

EVENTS

SEPTEMBER
2020

Sept 12
Shredathon

Sept 17
BLS Renewal

Sept
SDCDS CE
online learning

Oct 9
DPA/Infection Control

Oct 22
BLS Renewal

POSTPONED EVENTS

- Afternoon Tea
- Forensic Dentistry
- Gala Celebration



San Diego County
DENTAL SOCIETY



5

5 Year Anniversaries

CELEBRATING MEMBERS' MILESTONE ANNIVERSARIES

PRACTICES FOR SALE IN SAN DIEGO

OVER 300 SAN DIEGO PRACTICES SOLD SINCE 2004.
EXPERIENCE REALLY DOES MATTER, DOCTOR!

YOU CAN RELY ON OUR PROVEN RESULTS, EXPERIENCE, TRUST AND DEDICATION IN THE S.D. DENTAL COMMUNITY.
SELLING DENTAL PRACTICES IS NOT EASY, AND THERE ARE TONS OF MISTAKES NEWBIES WILL MAKE.
CALL US TO FIND OUT THE FACTS **BEFORE SIGNING ANY LISTING AGREEMENT.**

Current Listings:

CARLSBAD: Well established office with 30 plus years of goodwill being sold with standalone building. 10 ops. Highly visible, highly accessible, fwy close location.

RANCHO PENASQUITOS: 4 ops. 29 years of goodwill. Highly visible shopping center location. Office remodeled in 2016 and has digital xray and Cerec.

LA JOLLA: 5 ops. Over 40 years of goodwill. Mostly fee for service. Great location with easy freeway access.

VISTA: 5 ops. State of the art practice with Pano, Cerec, and digital xray. Low overhead. Easy access with fwy close location. Seller must move away for family.

CARLSBAD: 4 ops. Nearly new buildout in superb retail location. Next to Panera Bread. Motivated seller wants to downsize.

SAN MARCOS: 6 ops. Highly coveted north county location in busy shopping center. Relatively new CT scan, digital xrays, and intraoral cameras. Invisalign and implants can be added.

KEARNY MESA: 5 ops. 29 years of goodwill. Centrally located in the heart of San Diego. Practice has excellent signage on one of San Diego's busiest streets. Long standing, large, loyal patient base.

ENCINITAS: 5 ops. Highly coveted North County coastal setting. Busy medical campus location with plenty of parking. Strong and loyal patient base. Well-trained skillful staff.

SORRENTO VALLEY: 5 ops. Excellent retail location in busy shopping center just off major freeway. Spacious, well lit, beautifully designed building layout, room for expansion and seller willing to associate.

POINT LOMA: 6 ops. Very nice well-kept modern office with top technology including Cerec, CT scan, 3D printer, implant and endo equipment. Located in the heart of San Diego. Plenty of parking.

WIN-WINS!
Happy Buyers & Sellers



***SELLERS: ASK ABOUT OUR 30-DAY RISK FREE LISTING AGREEMENTS!**

(619) 299-6161

WWW.KRPRACTICESALES.COM

KEN RUBIN PRACTICE SALES, INC.



San Diego County DENTAL SOCIETY

2020 Executive Committee

President	Dr. Brian Fabb
President-elect	Dr. Tina Beck
Immediate Past-President	Dr. Chris L. Pham
Secretary	Dr. Christine Altrock
Treasurer	Dr. Spencer Mauseth
CDA Trustee	Dr. Linda A. Lukacs
CDA Trustee	Dr. Misako Hirota
Editor	Dr. Brian Shue
Executive Director	Mike Koonce

2020 Board of Directors

Dr. Hoa Audette	Dr. Virginia Mattson
Dr. Tom Brant	Dr. Tom Olinger
Dr. Jose Castillo	Dr. Lindsay Pfeffer
Dr. Shivali Gohel-Garg	Dr. Irvin B. Silverstein
Dr. Tyler Johnson	Dr. Scott Szotko
Dr. Lilia Larin	Dr. Kristen Whetsell
Dr. Pamela MacPherson	

