

SDCS STUDY CLINIC

APRIL
2018

April 6
OSHA, HIPAA &
Employee Manual Course

April 12
Dental MBA
Business Series

April 21
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April 23
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May 3
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May 10
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page 5 to
find out why



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FACTS NEWSLETTER

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SAN DIEGO – (South Bay) GENERAL Practice & BUILDING situated on busy thoroughfare near freeway. 4 Ops in approx. 1200sf. Substantial amount of dentistry referred out.

RANCHO BERNADO – GENERAL Practice (established 6 yrs) situated in a Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. 2700sf. total. FFS and PPO.

SAN DIEGO – (San Carlos area) GENERAL Practice with 3 equipped Ops in approx. 1000sf.. Situated in Single story Professional Bldg in residential neighborhood along busy street. 18 years of Goodwill, FFS and PPO. **Very Motivated Seller!**

OCEANSIDE – **JUST LISTED!!** Long-established GP situated in very busy shopping center at major intersection. 4 equipped Ops with computers and TVs. Digital X-Rays and Intraoral Cameras. Motivated Seller.

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Tom Brant, DDS



Take me to your leader:
SDCDS at strategic planning

How best to move forward

Dear Members,

In February, 22 leaders and staff of your San Diego County Dental Society spent two very productive days in Anaheim at a Strategic Planning Workshop. We met with 6 other Southern California dental societies to come together and collaborate on how best to move forward, leading our members in the ever changing landscape of dentistry.

We discussed how best to serve dental students, graduate students, new dentists, mid-career dentists, faculty members and non-members. The challenge comes as each group has their own set of unique needs, concerns, and goals. Adding value to membership was one of our primary objectives.

We discussed how to engage our new members, outreach to non-members, and cultivate new leadership. We also had some fun sharing our talents in pipe cleaner art (see photo on page 3).

Our objective was to formulate a 2-3 year strategic plan with specific measurable goals to keep our dental society beneficial and relevant to the variety of cohorts that make up dentistry today.

We are in the process of fine tuning and finalizing our plan. We are working on 3 categories:

1) Program Improvements

including revamping our C.E. Program, building a state-of-the-art Learning Center, creating a mentor program to support new dentists, and develop new leaders.

2) Strong Membership

to engage new members, recruit non-members, and retain current members.

3) Outreach

establishing an advocacy program for our members, encourage diversity, and expand public awareness.

Once this plan has been finalized, it will be available to the membership through the dental society, if you would like to see the final product.

Lastly, I would like to let you know that Dr. Dan Witcher has graciously volunteered to plan our Second Annual Stars and Stripes Soiree this year. For those that didn't attend in 2017, it was an amazing, extravagant, fun-filled event that raised over \$50,000 for the Geis Dental Clinic at the Veteran's Village. This year's gala will be even bigger and better than last year's, with the Soiree being held on the FLIGHT DECK of the USS Midway, with the beautiful San Diego skyline at sunset as our backdrop as we enjoy food, drinks, an auction, and the music of San Diego's own all-dentist band, Novocaine! So please save the date of September 29th so you don't miss out on what is sure to be one of San Diego's most talked-about events of 2018.

Sincerely,

Tom Brant, DDS
President San Diego County Dental Society



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Dr. Kathy O'Loughlin
ADA Executive Director



ADA Leadership Update: Opioids

1.

Dentists should follow and continually review Centers for Disease Control and state licensing board recommendations for safe opioid prescribing.

2.

Dentists should register with and utilize prescription drug monitoring programs (PDMP) to promote the appropriate use of controlled substances for legitimate medical purposes, while deterring the misuse, abuse and diversion of these substances.

3.

Dentists should have a discussion with patients regarding their responsibilities for preventing misuse, abuse, storage and disposal of prescription opioids.

As you probably saw in ADA President Dr. Crowley's Jan. 22 ADA News piece, "Preventing opioid abuse from the dental chair," dentistry is at a crossroads when it comes to prescribing opioids for dental pain. More than 42,000 opioid-related deaths occurred in the U.S. in 2016 — more than any year on record. This doesn't count the nearly 2 million Americans who reported abusing or being dependent upon prescription pain relievers or the unknown number whose addiction to heroin and other illicit drugs started with a prescription pain reliever.

The Council on Government Affairs met last week to discuss the prevailing view that health professionals have not offered genuine solutions to reduce opioid prescribing. The ADA was also present at the White House Summit on Opioids, and hosted a meeting between the American Medical Association, American Pharmacists Association, and Chicago-area government officials at our headquarters. And in the coming weeks, the ADA will be meeting with leaders at the U.S. Food and Drug Administration and the National Institute on Drug Abuse. These efforts will inform our response going forward, which will likely include increased education on the proven efficacy of non-opioids for the management of acute pain and dentistry's recognition of the evidence that only minimal doses of opioids are needed in cases where their prescription is called for.

4.

Dentists should consider treatment options that utilize best practices to prevent exacerbation of or relapse of opioid misuse.

5.

Dentists should consider nonsteroidal anti-inflammatory analgesics as the first-line therapy for acute pain management.

6.

Dentists should recognize multimodal pain strategies for management for acute postoperative pain as a means for sparing the need for opioid analgesics.

Here's what dentists can do now: Take the free CE webinars on safe and effective opioid prescribing (see bulletin board, page 20) and review the statement on the use of opioids to treat dental pain (see below). State and local dental societies should continue to share the 2018 Call to Action with members, which outlines specific steps to help keep opioid pain relievers from becoming a source of harm.

- ADA Statement on the Use of Opioids in the Treatment of Dental Pain (see the nine points on this page)
- When considering prescribing opioids, dentists should conduct a medical and dental history to determine current medications, potential drug interactions and history of substance abuse.

