes them quickly and successfully.



From Cristina's application

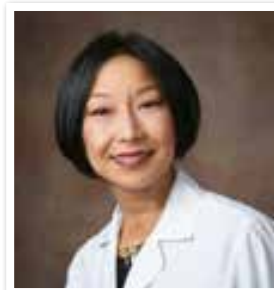
I do not feel like my situation is unique in any way, but definitely different. I started at Dr. Patel's office seven years ago as an unpaid extern for school and haven't left. It's what I am most proud of. I started out as an unpaid extern, hired as a DA, became an RDA and most recently turned to Lead RDA. That's why I want to be an RDAEF. It's another way to become of value to myself, my doctors, my office and just simply taking that next step to advance my career. I pride myself in my ability to educate patients on good oral health and prevention. When I am chairside, I am able to calm a patient's fears and calm their anxiety – it is a moment of "brief heroism" for me! As Albert Einstein is quoted: "Strive not to be a success, but to be of value." By obtaining my RDAEF license, I feel that I might be able to have both. ■

\$75,000 (grant began in 2019) The Dr. Beverly Kodama/Delta Dental Foundation Scholarship for Allied Education

Dr. Kodama (who served on the Delta Board of Directors) partnered with Delta Dental Foundation to establish a scholarship to help defray the educational costs for dental assistants and other allied team members. Dr. Kodama always felt that allied team members were the heart of a dentist's practice and wanted to give back to that cause so that other dentists will benefit from wonderfully trained staff. Geared specifically toward the dental assistant and

also the EF curriculum, the SDDS Foundation is in partnership with FADE (the Foundation for Allied Dental Education) to help defray costs for those applicants who qualify.

SDDF pays 1/3 tuition, the FADE Foundation pays 1/3 tuition, and the student pays 1/3 tuition. Donations made to the Foundation help fund this scholarship and are most welcome. Applications became available in June 2019. ■



DELTA DENTAL



Are you a member of our Foundation?

It only costs \$75 a year to be a member of our Foundation. The Foundation funds our Smiles for Kids and Smiles for Big Kids programs!

Will you join? Just email us at sdds@sdds.org to become a member and make a difference. Thanks for supporting the Foundation!

Welcome, 2022 SDDS Foundation Board of Directors!



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TO VOLUNTEER, CONTACT:

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TO VOLUNTEER, CONTACT:

SDDS office (916.446.1227 • sdds@sdds.org)



Smiles for Big Kids®

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

TO VOLUNTEER, CONTACT:

Dr. Steve Holm (916.425.6766 • sholm@goldrush.com)

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VOLUNTEERS NEEDED: Dentists, dental assistants, hygienists and lab participants for onsite clinic.

TO VOLUNTEER, CONTACT:

Kathi Webb (916.743.5351 • kwebbft@aol.com)

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

TO VOLUNTEER, CONTACT:

CALL: (916.925.9379 • 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), to help us with this wonderful program.

For More Information: everyoneforveterans.org/for-dentists.html



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MARKET SHARE:

81.9%

RETENTION RATE: 94.9%
ENGAGEMENT RATE: 74%

TOTAL ACTIVE MEMBERS:
1,386

TOTAL RETIRED
MEMBERS: 337

TOTAL DUAL
MEMBERS: 7

TOTAL AFFILIATE
MEMBERS: 14

TOTAL STUDENT
MEMBERS: 9

TOTAL CURRENT
APPLICANTS: 2

TOTAL DHP
MEMBERS: 73

TOTAL NEW
MEMBERS FOR 2021: 98

New Members

January
2022

BRYCE ASHTON, DDS

General Practice

Dr. Ashton earned his dental degree from Loma Linda University in 2020. He currently practices at Image Dental in Stockton.

DARIN DELGADO, DDS

Transfer from San Joaquin Dental Society

General Practice

Dr. Delgado earned his dental degree in 2021 from UOP Arthur A. Dugoni School of Dentistry. He currently practices in Tahoe City with Dr. Kristen Morgan.

