

November 2019

the

# Nugget

Honoring  
Our Veterans





# Get Ready For Our UPCOMING EVENTS

NOV  
7

## Harassment Webinar • Thursday, 12–1pm • \$44

Harassment Prevention Training – For Employees (Webinar) (1 CEU, Core)  
Presented by California Employers Association

All employees must have one hour of harassment prevention training before the end of January 1, 2021. Sign up today!

NOV  
8

## Continuing Education • Friday, 8:30am–1:30pm • \$250

Implants Made Easy (5 CEU, Core)  
Presented by Jim Eggleston, DDS

This course is designed to motivate you to put fear aside and take your practice to the next level with dental implants. All dentists should be placing implants – are you? Dr. Eggleston will discuss the many aspects of implants and will give attendees the courage to do them properly, whether it is a small or large case, and communicate effectively to the patient.

NOV  
12

## General Meeting • Tuesday, 5:45pm–9pm • \$75

Healing Your Heart: The Gut, Brain and Heart Connection (3 CEU, Core)  
Presented by Steve Peters, MD

Can gut function and brain consciousness heal the body? Back by popular demand, Dr. Peters returns to SDDS to discuss the connection between gut health and heart health. This evening promises to be another great discussion illuminating how whole body health impacts your life, your practice and your patients. Bring your staff – it promises to be a great meeting!

NOV  
13

## HR Webinar • Wednesday, 12–1pm • \$59

Alternative Workweeks (Webinar) (1 CEU, 20%)  
Presented by California Employers Association

In California, employers may create Alternative Work Weeks which allow their employees to work longer shifts and avoid overtime penalties. However, implementing an alternative workweek schedule requires strict adherence to state guidelines. Join us for our webinar on alternative workweeks to learn all of the steps that must be followed for the successful implementation of an AWS, what mistakes to avoid and what to do if you realize you have done it all wrong.

NOV  
13

## Broadway • Wednesday, 8pm

A Christmas Story at Memorial Auditorium

NOV  
15

## CPR BLS Renewal • Friday, 8:00–11:30am • \$75

For the Healthcare Provider (4 CEU, Core)

The BLS Healthcare Provider Course includes mandatory practice and testing with a one-way valve mask.

*Class registration times are 30 minutes prior to the listed time, excluding General Meetings and HR Webinars*

## The Polar Express Train Ride



## Holiday Fun for the Whole Family!

Enjoy hot chocolate and yummy cookies as you ride along with many of the story's characters such as the Train Conductor, the Dancing Waiters, and a ghostly Hobo. Once you reach the North Pole, the jolly old elf — Santa himself — will come on board to give each passenger a silver sleigh bell, the “first gift of Christmas.”

Thursday, December 19, 2019 • 6:30pm • \$56 per person

Tickets will go fast! Use the insert included in the issue to sign up!

# Contents

## FEATURES



- 10** **Dentists of Valor**  
Robert F. Birtcil, DDS
- 16** **US Army Reserves  
A Grand Adventure**  
Joel Whiteman, DDS
- 18** **A Lifetime of Service  
& Dedication**  
Dennis Romary, DDS
- 20** **Operation Restore Hope**  
Gregory Heise, DDS
- 22** **Honor a Combat Veteran  
by Providing Dental Care**  
Theresa Cheng, DDS

## Nugget Editorial Board

Ash Vasanthan, DDS, MS • *Editor-in-Chief*  
Nima Aflatooni, DDS • Herlin Dyal, DDS, MS  
James Hastings, DDS • Tyler Holt, DDS  
Denise Jabusch, DDS • Gregory Kolber, DDS  
Grace Lee, DMD, MD • Brian Ralli, DDS

## Editors Emeritus

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

## Awards

### International College of Dentists (ICD)

2019 • **Special Citation Award, unusual concept**  
2019 • **Golden Pen, honorable mention**  
Article / series of articles of interest to the profession  
2018 • **Humanitarian Service Award**  
2017 • **Special Citation Award, unusual concept**  
2016 • **Golden Pen, honorable mention**  
Article / series of articles of interest to the profession  
2015 • **Special Citation Award, unusual concept**  
2014 • **Outstanding Cover, honorable mention**  
2014 • **Golden Pen, honorable mention**  
2013 • **Outstanding Cover**  
2012 • **Overall Newsletter**  
2010 • **Platinum Pencil**  
Outstanding use of graphics

## Specials

- 14** We Love Our Veterans: SDDS Members Who Have Served
- 24** Gala to Benefit Our Foundation
- 28** Dentists Use of Botox
- 30** Spreading the 1<sup>st</sup> Tooth OR 1<sup>st</sup> Birthday Joy
- 34** What is SacPAC?

## Regulars

- |  |                                       |
|--|---------------------------------------|
| <b>5</b> President's Message                   | <b>38</b> Volunteer Opportunities     |
| <b>6</b> Cathy's Corner                        | <b>40</b> Membership Update           |
| <b>7</b> From the Editor's Desk                | <b>41</b> Job Bank                    |
| <b>9</b> You Should Know                       | <b>42</b> Blowing Your Horn           |
| <b>24</b> Foundation                           | <b>43</b> Vendor Member Spotlight     |
| <b>26</b> YOU: The Dentist, The Employer       | <b>44</b> Vendor Member Listings      |
| <b>32</b> Committee Corner                     | <b>46</b> Classified Ads              |
| <b>36</b> YOU: The Dentist, The Business Owner | <b>47</b> MidWinter 2020 Registration |
| <b>38</b> Advertiser Index                     | <b>48</b> SDDS Calendar of Events     |



# For More Than Just a Tax Return!

Specializing in Year-long Tax Planning-no surprises come April 15<sup>th</sup>!

## LET US ASSIST YOU WITH:

- Tax planning
- Proper business structure (Incorporation)
- QuickBooks setup and training
- Review and maintenance of accounting
- Retirement & estate planning
- Business valuations
- Human resources

### CALL NOW

FREE one-hour tax & financial review of your business

\*Offer only for new clients\*

(916) 724-3962 John Urrutia or Debra Griffin  
[www.muncpas.com](http://www.muncpas.com)



# President's Message



So Grateful   
For All You Do!



By **Bryan Judd, DDS**  
2019 SDDS President

I had such a wonderful time at the Sacramento District Dental Foundation Gala and I know that all who attended did as well. I want to thank all those that made the evening one to remember.

Thank you to those who donated so graciously and kindly, giving of self, to bless the lives of so many others. There were many one of a kind items, from trips to Disneyland, New York, Napa, Monterey and others, to jewelry and quilts.

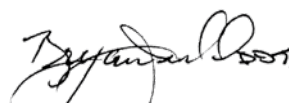
Thank you Cathy and team for your tireless

efforts to put the event together and to have the Gala a truly beautiful event. Months of planning has paid off and we all will cherish our time spent at the Gala.

Thank you to all who attended, from Vendor Members who help the Society in so many ways, to all of you, our own members, who back the doings of the Society.

All told, we raised \$50,000 for our Foundation, the "Heart of the Society," moving forward the good that is done to help those in need.

I am proud to be a part of such a giving Society. You do so much. You make me proud to be a dentist. Thank you.

  
Bryan Judd, DDS



8<sup>TH</sup> ANNUAL

## Shred, Snack and Sip

**60 MEMBERS** | **510**  
DROPPED OFF AND ENJOYED OUR  
CHANDO'S TACOS FOOD TRUCK | **BOXES**

**14** TONS OF PAPER | **THANK YOU**  
TO EVERYONE WHO WAS INVOLVED!

Our Shred Day is one of our member's favorite benefits, it's a great opportunity to get that pesky shredding out of your office and off your to-do list. If you missed this year's event, look for it in the Fall of 2020. Maximum 10 banker size boxes. If you're over 10 boxes, we'd appreciate a donation of \$100 to the SDDS Foundation!



## Thanks... and giving...

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

November is the month that we all give thanks. And it's a perfect time to reflect all that for which we are thankful.

Obviously, family is first and all the love that we share among us is the most important love of all. Our good health, for sure, is next.

But then our professional thanks; it cannot go unnoticed nor unappreciated.

I say this because, over the last week and following our wonderful GALA, I have had a chance to reflect upon that single event...

How wonderful was that "room of SDDS and Foundation LOVE"? The smiles and hugs in the room were heart-warming and it was so wonderful to feel the warmth and appreciation for what we do as well as who we are.

A room full of friends who support our mission – but also who support each other. How thankful we are to have shared that evening together!

Those who gave by bidding on auction items – thank you. Almost every item was bid and won by an SDDS member!

Those who gave by sponsoring a table and inviting their friends – thank you!

Those friends who attended – thank you too!

And it cannot go without saying – thank you to our SDDS TEAM who continued to come up with creative ideas to make this evening so very special. They truly gave their hearts to this project and I, as their team leader and boss, am so thankful for their hard work, their creativity, their planning and execution skills, and their love for the work we do! Thank you to Jen, Anne, Noel, Sofia, Jessica, Rachel and Megan. You make our SDDS life so fun and rewarding! We are so thankful!

Happy Thanksgiving all!

*Cathy*



### LEADERSHIP

President: Bryan Judd, DDS  
Immediate Past President: Margaret Delmore, MD, DDS  
President Elect/Treasurer: Carl Hillendahl, DDS  
Secretary: Volki Felahy, DDS  
Editor-in-Chief: Ash Vasanthan, DDS, MS  
Executive Director: Cathy Levering

### EXECUTIVE COMMITTEE

Jagdev Heir, MD, DMD, FACS  
Greg Heise, DDS  
Brock Hinton, DDS  
Kevin Keating, DDS, MS  
Matt Korn, DDS  
Hana Rashid, DDS  
Wesley Yee, DDS  
Amardeep Bains, DMD, BDS (Guest)

### BOARD OF DIRECTORS

Adrian Carrington, DDS  
Terry Jones, DDS

### TRUSTEES

CPR: Craig Alpha, DDS  
Ethics: Lisa Dobak, DDS  
Nominating/Leadership Development:  
Margaret Delmore, MD, DDS  
Peer Review: Morton Rosenberg, DDS

### COMMITTEES STANDING

CE Task Force: Eric Grove, DDS  
Forensics Advisory: Mark Porco, DDS  
Strategic Planning Advisory:  
Volki Felahy, DDS / Carl Hillendahl, DDS  
Budget & Finance Advisory: Carl Hillendahl, DDS  
Bylaws Advisory: Margaret Delmore, MD, DDS  
Legislative Advisory: Amardeep Bains, DMD, BDS  
Member Recruitment /Engagement:  
Jennifer Drew Mathisen, DDS, MSD /  
Ramesh Thondapu, DMD  
New Dental School Advisory: Kevin Keating, DDS, MS  
Oral Health Initiatives: Kim Wallace, DDS

### TASK FORCES ADVISORY COMMITTEES

Foundation: Viren Patel, DDS  
Golf Tournament: Charles Stamos, DDS  
SacPAC: Matt Campbell, DDS

### SPECIAL EVENTS OTHER

Cathy Levering | Executive Director  
Noel Seaver | Assistant to the Executive Director  
Anne Rogerson | Office Manager  
Jen Jackson | Community Projects / Recruitment  
Jessica Luther | Graphic Designer  
Megan Gormley | Special Events / Engagement  
Rachel Sheets | Graphic Designer  
Sofia Gutierrez | Foundation Projects / CPR

### 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.

Postmaster: Send address changes to SDDS, 2035 Hurley Way, Ste 200, Sacramento, CA 95825.



# From the Editor's Desk



By Jim Musser, DDS  
Editor Emeritus

## It's Not Just a Job – IT'S AN ADVENTURE

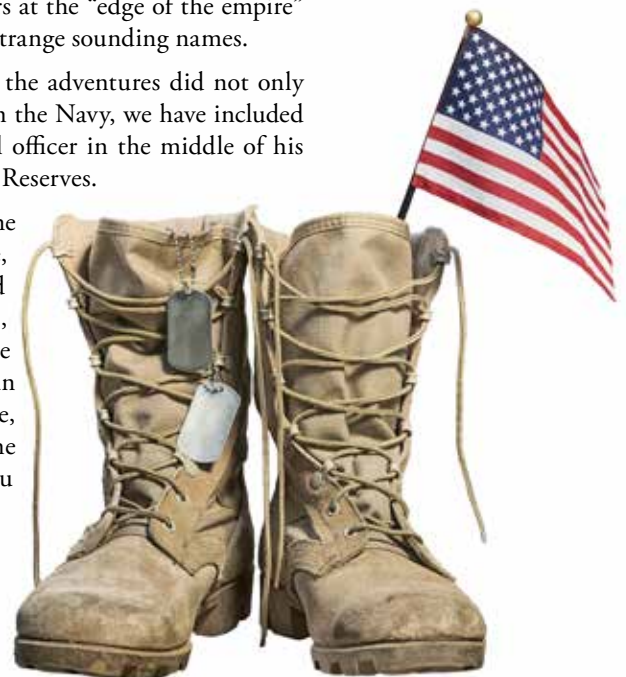
As this is being written, the United States Navy is celebrating its 244<sup>th</sup> birthday! The title of the editorial recalls one of the Navy's most memorable and successful recruiting phrases in its modern history. The articles in this issue definitely prove how applicable that phrase was and is used to this day.

At the celebration of life for Dr. Beverly Kodama earlier this year, your editor had the great good fortune to listen to a eulogy delivered by her instructor, friend, and hero, RADM Bob Birtcil, DDS. While RADM Birtcil is the most highly decorated dental officer I have known personally, and have had the honor to serve with, he told me at that celebration that there were actually three dental officers who had received the nation's highest combat decoration, the Medal of Honor, awarded by the U.S. Congress for "conspicuous gallantry in the face of an armed enemy." His offer to author an article about the three recipients with your editor was immediately accepted. The stories of the three officers prove the dictum that "truth IS stranger than fiction."

The other articles tell of the adventures our members have had in their long careers in the naval service through many long years at the "edge of the empire" in far away places with strange sounding names.

Just to show that all of the adventures did not only occur in the past, and in the Navy, we have included an article from a dental officer in the middle of his career in the U.S. Army Reserves.

Regardless of branch, time of service in war or peace, or where in the world the service occurred, we always wish only the best to all of our veteran members for their service, and as always "welcome home" and Bravo Zulu for a job well done. ■



## Are you interested in being an SDDS leader?

Find out how you can get involved in SDDS Leadership! All organizations need individuals willing to step up to help make the organization successful and SDDS is no different. Each year there are opportunities to join a committee that helps to shape the future of SDDS! Check out page 32 for all committee details!



# empowered.



**The Dentists Insurance Company continues to innovate and grow.**

With a heritage of 38 years and counting, TDIC now delivers dentist-focused protection to more than 19,000 dentists in 10 states – and we're growing to protect even more. Our success is due in no small part to the collective strength of our company, the trust of our policyholders and focus of our dentist-led volunteer board of directors.

It's our privilege to serve a community of dentists who are engaged in the future of their profession. Together, we're stronger than ever.