7.

Dentists should consider coordination with other treating doctors, including pain specialists when prescribing opioids for management of chronic orofacial pain.

8.

Dentists who are practicing in good faith and who use professional judgment regarding the prescription of opioids for the treatment of pain should not be held responsible for the willful and deceptive behavior of patients who successfully obtain opioids for non-dental purposes.

9.

Dental students, residents and practicing dentists are encouraged to seek continuing education in addictive disease and pain management as related to opioid prescribing.

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CENTRAL SAN DIEGO: ***NEW LISTING!*** Excellent Opportunity to own a cutting-edge General Dentistry practice w/6 fully equipped Ops. This well-established practice is located in a professional building with ample and convenient parking. Office is open 5 days/ week and has 8 days of hygiene/week. The practice is operated with EagleSoft and is digitized with Schick dental sensors along with a Cone Beam Pano. Practice also utilizes CEREC, Intra-Oral Cameras, and Dental Lasers. The patient base is comprised of FFS, Indemnity and PPO. Most specialty work is referred out. 2016 Gross Receipts \$2M+ w/Adjusted Net of \$658K. #CA483 - *Motivated Seller!*

CHULA VISTA/BONITA AREA: ***NEW LISTING!*** Terrific Opportunity, General Practice with 8 Fully Equipped Ops. This well-established practice is located in a stand-alone building near a busy section of Bonita with excellent visibility and ample parking. The office is open 5 days and has 9 days of hygiene/week. The practice is operated w/SoftDent and is digitized with Dexis Sensors and utilizes a Panoramic X-Ray, I/O cameras, and Laser. The patient base is comprised of FFS, Indemnity, and PPO patients. Most specialty work is referred out. This practice will move quickly. #CA476- *In Escrow!*

INLAND NORTH COUNTY, SAN DIEGO: 5 Op General/Prosth. Practice, EagleSoft, Digital, 2D, 3D, Pano, E4D. Great location, 26 yrs Goodwill. 2016 GP \$480K w/\$316K Adj. Net. #CA432

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LA JOLLA: ***NEW LISTING!*** This General Dentistry practice with 8 Operatories, 7 Equipped, utilizes Dentrix software with Digital X-rays and an Intra-Oral Camera. The practice has 4 days of Hygiene per week and the Gross Receipts are \$738K with \$264K Adjusted Net Income on a 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477 - *In Escrow!*

LA JOLLA FACILITY ONLY: ***NEW LISTING!*** 3 Operatories, General Practice is being sold as a Leasehold, it is currently staffed and with a patient base. Located in a Professional Building with free patient parking. Utilizes Open Dental, Priced for Quick Sale! Turn-Key ready. #CA482- *Price Reduced to \$55K*

NORTH COUNTY, SAN DIEGO: ***PRICE REDUCED-SELLER MOTIVATED!*** This General Dentistry Practice is located in a retail center on a busy corner. 6 Operatories, Digital X-rays, CT Machine, and Dentrix in a 2,400 sq. ft. suite. Retiring doctor has 17 years of Goodwill in the community and also does Ortho, Cosmetic Dentistry, and Implants as well as bread and butter dental procedures. 2016 Gross Receipts of \$1.3M+ w/6 days of hygiene/week. #CA468



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Spotlight Speaker Series

See page 22 for details

The mission of our Continuing Education program is to offer our members quality, affordable CE opportunities so that they may remain current on both their licensing requirements and the latest science in dentistry. We also offer courses on the best methods in practice management. We endeavor to provide instruction that is free from bias, and is reviewed for sound scientific content.

This year's Continuing Education Committee, led by co-chairs, Dr. Lilia Larin and Dr. Norma Ramirez, has created a fantastic series of speakers and topics. Our line-up for the rest of the year can be found at www.sdcds.org/events. The courses were selected to provide a variety of clinical and management solutions for your practice.

You may remember last fall when I introduced a new series of lectures that will highlight our own local talent. We've named these the "Spotlight Speaker Series" and the first one is planned

for April 21st. Our members, Drs. Koka, Matosian and Singer, will each deliver an hour lecture on topics such as "Take Home Tips for Complex Implant Restorations; Taming Dental Technology, An Update on Digital Prosthodontics; and Truths, Half-Truths and Lies in Prosthodontics and Implant Dentistry". The course will be held here at our dental society offices with a limited capacity of 40 attendees. Be sure to sign up soon to secure a seat.

We're looking for other SDCDS members to suggest topics and lecturers for dates later in this year and early in 2019. Please submit course outlines and bios for all speakers to me at Director@sdcds.org. This is a great way to learn from and teach your peers. Always check into the events page of our website for the latest information on course offerings.

www.sdcds.org/events

Welcome New Members

New Member	Address	City	Education
Lacey Ferguson, DDS	No Primary Office		University of Kentucky 2015
Laura Deyo, DDS	3625 Vista Way	Oceanside	USC 2009, 2012
Salauni Karia, DDS	No Primary Office		International 2001



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Foundation

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Drs. Hoa Audette and Ed Friedman volunteer their time at Project Homeless Connect . . . and meet San Diego Mayor Kevin Faulconer

Project Homeless Connect

By Hoa Audette, DDS

"I've been waiting the whole year for this," said Jeff, the first patient of the day, as he eagerly opened his mouth for his dental exam. Jeff, a 54-year-old man, was one of 845 homeless San Diegans who participated in the 12th annual Project Homeless Connect. The San Diego Housing Commission was the lead organizer. This year's event was held at Golden Hall on January 31st, and was a great success, thanks to a group of very giving volunteers, including Mayor Kevin Faulconer.