2020 Council / Committee Chairs

Chair, CDA PAC:	Dr. Robert Hanlon
Communications:	Dr. Christopher M. Maulik
Continuing Education:	Dr. Susan Nguyen
Continuing Education:	Dr. Jonathan Do
Editorial:	Dr. Brian Shue
Ethics:	Dr. Ronald Garner
Finance:	Dr. Spencer Mauseth
Leadership Development:	Dr. Chris L. Pham
Legislative/Advocacy:	Dr. Paul VanHorne
Peer Review:	Dr. H.L. Jay Jacobson
Recruitment & Retention:	Dr. Laura Rein
Recruitment & Retention:	Dr. Ghazal Navab
SanDPac:	Dr. Doug Cassat
SanDPac Treasurer:	Dr. Mark E. Salamy
Well-Being:	Dr. William R. Britton

San Diego County Dental Foundation

The Charitable Arm of the Dental Society

OFFICERS:	
President	Dr. Leslie Strommer
Treasurer	Dr. Daniel Witcher
Secretary	Ms. Laura Maly
Executive Director	Mike Koonce

DIRECTORS:	
Dr. Jonar R. Bonifacio	Ms. Sherry Mostofi
Dr. Matthew Chesler	Dr. Scott Strommer
Dr. Trang Chesler	Ms. Gene St. Loius
Dr. Coleman Meadows	

COMMITTEES:	
Give Kids A Smile	Dr. Richard Bialick

www.sdcds.org



stay connected with us

CONTENTS

SEPTEMBER 2020

- 5** SDCDS President: Brian Fabb, DDS
- 7** Editor: Brian Shue, DDS, CDE
- 9** Executive Director: Mike Koonce, MA, CAE
- 10** Membership milestones
- 14** Exemplary Service Awards
- 15** Chairside Musings - a blog
- 16** Letter to the Editor
- 17** Millennial Flossophy
- 18** Classifieds
- 21** Technology Editor
- 22** Announcements & Events

AWARD WINNING FACETS

The International College of Dentists — USA Section, awarded Facets these publication honors in Division 2:
2018 Newsletter Award
2017 Newsletter Award, Honorable Mention
2016 Outstanding Cover



VOLUNTEERS NEEDED

Community Events:

Dentists, hygienists and assistants to volunteer as needed at community events.

Adopt A Patient:

Dentists willing to “adopt” patients (adults and children) for immediate or emergency needs in their office.

Health Fairs

and School Screenings:

Dentists, hygienists and assistants to provide and assist with screenings and education.

To Volunteer:

support@sdcds.org



FACETS NEWSLETTER

FACETS PUBLISHED BY San Diego County Dental Society
1275-B West Morena Boulevard, San Diego, CA 92110
Phone: (619) 275-7188 Fax: (619) 275-0646

EDITOR/Managing Editor:
Brian Shue, DDS, CDE

SDCDS STAFF

Mike Koonce: Executive Director
Fernanda Parra: Media/CE Coordinator
Meg Hamrick: Membership Coordinator

EDITORIAL BOARD

Zeynep Barakat, DMD
Yvette Carrillo, DDS, MS
Tony Chammas, DMD
Garrett Guess, DDS
Malieka Johnson, DDS
Lillian Liberto, DDS
Harriet Seldin, DMD, CDE
Gloria Tengonciang, DMD
Daniel Witcher, DDS

MEMBER PUBLICATION, AMERICAN ASSOCIATION OF DENTAL EDITORS

Facets will publish signed articles relating to all phases of dentistry, but assumes no responsibility for the opinions expressed by the contributors. The views expressed are those of the author as an individual, and do not necessarily reflect the positions or endorsement of SDCDS. Acceptance of advertising in no way constitutes professional approval or endorsement. SDCDS does not assume liability for content of advertisements.