EHAB REZK, DDS

General Practice

Dr. Rezk earned his dental degree in 2001 from an International school of Dentistry. His current practice location is pending.

MICHAEL YOUNG, DDS

General Practice

Welcome Back!

Dr. Young earned his dental degree from UCLA School of Dentistry in 2010. He currently owns and practices at Foresthill Dentistry in Foresthill.

Pending Applicants:

Walter Venerable, DDS

Congratulations

to Our New Retired Members!

Dennis Hiramatsu, DDS

Jeffrey Nordlander, DDS

Guy Acheson, DDS

Ronald Larsen, DDS

Matthew Campbell, DDS

WELCOME

to SDDS's
new members,
transfers and
applicants.

IMPORTANT NUMBERS:

SDDS (doctor's line) (916) 446-1227

ADA (800) 621-8099

CDA (800) 736-8702

CDA Practice Support . . (866) CDA-MEMBER

(866-232-6362)

TDIC Insurance Solutions . (800) 733-0633

Denti-Cal Referral. (800) 322-6384

Central Valley

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Sacramento

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GP For Sale by the Capitol — Located along a main thoroughfare, this five-operator practice is housed in 1,600 spacious square feet and has been serving the community for nearly 75 years. The owner provides quality bread and butter dentistry to a diverse population. Annual collections have average over \$500,000 on a three and a half day work week. Favorable lease terms available too.



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For a full calendar of all of
the SDDS events head to
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Education tab and select the
Calendar dropdown!



Make sure to follow the
SDDS Instagram as well
@sddsandsddf! See event
photos, member happenings
and more!

JANUARY GENERAL MEETING!

**"SDDS Talk" Pedo Night – 15 on 15,
15 Minutes, 15 Slides, 5 Speakers
Tuesday, January 11, 2022 • 3 CEU, Core • \$75**

5:45-6:45pm • Registration & Vendors
6:50-7:15pm • Announcements & Dinner
7:30-9:00pm • Speakers

Hilton Sacramento Arden West
2200 Harvard St • Sacramento

Enjoy this evening of short form and rapid-fire pearls, quick tips, tools, warnings, complications, secrets, and every day useful knowledge. We have gathered a great cadre of SDDS member pediatric dentists who will share the following topics/pearls:

- Managing Impacted First Permanent Molars
Presented by Richard Knight, DDS
- Batman Dentistry! What's in Your Toolbelt?
Presented by Jeffrey McComb, DDS
- "Oh Snap, You Knocked Out Your Tooth!"
Avulsions and Dental Trauma
Presented by Jeffrey Sue, DDS
- "Lateral" Thinking: Monitoring Canine Eruption
Presented by CC Chiang, DMD, MS, MBA
- Silver Diamine Fluoride
Presented by Stephanie Kim, DMD

It's our new concept "SDDS TALKS" - bring your team and see you there!

Sign up today!

Job Bank

The SDDS Job Bank is a service offered only to SDDS Members. It is published on the SDDS website and provides a forum for job seekers to reach other Society members who are looking for dentists to round out their practice, and vice versa. If you are a job seeker or associate seeker contact SDDS at (916) 446-1227. *For contact information of any of the job bankers please visit www.sdds.org.*