Project Homeless Connect is a one-day, one-stop resource fair to help connect the most vulnerable San Diegans to vital resources. For one day, the resource fair links participants to difficult-to-obtain services including medical, dental, vision, haircuts, foot washing, housing and employment assistance under one roof. Participants, such as Jeff, spent the entire night in line not only to receive free services such as Hepatitis A and flu vaccinations, but also to receive donated clothes, blankets, toiletries and essentials.

The San Diego Dental Health Foundation was one of the volunteer service providers at Project Homeless Connect and was there to perform oral cancer screenings, dental exams and oral hygiene education. Participants were also provided with oral hygiene kits and referrals to low cost or free dental clinics throughout San Diego. A main goal was not just to perform exams for this single day, but to give the participants resources and tools on how to get on going comprehensive dental care after the day was over.

As members of the San Diego County Dental Society, Dr. Edward Friedman and I performed dental exams and screenings for more than 50 homeless (or at risk of being homeless) individuals. Many participants were in need of additional dental care and asked us if we were able to treat them that day. As the day progressed, and we performed more exams, we couldn't help but wonder how each homeless participant had gotten to this point. It was as if each mouth told a story. Some participants had an obvious history of professional dental care in the past and we were disheartened by how much that care was now neglected, broken, and infected. Even though we were unable to provide same-day treatment, all participants were appreciative of the hygiene kits that we provided. Many appeared to be grateful and happy just to have someone listen to their concerns. We, in return, got to meet some great individuals, to hear their stories, and to bear witness to their challenges. Overall it was an eye-opening and rewarding experience that left us, like Jeff, looking forward to next year's Project Homeless Connect.

Hoa Audette, DDS graduated from USC School of Dentistry. In addition to her private practice in Chula Vista and being a mother to two toddlers, she is involved with several community projects, and has served as a volunteer Clinical Instructor for the Dental Public Health and Pediatric Dentistry at the Herman Ostrow School of Dentistry at USC.



upcoming volunteer opportunity...



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Prop. 56 funds local programs: Q&A with Tom Olinger, DDS, Chief Dental Officer, San Diego County



Tom Olinger, DDS, has served in many different roles during his dental career, including Navy dentist, dentist in private and clinic practice and Dental Board of California member. Olinger recently accepted a position as the chief dental officer for San Diego County. CDA publications staff reached out to Olinger to learn more about that position and his work in San Diego County now that Proposition 56 funds will generate more than \$800,000 annually for San Diego County's oral health program.

Q: What attracted you to the position of chief dental officer for San Diego County?

According to the state of California, over half of California children have dental caries by age 5. I'm confident everyone can agree that this number is far too high, particularly since it is often the most vulnerable among us who bear the brunt of the pain, lifelong fear and missed school and work that come with this preventable disease. Public oral health care focuses on prevention at a very early age with programs aimed at pregnant women and very young children. When the opportunity arose to increase the oral health of all the people in San Diego County, especially children, I jumped at the chance to move toward the "audacious goal" of finally eradicating the scourge of early childhood caries!

Q: If there were identifiable gaps in San Diego's program, what were they?

Oral health has been a priority in San Diego County for years, so I am not aware of "gaps" per se. Of course, there is always room for improvement in the drive to eliminate early childhood caries and support better oral health in general. The return of adult dental coverage for Denti-Cal recipients, a significant increase in provider reimbursement and new emphasis on prevention helps the future of dental health look bright here in San Diego County. There has also been significant growth in community clinics here to better serve the underserved.

A local program called the Dental Health Initiative/Share the Care has been in existence since 1994 as a public-private collaboration between the County of San Diego Health and Human Services Agency, the San Diego County Dental Society, the San Diego Dental Health Foundation and the San Diego

Oral Health Coalition. DHI-STC has a contract with an agency that employs registered dental hygienists to provide education to pregnant women, adolescents, parents and caregivers on the importance of good oral health. Staff offer training to community-based organizations on the importance of good oral health for their clients and train medical and dental professionals to encourage well-coordinated oral health messages that support medical-dental integration. County staff work with a list of volunteer dentists who provide school screenings and pro bono treatment to school-aged children with few resources during a dental emergency. They also work with local school districts to offer technical assistance, support and data tracking of the required kindergarten oral health assessments.

TYKE, a free online course from CDA:

TYKE, Treating Young Kids Every Day, is a 2 unit-core continuing education online course offered by CDA. The goal of this course, in addition to meeting the specific course outcomes, is to increase dentists' confidence to see babies and young children and inspire a commitment to decreasing the prevalence of dental caries in California children. Specifically, this course aims to encourage dental teams to use caries risk assessment, disease prevention and early interventions to reduce tooth decay among children ages birth to 5 years. For more information, go to: <https://www.cda.org/member-resources/education/online-learning>

Other oral health efforts in San Diego County include the Oral Health Initiative, funded by First 5 San Diego, which provides dental screenings, exams and treatment for children ages 0-5 and pregnant women, as well as care coordination for high-risk patients and oral health education. The San Diego Dental Health Foundation partners each year with DHI-STC, First 5 San Diego, multiple community clinics, numerous volunteer dentists, hygienists and students to sponsor a county-wide Give Kids a Smile Event.

Q: What was your reaction and the reaction in the San Diego public health leadership when you received notification that San Diego would receive just over \$840,000 annually?

In a word, we were thrilled. All of us in the County of San Diego's Medical Care Services Division have been working diligently to develop the best ways to implement enhancements to existing programs and develop new interventions and innovations in collaboration with our partners. We want to continue our efforts to build coalitions to promote dental health with the ultimate goals to eliminate dental caries, increase the early detection of oral cancer and redouble our focus on tobacco cessation.

Q: What has been your process since that announcement? And what can you tell us about your plans for the funding?