GRAPHIC DESIGNER:
Michael Metzger



Thinking About Selling Your Dental Practice?



Current Practices for sale

North County Pedito, San Diego: \$285,000

- Collections: \$550,000
- 5+ Ops and 3 Ortho chairs
- Real Estate available for \$300,000

South County, San Diego: \$500,000

- Collections: \$700,000
- GP Practice with 4 Ops
- Sidewalk entrance on busy street

South County, San Diego: \$875,000

- Collections: \$1,200,000
- GP Practice with 5+ Ops
- Potential to buy real estate

North County, San Diego: \$675,000

- Collections: \$1,200,000+
- GP Practice with 4 Ops
- Pano and available CBCT



JOHN HALE
CA BROKER #01213629

PracticeCFO Transitions

Redefining The Way Independent Dental Practices Are Bought And Sold

RECENTLY SOLD!

- ✓ **\$650,000**
Office Condo - Poway, CA
- ✓ **\$1,045,000**
4-op GP, Temecula, CA
- ✓ **\$650,000**
4-op GP - Murrieta, CA
- ✓ **\$200,000**
3-op GP - Laguna Beach, CA
- ✓ **\$325,000**
3-op Pedito - Escondido, CA
- ✓ **\$600,000**
4-op GP - San Diego, CA
- ✓ **\$1,165,000**
7-op GP - Ramona, CA
- ✓ **\$949,000**
7-op GP - Escondido, CA
- ✓ **\$1,850,000**
5-op GP - Poway, CA

Fall

It is time to welcome in September!

With summer winding down, it is a major turning point of the year. In a normal year, it would signal the final month of Major League Baseball before the playoffs start, Del Mar horse racing coming to a close, the beginning of the National Football League schedule, the beginning of school, tourists ending their vacations, and the changing of the seasons back home. The air is crisp in some areas of the country, wardrobes are being swapped out, and ladies get to break out their favorite boots and sweaters (although I already see way too many Ugg boots on the boardwalk on early mornings). You may notice that it is no longer much light outside when leaving the office on longer days, but we still get that late San Diego summer weather here!



Professionally, it is also when there tends to be a very pronounced slowdown, the gap between summer and when things start to get busy again before the holidays. In a tidy world where patients make and keep their six-month appointments, this is approaching the semiannual return of March patients, or May patients on four-month recall, or perio patients from June that come back every three months. I am curious to see how everyone manages this time in their office. I know many dental chat groups were ablaze early on with concern and anxiety about how they were going to fill the empty scheduling blocks created when COVID knocked out March, April and May. Hopefully by now, things have started to fall in place, or you already adopted an active strategy from a fellow colleague or dental management consultant on how to make this period productive. I found if you want to embrace the downtime, it is a good time to do more training, encourage staff to take their vacations or at least a day or two off here or there or reorganize the office. After this year, you probably don't need to deep clean the office more than you do already, but there are always projects to find.



This would also be time to head north to San Francisco for the CDA Presents convention. Although CDA cancelled it this year, I will still try to participate in whatever virtual format they have in store. One day I intend to make it to both CDA Presents conventions in the same year. For me personally, I previously haven't attended when it fell on my birthday weekend, which it unfortunately does frequently. The Anaheim convention is an annual event I have not missed since moving to California. I would love to take the trip up to the Bay Area next year and squeeze in visits with relatives, winetasting, and chats with our northern colleagues.

As we approach Labor Day, I hope you all are able to responsibly gather with your families. We've labored for sure through this incredible year, so you deserve a nice time with a backyard cookout, a secluded camping site, or even just downtime at home. Cheers to all the other September birthdays out there, and let's head into Fall refreshed and ready to finish the year strong! *



Medicare and dental benefits, part six: enter the ADA

“The disparities in dental care use and dental benefit coverage have clear implications for oral health. When it comes to various measures of seniors’ oral health, such as prevalence of untreated cavities or tooth loss, disparities by income, race, and dental insurance status are widening over time. That is, high-income seniors, in general, are seeing improvements in their oral health while for low-income seniors, improvements are either not as large or, in some cases, are non-existent.”