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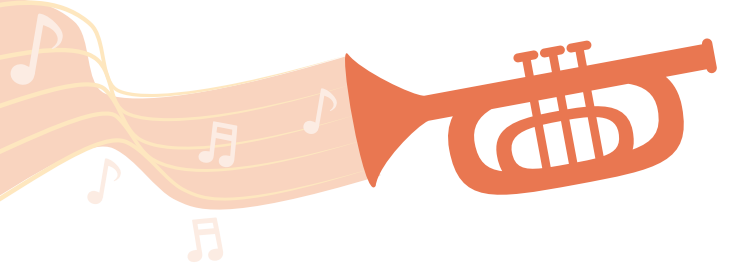
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Hetel Rana, DDS • Roseville • PT • GP
Darce Slate, DDS • Rocklin • PT • GP
Jason Henderson, DMD • Kings Beach • FT/PT • GP
April Westfall, DDS • South Lake Tahoe • PT/FT • GP
Sergio Vicuna, DDS • Sacramento • PT, then FT • GP
Monica Tavallaei, DDS • Sacramento • PT/FT • Pedo/Ortho/Endo/OS
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Babak Djifroudi, DDS • Folsom • PT • Endo
Gilbert Limhengco, DDS • Sacramento • PT/FT • GP
Paul Johnson, DDS • Sacramento • PT • Pedo
Monika Gugale, DDS • Sacramento • FT • GP
Thomas Ludlow, DDS • Sacramento • PT • GP
Jeff Summers • Kids Care Dental • Sac/Stockton • PT/FT • Oral Surgeon
Michael Hinh, DDS • Sacramento • PT • GP
R. Bruce Thomas, DDS • Davis • PT/FT • GP
Amy Woo, DDS • Sacramento • PT • GP/Endo
David Park, DDS • FT/PT • GP
Jeff Summers • Kids Care Dental & Ortho • Calvine/Elk Grove • FT • GP/Ortho
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Congratulations to...

Rachel Sheets (SDDS Staff Member) on her wedding to her husband Kyle! They were married on November 5th with the SDDS Staff in attendance. **(1)**

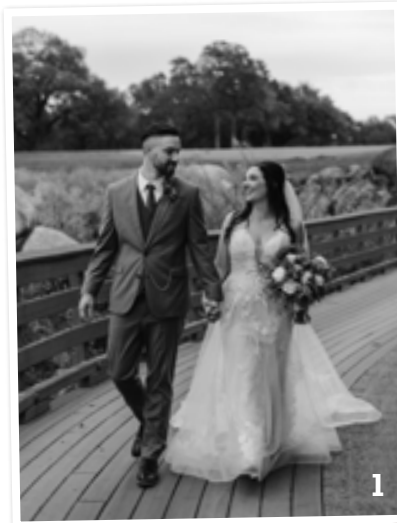
2021 SDDS Delegates at the November CDA House on their great work they've done over the past year! They met in the SDDS Board Room and joined on to the virtual House of Delegates meeting. We are thankful for the great leaders we have here at SDDS! **(2)**

SDDS Staff on being awarded the President's Award for 2021! Dr. Volki Felahy presented them with the award during the President's Thank You Dinner in November. The President's Award is presented to someone who shows outstanding leadership and dedication. Congrats to the SDDS Staff! **(3)**

Dr. Tim Mickiewicz on going to the Polar Express event with his whole family! On December 1st SDDS Members and their families headed to Old Sacramento for an fun filled, holiday train ride! Such a great holiday event for the whole family! **(4)**

LET US KNOW YOUR NEWS!

Send us your news to sdds@sdds.org to let everyone know about the great things that are happening!



Thanks for sharing
the good news!

SPOTLIGHTS:



With over 16 years experience in the field, B and W Compliance, Inc. understands the Safety & Health needs of dental practitioners. We are dedicated to effectively providing the tools and education necessary to keep dental office teams healthy and safe, and the practices compliant.

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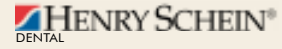
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Since 2021

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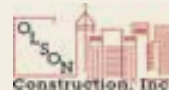
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Business Banking
408.892.1650
bannerbank.com



Since 2017

Fechter & Company
Craig Fechter, CPA
916.333.5360
fechtercpa.com



Since 2009

First Citizens Bank
Nikki Huang
916.984.2300
firstcitizens.com



Since 2021

First US Community Credit Union
Bob Miller
916.576.5679
firstus.org



Since 2005

MUN CPAs
John Urrutia, CPA, Partner
916.724.3980
muncpas.com



Since 2010

Thomas Doll
Brett LeMmon
925.280.5766
thomasdoll.com



Since 2019

Trek Financial
Evan G. Mathew
530.757.4460
trekfinancial.com



Since 2021

US Bank
John Smythe
279.200.2944
usbank.com



Since 2017

California Dentists' Guild
Elizabeth Clark
800.851.0008
cadentistsguild.org



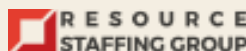
Since 2021

Direct Placements Dental
Mark Ray, Sales Director
916.780.9999
directplacementsdental.com