**Protecting dentists. It's all we do.®**

800.733.0633 | [tdicinsurance.com](http://tdicinsurance.com) | Insurance Lic. #0652783



# YOU SHOULD KNOW

## MEMBERSHIP DUES - BILLS GO OUT MID/LATE NOVEMBER

2020 Dues deadline is January 1, 2020.

Plan accordingly, if you want to pay monthly go to [cda.org](http://cda.org) to set-up EFT.

## WHAT'S IN A NAME?

*Reprinted with permission from CDA*

A patient's first impression of a dental practice can be influenced by the practice name. Use a geographical location as part of a practice name and potential patients can tell if the practice is near them. Use "Smile" or "Happy" in the practice name and patients can expect an upbeat practice.

California law requires a dental practice name, whether or not it is incorporated, include the family name or names of the practice owner(s) or past owner. A dentist, dental partnership or dental corporation wanting to operate under a name that does not include the family name of a licensed owner must obtain a dental board fictitious name permit and register the name with the county clerk.

The fictitious name permit is address-specific and is nontransferable. The practice must be wholly owned and operated by the permit holders and the location must be owned or leased by the permit holders. The permit is subject to revocation if practice changes locations or status, such as a change from individual owner to a corporation.

The fictitious name must include at least the family name of a dentist owner or the name(s) of one or more of the past, present or prospective associates, partners, shareholders or members of the group as well as one of the following designations: "dental group," "dental practice" or "dental office." The name may include descriptive language such as regional or geographic references and may denote a practice area as long as it is truthful and not misleading. The fictitious name may be more than one line, and if so, the lines do not have to be of equal font size.

A dentist should search the Department of Consumer Affairs database and the county database, if available, to determine if the fictitious name is available.

### EXAMPLES:

Westeros Orthodontic and Dental Care  
Dental Practice of Dr. Arya Stark

Gotham Dental Center  
Drs. Wayne, Grayson and Gordon

1740 Dental  
Dental Group of Claire Fraser, DMD Inc.

Valley Periodontics  
N. Singh Dental Corporation

The permit application can be found on the dental board website, [dbc.ca.gov](http://dbc.ca.gov). The application fee is \$650 (or \$325 if associated dental license renews in less than one year) and permit renewal fee is \$325.

A dentist who seeks to disassociate from a fictitious name permit or to cancel the permit must file a separate application form that can be found on the dental board website.

A dental practice operating with a fictitious name also must file a fictitious business statement with the county where the practice is located. Check the website of your county for more information.

## REGISTER TODAY FOR THE 2019 HOLIDAY PARTY

Please join us for a wonderful evening of cocktails, dinner, dancing, friends & fun!

**Friday, December 13, 2019**

6-11:00pm | Del Paso Country Club

### \$120 per person

Price goes up after December 3rd, use the enclosed form to register or register online at: [sdds.webconnex.com/HP2019](http://sdds.webconnex.com/HP2019)

## CDA FOUNDATION TO BENEFIT FROM DELTA DENTAL SETTLEMENT *CY PRES* AWARD

*Reprinted with permission from CDA*

The CDA Foundation's Student Loan Repayment Grant program will receive approximately \$550,000 to help new dentists with the high cost of their student loan debt. The funds come from a court-ordered *cy pres* award established through the \$65 million settlement agreement between CDA and Delta Dental of California. As part of the agreement, the court determined that any unclaimed settlement checks remaining after the June 14 deadline to cash them would be distributed to the grant program. It's important to note that the settlement administrator made significant efforts to locate all class members who were eligible to receive awards before a San Francisco Superior Court judge closed the case during a final compliance hearing last month.

The CDA Foundation Student Loan Repayment Grant awards up to \$105,000 over three years in exchange for a commitment by recipients to care for the underserved. Since 2002, the program has enabled 19 dentists to embrace their dream of working in public health and helped nearly 100,000 patients in underserved communities to receive \$27 million in care. For more information, visit [cdfoundation.org](http://cdfoundation.org).

## WELCOME OUR NEWEST VENDOR MEMBER - PDF COMMERCIAL, INC

See Pages 44–45 for a listing of all Vendor Members and what services they have to offer.

**NEW AND IMPROVED CDA JOB BANK: [WWW.CDA.ORG/MEMBER-RESOURCES/CLASSIFIEDS](http://WWW.CDA.ORG/MEMBER-RESOURCES/CLASSIFIEDS)**



By **Robert F. Birtcil, DDS**

*Dr. Birtcil is a former Clinical Professor at UCSF. He attended the University of California 1960-62 and graduated UCSF School of Dentistry in 1967. Following military duty as a Navy Dental Corps Officer and Triage Officer with the 3rd Marine Division in Vietnam, he accepted a 50% time Faculty appointment at UCSF in Restorative Dentistry in 1970 and entered private practice. In 1993 he was nominated for promotion to Rear Admiral in the Navy by President Bill Clinton. He retired from the Navy in 2000 as a Senior Health Care Executive (SHCE). He is the only graduate of UCSF School of Dentistry to be promoted to 2 stars from any branch of the Armed Forces Reserve.*

# Dentists of VALOR

This story is about the three military dentists who have been awarded the Nation's highest award for valor, the Medal of Honor. They are in order of their award of the Medal of Honor: Alexander G. Lyle, Weeden E. Osborne, and Ben L. Salomon.

**The Army Dental Corps, manned with 86 officers at the start of the war, expanded to more than 4600 officers by the end of WWI.**

of the war, expanded to more than 4600 officers by the end of WWI.

What follows is a short story of each of these remarkable men and their date with destiny that would result in their being awarded the United States highest award for valor.

At the time of the start of the 20th Century and before the time of the First World War, there were four uniformed military services – Army, Navy, Marine Corps, and Coast Guard. Two of the four uniformed military services had Dental Corps as a part of their military organization. An act of Congress established the Army Dental Corps in 1911; the Navy Dental Corps was established by Congress in 1912. Of the two other uniformed military services, the Marine Corps received their medical and dental care from the Navy (the Marine Corps is a part of the Department of the Navy), and the Coast Guard would eventually receive dental care from the Public Health Service.

Manning in the Army and Navy Dental Corps varied widely depending on whether the country was at peace or war. Before World War I (WWI), the Navy Dental Corps was comprised of about three dozen officers and enlisted personnel. During WWI the Navy Dental Corps expanded to more than 500 personnel. The Army Dental Corps, manned with 86 officers at the start



## Alexander G. Lyle

Lyle was born in Gloucester, Massachusetts in 1889. He graduated from Baltimore Dental College in 1912. Following three years of private practice he was appointed an Assistant Dental Surgeon in the Navy in 1915 with the rank of Lieutenant, Junior Grade (LTJG). His initial duty station was at Naval Station, Newport, Rhode Island. In 1917 he was reassigned to the 5th Marine Regiment where he served until the end of WWI.





On April 23, 1918, now Lieutenant Commander (LCDR) Lyle was operating in support of the 5th Marines on the French front near Verdun, France when the Allies came under heavy German artillery fire. Lyle moved about on the battlefield tending to the wounded when he came upon Corporal Thomas Regan whose femoral artery had been severed. Lyle instituted the necessary "surgical aid," while the bombardment continued, and saved the life of Corporal Regan.

For his heroic actions that day LCDR Lyle was awarded the Medal of Honor along with a Silver Star. Later, in the Soissons Sector in July 1918 Lyle was awarded a second Silver Star for gallantry in action on that battlefield. Lyle was also awarded the Italian War Cross and Diploma for "Distinguished and exceptional gallantry" in France.

Alexander Lyle remained in the Navy after WWI and saw duty in a variety of shore and sea billets that included duty with the 4th Marines in Shanghai, China along with duty on the USS Tennessee, USS California, and the USS Houston. At the beginning of WWII Alexander was stationed at the Naval Air Station Quonset Point, Rhode Island.

In March of 1943, now Captain Alexander Lyle was promoted to Rear Admiral (Flag Rank). He was the first person in the Navy Dental Corps to achieve this rank. Admiral Lyle continued his service in the Navy as Chief of the Navy Dental Corps until his retirement in 1948 when he was elevated to the rank of Vice Admiral. Alexander Lyle remains the only person of the Dental Corps of any of the Armed Services to achieve 3-star rank.

Vice Admiral Alexander Lyle died in 1955 and is buried at Arlington National Cemetery. His

Medal of Honor is on display at the National Naval Medical Center, Bethesda, MD.



## Weeden E. Osborne

Born in 1892 Weeden Osborne was a native of Chicago and a graduate of Northwestern Dental School in 1915. In May of 1917, he was appointed a United States Navy Dental Surgeon with the rank of Lieutenant, Junior Grade (LTJG). On March 26, 1918, he was assigned duty in support of the 6th Marines in France. Nine weeks later Osborne found himself operating on the front lines as an Assistant Surgeon in support of the 96th Company, commanded by Captain Donald F. Duncan. June 6th was the first day of the Battle for Belleau Wood, the largest of four epic battles fought by the US Marine Corps in WWI.

Late in the afternoon on the 6th of June Captain Duncan was ordered to take the town of Bouresches. Following an artillery barrage by the Allies, Duncan advanced with his company toward the town. The Germans unleashed a withering return fire on the Marines of 96th Company. Osborne, without fear for his safety, moved throughout the battlefield that afternoon treating and tending to wounded Marines. When Captain Duncan was wounded by machine gun fire, Osborne once again returned to the field of fire, picked him up and moved him to cover. Then, a German artillery shell detonated nearby killing Osborne, Duncan and another Marine.

Weeden Osborne was posthumously awarded the Medal of Honor, and the Army Distinguished Service Cross, along with the Purple Heart for his heroic actions on the 6th of June, 1918. For other gallantry in action with the 6th Marines, he was awarded two Silver Stars.

Weeden Osborne is buried at the Aisne-Marne American Cemetery, Belleau, Aisne, France. His Medal of Honor is on display at the US Navy Museum, Washington DC.

*Continued on page 12...*



## Ben L. Salomon

Ben Salomon was born in Milwaukee, Wisconsin in September 1914. He graduated Shorewood High School and began his college studies at Marquette University before transferring to the University of Southern California (USC). He graduated USC Dental School in 1937 and entered private practice. In 1940 he was drafted into the US Army as an infantry private. In 1942 he was commissioned a 1st Lieutenant in the Army Dental Corps. His promotion to Captain came in 1944 while he was serving as the Regimental Dental Officer, 105th Infantry Regiment, 27th Infantry Division.

June 1944 saw the first of three assaults by US Amphibious Forces in the Mariana Islands group. The Mariana Islands were a part of Japan's "Inner Defense Circle." All of the Islands, Saipan, Guam, and Tinian would be stoutly defended by Japanese Armed Forces.

On the 15th of June 1944, the 2nd and 4th Maine Divisions assaulted the Island of Saipan, the second largest of the Mariana Islands. Two days later the 105th Infantry Regiment landed and joined in combat against the occupying Japanese Army. After landing on Saipan the 2nd Battalion's Surgeon was wounded. Ben Salomon stepped forward and volunteered to fill in. The campaign to retake Saipan from the

Japanese continued the rest of June and into the first week of July. The battles were bloody as the Japanese contested the loss of every inch of ground.

In the pre-dawn hours of the 7th of July near Marpi Point between 3,000 and 5,000 Japanese Infantry counterattacked (banzai charged) both the 1st and 2nd Battalions in a last desperate attempt to prevent the Americans from taking the island. Ben Salomon's Battalion Aid Station was set up within 50 yards of the front lines. Soon, this furious Japanese attack began to overrun the perimeter of both Battalions, and Japanese soldiers invaded Salomon's Battalion Aid Station. Salomon killed several of these soldiers and determined the position of the Aid Station could no longer be held. He ordered available soldiers and medics to evacuate the wounded in the Aid Station back to the Regimental Aid Station. When last seen, Salomon had armed himself with a rifle and headed out the door of the Aid Station in the direction of the attacking Japanese to slow their momentum. He had to have known there was little to no hope of surviving in the face of such overwhelming odds.

When an Army team returned to the area days later, they found Salomon's body slumped over a machine gun not far from what remained of the Battalion Aid Station. Strewn about in front of the machine gun were the bodies of 98 Japanese soldiers. A recommendation for the Medal of Honor for Captain Ben Salomon was prepared along with eye-witness accounts, forwarded, and NOT APPROVED by higher authority.

What ensued for this award recommendation was a convoluted odyssey of more than half a century. The initial and subsequent

recommendations were turned away based upon questions of whether medical personnel can defend themselves and patients with weapons (Geneva Convention); the location of Salomon's body at a machine gun (machine guns are offensive weapons); and issues of religious discrimination (Salomon was Jewish) were just some of the roadblocks encountered.

It was 1998 before yet another recommendation was submitted by Dr. Robert West of USC Dental School through Congressman Brad Sherman, with the support of MG Patrick D. Sculley, Chief of the Army Dental Corps. At long last, President George W. Bush presented Salomon's Medal of Honor to Dr. West in 2002. The Medal now resides at the Army Medical Department Museum in San Antonio, Texas. A replica of the Medal is on display at USC Dental School.

Ben Salomon is buried at Forest Lawn Memorial Park in Glendale CA in the Great Mausoleum, Columbarium of Guidance N-21994. ■





## Reaching the Peak in Building for the Dental Industry

- Construction Management
- Remodels and Renovations
- Tenant Improvements
- New Construction



[BlueNorthernBuilders.com](http://BlueNorthernBuilders.com) | 916.772.4192 | CA Lic #820947

### SD Depot is now open!



*Where dental dreams begin...*

Come shop our shelves,  
consult our experts,  
and pick up products!