The California Department of Public Health has directed the process for accessing the funds. Locally, we developed a scope



of work and a specific set of objectives to accomplish the stated goal of educating the public about oral health, including dental disease prevention and its linkage to the use of tobacco products. We also created a budget to most efficiently use the assets. In addition, we are focused on disease data collection, a healthy diet and the earliest possible detection of oropharyngeal cancer.

Q: We know how important dentists are to achieving the oral health goals of the local health department. With the Update as your microphone, what is your message to dentists?

To be effective in the promotion of oral health, dentists must think more globally in their practices. As dentists, we must partner more actively with our medical colleagues to address our patients' diets and the benefits of limiting sugar consumption to control dental caries as well as diabetes and obesity —the “whole person” approach. We can also learn to manage very young children and see them just as those first deciduous teeth

are erupting so we can eliminate the “early childhood caries experience” (What can you do? Take the free C.E. course called TYKE at www.cda.org, see page 12 for more information). In slightly older children, we can provide minimally invasive dentistry by treating early white spot caries in enamel with fluoride varnish, place sealants and use silver diamine fluoride or silver nitrate when appropriate.

The time has arrived to be more to our patients than just “tooth fixers.” ADA President Joseph Crowley said in his acceptance speech that we must collaborate “with the entire health care industry to connect total body health to dental health, where physicians, dentists, nurse practitioners, community health dental coordinators and the entire health care system work together to help people live healthier lives.”

Learn more about Proposition 56 funding on CDA's website (www.cda.org).

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A Royal Dilemma: What Should Be Done About Patients Who Want To Take Their Crowns Elsewhere?

By TDIC Risk Management Staff

You take time to build relationships with your patients and plan long-term treatment success. But what happens when a patient has “a better idea” of what should happen midtreatment? Though many patients desire a sense of control in their dental care and want to exercise choice, the trouble happens when a patient attempts to dictate clinical decisions. The Risk Management team at The Dentists Insurance Company has seen a recent trend in the number of patients who are requesting their restorations simply be handed over to them. These cases involve everything from patients taking their crowns to another practice for delivery to contacting the lab directly.

While it's hard to understand why a patient would make such choice, it's important to have a response ready in case your practice encounters this scenario. It can be disappointing to have a patient not follow through with your planned treatment, but more than that, your practice and the patient are both put at risk if the patient does not complete the treatment in progress.

One case reported to Risk Management involved a patient of record who had been receiving care at the office for several years. When he arrived to his appointment for the delivery of two lower right crowns, he requested that the dentist hand him the crowns rather than cement them as planned. The patient's stated reason was that he was going to have another dentist, who was a family friend, deliver them.

The Risk Management analyst advised the dentist to assert the office policy regarding releasing restorations to patients. When a treating dentist preps a tooth and works with a lab for fabrication of a crown, another dentist who has not been involved in the treatment is unlikely to be comfortable taking over that case. The patient could end up in a provisional for an extended period and increase the likelihood of an adverse outcome, requiring additional treatment and cost.

In another situation brought to Risk Management's attention, a patient called the dental office and requested to pick up her crown — for a tooth that had been prepped almost nine months earlier.

The patient had been concerned that the tooth had remained symptomatic following root canal therapy. She lost trust in the treating dentist and put off returning for the crown delivery. The patient made the office aware she had already secured another dentist who would cement the crown. The office prudently warned her that the crown would be unlikely to fit correctly due to the amount of time that had passed.

The analyst advised the office not to release the crown to the patient. Often times, patients feel that the crowns belong to them because they paid for them; however, it is in everyone's best interest that planned treatment be completed in a timely manner. So, what should a practice do when faced with these requests?

Establish an office policy outlining that incomplete restorations cannot be released to a patient.

The bottom line is that no uncomfortable interaction is worth the risk of handing a restoration to a patient. If the patient remains adamant, consider offering a refund instead of releasing the restoration.

- Make the patient aware of the consequences of not completing treatment as recommended.
- Continuity of care by the treating dentist avoids complication, miscommunication and potential harm to the patient's oral health.
- Document the patient's noncompliance in his or her chart.
- TDIC's online Risk Management resource library includes failed appointment and noncompliance forms that can be used with patients who don't follow the treating dentist's recommendations.

No matter how accommodating your practice would like to be, releasing any restoration directly to the patient creates risk. Instead, try to determine why the patient is leaving the practice and address the underlying issue. If the patient remains unwavering in his or her desire to complete treatment elsewhere, consider offering a full or partial refund but still refrain from releasing the restoration. Then, send a dismissal letter to the patient acknowledging his or her decision to terminate care midtreatment.

Contact TDIC's Risk Management Advice Line at 800.733.0633
for guidance on refund and dismissal protocol unique to your practice's situation.

Zeynep Barakat, DMD, FAGD

Dr. Barakat graduated from Boston Univ. School of Dental Medicine, completed an AEGD residency in Detroit and practiced in New England before moving to San Diego. She is currently in private practice and recently joined the board of the San Diego AGD component. She is a regular contributor to the AGD's Daily Grind blog.



Online Dental information - A Marvel or Myth?

No doubt we've all used or heard the phrase "I read it on the internet". But what that exactly means is unknown, not to mention risky. I'm certain countless healthcare providers hear it all the time from their patients and clients. I mean, I gather information from it, too. So is it a good thing or bad thing? It may be both.