Since 2021

Resource Staffing Group
Debbie Kemper
916.993.4182
resourcestaff.com



Since 2003

Swiss Monkey
Christine Sison
916.500.4125
swissmonkey.io



Since 2016

Access Dental Plan
Carol Leonard
916.922.5000
premierlife.com



Since 2017

Health Net of California
Felisha Fondren
877.550.3868
hndental.com



Since 2018

LIBERTY Dental Plan
Cherag Sarkari, DDS
800.268.9012
libertydentalplan.com



Since 2016

Medi-Cal Dental Program
Jennifer Swaney
800.322.6384
smilecalifornia.org



Since 2021

Adams Dental Consulting
Ashlee Adams
866.232.7640
adamsdentalconsulting.com



Since 2021

B and W Compliance, Inc.
Donna Boyd
510.560.6191
BandWcompliance.com



Since 2021

PCIHIPAA
Zack Rosenfeld
800.588.0254
pcihipaa.com



Since 2021

N&R Publications
Jeff vonKaenel
newsreview.com



Since 2020

SD Reliance Management
Dennis Krohn Jr.,
President/Partner
916.367.4252
sdreliance.com



Since 2021

SDDS VENDOR MEMBERSHIP SUPPORT IS A WIN-WIN RELATIONSHIP!

SDDS started the Vendor Member program in 2002 to provide resources for our members. No, Vendor Members are not exclusive, and we definitely have some competitive companies who are Vendor Members. But our goal is to give SDDS members resources that would best serve their needs. We suggest that members reach out to our Vendor Members and see what is a best "fit" for their practice and lifestyle. We realize that you have a choice for vendors and services; we only hope that you give our Vendor Members first consideration.

**MEMBER
BENEFIT!**

Classified Ads

EMPLOYMENT OPPORTUNITIES

Kids Care Dental & Orthodontics seeks orthodontists to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us...come find out why! Send your resume to talent@kidscaredental.com. 06-7/17

WELLSPACE HEALTH ORGANIZATION (an FQHC) is taking applications for fill-in/part-time/full-time dentists. Send your resume/CV to eljohnson@wellspacehealth.org. 01/15

Kids Care Dental & Orthodontics seeks dentists to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us...come find out why! Send your resume to talent@kidscaredental.com. 06-7/17

PROFESSIONAL SERVICES

IV Sedation in YOUR Dental Office! Dr. Salatino will come to your office with all required emergency and sedation equipment to provide IV Sedation to your patient(s) in need. www.DrGinaSalatino.com. 6-7/21

MONEY IS WALKING OUT THE DOOR. Have implants placed in your office and keep the profits. Text name and address (916) 769-1098. 12/14

LEARN HOW TO PLACE IMPLANTS IN YOUR OFFICE OR MINE. Mentoring you at your own pace and skill level. Incredible practice growth. Text name and address to (916) 952-1459. 04/12

FOR LEASE

Leasehold improvements and equipment. NEW LISTING: Carmichael, CA. Park Professional Center. High quality, built-out, 3 exam room suite. Current dentist is relocating to a larger suite. Reasonable rent. (510) 332-8442. 12/21

For Lease: Roseville dental/orthodontist space & Move-in ready dental suites in Sacramento, Citrus Heights & Lincoln; Purchase Opportunities available; Ranga Pathak (916) 201-9247; Email: ranga.pathak@norcalgold.com; Broker Associate, RE/MAX Gold, DRE01364897. 08/21

Pocket area of Sacramento, (Greenhaven). 1550 square feet for rent in 12,000 square foot professional building with other dentists. 4 operatories plumbed and ready, all with great outdoor views. Rent of \$2,500 per month includes all utilities, and use of common area suction and compressor systems. Please call (916) 421-3821. 2/21

Greenhaven Dental Office For Lease. Professional Dental Building 930 Florin Road Ste 100. 1,396 S.F. \$1.85 PSF Plus Utilities. Contact agent (916) 443-1500 CA DRE Lic. #01413910 11/20

SACRAMENTO DENTAL COMPLEX has one 3 unit suite which is equipped for immediate occupancy. Two other suites total 1630 sq. ft which can be remodeled to your personal office design with generous tenant improvements. 2525 K Street. Please call for details: (916) 448-5702. 10/11

Selling your practice? Need an associate? Have office space to lease? SDDS member dentists get one complimentary, professionally related classified ad per year (30 word maximum).