[SupplyDoc.com](http://SupplyDoc.com)

(877) 311-7373

(916) 200-1332 Fax



**M-F 8am - 5pm**

**9931 Horn Road  
Sacramento, CA 95827**

# We Love Our Veterans!

## SDDS Members Who Have Served:

### U.S. Army

Lawrence Bisauta, DDS  
Roy Eakin, DDS  
Bill Frey, DDS  
E Dean Jelden, DDS  
Skip Lawrence, DDS  
Donald Liberty, DDS  
Maria C. Lopez-Shams, DDS  
Blong Ly, DDS  
Alexander Malick, DMD, FAGD  
Les McIntyre, DDS  
Victoria Mosur, DDS  
Khari Nelson, DDS  
Charles Newens, DDS  
Paul Raskin, DDS  
Ronald Rott, DDS  
Mitchel Ruffman, DMD  
Roberto Sepulveda, DDS  
Colby Smith, DDS  
Derrick Tanihara, DDS  
Joel Whiteman, DDS  
Keith Wood, DDS  
Herbert Yee, DDS

### U.S. Marine Corps

Victor Hawkins, DDS  
Mervin Nelson, DDS  
Gary Rawlinson, DDS

### U.S. Navy

William Black, DDS  
Carlos E. Bonilla, DMD  
Don Campbell, DDS  
Sonney Chong, DMD  
Chris Cooper, DDS  
Joseph Cullo, DDS  
R. L. (Bob) Dorian, DDS  
Timothy Durkin, DDS

### U.S. Navy (cont'd)

Ryan Grandpre, DDS  
Greg Heise, DDS  
Richard A. Mandelaris, DMD  
David Marth, DDS  
Erik Matson, DMD  
George Oatis, DDS  
John C. Riach, DMD  
Wendie Richards (Vendor Member)  
Donald Rollofson, DMD  
Dennis C. Romary, DDS  
Sholi Rotblatt, DDS  
Mitchel Ruffman, DMD  
Dean Sands, DMD  
William Sloan, DMD  
Kevin Tanner, DDS  
Lien Truong, DDS  
Russ Webb, DDS  
Frederick (Fritz) Wenck, DDS

### U.S. National Guard

George A. Gould, DDS

### U.S. Air Force

Guy Acheson, DDS  
Kreston Anderson, DDS  
Robin Berrin, DDS  
Gary C. Borge, DDS  
Matt Campbell, DDS  
Monica Crooks, DDS  
Thomas DiLallo, DDS  
Jason Dorminey, DMD  
James Elliot, DDS  
Teje Ellis, DDS  
Alan Fahndrich, DDS  
Mitchell A. Goodis, DDS  
Harvey S. Greer, DDS

### U.S. Air Force (cont'd)

Daniel Haberman, DDS  
Richard Jackson, DDS  
Craig H. Johnson, DDS  
David Jolkovsky, DDS  
H. David Kneppshield, DDS  
Jeffrey Light, DDS  
William L. Marble, DDS  
Larry Masuoka, DMD  
Daniel G. Mazza, DDS, MAGD  
James McNerney, DMD  
James Musser, DDS  
Clark Nary, DDS  
Feroz M. Nawabi, DDS  
David F. Nelson, DDS, MS  
Lawrence Nguyen, DDS  
Richard O Day, DDS, MS  
Michael H. Payne, DDS  
Jim Peck, DDS  
Irvin Ray Ramsey, DDS  
Mitchel Ruffman, DMD  
Benton J. Runquist, DDS, MS  
Timothy D. Scott, DDS  
Robert M. Shimada, DDS  
Walter Skinner, DDS  
R. Bruce Thomas, DDS  
Robert L. Tilly, DDS  
Cas Szymanowski, DDS  
Kim Wallace, DDS  
Lee Wiggins, DDS

### U.S. Public Health Service

Dennis Wong, DDS  
Tim Mickiewicz, DDS

*Note: This list was compiled from responses to an email requesting the names of our veterans, and it is possible that some veterans' names are not listed. We apologize in advance if this list is incomplete. Thank you to all veterans for sharing your stories!*



Please join us for the 2019 🎉  
**Holiday Party**

December 13, 2019 • 6-11PM | RSVP Today with inclosed insert or online!  
Del Paso Country Club | \$120 per person until December 3<sup>rd</sup>

Price includes - cocktails, hors d'oeuvres, dinner & dancing to the J Rolerz Band  
There will be an Installation of Officers and a Silent Auction that benefits the Foundation



*Celebrate the holidays  
with your SDDS Family!*



*Specializing in Complete Dental Offices  
and Tenant Improvements*



**Franck Family Dental**  
Rocklin, CA

**Olson Construction, Inc.** is a design/build construction firm who can take your office from design to finish. They have proven themselves to be the go-to company when you want your dental office done on time and within budget.



**David Olson, General Contractor**

License #822960

(209) 366-2486

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







**By Joel Whiteman, DDS**  
Major, US Army Reserve Dental Corp.  
SDDS Member

*Dr. Whiteman started his service with the 307th Medical Company and served two years as a staff general dentist. He joined the 185th Dental Company (Area Support) in 2011 and over the last 8 years served as the Unit Prevention leader, Assistant Detachment OIC, Deputy Commander of Clinical Services and now Detachment Commander. Dr. Whiteman practices dentistry with his wife, Dr. Kristy Whiteman at their office Smile Art Dental in Sacramento.*

I have had the pleasure to serve as a dentist in the United States Army Reserve Dental Corps for the last 10 years. Life in the reserves is a unique challenge especially when you work in private practice and have a family, but it is a challenge that is well worth the time. The people that I have had the honor to meet and the places I have been have given me a lifetime worth of memories.

Many people on the civilian side think that we reservists spend our one weekend a month running around shooting things and acting like Rambo. This could not be further from the truth. Our time is usually spent doing administrative tasks or online training, things that our active duty counterparts do on their spare time. Now this might sound like a mundane and boring way to spend a weekend away from family, but being a member of an operational field unit has given me the opportunity to do so much more.

The average person does not know that the Armed Forces conduct training all over the world for medical and dental personnel. I use the word “training” loosely because

what these training exercises are, are real world medical missions. Most of our dental assistants are not dental assistants in the real world and their skills diminish over time. We use these real-world missions as a training mechanism to help bring them back up to speed. I have been extremely lucky to have been a part of four different missions in and outside of the United States.

These missions have allowed me to go to places around the world that I never thought I would





ever go, like El Salvador and Guatemala. Besides seeing amazing historical sites and wonderfully diverse cultures I have had an opportunity to help the native populations. The missions are much more Spartan than events like CDA Cares but the fulfillment is just the same or more. I have had the pleasure to travel to places like Metalio, El Salvador, as well as San Pablo, Huehuetango, and Chiantla Guatemala. Many of the patients we see are working poor or those from very rural and isolated areas. Many do not have access to basic medical or dental care and the care they do have access to, is generally substandard. The appreciation that I received from the patients I saw made the



challenging conditions and long hours seem insignificant. These missions are sometimes exciting and dangerous, one village started a riot over who was to be treated first and who had to wait. It was a reminder that we were doing good but it is not always safe. I look back on all of the challenging cases and patients with fondness and forget about the lack of instruments or the screams from scared little kids. Knowing that I have now changed the lives of these people for the better, whether I got them out of pain or saved them a month's worth of wages makes the lack of sleep, bad food and time away from family well worth it.

The reserve Army life is not for everyone, you have to have a strong family who supports what you do. I have missed numerous birthday parties, family events and time with friends. It is a sacrifice for not only the soldier but their family as well. They are the true

backbone of the Armed Forces. Our families "Hold Down the Fort" while we are gone, whether it is a few weeks or a few months. The soldiers get the glory but the real honor should go to the families that support them.

My first 10 years in the Army has been a wild ride. It has taken me all over the United States and the world; from our nation's Capital to California's Central Valley to the mountains of Central America and even to the Office of the Vice President of the United States. I have met US Ambassadors, Generals and State Governors while serving my country and I have no idea where this ride will take me next. I do know the next 10 years will be

**It is a sacrifice for not only the soldier but their family as well. They are the true backbone of the Armed Forces.**

as or more fulfilling than the last ten years. The Army is not for everyone but for those that have a calling to serve this great nation in the US Army Reserves, it will be one of the best things you will ever do in life, I know it has been for me. ■





## A Lifetime of Service & Dedication

By **Dennis C. Romary, DDS**  
Captain, US Navy Ret.  
SDDS Member

*Dr. Romary began his dental career with the Navy in 1968. He entered private practice in 1974, at the same time becoming Active Reserve with the Navy. He is currently retired from both the Navy and practicing dentistry.*

This is an interesting project to summarize 41.5 years of my Navy Adventure, but here goes.

I was raised in an Air Force family but chose the Navy in 1968 during my first year of dental school at UCLA, where I served four years of inactive duty. My total Navy duty was within the Navy Reserve and was a combination of various active and reserve assignments.

In 1972, my active duty career started with the 3rd Marine Air Wing – F-4s, A-4s, and A-6s – at El Toro Marine Corps Air Station and ended in 2009 with the 10th Marines at Camp Pulgas, Camp Pendleton.

I entered private practice in 1974 then entered the Active Reserve in Madison, WI.

My dental unit was at Great Lakes, IL, until I returned to California in 1987 and served in Sacramento, Mare Island, Treasure Island, Alameda Naval Air Station/NAS, San Jose, Lemoore NAS, and Utah.

In early 1996, I served as the last US Navy reserve dental officer to serve at Rodman Naval Station in the Panama Canal Zone, where I treated military personnel and their dependents. My wife, Peggy, and I drove from the Pacific side where Rodman Naval Station was located to the Atlantic side – only an hour drive – where we stayed in the “Bridal Suite” on Isla Grande just off the coast. That is another story in itself...

I was the last commanding officer of a reserve dental unit on Treasure Island and it was a sad day in 1996, as I walked out the headquarters with the base CO – the last two COs to depart. Fortunately, my unit was awarded 8 Navy Achievement Medals and 2 Navy Commendation Medals.

I experienced passing through the English Channel on the hospital ship, USNS Comfort, in 1998 and admired the White Cliffs of Dover, Britain on the Port side and Normandy Beaches on Starboard side on our way to Baltic Challenge off the coast of Klaipeda, Lithuania. Klaipeda had served as a Nazi submarine area during WWII. We interacted with personnel for numerous countries including Germany, Norway, Sweden, Netherlands, Estonia, Latvia, Lithuania, Poland, and others. For that assignment, I taught myself a bit of Russian.... No way that I could understand German or the Baltic languages. Peggy really enjoys the Russian stacking dolls that I brought back!

I taught myself Italian before being assigned to the Naval Station in the Medieval town of Gaeta, Italy, in 2001-02, where I enjoyed many conversations and delicious food with



*At this year's MidWinter, we had a board to mark where you have done dentistry throughout the world! Dentists and staff placed pins all over the globe! Dr. Romary placed a great number of pins due to his service in the US Navy. He even placed one in the middle of the Atlantic Ocean!*



the locals. I stay in contact with a local restaurant owner, Andrea Porcaccia, known as Andrea Top Barman. You can find him on Facebook and he owns a restaurant, La Macelleria. [www.facebook.com/lamacelleriatrattoriavineria](http://www.facebook.com/lamacelleriatrattoriavineria)

On my second trip to Italy in 2002, as the oldest dental officer in Europe, I was invited to the Navy Dental Corps Birthday Ball in Naples where I cut the cake along with the youngest dental officer.

Stationed in Rota, Spain, in 2003 I was treated to tours of Gibraltar and the white hill town of Ronda where bullfighting is said to have originated.

**I cherish the memories of being surrounded by dozens of smiling Peruvian children who enjoyed our company.**

My duty in the Andes at Ayacucho, Peru, in 2008 at 9800 to 11,000 feet above sea level was one of the highlights of my career. We were bused on an eleven-hour trip over the Andes from Lima to Ayacucho. We served at three sites for three days each where we provided dental, medical, and optometric care. Locals started lining up at 1 or 2am for care.

This area had been under the control of the communist Shining Path Guerillas until just a few years prior to our arrival. Our mission was a joint US military branch mission serving at a Peruvian parachute commando base at 9500 feet above sea level. The base was administered by the US Air Force. Security was provided in sequence by US Army then USMC personnel, the medical/dental/optometric services were provided by rotating US Navy then US Air Force personnel.

I cherish the memories of being surrounded by dozens of smiling Peruvian children who enjoyed our company. Duties such as these are very important to our country as they show foreign nations that we care about their well-being.

I was, and still am, extremely fortunate to have a very loving and supportive wife, Peggy, who encouraged me to take and enjoy extra military assignments – Note that she was able to join me on several like Italy, Panama, and Hawaii. I know, it's rough! BUT somebody had to do it.

While in command of the dental unit in Salt Lake City, our personnel were awarded 3 Navy Achievement Medals and a Navy Commendation Medal for outstanding performance of their duties.

Designing and constructing dental clinics at the reserve centers in Sacramento, Salt Lake City, and San Jose was rewarding as well since they served to increase the dental readiness of the Navy and Marine reservists under my unit's care.

If anyone had told me that I would have had such a long and rewarding career in the Navy, I would not have believed them!

I appreciate being able to share some of my experiences with you. ■



# Funding

your passion for patients

At Central Valley Community Bank, we take the stress out of banking. As a busy medical professional, we understand that serving your patients is your priority. That's why we partner with you to develop business banking solutions tailored to your needs, so you can concentrate on helping others.

**Call today to find out how our expert bankers can help you grow your practice and your passion.**

Central Valley  
**Community  
Bank**



Investing In Relationships.

**[www.cvcb.com](http://www.cvcb.com)**  
**(800) 298-1775**





**By Gregory Heise, DDS**  
Captain, DC, USN, Ret.  
SDDS Member

*Dr. Heise graduated from the University of California, San Francisco, School of Dentistry, where he was honored as a Regent's Scholar. While serving in the United States Navy, Dr. Heise completed a Fellowship in Oral & Maxillofacial Surgery and his residency at the Naval Hospital in Oakland. As a Navy Oral and Maxillofacial Surgeon, Dr. Heise served in Operation Desert Storm and Operation Restore Hope in Somalia. He returned to the Naval Hospital in Oakland to staff the Oral Maxillofacial surgery residency training program. Dr. Heise taught as an Associate Clinical Professor at the University of California, San Francisco, School of Dentistry. Dr. Heise is also the oral and maxillofacial surgeon for the Sacramento State University Athletic Program.*

## OPERATION

# Restore Hope

My 26 combined years as both an active duty and reserve naval officer was a most amazing adventure. Being stationed on bases and ships around the world provided a tremendous variety of professional experiences. Most would best be told over a beer (or two). One of the more unique experiences was going to Africa with the Marines as a part of Operation Restore Hope.

Somalia had become a humanitarian disaster with complete breakdown in civil order. Warlords controlled several feuding clans. Different clans controlled the farms, highways, airport, and sea ports. This resulted in chaotic transfer of food and necessities to the people of Somalia. Famine claimed 500,000 lives.

**“With an arm still stinging from every imaginable vaccination, I somehow earned a marine sharp shooter marksmanship medal.”**

At that time, I was stationed at the naval hospital in Oakland, training oral maxillofacial surgery residents. On the evening news, I would see scenes of starvation and suffering in Somalia. I would feel guilty having dinner and feeling like I have so much when these people far away were suffering and had so little. Other than Red Cross donations, there was little else I felt I could do.

That all changed on a Saturday morning in December of 1992. I was in the anatomy lab doing dissections with my residents when my pager went off. I was informed,

President Bush had organized a United States led United Nations Multinational Force to create a protected environment for conducting a humanitarian operation to end the famine in Somalia. The US Marines would be the first to go in and I would be part of the medical team to support them.

I was excited for this opportunity to help, but wondered what it would be like to be in a country in civil war with so many tropical diseases out of control. I was to fly to Camp Pendleton to join the First Marine Medical Battalion. To my surprise at the Oakland airport all of the major TV news networks asked for interviews. I arrived at Camp Pendleton where I had all the hair on my head shaved off, was issued a 9-mm Berretta Pistol and sent to the firing range.