Naturally, being able to sort through the infinite amount of information is no easy task and just like the products on the eye level of grocery shelves draw our attention, we focus on the first few search results. And those first few results are not there by accident. Their placement is the result of a highly sophisticated software algorithm that is computed with utmost binary accuracy. That's wonderful and "informative", but it still doesn't give me the answer I'm looking for. And that's just the point- it's not supposed to. It gives you information. For those

who can remember, that information used to come from a collection of thick heavy books called the Encyclopedia. Just substitute "Encyclo" for "Wiki" and you have your 2017 version. Where am I going with this? In comes my patient who tells me she read about a procedure online and decided against it. How did she come to that conclusion? If we run a search on Google on root canals for example, thankfully the American Academy of Endodontists has the upper hand on the information. But linger the search word a little longer and it's stunning to see myths about root canals only one result below that of the Academy's.

So when I was considering Lasik surgery on my eyes, I myself had a very hard time not reaching out for my computer and simply typing in "Lasik surgery". Instead, I consulted with my optometrist who gave me advice not only based on evidence based research but tied it in

to the particulars of my case. Decision made.

If the internet were to provide us with the answers to our medical and dental questions, I think healthcare providers would have very easy careers. I'm not against being informed; on the contrary, that is the basis for our "informed consent" forms that we all huff and puff over. If we're not informed, we're not making an educated decision about dental procedures. However, that information must be credible, scientifically valid and accurately apply to a particular situation. I think dentists should help give patients sources that are sound and ethical from which they can draw reliable information on their own time. Then tie it all together in an open discussion to reach a solution best suited for the patient. Now, that should be on the internet.

Reprinted with permission from the Academy of General Dentistry, Daily Grind Blog June 23, 2017



May 31 Thursday

Mixer:

Join your fellow dentists for some drinks and socializing.

Time: 5:30 to 8pm

Location: TBD

Pricing: free

June 7 Thursday

Financial Seminar:

Managing finances, and consolidating school loans at a more competitive rate can save you hard earned income. Come hear about the best rates and offers available to new DDS with student loans.

Time: 6 to 8pm

Location: SDCDS office

Pricing: free



Events for new dentists coming up...

register online sdcds.org or call Meg 619.275.7188 or email admin@sdcds.org

Obituary



Dr. John K. Yamamoto, Jr. (March 22, 1939 - January 5, 2018) Bonita, CA

Dr. Yamamoto, Jr., 78, graduated from Chula Vista High School in 1957 and joined the US Army in 1959. He attended SDSU and graduated from Case Western Reserve School of Dentistry in 1971. He practiced in Chula Vista for 44 years. He co-founded the United Asian American Council (UAAC) to combat drug abuse within the Japanese community and co-founded San Diego Kendo Bu, and was head instructor for more than 20 years. He was a professional rock climber, an avid fly fisherman, kayaker, Little League coach, studied ballet and performed in dance concerts, played the guitar, the ukulele, and the oboe. John is survived, by his wife of 53 years Amy, his children and family. Source: SDUT



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Ready to make your practice competitive and efficient? Start shopping today and explore other powerful solutions from The Dentists Service Company.

Get started at tdsc.com or call **888.253.1223**.

*Price comparisons are made to the manufacturer's list price. Actual savings on the TDSC Marketplace will vary on a product by product basis.



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Ready to save 20% on dental supplies?*

Shop the Marketplace

The Dentists Service Company

tdsc.

How do TDSC Marketplace dental supply selection and savings stack up?

Each practice's annual dental supply budget is influenced by its size, patient base and technologies, as well as which small equipment is categorized as supplies. Dental supplies have traditionally equated to 4–7 percent of collections. For many general dentists, however, supplies are now equating to 6–7 percent of collections.

For a practice with \$800,000 in income that spends 6.5 percent on supplies (\$52,000), reducing supply costs by just 20 percent could save \$10,400 per year.

Through the TDSC Marketplace, a benefit of CDA membership, shoppers are seeing an average savings of more than 20 percent compared to manufacturers' suggested retail prices. While the savings have attracted many CDA members, some still have questions about changing their supply sources: Even with a Marketplace catalog of 25,000 dental supplies, will they find the same products they prefer and rely upon? And how much will they really save over the prices they pay today?

Selection and savings case study

The TDSC Marketplace team took a thorough look at a practice based in Rocklin, Calif., which has \$1.5 million in annual production, to see how product selection and real-world savings stacked up. The practice owner provided multiple current invoices, representing nearly 300 dental supplies from multiple major suppliers.

Product selection

The team compared the practice's actual invoices to the Marketplace catalog, which includes 25,000-plus dental supplies only from authorized vendors. Looking at 298 items the practice regularly ordered from other suppliers, the Marketplace carried exact matches or equivalent alternates for 82 percent of them (243 of 298 items).

Savings percentage

Of the 243 products identified in the product selection comparison, 181 were sold in the Marketplace in the exact same volume and quantity. For these identical items, the team sought to capture a precise product-by-product price comparison that reflected the practice's real-world shopping experience. There-

fore, they compared the practice's potential Marketplace savings, not against MSRPs, but against invoice prices the practice paid to its current suppliers. When the team calculated product-by-product savings on these 181 items, they discovered:

- No significant savings on 18 items
- Up to 19 percent savings on 92 items
- 20-plus percent savings on 71 items
- 40-plus percent savings on 22 items

With a vast selection of the same products from trusted suppliers, the TDSC Marketplace is delivering real-world savings to CDA members.

Ready to see how the savings will stack up for your practice? Explore the selection of authentic products at tdsc.com and see clear price listings for every one of them, or contact a Marketplace team member for assistance at 888.253.1223.

The Dentists Service Company specializes in group purchasing and practice management services, helping dentists practice on their own terms through supply savings and dedicated marketing, human resources and practice advising expertise. Learn more at tdsc.com or call 888.253.1223.



For Sale/Lease

Attention Dental Practice Buyers!