For more information on placing a classified ad, please call the SDDS office at 916.446.1227 or visit <http://www.sdds.org/publications-media/advertise/>

PRACTICES FOR SALE

Dental/Medical Office For Sale Including Property. A very rare opportunity. Fully functioning dental/medical office available for sale along with the property. This is an excellent opportunity to open a practice, dental or medical, and own property in rapidly growing Tracy, CA, San Joaquin County. Dental Office: 2 fully functional Adec Ops with new equipment, including compressor and suction, Plumbed for 3 but can accommodate at least 4 ops, Office space is approximately 1,600 square feet with large lab, kitchen and private office, All equipment, supplies and instruments available to begin practicing immediately, Open modern floor plan allows for easy expansion, Desks, furniture and office accessories included, Computers for all areas with Dentrax software and digital sensor. Building Property: Conveniently located on N. Tracy Blvd less than 5 minutes from hwy 205, Situated in the business district near shopping centers, banks, hospitals, Single story office with large parking area, Backyard and basement for large storage spaces, Lot size is 7,800 square feet, Easy street access to any location in Tracy and the rest of San Joaquin county. Owner will finance purchase/Will consider lease arrangement. If interested, please contact Jaime at 510-316-0907 or email jag@labeautesf.com. 12/21

Roseville/Rocklin family oriented practice for sale. Consistently delivers standard of care to motivated patient base. Averages 7 patients/day and 10-15 new patients a month. \$240,000. Contact alignedteeth@gmail.com. 3/21

SDDS member dentists can place one classified ad

FOR FREE!

MEMBER BENEFIT!



We'd love to be back together!

2022 SDDS MIDWINTER

To submit, either scan/email sdds@sdds.org OR fax (916.447.3818) OR mail your registration form OR register online at www.sdds.org.

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

Attendee Name: _____ Title/Degree: _____

Member Dentist's Name: _____ ADA #: _____

Office Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

**Attendee's email required - handout link will be sent to this email (not main office email)*

SIGN UP 5 STAFF, GET THE 6TH FREE! • COURSE INFORMATION AND OTHER CONVENTION CORRESPONDENCE WILL BE SENT VIA EMAIL.

| FEES (circle the rate for the above attendee) | EARLY (on/before NOV. 15) | REGULAR (on/before JAN. 18) | LATE (begins JAN. 19) |
|--|------------------------------|--------------------------------|--------------------------|
| INCLUDES FOOD! | | | |
| Dentists (ADA Members) | \$395 | \$445 | \$465 |
| Dentists (ADA Members) — ONE DAY ONLY <input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY | \$325 | \$345 | \$365 |
| Auxiliary/Spouse (ADA Member) | \$295 | \$315 | \$335 |
| Auxiliary/Spouse (ADA Member) — ONE DAY ONLY <input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY | \$225 | \$245 | \$265 |
| SDDS DHP Members | \$255 | \$275 | \$295 |
| SDDS DHP Members — ONE DAY ONLY <input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY | \$165 | \$185 | \$205 |
| Dentists (Non-ADA Members) | \$845 | \$899 | \$949 |
| Dentists (Non-ADA Members) — ONE DAY ONLY <input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY | \$699 | \$789 | \$809 |
| Auxiliary/Spouse (Non-ADA Member) | \$379 | \$409 | \$429 |
| Auxiliary/Spouse (Non-ADA Member) — ONE DAY ONLY <input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY | \$279 | \$289 | \$309 |

What is a DHP Member?

DHP stands for Dental Health Professional (auxiliary staff)

This membership is designed for dental office team members and offers discounted event and CE pricing for all DHP members - always at lower pricing than staff pricing.