With an arm still stinging from every imaginable vaccination, I somehow earned a marine sharp shooter marksmanship medal. Soon we were on a chartered flight to Somalia via Shannon, Ireland to refuel. As I boarded the plane with 400 combat-ready marines, I'll never forget the flight attendant announcing "Please be sure and return all seats and tables to the upright position and store all weapons beneath you seats." We refueled in Shannon, Ireland on Christmas Eve. Cheerful Irishmen came aboard to give us all shots of Bailey's Irish Cream.

Flying into Mogadishu, Somalia was a crazy busy scene with military units from 20 other UN countries also arriving. All of the doctors were issued 25 rounds of ammunition told to lock, load, put on helmets and flak jackets. We were all loaded on a flatbed truck to drive from the airport to our marine camp. We drove through Mogadishu, the capital of Somalia, and were warmly greeted by thousands of Somalis lining the streets. Mogadishu was a war-torn ravaged city. There was only sporadic electricity and no running water or sewage. The streets reeked



*Camaraderie with the French Foreign Legion*



*Neurosurgeon & Oral Surgeon filling sandbags*

of human waste and flies were everywhere. Incredibly, the Somalis seemed oblivious to these horrific conditions.

We arrived at our camp, which was adjacent to what was left of the US embassy. We set up our hospital tents. It looked exactly like a scene from the M.A.S.H. TV show from the Korean War. Exhausted from a very long day, all the doctors in my tent sat down for Christmas dinner; field rations consisting of a packaged cold tuna noodle casserole. An ABC News crew came by to interview us and brought us Coca-Cola (warm) and cookies.

I was not asleep long that night as we were awakened by the deadly sounds of sniper fire and mosquitoes. I truly do not know which I feared the most. It seems our warm welcome earlier today was over and the warlords feared the presence of the US Marines. Sniper fire would now become a nightly occurrence. The mosquitoes would also attack nightly bringing the risk of malaria, dengue fever, and West Nile virus.

The medical staff consisted of a general surgeon, orthopedic surgeons, neurosurgeon, anesthesiologist, psychiatrist, and family practice doctors. As the Oral and Maxillofacial surgeon, I was responsible for head and neck trauma and to be the backup anesthesiologist. Our hospital started filling up with marines with malaria, dengue fever, shigellosis and West Nile Virus. Initially, we had no trauma patients, so I had a crash

course in treating diseases indigenous to Africa. This was to become what my role there would be, not the Oral Maxillofacial surgery I was trained for, but in the military you have to be flexible.

Living conditions were brutal. Day-time temperatures topped 120 degrees and sandstorms could be blinding. Somali mothers brought their starving children to our camp begging for food. Many of my field-ration meals I would only eat part of and give away the rest. My weight went from 165 pounds to 130 pounds during my stay there. Some of the older marines also served in Vietnam and commented this was far worse than anything they ever experienced there. There were no showers, laundry, or cooking facilities. Flies were so ubiquitous; we just gave up trying to swat them away.

Young Somali men became increasingly hostile throwing rocks and bottles at United Nations personnel. In addition to sniper fire, we now had occasional mortar attacks at night. On New Year's Eve, President Bush made a surprise visit to thank the troops. All of the surgeons were ordered to fly by helicopter to a US Navy ship just off shore in case anything happened to the president. As the neurosurgeon and I waited at the helicopter pad, sniper machine gun fire erupted directly at us. We jumped into the bed of a truck as our marine guards bravely protected us and returned fire.

As dangerous as our camp was, President Bush came anyway and was warmly received by the Marines. That New Year's night was the worst night of all as Mogadishu was lit up from artillery and mortar fire between

**Living conditions were brutal. Day-time temperatures topped 120 degrees and sandstorms could be blinding.**

two warring clans. Several weeks later, the US army brought in their state-of-art field hospital, which was vastly superior to ours. We transferred our patients there and happily headed home. The United Nations estimates our mission in 1993 saved an estimated 100,000 lives.

Sadly, in 2019, Somalia remains a humanitarian crisis with lack of state protection, infighting and corruption of a shaky government. The United Nations remains in Somalia assisting in the fight against starvation. Unfortunately, 26 years after I left Somalia, our military is still there assisting the Somali Government fight terrorism. ■





## Honor a Combat Veteran BY PROVIDING DENTAL CARE

By **Theresa Cheng, DDS**

*Dr. Cheng received her Certificate in Periodontics from University of Washington in 1985 and opened her private practice limited to Periodontics in Issaquah, Washington in 1990. She retired in 2014 and has been a Clinical Assistant Professor at University of Washington since 2015. She is the founder of the non-profit, Everyone For Veterans, which connects dentists nationally to give back to low-income combat veterans in their communities. Dr. Cheng is the recipient of the 2019 University of Washington Award of Excellence for Outstanding Public Service.*

Low-income combat veterans can feel isolated and have a tough time transitioning at home and often describe this battle at home being much tougher than the war they fought in. Less than 1% of our population served in combat areas. Most do not get dental benefits from the VA. Generally, the veteran has to be designated with 100% service connected disability to qualify for dental benefits, with some exceptions. For veterans with low-paying jobs, dental insurance is usually not an option and dental care is beyond their reach. They most likely will suffer from untreated dental diseases for a lifetime. Dentists can contribute dental health to honor veterans' service in combat. An innovative program, Everyone for Veterans, can connect you to a qualified veteran in your area. Many veterans who received treatment by dentists in this program have reported an increase in confidence, increased trust in humanity and being more connected to community. Everyone for Veterans assesses veterans for low-income and combat status and will let you know when there is a qualified veteran in your area. Usually only one veteran will be assigned a year to a dental office for free dental care, but some dentists request more

than one a year. You can schedule the veteran in the comfort of your office. Comprehensive treatment is recommended with the goals of treatment to:

- Eliminate infection and establish health;
- Establish adequate function; and
- Establish adequate esthetics.

Everyone for Veterans has helped veterans in 16 States across the country. Currently, there are several qualified veterans in the Sacramento/San Jose area waiting for care, and dentists are urgently needed. Please take this opportunity to serve those who've given so much by signing up at: [www.everyoneforveterans.org/dentists.html](http://www.everyoneforveterans.org/dentists.html). Everyone for Veterans will send you information on a qualified veteran in your community.

*To learn more about this program, the website is [www.everyoneforveterans.org](http://www.everyoneforveterans.org). Please watch the video, <https://bit.ly/2jWpZwp> for more information.*

*Read more about Everyone for Veterans in the March 2019, ADA News <https://bit.ly/2u3j4Ty> and consider participating in this valuable program.*

**I speak for myself that I feel not many people are able to help a veteran and sometimes we just feel like no one is there for us. This really has made me see things in a different light. Thank you for extending a helping hand.**

- Robert, US Navy

PRACTICE SALES • VALUATIONS/APPRAISALS • TRANSITION PLANNING • PARTNERSHIPS • MERGERS • ASSOCIATESHIPS



**Jay Harter**

LIC #01008086

36 Years in Business

(916) 812-0500

Jay.Harter@henryschein.com

*This is a sample  
of our listings.*

**GREATER EL DORADO HILLS:** Multi-doctor practice, approx. 3,000 sf., 8 Ops, 7 Equip, I/O Cam, Digital X-rays, and Digital Pano. Sellers will consider working back P/T. #CA578

**GREATER SACRAMENTO:** El Dorado Hills/Folsom Area: 3 Ops, PPO practice, approx. 1,399 sf. Hi-end TI's and neighborhood, SoftDent, Carestream sensors, I/O Cam. 2017 GR \$506K on 4.25 day/wk. #CA543

**GREATER SACRAMENTO:** PPO Practice/Condo avail for purchase in a stable community for 33 yrs. Well-known dental and medical area. 1,392+ sf., 4 Ops, Digital X-rays, Imaging, I/O Cam. 2017 GR \$652K. #CA561

**GREATER SACRAMENTO/ROCKLIN:** Long estab. in beautiful, well-designed office, 6 Ops, Digital X-rays, Lasers, and Dentrux software. 2018 GR \$1.3M+ on 7-8 days hrs/wk. Great team, great location. Dental suite is being sold with practice. Owner is retiring. #CA584

**SACRAMENTO:** 3 Ops, Great show in center location, Digital X-rays, Ready to move in to. 2018 GR \$500K on 30 hrs/wk., 29 yrs. Goodwill. #CA527

**SACRAMENTO:** **PRICE REDUCED** Downtown/Midtown: Hi-traffic, 4 Ops, under 5% Delta Premier patients. 2018 GR \$607K on 30 Dr. hrs/wk. #CA590

**SACRAMENTO AREA:** GP & Specialty HMO/some PPO Practice. 9 Ops, Digital Sensors, Imaging, I/O Cam, Digital Pano. 2017 GR \$1.1M, 2018 Quickbooks (to be verified) GR \$680K. Approx. 5,000 sf. bldg. available w/ Practice. #CA567

**SACRAMENTO AREA:** 4 Ops, 1 add'l plumbed. 47 yrs. Goodwill, 24 Dr. hrs/wk. 2018 GR \$574K. 1,403 sf. office Condo must be purchased w/ this dental practice. #CA603



**Dr. Thomas Wagner**

LIC #01418359

40 Years in Business

(916) 812-3255

DrThomas.Wagner@henryschein.com

*For more information, visit:  
[www.henryscheinPPT.com](http://www.henryscheinPPT.com)*

NORTHERN CALIFORNIA OFFICE

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

1.800.519.3458

Henry Schein Corporate Broker #01233804



## A FULL SERVICE LAW FIRM FOR TODAY'S DENTAL PRACTITIONER

Working with a professional law firm is the best way to ensure that your legal needs are handled with integrity. At BPE Law, we provide efficient, professional and cost-effective representation designed to best serve our clients and ensure that all of their legal needs are met.

### Services Include:

- Corporate Law
- Contract Law
- Employment Law
- Practice Transactions
- Finance
- Real Estate
- Estate Planning



### CONTACT US TODAY!

(916) 966-2260 | [info@bpelaw.com](mailto:info@bpelaw.com)  
[bpelaw.com](http://bpelaw.com)



# Smiles for Sacramento

Another great event to support a worthwhile cause. Great music, good food, wine and fun but best of all, a fantastic effort on the part of the SDDS staff and Foundation members to benefit so many in need. Good show all.

- Dr. Paul Binon

On October 5th 2019 we hosted our Smiles for Sacramento Gala to benefit our Foundation. Our SDDS Members, community partners, and friends all came dressed up and ready to party! This lovely evening took place at the Hyatt in Downtown Sacramento, where guests enjoyed a cocktail hour, dinner, a live auction, and dancing to a live band!



The only thing better than the Gala is the Foundation!

- Dr. Aneel Nath



**\$50,000**  
TOTAL RAISED  
27 SDDS MEMBER DENTISTS  
HOSTED 300 PEOPLE!

What a wonderful and glorious event! I will always cherish the evening I had with my team, my friends and colleagues, and my wife Barbara. Thank you SDDS and SDDF for all you do for so many.

- Dr. Bryan Judd

**PADDLE SPONSOR • \$12,000**



The Foundation for Allied Dental Education  
The **FADE** Institute

**GALA GOLD SPONSOR • \$5,000**

**DELTA DENTAL**





Thank you for planning and organizing a gala "enjoyable to all." Excellent preparation from SDDS team - what a spectacular event to help our children in need! Smiles in abundance; Cheers echoed throughout the evening; Success for our needy children achieved!

- Dr. Tam and Chi Nguyen



## Live Auction Donors

Dr. Nancy Archibald  
Dr. Rika Prodhan-Ashraf  
Dr. Paul and Susan Binon  
Dr. Kent and Peggy Daft  
Drobny Law  
Fats Restaurant and the Fat Family  
Dr. Volki Felahy  
Dr. Carl Hillendahl  
Dr. Rich and Margaret Jackson  
Dr. Kevin Keating  
Bruce and Cathy Levering

Joy Paull  
Dr. Don Rollofson  
Sacramento District Dental Society  
Dr. Dave Seman  
Kurt Spataro  
Dr. Tom Yamamoto  
Dr. Herbert Yee  
Judy Yee  
Dr. Kevin Yee  
Dr. Wesley Yee



## Donors to the Gala

Dr. Wai Chan  
Dr. Matthew Comfort  
Dr. Margaret Delmore  
Dan Harlan  
Dr. Carl Hillendahl  
Dr. Lisa Laptalo

Tim and Jenifer McDonald  
Dr. Dennis & Gayle Peterson  
Dr. Morton Rosenberg  
Dr. Ash Vasanathan  
Dr. Bianca Yee

The 2019 SDDS Smiles for Sacramento Gala celebrated a year of fantastic community work supporting Sacramento. Access Dental Plan was honored to be apart of the night. As always, the SDDS team delivered on a night to remember.

- Alisha Hightower; Access Dental Plan

## GALA SILVER SPONSORS • \$2,500

Dr. Don and Janet Rollofson  
Heise and Alpha OMS  
Drs. Greg Heise and Craig Alpha  
KidsCare Dental and Orthodontics  
Giannetti & Booms  
Drs. Kelly Giannetti and  
Thais Booms

Prosthodontic Dental Group  
Drs. Jeffrey Nordlander, Brock  
Hinton, Anh Pham, Joohyun Cha  
and Jeffrey Yang  
California Northstate University  
Access Dental Plan  
LIBERTY Dental

Capitol Periodontal Group  
Drs. Robert W. Pretel, Paul P.  
Towfighi, P. Kevin Chen, Rosemary  
Wu, Nidhi Jain, Aneel Nath, Khalid  
Rasheed, and Mahdad Nassiri  
Health Net

US Bank  
Dr. Wesley Yee  
Dr. Matt Korn  
Dr. Paul and Susan Binon



# 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!

**SDDS HR Hotline**  
NEW EXCLUSIVE NUMBER  
FREE TO SDDS MEMBERS!

**888.784.4031**

## The Four Human Personality Types IN THE DENTAL PRACTICE

By California Dental Association

The degree to which others see a person's behaviors as being forceful or directive.

The degree to which a person's behaviors are seen by others as being emotionally responsive or expressive, or emotionally controlled.

These are things that may not be considered on a day-to-day basis in the dental practice, but it could be beneficial to dentists and the rest of the staff to begin to analyze such personality traits.

The ability to understand and recognize different personalities can be something that helps with patient treatment acceptance and relationship issues with co-workers said Michael Perry, DDS, CDA director of practice management. Perry has identified the main personality types that can be present in the dental practice based on the Myers-Briggs Type Indicator, which was created from science developed by Swiss psychiatrist Carl Jung.

Specifically, Perry says there are four types of personalities in the dental practice: Driver, Intuitive, Stabilizer and Calculator (DiSC). Below is a breakdown of what each personality type includes.

**Driver** — Blends a high level of emotional self-control with a high degree of assertiveness. Task-oriented people who know where they are going and what they want. They get to the point quickly and express themselves succinctly. They are typically pragmatic, decisive, results-oriented, objective and competitive. They are usually independent, willing to take sound risks and valued for their ability to get things done.