—ADA Letter on Medicare Dental Benefit to U.S. House of Representatives, Oct. 16, 2019

Recap

In the June/July Facets, we discussed the significant nationwide focus and interest in including dental benefits in the Medicare program, the federal health insurance program for seniors (aged 65 and older). The 2019 CDA House of Delegates participated in a major discussion about this subject and voted to file the CDA Medicare Task Force Report. The Task Force concluded a dental benefit added to Medicare recipients can increase access to dental benefits and services, support better healthcare integration, decrease medical care costs and increase the opportunity for improved health outcomes for aging Americans. There are many other opportunities if this happened. But the report states there are also risks — including the risk of doing nothing. Note that the California Dental Association has not endorsed adding a dental benefit to Medicare benefits.

Enter the ADA

Let’s take a step back and look at the national focus. Just last year, ADA sent the **“ADA Letter on Medicare Dental Benefit”** to the U.S. House of Representatives House Ways and Means Committee and to the Health Subcommittee on October 16, 2019 to “provide the ADA Health Policy Institute’s current research on the state of oral health care for our nation’s seniors” and to “highlight key issues to consider for further policy discussion related to improving the oral health of older Americans, particularly those focused on access to dental care.”

Just the facts

The letter provided national data from the ADA Health Policy Institute and reported on the **“Current Landscape of Access to Dental Care for Seniors.”** Parts of this are excerpted verbatim here:

How many seniors have dental benefits coverage in the U.S.? 37.3% have some source of dental benefits coverage. Digging deeper, 26.3% have private dental benefits and 11% have public dental benefits. Conversely, that means 62.7% of seniors have no dental benefit coverage at all.

Seniors are using more dental benefits than in the past 43.3% of seniors went to the general dentist in 2016, whereas only 38.3% went in 2000. Looking at seniors with dental benefits, 68.7% with private dental coverage went to the general dentist in the past year, while 37.5% seniors without any coverage went to the general dentist in the past year. However, 16.1%

seniors with public dental coverage went to the dentist. Public dental coverage includes programs like Medi-Cal, Tricare, or benefits through Veterans Affairs.

By household income, “high-income” seniors (household income above the 400% federal poverty level) are much more likely to visit the dentist, at a rate of 61.3% (that percentage has been steadily rising since 2000). For “low-income” seniors (100% or lower than the federal poverty level), they were most likely to visit a dentist at 24.4% (a percentage that has remained fairly stable). The poverty level criteria in 2019 was an income of \$12,490 for a one-person household, \$16,910 for a two-person household, etc.

Disparity in dental care

The ADA letter stated: “The disparity in dental care use by income is driven in large part by affordability or perceived affordability.” Almost 75% of low-income seniors reported that the main barrier to oral health care was cost, while it was only the main barrier to visiting the dentist for only 25% of high-income seniors. Interestingly, the high-income senior group’s main barrier avoiding a dental visit was “lack of perceived need.” The ADA letter also stated: “When it comes to all health care services, seniors consistently report that financial barriers are highest for dental care, above prescription drugs and long-term care.”

The national data clearly shows reasons why advocate groups are pushing for the U.S. to add dental coverage to existing Medicare benefits. And since you have been following my coverage of this subject in my 2020 editorials, you know that the House of Representatives passed HR 3, which would have limited prescription drug out-of-pocket costs for Medicare beneficiaries and also added vision, hearing, and dental coverage. But it wasn’t brought to the floor of the Senate.

So did ADA tell Congress a dental benefit should be added to the Medicare program? No. Stay tuned.

You can read the complete ADA letter by typing **ADA Letter on Medicare Dental Benefit** into the ada.org search box (however, not easily accessible on my July 29, 2020 attempt) or email me at facets@sdcds.org and I’ll send the PDF to you. Next month: either another episode on Medicare or more COVID-19 coverage. It depends on how I am feeling during my first pandemic. Remember, I am just the messenger. *

Take part in online C.E. Benefit from waived fees.*

tdic.