REFUND/CANCELLATION POLICY: Cancellations received in writing by January 5, 2022 will receive a full refund less \$25 per registrant processing fee. Cancellations received after this date are nonrefundable, but substitutions will be allowed. There will be no refund for "No Shows" or for registrations made after this date.

PAYMENT METHOD: ☐ Check Enclosed ☐ Bill Me (SDDS Members only) ☐ Credit Card

TOTAL: \$ _____

Card #: _____ Exp. Date: _____

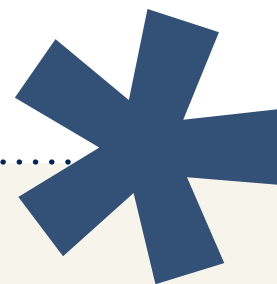
Cardholder Name: _____ 3-digit Security Code: _____

Billing Address: _____

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

ADDRESS SERVICE REQUESTED

SDDS CALENDAR OF EVENTS



JANUARY

- 4** Board Meeting
6pm / SDDS Office
- 11** General Membership Meeting
“SDDS Talk” Pedo Night – 15 on 15
15 Minutes, 15 Slides, 5 Speakers
Richard Knight, DDS, Jeffrey McComb, DDS, Jeffrey Sue, DDS, C.C. Chiang, DMD, MS, MBA and Stephanie Kim, DMD
Hilton Sacramento Arden West
3 CEU Core / 5:45pm Social / 6:45pm Dinner & Program
- 19** CPR–AHA BLS Blended Learning
Skills Testing, 3 Time Sessions
4 CEU Core / 6–6:45pm, 7–7:45pm,
8–8:45pm / SDDS Office

- 19** Leadership Development
Committee Meeting
6pm / SDDS Office
- 20** HR Webinar
2022 Labor Law Updates
California Employers Association
1.5 CEU 20% / 10–11:30am / Webinar
- 24** Committee Chair Meeting
6pm / SDDS Office

MARCH

- 8** General Membership Meeting
Diagnostic Imaging & Diagnosis
of the Upper Airway Anomalies
David Hatcher, DDS
Hilton Sacramento Arden West
3 CEU Core / 5:45pm Social / 6:45pm
Dinner & Program

- 16** Business/Practice Management Forum
Practice Transitions: Goodwill,
DSOs, Buying, Selling
Kim Wallace, DDS; Samer Alassaad, DDS and various experts
No CEU / 6:30–8:30pm / In-person
- 23** HR Webinar
Alternative Workweeks for Dental Offices
California Employers Association
1 CEU 20% / 12–1pm / Webinar
- 25** Continuing Education
Grafting the Path to Avoid Implant Failures
Tamir Wardany, DDS: Sponsored by Straumann (SDDS Vendor Member)
4 CEU Core / 8:30am–12:30pm / In-person

For more calendar info and to sign up
for courses online, visit: www.sdds.org



Love Being Back

**The 41st Annual
MidWinter Convention & Expo**
February 10-11, 2022

**JAN
11**

General Meeting
3 CEU, CORE • \$85

**“SDDS Talk” Pedo Night – 15 on 15
15 Minutes, 15 Slides, 5 Speakers**

Presented by Richard Knight, DDS, Jeffrey McComb, DDS, Jeffrey Sue, DDS,
C.C. Chiang, DMD, MS, MBA and Stephanie Kim, DMD

Enjoy this evening of short form and rapid-fire pearls, quick tips, tools, warnings,
complications, secrets, and every day useful knowledge. We have gathered a great cadre
of SDDS member pediatric dentists who will share the following topics/pearls:

Managing Impacted First Permanent Molars · Batman Dentistry! What's in Your Toolbelt?
“Oh Snap, You Knocked Out Your Tooth!” Avulsions and Dental Trauma · “Lateral” Thinking:
Monitoring Canine Eruption · Silver Diamine Fluoride

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

**TUESDAY
5:45-9PM**

ARE YOU REGISTERED FOR THE GENERAL MEETING?