**Intuitive** — Tends to integrate a high level of assertiveness with much emotional expression. Looks at the big picture, and often takes fresh, novel approaches to problems. Generally willing to take risks in order to seize opportunities and realize dreams. Their ability to charm, persuade, excite and inspire people with a vision of the future can be a strong motivating force. They tend to decide and act quickly.

**Stabilizer** — Combines higher-than-average responsiveness with a comparatively low level of assertiveness. Tends to be sympathetic to the needs of others and are quite sensitive to what lies below the surface behavior of another person. Of all the styles, they are most likely to use empathy and understanding in interpersonal problem solving. Their trust in others often brings out the best in their customers, friends and coworkers.

**Calculator** — Combines a high level of emotional self-control with a low level of assertiveness. Tends to take a precise, deliberate and systematic approach to work. Usually gathers and evaluates much data before acting. Generally industrious, objective and well organized.

Perry said most dentists are a mix of the calculator and stabilizer personality types. This, according to Perry, can sometimes become a problem if describing treatment to patients too technically. The same goes for other members of the dental staff such as dental assistants and hygienists who are also often oriented toward technical detail.

"Most dentists are great at microsurgery, but communication can be a challenge,"

Perry said. "No personality type is better than another personality type, but if you own a practice and fall under the calculator personality type and you have a dental assistant or hygienist that has a calculator or stabilizer personality type, you will have to understand and adapt to their characteristics for the betterment of the practice — I like to say dentistry is 80 percent treatment and 20 percent psychology."

Perry encourages entire dental teams, not just dentists, to study and understand the various personality types. When a patient calls for an appointment, for example, the staff member who received the call can attempt to understand what category that patient falls under. By the time the patient comes in for his or her appointment, the staff member will be able to inform the rest of the team what to expect out of that patient's personality.

Perry warns not to rely on the system too much, however, because it isn't a be-all and end-all.

"Some people are easier to judge than others, some will fall into a specific category and some will be in the middle. It's just a tool. Personalities are not always a measurable thing," Perry said. ■

For more practice management and support information, visit [cda.org/practicesupport](http://cda.org/practicesupport).





## Business Financing from your neighborhood Credit Union

### Your Trusted Source For:

- Commercial RE purchases
- Construction loans
- Business acquisition or expansion
- Equipment/Inventory purchase
- Refinancing
- Working Capital

**Bob Miller, Business Development Officer**  
(916) 576-5679 [bmiller@firstus.org](mailto:bmiller@firstus.org)



A Proud Vendor Member of SDDS since 2004

**FIRSTUS**  
Community Credit Union





# Dentists' Use of Botox Requires Appropriate Dental Treatment Plan Documentation

Reprinted with permission from  
**California Dental Association**

At the direction of the 2018 CDA House of Delegates, CDA has been working with the Dental Board of California to better understand the scope of practice for general dentists as it relates to the use of cosmetic agents such as Botox and dermal fillers. The house directed CDA to take this action to clear up confusion that arose from the creation of the Elective Facial Cosmetic Surgery permit as it relates to the scope of cosmetic services general dentists may provide.

In the response to CDA's request, the dental board in a letter advised in part: "... the Board's message, since 2011, has been consistent: cosmetic procedures, and the use of appropriate products for those procedures, that are performed for one of the purposes laid out in Section 1625, and are part of a dental treatment plan fall into the definition of the practice of dentistry. As with any dental procedure, the licensee must possess the knowledge, skill, and ability as to when and how to perform a procedure."

The letter explains that a dentist who does not hold an Elective Facial Cosmetic Surgery permit may only provide Botox and dermal fillers for cosmetic purposes when administered as part of a comprehensive dental treatment plan. Furthermore, an oral

surgeon with the EFCS permit is the only dentist who may provide these services for cosmetic purposes on a standalone basis.

## **If you are not an EFCS-permitted dentist, CDA advises:**

- You are prohibited from using Botox and dermal fillers solely for cosmetic enhancement purposes and from advertising their use, which misleads the consumer to think that cosmetic enhancement alone is permitted.
- To use Botox, dermal fillers or other products that have an extraoral, perioral esthetic impact, you must be providing dental services to the patient whereby the use of such products is directly related to those dental services and the treatment outcome.
- If you have an established patient with healthy teeth who expresses a desire to improve their facial appearance, even if that improvement involves just the lips, you are advised to proceed with caution, as you may be providing care that has no dental-related purpose and is therefore outside of your scope of practice. In these instances, a referral may be advised.

Dentists should be aware that the board's enforcement staff has made it clear that explicit, detailed documentation, including photographs, is essential for a complete dental record — not only for procedures performed to improve dental treatment esthetics, but for all dental treatment procedures. Enforcement actions have been pursued against general dentists who perform cosmetic procedures for the sole purpose of cosmetic improvements of facial tissues rather than for cosmetic improvements related to dental treatment. Because of this, CDA advocates that dentists use caution when administering these procedures and document extensively with regard to treatment rationale.

Furthermore, dentists should be wary of continuing education courses on the use of these products because they may teach procedures beyond California's scope of dentistry.

TDIC policyholders are reminded that procedures that are not permitted under the Dental Practice Act are not covered and incur liability for the dentist.

- Read the letter from the dental board at [cda.org/dbc-botox](http://cda.org/dbc-botox). ■



**RED DOG SHREDZ**

Feed the Dog!  
Guarding your ID

- Paper Shredding
- Mobile Truck Shredding
- Monthly Pick Up
- Hard Drive/Cell Phone Degauss & Destroy

**KIM A. ROHR**  
**Cell 916-671-0736**  
[RedDog.Kimbo@gmail.com](mailto:RedDog.Kimbo@gmail.com)

8505 Madison Ave. #160  
Fair Oaks, CA 95628  
**Ph 916-966-9828**  
[RedDogFairOaks@gmail.com](mailto:RedDogFairOaks@gmail.com)

6661 Stanford Ranch Rd., Ste. F  
Rocklin, CA 95677  
**Ph 916-990-9828**  
[RedDogRocklin@gmail.com](mailto:RedDogRocklin@gmail.com)

**HOURS:**  
Monday – Friday 9:30 – 5:30  
Saturday 9:00 – 4:00

**www.RedDogShredz.com • Facebook: Red Dog Shredz**





## WESTERN PRACTICE SALES

*Your Life's Work Comes  
Down To This Decision*

### *What separates us from other brokerage firms?*

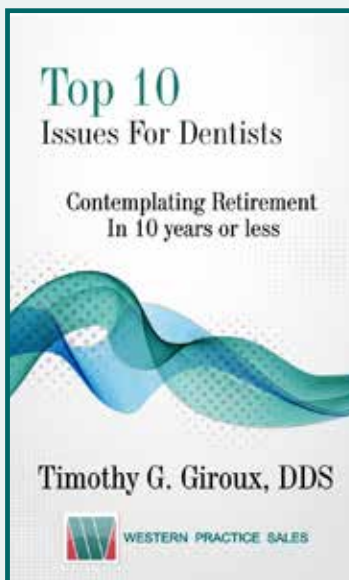
Western Practice Sales is locally owned by dentists and has been proudly serving dentists in the SDDS Marketplace for over 45 years. Our personal attention to our sellers and reputation of integrity and honesty has made us Northern California's Preferred Dental Practice Broker.

*Our extensive buyer database  
allows us to offer you...*

**Better Exposure**

**Better Fit**

**Better Price!**



**Call or email today  
for a free copy of  
Dr Giroux's book**

***Top Ten Issues for  
Dentists Contemplating  
Retirement in Ten  
Years or Less***

**800.641.4179**

**wps@succeed.net  
westernpracticesales.com**



## ASK THE BROKER

**How do you determine the  
listing price of my practice?**

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

### **Practices are priced based heavily on gross receipts.**

Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8-10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. **Most importantly, since practice values are based on gross receipts, keep up the good work!**

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book "Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less".

*Timothy G. Giroux, DDS is currently the Owner & Broker  
at Western Practice Sales and a member of the nationally  
recognized dental organization, ADS Transitions.*

*You may contact Dr Giroux at: wps@succeed.net or  
800.641.4179*

*Paid advertisement*




---

 SPREADING THE
 

---

# 1st Tooth or 1st Birthday Joy

It's AMAZING how wonderful our 1st Tooth OR 1st Birthday message is catching on! First launched in 2010, the 1st Tooth OR 1st Birthday campaign targets not only member dentists and the public, but the medical community (OB-GYNs, General Practitioners and Pediatricians). The message? Kids need to be seen by a dentist early, before problems arise. Spreading this message is just one of our many efforts to help with early education and prevention!

We are proud to say that many organizations are co-branding our message and "their" message. Thank you to all the partners we have who are helping us spread the word. We all know how important dental health education

is for both children and parents, so let's continue to make a difference!

Our next plan is to encourage our SDDS Members to co-brand with us! If you would like to get some 1st Tooth OR 1st Birthday magnets for your office,

“Spreading this message is just one of our many efforts to help with early education and prevention!”

make sure to fill out the insert within this issue. There are multiple different customization options for the magnets! You can get a simple SDDS branded

one, one personalized with your office logo as well as the SDDS logo, or one just featuring your office logo. You'll work with our SDDS graphic designers to finalize the design in just the way that you want and we'll even ship them straight to your office! It's simple and easy! Order some magnets, spread the word, and help educate the public about early dental health.

Wouldn't you love to have your logo on this magnet? And your office phone number as well?

Please see the order form included in this issue of *the Nugget* and get on our 1T1B bandwagon! ■





THIS  
COULD  
BE YOU!





Every child should see a dentist by their  
**1<sup>ST</sup> TOOTH or 1<sup>ST</sup> BIRTHDAY**

**NEED A DENTIST? (916) 446-1211**

Call Sacramento District Dental Society for a referral

First 5 Sacramento  
[www.first5sacental.org](http://www.first5sacental.org)

Sacramento District Dental Society  
[www.sdds.org](http://www.sdds.org)



## Jump on in – There's room for everyone!

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

November is the time that SDDS begins to line up our calendar for next year, our volunteer placement on committees is completed, the new chairs are approved by the Board of Directors and they begin to roll out our objectives in accordance with the strategic plan. Last year more than 300 SDDS members participated in committees, projects and events. Please get involved – we'd love your input and participation! Key word --- participation! Come, jump in and enjoy working with your peers! Are you interested in serving on one of SDDS' committees this year? Use the form included to sign up!

### STANDING COMMITTEES

#### CPR Instructor Committee

Purpose of the committee is to train members to be instructors to teach CPR courses for SDDS members; 1 calibration and 2 courses/year

#### Nominating /Leadership Development Committee

Purpose is to develop leaders, nominate for positions in SDDS, Foundation and CDA; 2 meetings/year

#### Peer Review Committee

Provides oversight, clinical review of peer review complaints of both patient and member doctor; forwards recommendations to CDA; 2-4 meetings/year

### SPECIAL EVENT COMMITTEES

- **Smiles for Big Kids**
- **Smiles for Kids — SFK Day Volunteer, Feb 1<sup>st</sup>**
- **Smiles for Kids — Site Host**

### ADVISORY COMMITTEES

#### Continuing Education Advisory

Reviews options and suggestions for programs, speakers, MidWinter, Lunch and Learns, CE days/events, and Business Forums; 1 meeting/year

#### Legislative Advisory

Monitors legislative activity, provides advocacy and information; meetings if needed

#### Mass Disaster / Forensics Advisory

Provides training to members for disaster identification; members must agree to mobilize if a disaster occurs; 1 meeting/year

#### Nugget Editorial Advisory

Committee members serve as the guest editors for *the Nugget* (must be able to write and/or know people who do!); 3 meetings/year

#### Oral Health Initiatives

By county, if necessary

#### Admin Advisory Committees

Budget, Finance, Bylaws, Policy Review

### TASK FORCES

**Task Forces** – there will be a few task forces in 2020 – these task forces are one year only; they will have an assignment and/or task to do (as defined by the Board of Directors) and report back to the Board with the solution, results and/or proposal. Task forces will be assigned by the Board in January and will include the following topics:

- **Member Benefits and Services**
- **Ethics Review**
- **Oral Health Initiatives:** committee members serve on the various County strategic planning and implementation advisory committees – this is going to be a GREAT committee in 2020!

**Deadline to Sign-up  
December 1, 2019**

## 2019 SDDS Committees Schedule

### Standing Committees

#### CPR Committee

Nov 15

#### Ethics

Work Completed

#### Nominating/Leadership Development

Work Completed

#### Peer Review Committee

TBA

### Foundation

#### Foundation Board

Nov 11

#### Golf Tournament

Work Completed — great success!

### Advisory Committees

#### Mass Disaster/Forensics Advisory

Work Completed

#### Nugget Editorial Advisory

Work Completed

#### Strategic Plan Advisory

Schedule as needed

#### Budget and Finance Advisory

Schedule as needed

#### Bylaws Advisory

Schedule as needed

#### Legislative Advisory

TBA

#### New Dental School Advisory

TBA

### Leadership

#### Board of Directors

Nov 5

#### Executive Committee

Dec 6

### Task Forces

#### Member Engagement/Recruitment

Nov 19

#### Oral Health/Prop 56 Initiatives

Dec 6

### Other

#### Sac Pac

Dec 3

#### CDA House of Delegates

Nov 15-17



## UPCOMING CONTINUING EDUCATION COURSE!

### Implants Made Easy

Friday, November 8, 2019 • 5 CEU, Core • \$250

8:00am • Registration & Light Breakfast

8:30am – 1:30pm • Class

SDDS Classroom | 2035 Hurley Way, Ste 200  
Sacramento, CA 95825

### Speaker: Jim Eggleston, DDS

Dr. Eggleston has been practicing the art and science of dentistry since 1992, graduating from the University of the Pacific, San Francisco. His extensive education and training in cosmetic and implant dentistry have made him a leader in his field. Dr. Eggleston believes that if you want to be the best, you must learn from the best. He has invested thousands of continuing education hours and dollars into learning all he can from leaders in the dental field so that you can receive the safest, most advanced treatment alternatives for your dental health. Dr. Eggleston has proudly achieved his Mastership with the International Congress of Oral Implantology.

This course is designed to motivate you to put fear aside and take your practice to the next level with dental implants. All dentists should be placing implants – are you? Dr. Eggleston will discuss the many aspects of implants and will give attendees the courage to do them properly, whether it is a small or large case, and communicate effectively to the patient.

### Topics discussed will be:

- Where to begin and how to influence the patient's decision – or objections – on large or small cases
- Guided implants placement
- Single, multiple implants and traditional fixed implants; Implants and bridge diagnosis and treatment planning
- Full Reconstruction with mixed dentition as well as edentulous
- All on 4
- Grafting: Socket, Onlay, Block, Sinus (Internal & Lateral Wall)

*Head to [sdds.org](http://sdds.org) to get  
signed up for the class today!*



Quit the tax  
guesswork.  
There is no  
guesswork  
with us.