TDIC is here to support you with more resources and fewer fees. For a limited time, take the current risk management online course at your convenience and **no cost**.

Pain & Perception: reducing nerve injury risks

Through 24/7 online education, you can learn to build your confidence when handling patients who experience prolonged numbness after dental procedures.

Enroll in the risk management online course today:

- Benefit from waived course registration fees*
- Earn 3.0 ADA CERP credits upon completion
- Lock in a 5% Professional Liability premium discount**
- Get the latest guidance to protect your practice

Register now at tdicinsurance.com/seminars.

*Fee waiver valid until September 1, 2020. **TDIC policyholders who complete the eLearning option will receive a two-year, 5% Professional Liability premium discount effective their next policy renewal.

Protecting dentists. It’s all we do.®

800.733.0633 | tdicinsurance.com | Insurance Lic. #0652783

[f](#) [t](#) @TDICInsurance



Dentistry during COVID-19 times

By the time of the publication of this issue, it will have been five months into a bizarre reality that none of us could have predicted. While it's been a tough go, I've been impressed by the way our members have used the resources at hand and rebounded. You shut down when the state issued a quarantine order, and met new regulations as they were released. You've donned new types of PPE and returned to the business of providing oral health care to your patients. You are a resilient bunch.

At this writing, the vast majority of you are back in business and seeing patients at a level 50-75% of your previous patient volume. The down side is that it's

costing more to see fewer patients. According to our survey, you all needed PPE and were having trouble finding it. Staffing was another issue with many DAs and RDHs reluctant to go back to work. Fear around contracting the virus, no childcare and a certain level of comfort being at home and collecting unemployment were all factors.

91% of you applied for SBA loans and most of you received them. At the same time, there was a great deal of confusion around how to correctly use the loans and how to do reporting. Many of you had licenses that needed renewing and didn't have a way to complete your CE requirement.

Our priorities were to keep you informed of state guidelines in order to get you up and running as soon as possible. We became a PPE distribution center and found a way to offer you free CE, much of which counted for your 'live' requirement. We partnered with local experts to get you the best information on employment issues, PPP reporting, preparing your practice to re-open, and marketing in COVID times.

We will continue to roll out new webinars until we can meet face-to-face once again. We'll do everything we can to keep you in business and thriving. Meanwhile, keep up the good work, and rest assured, you are playing a huge role in taking care of our community.*



ddsmatch.com

Featured Prosthodontics/General Practice

Available for Immediate Sale

Escondido, CA

Facility Overview

- In the heart of the Downtown Medical/ Dental district
- 4 Equipped Operatories
- Private Consultation
- Staff Lounge
- Lab
- Dr's. Private Office
- Lab Technician Sub-leases 250 Sq. ft

Key Strengths

- \$580,000 2019 Annual Revenues
- An experienced and engaged staff who are willing to stay on board
- Long-term lease that allows for options to expand or sub-lease
- Fully Digital Practice



For more information, please contact Sean Sullivan at ssullivan@ddsmatch.com or 1-855-546-0044

HENRY SCHEIN®
PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE
Making your transition a reality.

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

EAST COUNTY: *New Listing!* Established practice in a convenient location with 3 Ops, 2 Equipped, Digital X-Rays, Easy Dental. Seller refers out most specialty work, perfect opportunity for growth. Seller is retiring, 2019 GR \$309K. #CA1236

ENCINITAS: 6 fully equipped Ops, located in a busy retail center. Practice was remodeled 5 yrs ago w/ new equipment, utilizes Dentrix, Digital X-rays, Pano, and Laser. 4 hyg days/wk. 2018 GR \$813K. #CA574

LA JOLLA UTC: Leasehold sale! Excellent location with strong retail anchors, 7 Ops, Digital, Dentrix, Practice does contain/currently sees patients. Priced for quick sale! #CA663