Our Dental Practices for Sale are listed on the inside cover page of this issue. Attention Buyers: Most of our listings are sold in less than 30 days. Get added to our Buyer Notification List so you can find out about our newest listings before they appear in ads. Ken Rubin Practice Sales, Inc. Call 619.299.6161 or krpracticesales.com

Practices For Sale

General Practices: Encinitas, Mission Bay (Bay Park), Rancho Bernardo, Chula Vista, San Diego (2), Dental Building for Sale in Escondido.. San Diego Practice Sales 760.599.7828 or sdpracticesales.com

For Sale in Escondido, CA

Own instead of lease - Dental Building for sale in best location ever. Ample free parking and history of walk-by traffic/patients. Stunning 2000 SF, single story and recently renovated. Spacious, prestigious doctor's office with own entry, 6 operatories, consult room, two labs, two restrooms, staff room, and beautiful, large reception area with bay window and crown ceiling moulding. Pictures available on request. Contact 760.739.1312 or blaney@cox.net.

North County Excellent Location Great Price

Remodeled with new chairs. Available for sublease 3 days a week, great parking. 3 operatories, lab, sterilization, utilities and maintenance included. Please email: bitadds88@gmail.com 760.791.9356.

Dentist Relocating

General Dental Practice in Point Loma in San Diego. Dentist relocating, seeking to sell equipment and pt base. Please contact midwaydds@aol.com

General Dental Practice for Sale

Satellite General Practice with 3 equip. ops. 1200sqft. Goodwill since 1974 (PPO and cash only). Location: 2065 Arnold Way Ste.102 Alpine CA 91901. Please contact Chris at 619.403.3990.

Beautiful Sabre Springs/Poway Dental Practice

Fantastic opportunity in one of SD's premiere communities. Great location and signage. 3 ops, all digital, 2016 coll. \$232K on 3 days/wk. No advertising or marketing. D & M Practice Sales and Leasing. Contact Gary Pascua, DDS 858.663.1862, drgarydds@gmail.com

Equipped Dental Office For Lease - Bonita/ Eastlake Area

Dental office with 5 chairs and other equipment. Open design (vaulted ceiling) Expansive window line. Lush landscaping. Contact: Joshua Smith agent 619.797.1322 jsmith@ecpcommercial.com BRE#01476024

Newly Remolded Office For Sale

New office in Pacific Beach, just off I-5 in medical complex. Newly remodeled with new equipment. Small office perfect for specialist or starting practice. Call Dr. Delisle for more info. 425.306.2579. All offers considered.

Equipment for Sale/Wanted

Digital Panorex wanted:

I am interested in buying a used Digital Panorex. Please email me if you are selling one. teethfairy18@gmail.com

Support Services

Anesthesia Associates

I.V. Sedation and General Anesthesia in your office. Board Certified Drs. Marco Savittieri and Carl (Chip) Miller. Providing 18+ years of anesthesia services to San Diego Dental Society Members. Call Brigitte 760.451.0582 or 760.419.4187. *We thank you for your continued support!*

Dental Computer Training

Specializing in Dentrix, EagleSoft, SoftDent and OpenDental, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in two forms, In-Office, at your location, or at the ADPC training facility in Kearny Mesa. Call Becky Gerber, 858.274.4777 or DentalPracticeCareers.com

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Help Wanted

Clinicas de Salud del Pueblo

Opportunities available! Clinicas de Salud del Pueblo, Inc. has the following positions available: Dentist: Part-Time (Fridays and Saturdays) in Brawley, CA and Calexico, CA. If interested, please contact Human Resources at (760) 344-9951 ext#10121.

Dentist/ Associate

Newly remodeled (6) op Dental Office One dentist, one hygienist, digital, paperless environment. Space available for established dentist with patient base or start up practice. Hours: Monday-Friday Flexible hours. No start up expense. E-mail jberrydds@yahoo.com or contact Marian at 858.571.3534. Cost will be established on percentage of collection determined by type of expense sharing, if any that you want to do.

Advertise in Facets

Classified Ads start at \$40. Ad posts here & online at sdcds.org. Ad deadline for June issue is May 1. 619.275.7188 or advertising@sdcds.org



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The CDA Well-Being Program

Concerned that you or a dental professional you know may have an alcohol or chemical dependency problem? Support is available.

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619.275.7180

San Diego County Dental Society
619.275.0244

California Dental Association
800.232.7645



SAN DIEGO ADVANCED STUDY GROUP

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May 8th, 2018

6pm Scripps Mercy Hospital:
Live Patient Treatment Planning

June 8th 2018

6pm Sheraton San Diego Hotel & Marina:
End of the Year Gala

- National & International Speakers • CPR Certification • Jurisprudence
- Live Patient Treatment Planning Sessions • 47 CE Credits/Academic Year



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SYMPOSIUM

April 23, 2018

4:30pm-9pm, Hilton Mission Valley

3CE
units



**Making the Endodontic Management
of Complicated Canal Systems
Simple, Safe and Predictable**

A new approach with Hyflex CM and EDM files

Abstract

Straight root canals are a straightforward procedure with all instrumentation systems available today. The problems of biomechanical instrumentation and obturation of the root canal systems arise when the internal anatomy of human teeth becomes severely curved or even bifurcated and anastomotic.

Objectives

- Understand root canal treatment manipulation in relation to each anatomical challenge
- Understand controlled memory thermo-mechanical processing and electrical discharge machining for the manufacturing of rotary files
- Understand the philosophy behind the new instrumentation technique
- Achieve a three dimensional obturation of the prepared root canal system by using greater taper gutta-percha points in combination with Gutta-flow bioseal
- Take away tips and hints for use everyday

Dr. Antonis Chaniotis DDS, MDSC graduated from the University of Athens Dental School, Greece '98 and postgraduate Endodontics program '03 and is now a clinical instructor there. He also owns a private practice in Greece. In 2012 he was awarded "Clinical fellow teacher" at the University of Warwick, Warwick dentistry UK. He lectures internationally and he has published articles in Journals. He's currently an active member of the: Hellenic Society of Endodontontology, Academy of Microscope Enhanced Dentistry, European Society of Endodontontology and American Association of Endodontists.