916-333-5360



**FECHTER  
& COMPANY**  
Certified Public Accountants

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

916-333-5360

3445 American River Dr. Suite A  
Sacramento, CA 95864



# SacPAC

*SDDS Political Action Committee*



By **Matthew Campbell, Jr. DDS**  
Chair, SacPAC

## WHAT IS SACPAC?

The Sacramento District Dental Society Political Action Committee (SacPAC) was created in 2001 for the purpose of establishing a fund to make contributions to candidates for local and state office. SacPAC contributes to those candidates and incumbents who support the concerns, beliefs and issues of the Sacramento District Dental Society and its members.

## HOW CAN YOU PARTICIPATE?

It's only \$99 a year and, quite honestly, not enough of our members support this very important cause. Won't you please consider a donation this year? You can charge it by calling SDDS or just send a check made out to the SDDS PAC.

## AND THANK YOU TO THOSE WHO DO SUPPORT IT!

See below. Thank you so much for helping us advance our political goals and help with our advocacy.

*Thank you to our*  
**2019 PAC Contributors!**

Gary Ackerman, DDS  
Gregory Adams, DDS  
Craig Alpha, DDS  
Rina Ambaram, DDS  
Jenny Apekian, DDS  
Nancy Archibald, DDS  
Mark Backhus, DDS  
Wallace Bellamy, DDS  
Paul Bianchi, DDS  
Rodney Bughao, DDS  
Matthew Campbell, DDS  
Steven Cavagnolo, DDS  
Wai Chan, DDS  
Robert Daby, DDS

Kent Daft, DDS  
James Everhart, DDS  
Volkmar Felahy, DDS  
Rikard Forsberg, DDS  
Kasi Franck, DDS  
Douglas Gedestad, DMD  
Timothy Giroux, DDS  
Mitchell Goodis, DDS  
Philip Hankins, DDS, MS  
Lauren Hanschu, DDS  
Robert Hays, DDS  
Carl Hillendahl, DDS  
Daniel Jones, DDS  
Terrence Jones, DDS

Kevin Keating, DDS, MS  
Richard Kennedy, DDS  
Matthew Korn, DDS  
Kevin Kurio, DDS  
Lisa Laptalo, DMD  
Leland Lee, DDS  
Grace Lee DMD, MD  
Jennifer Mathisen, DDS, MSD  
Gregory Owyang, DDS  
David Park, DDS  
Michael Payne, DDS, MSD  
Gabrielle Rasi, DDS  
Donald Rollofson DMD  
Benton Runquist, DDS

Howard Shempp, DDS  
Richard Shipp, DDS  
Brian Steele, DDS  
Jeffrey Sue, DDS  
Kevin Tanner, DDS  
J. Alex Tomaich, DDS, MD  
Asvin Vasanthan, DDS, MS  
Kim Wallace, DDS  
Wayne Walters, DDS  
Wenli Wang, DDS  
Ernest Watson, DDS  
Wesley Yee, DDS

## Do You Know a Dentist That's Not yet an SDDS Member?

Do you want to earn  
an extra \$100 and  
other prizes?



Recruit that dentist  
to SDDS and win!

See promotion details on the bottom of page 41.





fusionacademy.io  
(916) 516-1142

info@fusionacademy.io  
920 Reserve Drive, Ste #160 Roseville, CA 95678

# Be a Teacher

host your own study club, seminar,  
lecture or hands-on course



- State of the Art Equipment
- Live Streaming channel
- 3D Microscopes / 3D TVs
- Dental/Surgical Suite for any speciality
- Versatile Dental Mannequins
- Individual Proctoring
- Various Turn-Key Solutions

**Getting faster  
Internet, phone  
and TV from  
one place.  
My Dental Office  
can't object  
to that.**

**A full range of services,  
all from one provider.**

Whether it's helping your business run more smoothly or delivering a better client experience, our Internet, WiFi, phone, and TV can raise the bar for any business.

Visit [comcastbusiness.com](http://comcastbusiness.com)  
or call **Lisa Geraghty** at (916) 817-9284

Restrictions apply. Not available in all areas. Call for details.  
© Comcast 2017. All rights reserved.



**COMCAST  
BUSINESS**



# 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.

## No 'One Size Fits All' When It Comes to Dental Benefit Contracting It's a Personal Business Decision

Reprinted with permission from  
**California Dental Association**

CDA Practice Support receives calls from dentists who are considering adding or dropping participation with a dental benefit plan/network. The same question comes up repeatedly in these conversations: "Have you heard of a dentist who joined or dropped their participation with a dental benefit plan and experienced a successful transition?"

My answer is "yes."

Typically, the caller then asks a second question: "Have you heard of a dentist who joined or dropped their participation with a dental benefit plan, which resulted in an unsuccessful transition? Again, my answer is "yes."

It's important to remember that adding or dropping a contract with a dental benefit plan is a personal business decision. There is no one size fits all in these types of business decisions, as what might work for one dentist might not work for another.

You may be asking yourself how a dentist can make a good decision about adding or dropping a dental plan/network participation, but there is one key element in each success story and it's this: The dentist analyzed the pros and cons of adding or dropping participation with the plan/network. The saying "If you fail to plan, you are planning to fail" certainly rings true in this situation.

I occasionally receive calls from dentists who were in a contract with a dental benefit plan, then added or dropped participation with the plan/network and are now experiencing issues

related to their decision. What we find is that dentists often make their decision to join a plan/network predominantly based on the fee schedule. A dentist should not make their decision to join or drop a plan/network solely based on fees.

Practice Support has resources available to help dentists consider the risks and advantages of adding or dropping a plan and/or network. These include:

- Dental Benefit Plan Handbook - Chapter 2: Understanding Dental Benefit Plan Contracts & Fees.
- Dental Benefit Contracting: It's not all about the fees. What you need to know before you sign.
- What You Need to Know About Dropping Dental Plan Contracts

As a CDA member, you can access these resources in the Practice Support online resource library. Simply visit [cda.org/dentalbenefits](http://cda.org/dentalbenefits) and locate them under "Contracting."

In addition to providing an online resource library, CDA Practice Support makes it easy to get answers to dental benefit questions. If you haven't heard, CDA members can now use a simple online form to report issues and questions related to dental benefits. The online submission form lets dentists request assistance and submit their questions 24/7. In the short time since the form was launched, CDA members have remarked that the form is easy to use, fast and convenient.

While contracting or dropping participation with a plan is voluntary, CDA cautions dentists that due to antitrust laws, dentists cannot band together collectively and refuse to participate with a plan. For more information on antitrust laws, refer to the ADA's "The Antitrust Laws in Dentistry: A Primer of 'Do's, Don'ts and How To's for Dentists and Dental Societies" ([www.ada.org/en/-/media/ADA/Member%20Center/Files/antitrust\\_booklet\\_full](http://www.ada.org/en/-/media/ADA/Member%20Center/Files/antitrust_booklet_full)).

- For resources on dental benefit plans or to report a dental benefits issue using a simple online form, visit [cda.org/dentalbenefits](http://cda.org/dentalbenefits). ■

## PROVIDING 25 YEARS OF CONSTRUCTION EXPERTISE

GP Development is an innovative construction and design firm specializing in dental and medical office builds. Our team of experienced and dedicated professionals provide a complete portfolio of services including:

- Construction Management
- Site Development
- Space Planning
- Interior Design
- Budgetary Consulting & Analysis



**DEVELOPMENT INC.**  
Commercial Building & Construction



gpdevelopmentcorp.com | 916.332.2300

10604 Industrial Avenue, Suite 150, Roseville, CA 95678

## SAVE MORE ON DENTAL SUPPLIES THAN YOU PAY IN DUES

There's no better time to be an association member!

Your benefits now include negotiated discounts and free shipping through **The Dentists Supply Company.**

See how **tdsc.com** can help you save more on dental supplies than you pay in annual association dues.

**SHOP ONLINE AND  
START SAVING TODAY**



# Advertiser INDEX

## Dental Supplies, Equipment, Repair

Vendor Member	Analgesic Services Inc.	44
Vendor Member	Benco Dental.	44
Vendor Member	Desco Dental Equipment.	44
Vendor Member	Henry Schein Dental.	44
Vendor Member	LumaDent.	44
Vendor Member	Patterson Dental.	44
	Supply Doc.	13, 39
Vendor Member	The Dentists Supply Company (TDSC).	37, 44

## Dental Practice

Vendor Member	Kids Care Dental and Orthodontics	44
---------------	-----------------------------------	----

## Education

	Fusion Dental Academy	35
Vendor Member	The Foundation for Allied Dental Education.	44
	Dr. Pieter Linssen	41

## Financial Services

Vendor Member	American Pacific Mortgage.	45
Vendor Member	Banner Bank.	45
Vendor Member	Care Credit	45
	Central Valley Community Bank	19
Vendor Member	Fechter & Company.	33, 45
Vendor Member	First US Community Credit Union.	27, 45
Vendor Member	MUN CPAs	4, 45
Vendor Member	MassMutual.	45
Vendor Member	Thomas Doll.	45
Vendor Member	US Bank	45

## Human Resources & Legal

Vendor Member	BPE Law Group	23, 44
Vendor Member	California Employers Association (CEA)	44

## Insurance Services

Vendor Member	Access Dental Plan.	45
Vendor Member	Health Net.	45
Vendor Member	LIBERTY Dental Plan	45
Vendor Member	TDIC & TDIC Insurance Services	8, 45

## Office Design & Construction

Vendor Member	Blue Northern Builders, Inc.	13, 44
Vendor Member	GP Development Inc.	37, 44
Vendor Member	Olson Construction.	15, 44
Vendor Member	Parc Studio.	44

## Practice Sales

	Henry Schein Financial	23
Vendor Member	Integrity Practice Sales	44
Vendor Member	Professional Practice Sales.	44
Vendor Member	Western Practice Sales.	39, 44

## Practice Services

Vendor Member	Comcast Business.	35, 44
---------------	-------------------	--------

## Real Estate

Vendor Member	PDF Commercial Inc.	44
---------------	---------------------	----

## Staffing

Vendor Member	Resource Staffing Group	45
Vendor Member	Swiss Monkey.	45

## Waste Management Services

	Red Dog Shred.	28
Vendor Member	Star Group Global Refining	44

# Volunteer opportunities

## SMILES FOR KIDS

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



TO VOLUNTEER, CONTACT:

SDDS office (916.446.1227 • smilesforkids@sdds.org)

## SMILES FOR BIG KIDS

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



TO VOLUNTEER, CONTACT:

SDDS office (916.446.1227 • sdds@sdds.org)



July 17-18, 2020 • Long Beach

TO VOLUNTEER: [www.cdafoundation.org/cda-cares](http://www.cdafoundation.org/cda-cares)

## AUBURN RENEWAL CENTER CLINIC

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

TO VOLUNTEER, CONTACT:

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

## THE GATHERING INN

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

TO VOLUNTEER, CONTACT:

Kathi Webb (916.743.5351 • kwebbft@aol.com)

## CCMP (COALITION FOR CONCERNED MEDICAL PROFESSIONALS)

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

TO VOLUNTEER, CONTACT:

CALL: (916.925.9379 • CCMP.PA@JUNO.COM)

## 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](http://everyoneforveterans.org/for-dentists.html)



*Hooray for the*  
**RED WHITE & BLUE**  
**40 YEARS**  
**OF CEU!!!**

★ *The 40th Annual MidWinter Convention & Expo* ★

February 6-7, 2020 | McClellan Conference Center, Sacramento

*Don't miss the  
 opportunity to hear  
 these great Speakers!*

Get signed up for MidWinter today to get the best price possible! Registration prices increase on November 2<sup>nd</sup>, so register now using the included insert or at [sdds.org](http://sdds.org)!

**Ron Ask, DDS**

- Successful Practice Development: Patient #1 - #5,000 (F)

**Leon A. Assael, DMD, CMM, FACD, FICD**

- Prescription Drugs: What You Need to Know in Your Practice (F)

**Lois Banta**

- 10 Top Management Tools for a Successful Practice (T)
- Anatomy of a Winning Team... A Recipe for Success (T)
- Playing the Insurance and Accounts Receivables Game...Your Way (T)
- High Impact Communication: Words to Use and Words to Lose (T)

**Joyce Bassett, DDS, FAACD**

- Secrets to Case Acceptance and Longevity (T)
- Cutting Edge Technology with Digital Design (T)
- Real World Cosmetic Dentistry: Faults, Failures and Fixes (T)

**Jeff Brucia, DDS**

- Conservative Adhesive Materials & Techniques (F)
- Mastering Adhesive & Restorative Dentistry (F)

**Leslie Canham, CDA, RDA, CSP**

- How to Make Infection Control Sticky (T)
- The Perfect Morning Huddle - The Key to Your Ideal Clinical Day (T)
- California Dental Practice Act (T)

**Cy Carpenter, MD**

- Your Posture Does Not Lie (T)

**Celena Donahue**

- Cancer Prevention through HPV Vaccination: An Action Guide for Dental Health Care Providers (T)

**Donna Drury Klein, RDA, BS &  
 Jenny Michel, RDA, BS**

- The Latest and Greatest OSHA Manual - Train & Gain (T)

**Jaime Gerigk, MSW**

- Silence Doesn't Work Here: How to Recognize, Respond and Refer for Domestic Violence (T/F)

**Melinda Heryford, MBA**

- 3 Point Exam - "Smooth Like Butta" Exam that Significantly Impacts Patient Care (F)
- Switch It to Solve It - Fabulous Hello to a Memorable Goodbye (F)
- From Frazzle to Flow - Five Powerful Practice Systems That Shift Team Drift to Team Flow (F)

**Marcella Oster, RDA**

- California Dental Practice Act (F)
- Safety, Violence and OSHA (F)
- Infection Control (F)

**Mercy San Juan Medical  
 Center Trauma Team**

- Stop the Bleed (T/F)

**Paul Raskin, DDS**

- Mastering the Art of Denture Practice (F)

**Alex Ray, PT, DPT &  
 Ramona Lazar, PT, DPT**

- Ergo, PT, and Pain...Oh My! (F)

**Jessica Rector, MBA**

- The Power of Confident Communication (T)
- Break Through Dental Burnout (T)
- Master Your Inner Communication for Exceptional Leadership (F)

**Michael Scherer, DMD, MS**

- Are We Ready For Digital Dentistry, Intraoral Scanning, and 3D Printing? What Works and What Doesn't (F)
- Diagnosis and Treatment Planning Full-Arch Implant Rehabilitation (F)

**Theresa Sheppard, RDA**

- Toothbrushes or Tombstones (T)
- Snapshots Prevent Mugshots (T)
- HIPAA: Highlights, Hoopla & Hooey (T)
- How Many Felonies Did You Commit Today? (F)

**Jamison Spencer, DMD, MS**

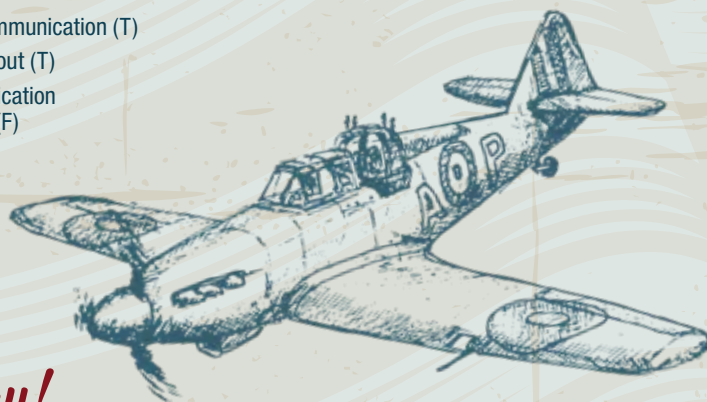
- All TMJ Patients Are N.U.T.S.\*, Right? How to Evaluate, Diagnose and Treat the Most Common TMJ Problems (T)
- Obstructive Sleep Apnea: Looking Beyond the Teeth and Saving Lives! (T)

**John Urrutia, CPA; MUN CPAs**

- What You Need to Know About the New Tax Laws for You and Your Practice (T)

**Michael Wilgus**

- Where Saving Dollars Makes Sense: Fine Tuning the Supply Side of Your Practice (F)



*Sign Up Today!*

**USE THE INSIDE BACK COVER OF THIS ISSUE OF THE NUGGET  
 OR HEAD TO [SDDS.ORG](http://SDDS.ORG) TO REGISTER ONLINE!**

# TOTAL MEMBERSHIP

(as of 10/17/19:)

# 1,777

MARKET  
SHARE:  
81.9%

RETENTION RATE: 96.2%  
ENGAGEMENT RATE: 84%

## New Members

November  
2019

### MICHAEL ARROW, DMD

Oral Surgery

*Retired!*

Dr. Arrow earned his dental degree from Washington University in 1982 and continued to earn his specialty degree from Naval Hospital in Oakland in 1992. He is now enjoying retirement.