NORTH COUNTY: Amazing! 5 Ops, 46 yrs Goodwill. The office features Dentrix, Digital X-rays, and E4D CAD/CAM. Strong hyg and recall office. Majority of specialty procedures referred out. 2019 GR\$1.1M+ w/ \$450K+ Adj. Net. #CA689

NORTH COUNTY: Excellent Opportunity priced for quick sale. Perfectly situated in a desirable strip-mall location with excellent visibility/parking. Perfect starter practice or second practice location with 4 Ops, Digital, Eaglesoft, Clean and contemporary. Seller is retiring. 2019 GR \$264K. #CA1111

POWAY: *New Listing!* 4 Ops, priced for quick sale! Desirable strip mall location. Digital, clean and modern. 2019 Gross Receipts \$264K. #CA1111

POWAY: 3 Ops, Centrally located, busy strip center location with room to grow the practice. Office features Digital X-rays, I/O Cam, Pano, and Laser. 2018 GR \$243K. #CA659

SAN DIEGO: 7 Ops, 5 Equipped, located in large retail center with busy anchors. EagleSoft, PPO/Cash, 3 yr avg collections of \$509K. #CA687

SAN DIEGO: *New Listing!* Rare opportunity in a prime location. Solid GP practice with 17 years of goodwill. Strong hygiene dept. with 5 days of hygiene per week, 6 Ops, 5 equipped, digital X-rays, pano, Datacon software. Seller refers out most specialty work. This will go fast. #CA1448



Dr. Russell Okihara
LIC #01886221
33 Years in Business
(619) 694-7077

Russell.Okihara@henryschein.com

SOUTHERN CALIFORNIA OFFICE

www.henryscheinpnt.com

1.888.685.8100

Henry Schein Corporate Broker #01230466

Welcome New Members

Jeremie DeZwirek, DDS UOP 2019

Christopher Demeyer, DDS UOP 2019

Farris Farokhian, DDS LLU 2003

Denisse Monroy, DDS UCLA 2014,
Pediatrics at UCLA 2016

Jeffrey Anderson, DDS LLU 2018

Jasmine Manubay, DDS UCSF 2017

Garry Bloch, DDS Univ. of Pittsburgh 1975

Eduardo Diaz, DDS Univ. Autonoma de Baja 1994

Kelsey Murphy, DMD Univ. of FL 2020

Karanjot Bath, DDS Univ. of WA 2020

Alexandra Hansen, DDS Midwestern Univ. 2020

Dan Hammer, DDS, OMS UOP 2011,
Nat'l Capital Consortium 2017

Ali Adil, DDS UOP 2020

Muzmml Raufy, DDS NYU 2019

Hiba Zaku, DDS Roseman 2020

Antonio Zazueta, DDS MX-Univ. De La Salle 2017

Lucas Brand, DDS USC 2015, Endodontics at UOP 2021

Nina Mojaver, DDS Tufts 1991



Make the call that makes things better.

CDA's Well-Being Program

When a dental professional is suffering from alcohol and chemical dependency, the practice, patients and peers are suffering, too. Make a connection to receive support, treatment and recovery today.



Call or text for 24/7 confidential assistance.

Northern California
530.898.0821

San Francisco Bay Area
209.601.4410

Central California
916.947.5676

Southern California
310.487.5040

San Diego
619-275-7188



MILESTONE ANNIVERSARIES

Member Milestones:

Dear Member,

These challenging times unite and divide our lives and profession in the worse (and sometimes best) ways possible. Now more than ever, your membership matters. Here at SDCDS, we don't take it for granted. Thank you for your membership!

In this issue, we celebrate our members who have anniversary milestones, in five-year increments. And if your name isn't listed here, we still give a thanks to you and every one of our members in San Diego and Imperial Counties. Our local society began back in 1887 with seven original members (actually eight, see the June/July 2017 Facets) who hitched their horses and met in downtown San Diego. Our tripartite organization now includes membership in ADA and CDA, which provides unsurpassed membership value.