To register:

<https://2018dentalsymposium.brownpapertickets.com>

Mexican American Business & Professional Association

(L-R): Dr. Harriet Seldin, Kristin Gaspar (Chair, San Diego County Board of Supervisors) and Dr. Lilia Larin at the Mexican American Business & Professional Association lunch on February 15th



Free CE Webinars: Opioid Abuse

Take advantage of the ADA's free online continuing education courses covering the latest techniques for prescribing opioids safely and effectively. The webinars are:

- free
- convenient to access
- tailored to pain management in dentistry
- available to members and non-members alike

Upcoming CE Webinars:

Go to: ADA.org/opioids,

Then: find the "Featured" section and click on "ADA CE Online/Free Continuing Education".

Opioids:

- A Review of DEA Prescribing Authorities to Prevent Opioid Abuse (April 25, 2018)
- CDC Guidelines for Prescribing Opioids for Chronic Pain: Considerations for Dentistry (February 14, 2018)
- Peer Assistance for the Dental Team Member with Opioid Dependency (August 9, 2017)

The ADA CERP credential provides a sound basis for state regulatory agencies to accept the continuing education (CE) credit for licensure. The ADA produces four webinars a year thanks, in part, to a grant from the Substance Abuse and Mental Health Services Administration (SAMHSA) and the American Academy of Addiction Psychiatry (AAAP). Also, please read ADA Executive Director Dr. Kathy O'Loughlin's column about opioids on page 7.

CALENDAR PLANNER 2018 SDCDS EVENTS

April 6 **FRIDAY** Manual Training Course

April 12 **THURSDAY** Dental MBA, Business Series

April 21 **SATURDAY** Prosthodontics CE

April 23 **MONDAY** Military Dental Symposium

May 3 **THURSDAY** BLS renewal

May 10 **THURSDAY** Shredathon

May 31 **THURSDAY** New DDS Mixer

June 3 **SUNDAY** Day at the Ballpark

June 7 **THURSDAY** New DDS Seminar

June 8 **FRIDAY** Crown Lengthening CE

Go to sdcds.org for complete schedule and information.

* SDCDS members are allowed either the DPA/Infection control seminar or a BLS renewal for FREE

Garrett Guess, DDS

Dr. Guess (pictured here with his family) is a Diplomate of the American Board of Endodontics, with a private endodontic practice in the La Jolla/UTC area. He developed EndoTrak, an endodontic practice management software program. Email: endo@drguess.com.



Computer and hard drive decommissioning with the SDCDS Shredathon

Upgrading computers is a constant and necessary process in today's technology-based field of dentistry. Buying new computer hardware and getting it installed is a challenge in and of itself that we often plan extensively for, but after the upgrade is completed, not much thought goes into what to do with those old computer systems. With privacy and security mandates in place to protect patient information, certain procedures must be performed in order to maintain compliance and avoid potential costly liability issues from a data breach occurrence. When it comes to figuring out what to do with your old decommissioned computer systems, your San Diego County Dental Society has an effective AND enjoyable solution.

This year on May 10th, the SDCDS will put on its annual Shred-a-thon event where paper documents are securely shredded and recyclable electronics will also be accepted and disposed of in a compliant manner both environmentally as well as security-wise. So if you have an old computer system you are no longer using, or a pile of old backup hard drives that don't even have connectors that interface with your current computer systems, you can bring those items to the Shred-a-thon event where you can turn them over to the recycling company, who will properly destroy the systems and recycle the materials that can be re-used as well.

The recycling company, Data Disposal, Inc., will gladly accept your entire old computer systems and then perform their fairly low-tech but effective data destruction and recycling process.

SDCDS Shredathon
at the SDCDS office parking lot
see page 22



The process involves disassembly of the computer system to remove all of its data storage elements including any number of standard and/or solid state hard drives. External hard drives used for data backup will go through the same process where their enclosures are opened in order to remove the internal hard drive since the disposal company needs to be able to visualize where the spinning data platters are located in the hard drive to properly destroy them. Once the hard drives are free from the computers or hard drive enclosures, they are individually placed in a hydraulic press. This machine then centers a three inch diameter steel cylinder over the hard drive data platters, which contain all of the stored data, while the press mercilessly crushes the platters, rendering them incapable of being read or having the data reconstructed from the shattered pieces that result. Upon destruction of the device, the disposal company will provide a certificate of destruction to let you rest easy knowing a data breach won't happen due to the theft or loss of these old pieces of hardware.

Given the liability and risk of holding onto unused computer systems or external hard drives, it is prudent to take advantage of the services offered by this fantastic event. Once your systems are turned over to the disposal company you can breathe a sigh of relief and enjoy some street tacos knowing you have just reduced your risk of a data breach by properly disposing of your old computer systems.

See you at the Shred-a-thon!



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DISPLAY ADS

2018 Ad Pricing

Eighth: \$200 Quarter: \$400
Half: \$578 Full page: \$1050

FRIDAY

**APR
06**6CE
units**OSHA
HIPAA &
Employee
Manual Course****Speaker:**Teresa
Pichay,
CHPC**Speaker:**Michelle
Corbo,
PHR

REGISTER: Online sdcds.org | Meg 619.275.7188 or meg@sdcds.org. Please indicate special dietary requirements when signing up for course.