### KINGA FIEDORCZUK, DDS

General Practice

Dr. Fiedorczuk earned her dental degree in 2012 from Medical Academy in Poland.

### MICHAEL JOESTING, DDS

General Practice

Dr. Joesting earned his dental degree in 2010 from the University Of Maryland. He is currently practicing at Stanford Ranch Family Dentistry in Rocklin.

### MARINA MILSTEIN, DDS

Orthodontics

Dr. Milstein earned her dental degree in 1999 from Loma Linda University and earned her Specialty of Orthodontics from University Of Manitoba. She currently owns and practices at Milstein Orthodontics in Granite Bay.

### JONATHAN RODRIGUEZ, DDS

General Practice

Dr. Rodriguez earned his dental degree from UCSF in 2015.

### CHRISTINA SHAW, DMD

General Practice

Dr. Shaw earned her dental degree in 2014 from California Western University of Health Sciences. She is currently practicing at Kids Care Dental in Sacramento.

### YEVHEN USACHOV, DDS

General Practice

Dr. Usachov earned his dental degree from International in 2018. He is currently practicing at Dr. Charles Tran and Associates in Sacramento.

### Pending Applicants:

Ngoc Pham, DMD

Parshan Namirania, DDS

Amandeep Sandhar, DDS

### Congratulations to Our New Retired Members!

Florence Chiang, DMD

Thomas Schlehofer, DMD

Terrence Robbins, DDS

## Congratulations to Our 2020 Life Members!

Dr. Ron Ask  
Dr. Cynthia Belgium  
Dr. Arthur Burbridge  
Dr. Garth Collins  
Dr. Paul Cripe  
Dr. Kenneth Curry  
Dr. Pamela Di Tomasso  
Dr. Stephen Fisher  
Dr. Ronald Fong  
Dr. Douglas Greenwald  
Dr. Kirk Hanson  
Dr. Fritz Harrold  
Dr. Russell Hirano  
Dr. Michael Holm

Dr. Howard Hoppe  
Dr. Stephen Huppert  
Dr. Carolyn Ishii  
Dr. Douglas Jaul  
Dr. Gary Jones  
Dr. Robert Katibah  
Dr. Sidney Kelly  
Dr. George Kingsley  
Dr. Marcia Laufer  
Dr. Gordon Lee  
Dr. David Lehman  
Dr. John Lewis  
Dr. Alexander Malick  
Dr. Laurence Masuoka

Dr. Kenneth Moore  
Dr. Jeanette Okazaki  
Dr. Steven Penn  
Dr. Mark Phipps  
Dr. Kumar Ramalingam  
Dr. Wayne Riggert  
Dr. David Seman  
Dr. Wade Tambara  
Dr. Shaunda Thomas  
Dr. Michael Wilson  
Dr. Bingson Wong  
Dr. Kent Wood  
Dr. H. Wesley Yee  
Dr. Timothy York

TOTAL ACTIVE MEMBERS:  
1,405

TOTAL RETIRED  
MEMBERS: 294

TOTAL DUAL  
MEMBERS: 7

TOTAL AFFILIATE  
MEMBERS: 14

TOTAL STUDENT  
MEMBERS: 9

TOTAL CURRENT  
APPLICANTS: 3

TOTAL DHP  
MEMBERS: 45

TOTAL NEW  
MEMBERS FOR 2019: 99

### 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  
Well Being Committee . . . (559) 359-5631

# MEMBER — GET A — MEMBER — CONTEST —

SDDS is partnering with the CDA and ADA for the 2019 MGAM Promotion! Each month, until November 2019, SDDS will have a drawing for members who recruit new members. Here's how it works:

- When a potential member completes an application, they list who referred them for membership (hoping it will be YOU!)
- If your name is listed as the referring doctor, you will be entered into the SDDS drawing for a \$20 Amazon gift card.
- The referring doctor will also receive \$100 TDSC credit from CDA and \$100 American Express card from ADA. That's \$200 folks!
- All referring members will be placed into the GRAND PRIZE DRAWING at the end of November. The prize? SDDS will pay your SDDS dues for 2020!

Good luck — start recruiting!

## Recent Month's Winners!

**January 2019** - Dr. Jagdev Heir

**February 2019** - Dr. Karthic Raghuraman

**March 2019** - No Referrals

**April 2019** - No Referrals

**May 2019** - No Referrals

**June 2019** - Dr. Anh Pham

**July 2019** - Dr. Julie Hernandez

**August 2019** - Dr. Wallace Bellamy

**September 2019** - Dr. Dave Seman

**October 2019** - Dr. April Westfall

# 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, associate seeker, selling or buying a practice, contact SDDS at (916) 446-1227. For contact information of any of the job bankers please visit [www.sdds.org](http://www.sdds.org).

## ASSOCIATE POSITIONS AVAILABLE

Kelvin Tse, DDS • Sacramento • PT/FT • GP/Peds/Ortho  
 Steven Tsuchida, DDS • Sacramento • PT/FT • GP  
 Jonathan Chan, DDS • Sacramento • PT • GP  
 Christopher Chan, DDS • Sacramento • PT • GP  
 Nina Tecson, DDS • Sacramento • FT • GP  
 James Childress, DDS • Davis • FT • GP  
 Mignon Mapanao, DDS • Sacramento • PT/FT • GP  
 Sunny Badyal, DDS • Sacramento • FT • GP  
 Novan Nguyen, DDS • Sacramento • PT • GP  
 Bryan Judd, DDS • Roseville • PT • GP  
 Kids Care Dental • Sac/Stockton • PT/FT • Oral Surgeon  
 Steven Tsuchida, DDS • Elk Grove • FT, Buy-Out • GP  
 Capitol Periodontal Group • Sacramento • FT • Perio  
 Brian Crawford, DDS • Antelope • PT/FT • Ortho  
 Childrens Choice Pediatrics • Sacramento • PT/FT • Pedro  
 Robert Catron, DDS • Cameron Park • PT/FT • GP  
 Mark Redford, DMD • Roseville/Granite Bay • PT • GP  
 Kevin Chang, DDS • Roseville • PT • GP  
 Michael Hinh, DDS • Sacramento • PT • GP  
 Anthony Dang, DDS • Rancho Cordova • PT • GP  
 Ricky Tin, DDS • Elk Grove • PT • GP  
 R. Bruce Thomas, DDS • Davis • PT/FT • GP  
 Amy Woo, DDS • Sacramento • 1 day/wk • Endo  
 Make A Smile • Sacramento • PT/FT • Pedro/Ortho/Endo/OS  
 SmileTime • Sacramento • PT/FT • GP  
 Jacqueline Delaney, DMD • Truckee • FT • GP  
 Paul Raskin, DDS • Sacramento • FT/PT • Prosth  
 Weideman Pediatric & Orthodontics • Citrus Heights • FT (4-5 days) • Ortho  
 Kids Care Dental • Bay Area • Ortho  
 Sean Avera, DDS • Auburn • Perio  
 Ana Maria Antoniu, DMD • Sacramento • FT/PT • GP  
 Amy Woo, DDS • Sacramento • PT • GP  
 Matt Comfort, DDS • Roseville • FT/PT • GP  
 Christopher Schiappa, DDS • Pioneer • PT • GP  
 Quynh-Trang Pham, DDS • Sacramento • PT • GP  
 Eloisa Espiritu, DDS • Lincoln • FT/PT • GP  
 David Park, DDS • FT/PT • GP  
 Gilbert Limhengco, DDS • Natomas/Citrus Heights • PT • Endo  
 Kids Care Dental & Ortho • Calvine/Elk Grove • FT • GP, Ortho  
 Elizabeth Johnson, DDS • various Wellspace locations • FT/PT/Fill-In • GP

## DOCS SEEKING EMPLOYMENT

Blake Moore, DDS  
 Elias Khoury, DMD • PT • GP  
 Samuel Karavan, DDS • PT/FT • GP  
 Erica Hsiao, DDS • PT • Perio  
 Shayan Baig, DDS • FT • GP  
 Behdad Javdan, DDS • PT • Perio  
 Devon Lowry, DDS • FT • GP  
 Sarah Mathai, DDS • PT/FT • GP  
 Robert Nisson, DDS, MSD • PT • Ortho  
 Bruce Taber, DDS • Fill-In • GP  
 Steve Murphy, DMD • FT/PT • Endo

one

2

one

IMPLANT

ACADEMY

— Learn. Place. Profit. —

(916) 939-6679



# We're Blowing your horn!

## Congratulations to...

**Rob Berrin, DDS and Michael Boyce**, on working with PS7 Elementary School's Student Services Coordinator, Alex Young to do a Dental Health Screening! Alex says that both Dr. Berrin and Dr. Boyce were amazing and all the advice she received from the training made their event run smoothly! Thanks to them all for participating in Smiles for Kids! (1)

**Nakia Brandt, Executive Director of San Mateo Dental Society** with the 1st Tooth OR 1st Birthday magnets they ordered! Thanks for spreading the message! (2)

**Commissioner Terry Jones, DDS**, on being honored for his commitment to improving children's dental health for the past 14 years! (3)

**Upen Patel, DDS**, on being inducted into the Pierre Fauchard Academy! (4)

**Rika Prodhon-Ashraf, DDS**, on the birth of her son! Huge congratulations on your new addition to your family! (5)

**Navneet Sahota, DDS** on opening a new office, Highland Village Dental Studio! The new office is located in Roseville! (6)

**Thomas Schlehofer, DMD** on retiring and selling his dental practice! Hope you have a great time living the retired life!

**Herbert Yee, DDS** on being honored with the Ottofy-Okumura award, which is only given on special occasions! The highest award of the International College of Dentists for meritorious service to ICD! Dr. Yee was unable to accept the award at the convention in Hawaii, so Dr. Hansen, State Regeant, and Dr. Rollofson, Deputy Regeant of ICD brought it to him instead. Congratulations to Dr. Yee for winning such a prestigious award! (7)

## LET US KNOW YOUR NEWS!

Get married? Pass your boards? Got published? Let us know your good news and we will feature it in "Blowing Your Horn."

Send us your news to [sdds@sdds.org](mailto:sdds@sdds.org) to let everyone know about the great things that are happening!



1



2



3



4



5



6



7

*Congrats to all  
our amazing members!*

New  
Vendor Member!



With over 30 years of experience in all phases of development, construction, brokerage and property management, the team at PDF is uniquely qualified and capable of providing an uncommon and unexpected level of customer service.

PDF Commercial is a full service commercial brokerage firm. With decades of experience throughout all aspects of the real estate spectrum, all project types and services, our Team truly is a "brokerage firm with a developer's perspective." It is that perspective and experience that allows our Team to provide an unprecedented level of service with a global understanding.

PDF's overall experience and network manifests its value to our clients in the brokerage arena more so than in any of our other service sectors. Additionally, another vital resource to commercial property owners is our property management team. Regardless of asset type, be it office, industrial or special use, large or small, we are poised to protect and increase the value of your real estate investment.

With any given project, if you are a Seller or Buyer, Tenant or Landlord; PDF's experience, knowledge, network and perspective are invaluable to the pursuit of your success. Beyond the general duties of a brokerage firm, PDF is able to assist in solving problems and removing obstacles thanks to our Team's extensive network and background. Be it an engineering, architectural, permitting, financing or any other issue throughout the real estate cycle, PDF has the network and experience to mitigate those issues unlike any other brokerage firm. PDF Commercial is also recognized as the premier solution for overall real estate portfolio analysis and 1031 Exchange strategies.

At the core of our operations is an imbedded drive to communicate with and serve our partners and clients. We look forward to the opportunity to discuss your real estate needs with you and explore how our Team can assist you.

### Products and Services:

- Commercial Brokerage Services (Leasing/Sales - All Property Types)
- Consulting (Investment Strategies - Owner/User Opportunities)
- 1031 Tax Deferred Exchange Strategies
- Development Services
- Property Management

### Benefits or Special Pricing for SDDS Members:

Visit [www.pdfcommercial.com](http://www.pdfcommercial.com) for more information, or contact us for a no-obligation consultation.

**Paul Frank, Founder & CEO**  
[paul@pdf-usa.com](mailto:paul@pdf-usa.com)

**Tammy Rayfield, Property Management Services**  
[tammy@pdf-pm.com](mailto:tammy@pdf-pm.com)

**PDFCommercial.com**  
**(916) 714-8012**  
**[info@pdf-usa.com](mailto:info@pdf-usa.com)**

# SPOTLIGHTS:



Henry Schein Dental is the one-stop resource for "Everything Dental" in the dental community.

### Products and Services:

- Dental merchandise and supplies
- Dental equipment
- Dentrix practice management software
- CAD/CAM E4D
- Cone Beam

### Benefits or Special Pricing for SDDS Members:

Ask about our unique "Privileges" purchasing programs.

**Farish Thompson**  
[farish.thompson@henryschein.com](mailto:farish.thompson@henryschein.com)

**Jennifer Hilliker**  
[jennifer.hilliker@henryschein.com](mailto:jennifer.hilliker@henryschein.com)

**HenrySchein.com**  
**(916) 626-3002**



According to an ADA study, 64.2% of dentists said "treatments being declined due to patients not being able to pay their portion of the treatment costs is a serious or extremely serious problem."<sup>1</sup> One solution is to let patients know you accept the CareCredit healthcare credit card early in the financial conversation.

For FREE resources, contact your Practice Development Team at 800-859-9975, option 1, then 6.

Yet to add CareCredit? Call 866-246-9227 to get started.

1. ADA Member Survey, Conducted on behalf of CareCredit- October 2016.

### Products and Services:

- Patient Finance

### Benefits or Special Pricing for SDDS Members:

Get started for a one-time low set-up fee of just \$25 by calling (866) 246-9227

**Angela Martinez**  
(714) 434-4508 phone  
[amartinez@carecredit.com](mailto:amartinez@carecredit.com)

**CareCredit.com**  
**(800) 300-3046**

**Analgesic Services, Inc.**

Steve Shupe, VP  
888.928.1068  
asimedical.com



Since 2004

**Benco Dental**

Mike McCarthy  
775.750.9769  
benco.com



Since 2019

**DESCO Dental Equipment**

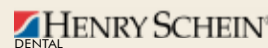
Tony Vigil, President  
916.259.2838  
descodentalequipment.com



Since 2012

**Henry Schein Dental**

Farish Thompson, Regional Manager  
916.626.3002  
henryschein.com



Since 2005

**LumaDent, Inc**

Jose Gallardo, Sales Manager  
775.829.4488  
lumadent.com



Since 2018

**Patterson Dental**

Roy Fruehauf, Branch Manager  
800.736.4688  
pattersondental.com



Since 2003

**The Dentists Supply Company (TDSC)**

Christina Vetter  
888.253.1223  
tdsc.com



Since 2019

**PDF Commercial, Inc.**

Paul Frank, Founder & CEO  
916.714.8012  
pdfcommercial.com



Since 2019

**Blue Northern Builders, Inc.**

Morgan Davis / Lynda Doyle  
916.772.4192  
bluenorthernbuilders.com



Since 2007

**GP Development Inc.**

Gary Perkins  
916.332.2300  
gpdevelopmentcorp.com



Since 2016

**Olson Construction, Inc.**

David Olson  
209.366.2486  
olsonconstructioninc.com



Since 2004

**Parc Studio-Interior Design**

Claire Blocker / April Figgess  
916.476.3982  
parc-studio.com



Since 2018

**we love**  
our Vendor  
Members!

HR &amp; Legal

**BPE Law Group, PC**

Keith B. Dunnagan, Senior Attorney  
916.966.2260  
bpelaw.com/dental-law



Since 2016

**CA Employers Association**

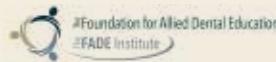
Kim Gusman, Executive VP  
Mari Bradford, HR Hotline  
800.399.5331  
employers.org



Since 2004

**The Foundation for Allied Dental Education**

LaDonna Drury-Klein  
916.358.3825  
thefade.org



Since 2015

**Kids Care Dental & Orthodontics**

Jeff Summers  
916.661.5754  
kidscaresdental.com



Since 2016

Practice Sales

**Integrity Practice Sales**

Brian Flanagan  
855.337.4337  
integritypracticesales.com



Since 2014

**Professional Practice Sales**

Ray Irving  
415.899.5800  
PPSellsDDS.com



Since 2017

**Western Practice Sales**

Tim Giroux, DDS, President  
John Noble, MBA  
800.641.4179  
westernpracticesales.com



Since 2007

**Comcast Business**

Lisa Geraghty  
916.817.9284  
lisa\_geraghty@cable.comcast.com



Since 2014

**WHY BECOME A VENDOR MEMBER?**

The Vendor Membership program offers so many great benefits! As a Vendor Member, you'll receive: four complimentary half page ads in *The Nugget*, a booth at our MidWinter Convention (including registrations for 4 booth representatives), the SDDS Membership Roster (send out quarterly via email), complimentary exhibitor tables at 3 meetings/events per year, and much more!

**Star Group Global Refining**

Jim Ryan  
800.333.9990  
stargrouprefining.com



Since 2009



**American Pacific Mortgage**

Jason Mata, Branch Manager  
800.455.0986  
dentalmortgage.com



Since 2016

**THIS  
COULD  
BE YOU!**

**Banner Bank**

Charles Cochran, VP,  
Business Banking  
916.648.3470  
bannerbank.com



Since 2017

**CareCredit**

Angela Martinez  
714.434.4508  
carecredit.com



Since 2016

**Fechter & Company**

Craig Fechter, CPA  
916.333.5360  
fechtercpa.com



Since 2009

**First US Community Credit Union**

Gordon Gerwig,  
Business Services Mgr  
916.576.5679  
firstus.org



Since 2005

**MassMutual Northern California**

Doug Van Order  
916.878.3341  
northerncalifornia.massmutual.com



Since 2017

**MUN CPAs**

John Urrutia, CPA, Partner  
916.724.3980  
muncpas.com



Since 2010

**Thomas Doll**

Brett LeMmon  
925.280.5766  
thomasdoll.com



Since 2019

**US Bank**

Tom Collopy  
916.924.4546  
usbank.com



Since 2017

**Resource Staffing Group**

Debbie Kemper  
916.993.4182  
resourcestaff.com



Since 2003

**Swiss Monkey**

Christine Sison  
916.500.4125  
swissmonkey.co



Since 2016

**Access Dental Plan**

Lisa Rufo  
916.563.6030  
premierlife.com



Since 2017

**Health Net of California**

Felisha Fondren  
818.543.9007  
hndental.com



Since 2018

**LIBERTY Dental Plan**

Danielle Cannarozzi  
888.703.6999  
libertydentalplan.com



Since 2016

**The Dentists Insurance Company (TDIC)**

Kelli Young  
800.733.0633  
tdicsolutions.com



Since 2011

## 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 currently have 35 Vendor Members. They pay \$3,900 per year; that includes a booth at Midwinter, three tables at General Meetings, advertising in *The Nugget*, and much more. Our goal is to provide Vendor Members with the opportunity to connect with and serve our members. We realize that you have a choice for vendors and services; we only hope that you give our Vendor Members first consideration. The Vendor Members program and the income SDDS receives from this program helps to keep your dues low. It is a wonderful source of non-dues revenue and allows us to provide yet another member benefit. Additionally, we reach out to our Vendor Members for articles for *The Nugget* (nonadvertising!).

Our Vendor Members are financial, investment and insurance companies, legal consultants, dental equipment and supply companies, media and marketing companies, hr consultants, construction companies, billing consultants, practice sales and brokers, practice resource and staffing consultants, technology, HIPAA and security consultants, and even our Crowns for Kids refining partner!

# Classified Ads

## EMPLOYMENT OPPORTUNITIES

Established private practice in Davis, CA is seeking a talented associate dentist to join our team. We are a state-of-the-art general dental office that also specializes in implant and cosmetic dentistry. The goal of our team is to provide quality dentistry to every patient and establish long lasting relationships. Strictly a fee for service practice. Full time position with potential to transition to practice ownership. Candidates should be passionate about continuing education in dentistry and motivated to provide the highest quality of care. Candidates with GPR's or other advanced training are greatly preferred. Candidates can expect a skills assessment evaluation. Please send resume to [office@childressdental.com](mailto:office@childressdental.com). 10/19

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](mailto: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](mailto: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](mailto:talent@kidscaredental.com). 06-7/17

## FOR LEASE

Design your suite in a state-of-the-art building near Watt & El Camino Avenue. FULL FINANCING AVAILABLE. Generous T.I. allowance. 1758 sf. Come see! Contact Dr. Favero 916.487.9100. 11/19

Dental office for lease in El Dorado Hills. 2 operatories fully equipped and 3rd plumbed. 1300 sq feet, modern furnished private office with full bath, plus employee lounge. All utilities and janitorial included. Call 916-230-5195 and leave a message for appointment. 6-7/19

Rocklin dental office sublease 1,300 sf, 3 operatories, perfect for a startup; Roseville dental office lease 1,386 sf, 5 operatories, Fully improved move-in ready suites; Ranga Pathak 916-201-9247, Broker Associate, RE/MAX Gold, BRE01364897 6-7/19

Office Space Available for Lease from 1,500 sq ft to 10,000 sq ft. Located at 3732 Auburn Blvd cross street Watt Ave. Contact Benny at (916) 716-8506 3/19

Beautiful new building just completed in Auburn with optimal visibility, ideal location and ample ADA parking. We will help design, finance, build and market your relocation! Lease with future purchase option. 2-11,000 sqft spaces available for your dream office! [www.3130ProfessionalDrive.com](http://www.3130ProfessionalDrive.com) 1/19

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

To place an ad in *The Nugget Classifieds*, visit [www.sdds.org/NUGGET.html](http://www.sdds.org/NUGGET.html)

## POSITIONS WANTED

Friendly, enthusiastic general dentist with 16 years experience, excellent clinical and communication skills looking for a full/part time associate position in Sacramento and surrounding counties. Call 248 892 4434. 10/19

## FOR SALE

Dental Condo Shell for Sale: 1800 square feet, 6 ops built out. Includes 5 Dental Chair Units, Vacuum, Compressor, and Custom Cabinetry. Located off Pacific Ave. in Stockton, CA, within close proximity to Lincoln Center. Please contact: Quan Nguyen DDS, (408)644-4308 or [innovationdental@sbcglobal.net](mailto:innovationdental@sbcglobal.net). 10/19

Dental Condo Real Estate Building for Sale: 1800 square feet, 6 ops built out. Includes 5 Dental Chair Units, Vacuum, Compressor, Custom Cabinetry, and Real Estate. Located off Pacific Ave. in Stockton, CA, within close proximity to Lincoln Center. Please contact: Quan Nguyen DDS, (408)644-4308 or [innovationdental@sbcglobal.net](mailto:innovationdental@sbcglobal.net). 10/19

## EQUIPMENT FOR SALE

Ivoclar Progamat C5 Porcelain Oven \$1,800. E4D Milling Unit and Acquisition Scanner and Laptop \$4,500. Both in excellent condition and fully maintained by Schein technicians. Leave your name and number at 916-789-2552 or email [office@myartofdentistry.com](mailto:office@myartofdentistry.com) and we will contact you to discuss. 10/19

## PROFESSIONAL SERVICES

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

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.

# Pack your bags and join us!

## 2020 SDDS MIDWINTER

To submit, either scan/email [sdds@sdds.org](mailto:sdds@sdds.org) OR fax (916.447.3818) OR mail your registration form OR register online at [www.sdds.org](http://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 #: \_\_\_\_\_

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 or before NOV. 1)	REGULAR (on or before JAN. 10)	LATE/ONSITE (after JAN. 10)
<b>INCLUDES FOOD!</b>			
Dentists (ADA Members)	\$375	\$425	\$450
Dentists (ADA Members) — <b>ONE DAY ONLY</b>	\$300	\$325	\$350
<input type="checkbox"/> Thursday ONLY <input type="checkbox"/> Friday ONLY			
SDDS DHP Members	\$209	\$219	\$239
Auxiliary/Spouse (ADA Member*)	\$230	\$260	\$280
* if doctor is attending			
Auxiliary/Spouse (ADA Member**)	\$260	\$285	\$300
** if doctor is NOT attending			
Dentist (Non-ADA Members)	\$800	\$850	\$900
Auxiliary/Spouse (of Non-ADA Member)	\$350	\$399	\$399
Lab Technicians	\$375	\$399	\$425
Expo Only (No Meals)	complimentary	complimentary	complimentary
Limited Hours for Expo Only Registrants Th 1:30–5:00pm • Fr 9:00–10:45am			
Expo Only (No Meals) (Non-ADA Members)	\$100/day	\$150/day	\$199/day

### Full Convention Registration Includes:

**All Food and Refreshments**

**All Courses • Free Parking**

**Expo Floor Full Access**

**REFUND/CANCELLATION POLICY:** Cancellations received in writing by January 3, 2020 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: \_\_\_\_\_

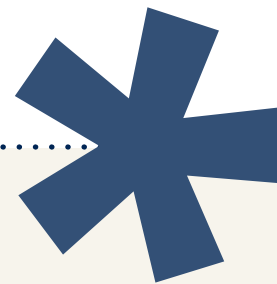
Billing Address: \_\_\_\_\_

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](http://www.sdds.org)



ADDRESS SERVICE REQUESTED

# SDDS CALENDAR OF EVENTS



## NOVEMBER

- |  |  |
|--|--|
| <p><b>5</b> Board Meeting<br/>6pm / SDDS Office</p> <p><b>7</b> Webinar<br/><b>Harassment Prevention for Employees</b><br/><i>California Employers Association</i><br/>12–1:00pm / Telecom</p> <p><b>8</b> Continuing Education Course<br/><b>Implants Made Easy</b><br/><i>Jim Eggleston, DDS</i><br/>8:30am / SDDS Office</p> <p><b>11</b> Foundation Board Meeting<br/>6:15pm / SDDS Office</p> | <p><b>12</b> General Membership Meeting<br/><b>Healing Your Heart: The Gut, Brain and Heart Connection</b><br/><i>Steve Peters, MD</i><br/>Hilton Sacramento Arden West<br/>5:45pm Social / 6:45pm<br/>Dinner &amp; Program</p> <p><b>13</b> HR Webinar<br/><b>Alternate Workweek</b><br/><i>California Employers Association</i><br/>12–1:00pm / Telecom</p> <p><b>13</b> Dentists Do Broadway<br/><b>A Christmas Story</b></p> <p><b>15</b> CPR BLS Renewal<br/>8:00am / SDDS Office</p> |
|--|--|

- 15-17** CDA House of Delegates  
(Sacramento)

## DECEMBER

- 5** Webinar  
**Harassment Prevention for Supervisors**  
*California Employers Association*  
12–2:00pm / Telecom
- 6** ExComm Meeting  
7am / Offsite
- 13** Holiday Party and Silent Auction

For more calendar info and to sign up for courses ONLINE, visit: [www.sdds.org](http://www.sdds.org)



★ Hooray for the ★  
**RED WHITE & BLUE**  
**40 YEARS**  
**OF CEU!!!**

*The 40th Annual MidWinter Convention & Expo*  
**FEBRUARY 6-7, 2020**



NOV  
**12**

*General Meeting*  
3 CEU, CORE • \$75

## Healing Your Heart: The Gut, Brain and Heart Connection

Presented by Steve Peters, MD

Can gut function and brain consciousness heal the body? Back by popular demand, Dr. Peters returns to SDDS to discuss the connection between gut health and heart health. This evening promises to be another great discussion illuminating how whole body health impacts your life, your practice and your patients.

- Understand how your thoughts impact your cardiac function
- Cardiology update for the dental practitioner – What's new in cardiology?
- Identify barriers to heart healing – physical, emotional, toxic blockers
- Create strategies using our emotional intelligence to heal our body

TUESDAY  
5:45PM-9PM

Bring your staff –  
it promises to be a  
great meeting!

5:45pm: Social & Table Clinics  
6:45pm: Dinner & Program

Hilton Sacramento Arden West  
(2200 Harvard Street, Sac)

## ARE YOU REGISTERED FOR THE GENERAL MEETING?