PRICING: \$295 members/member staff (includes \$137 HIPAA CD) | \$395 nonmember/nonmember staff (includes \$137 HIPAA CD).

Summary: Experts will help you write the manuals and provide you with the templates to facilitate the process. Bring a laptop, tablet or notebook and learn about updated information and bring questions.

Speakers: Teresa & Michelle from the CDA Practice Support Dept.

Time: 8:30am-3:30pm (registration 8am)

Includes: Cont. breakfast & lunch

Location: SDCDS Office

Sponsored by: Garfield Refinery

THURSDAY

**APR
12**3CE
units**Dental
MBA
Business Series**

Part 2 of 4 "Dentistry for the Millennial Mindset"

**Learning Objectives:**

How to showcase your brand and to stay lockstep with your team. How to invest and embrace technology in a away that accelerates the team instead of dividing them?

- Why team members mentally quit but still show up for work & what to do about it.
- 5 simple steps to have team members and patients propel your practice into a new chapter of prosperity;

- How to leverage assets
- How to start living well

Time: 6-9pm (registration 5:30pm)

Includes: dinner

Location: SDCDS office

Free Course:

Hosted by Citibank & sponsored by Carr Realty, Legacy Practice Advisors & Law office of Cecelia Chen

REGISTER: Online sdcds.org | Meg 619.275.7188 or admin@sdcds.org. Please indicate special dietary requirements when signing up for course.

THURSDAY

**MAY
03**3CE
units**BLS
Renewal
FREE CE***

Summary: Register early if your CPR card is expiring; limited spaces available. All participants must submit an **unexpired**, American Heart Association or American Red Cross CPR card at the time of the course. (CPR cards expire the last day of the month in which they were issued.)

Next course: August 30

Time: 6-9PM (registration 5:30pm)

Includes: Pizza and salad

Location: SDCDS Office

REGISTER: Online sdcds.org | Meg 619.275.7188 or admin@sdcds.org

PRICING: SDCDS member \$35 or Free* nonmember \$55 | staff \$45

*Take advantage of your 1 free member benefit CE for 2018

THURSDAY

**MAY
10****Shredathon**

Summary: Join us for home-made fresh grilled tacos and beverages.

Time: 4 to 7pm

Location: SDCDS parking lot 1275 W. Morena Blvd.

Yes: we will take up to 10 boxes of files, computers, hard drives, televisions, monitors, CPUs, electrical cords.

No: do not bring printers, keyboards, mice, fax machines, scanners, or equipment with radioactive material

Note: Certified destruction will occur offsite

Pricing: free member benefit



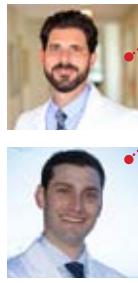
REGISTER: Online sdcds.org | Heather 619.275.7188 or membership@sdcds.org

SATURDAY

**APR
21***SDCDS Spotlight
Speakers Series***Prosthodontics**3CE
units**Summary:** 3 Speaker spotlight. Dr. Sreenivas Koka: Truths, half-truths and lies in prosthodontics and implant dentistry.

Dr. Alex Matosian: Take Home Tips for Complex Implant Restorations.

Dr. Michael Singer: Taming Dental Technology, An Update on Digital Prosthodontics.

Time: 8:30am-12 (registration 8pm)**Includes:** continental breakfast**Location:** SDCDS office**Sponsored by:** Nobel Biocare**REGISTER:** Online at sdcds.org | Meg 619.275.7188 or admin@sdcds.org**PRICING:** Free for members (staff not recommended)
\$50 for nonmember DDS

SUNDAY

**JUN
03***Mixer*
**Day at the
Ballpark****Padres vs. Cincinnati Reds****Time:** 1:10pm**Location:** Petco Park, at "Sun Diego Beach" behind Center/Right Field.**Includes:** Hotdogs, peanuts, Cracker Jacks, soda, beer, street tacos & more.**Pricing:** \$69/ticket**Sponsored by:**

The Dentist Insurance Broker

**REGISTER:** Online sdcds.org | Heather 619.275.7188 or membership@sdcds.org

MONDAY

**APR
23****Military
Dental
Symposium**
Dinner, Awards, and CE**Speaker:**
Antonis Chaniotis
DDS, MDSC**Summary:** Making the Endodontic Management of Complicated Canal Systems Simple, Safe and Predictable. A new approach with Hyflex CM and EDM files. See details page 19.**Time:** 4:30pm-9pm**Includes:** dinner**Location:** Hilton Mission Valley**REGISTER:**<https://2018dentalsymposium.brownpapertickets.com>

FRIDAY

**JUN
08**lecture
3CE
unitsworkshop
3.5CE
units*Lecture/Workshop*
**Crown
Lengthening****Lecture:** 8:30AM - 11:30AM
(includes continental breakfast)**Lecture+Workshop:** 12:30PM - 4:00PM (includes continental breakfast & lunch)**Location:** Admiral Baker Clubhouse**Pricing:** Lecture only: \$55
member/staff | \$79 nonmember.
Lecture+workshop (includes materials and free workbook): \$375 member | \$450 nonmember**Please Note:** 7:30AM check-in & continental breakfast. | Please indicate special dietary needs when signing up for workshop. | Refunds available until June 6.**Sponsored by:** Bank of America, Benco, Biohorizons, Citibank, Curaprox, Garfield Refinery, Prudential Financial, Ken Rubin**Speaker:**
James Kohner, DDS**REGISTER:** Online sdcds.org | Meg 619.275.7188 or admin@sdcds.org



San Diego County DENTAL SOCIETY

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Broker Tip #222

Have your insurance coverage reviewed annually. Policies, benefits, and your needs are constantly changing. Make sure you have the coverage you need and are not paying for coverage you don't need.

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