I applied for SDCDS membership in 1994, towards the end of my GPR at the VA Medical Center in La Jolla. It was just the next step in belonging to the greatest profession. I knew it was the right thing to do. 26 years later, that still remains relevant to me.

There are many challenges facing dentistry, beyond the destruction caused by COVID-19. For instance, there's the upcoming ballot measure created by trial lawyers that want to dismantle the existing financial limits and controls of malpractice cases (see protectMICRA.org). And there's the nationwide push to give additional benefits to Medicare enrollees, including vision, hearing, and of course dental (see my Facets editorials this year). Can our profession survive against insurmountable forces seemingly beyond our control? It has and it will. Stay tuned. That's what belonging to organized dentistry is all about, as seen from the ADA's mission statement: "help dentists succeed and support the advancement of the health of the public."

SDCDS aims to meet our needs on the local level, too. We handle patient referrals, advocate for our profession, and provide networking opportunities with CE courses, social events and gatherings (all with prescribed social distancing) and chances to volunteer. In this pandemic, we provide online continuing education at sd.dentalsocietyce.com (see back page for details), have hosted respirator initial fit testings, and act as an official PPE distribution center of emergency supplies from the County of San Diego, since we are now classified as essential healthcare workers. That's just the beginning.

On behalf of the SDCDS volunteer leaders and staff, we thank you for your membership and our future together.

Sincerely,

Brian Shue, DDS
Editor



San Diego County
DENTAL SOCIETY

5 Year Anniversaries CELEBRATING MEMBER'S MILESTONE ANNIVERSARIES

5 years

joined in 2015

Ronald A. Aanerud, DDS
Jaime Acuna Loera, DDS
Drew K. Addy, DDS
Olga Alvarado, DMD
Glenn C. Ashmore, DDS
Mark D. Breese, DMD
Amy L. Bryer, DDS
Natalya Carmichael, DDS
Kai-Chiao J. Chang, DDS, MS
Vicky Chang, DDS
Paulo F. Cortes, DMD
Luis S. De Lumen, DDS
Jacquelyn K. Do, DDS
Jonathan Do, DDS
Natalia V. Finn, DDS
Kevin T. Fitzpatrick, DDS, MS
Shivali Gohel-Garg, DMD
Sarah Golshan, DDS
Renee L. Gonzalez, DDS
Sarah Gorgees, DDS
Annalise R. Hilliard, DDS
David A. Hudson, DDS
Rafael Infante, DDS
Ryan Kay, DMD, MS
Kevin L. Kohler, DMD
Arvinda R. Kunduru, DDS
Claudia Le, DMD
Joshua R. Masillamoni, DDS
Alex Matosian, DDS
Ian S. McDonald, DMD, MD
Samer R. Namoo, DDS
Jennifer C. Neglerio, DDS
Tao Nguyen, DDS
Dennis M. O'Brien, DDS
Aleli A. Palaganas, DMD
Neena K. Patel, DMD
Teodoro Pena, DDS
Lindsay A. Pfeffer, DMD, MBE, MS
John B. Pierce, DDS
Jeffrey T. Rafalski, DDS
Scott A. Recksiedler, DMD
Jason Reesor, DDS
Laura Rein, DMD, MS
Alexandros Reizian, DMD
Alfredo Ripa, DDS
Sarah T. Silverstein, DMD
Luay B. Simhairy, DDS
David A. Smith, DDS, MD
Lena N. Turner, DMD
Katherine A. Wong, DDS, MS

10 years

joined in 2010

Christine S. Allen, DDS
Jeffrey G. Allred, DDS
Ashley S. Araiza, DDS
Tina M. Beck, DDS, MS
Niloofar Behzadi-Shannon, DDS
Adesuwa B. Bello, DDS
Julie E. Boulos, DDS
Ellen B. Callahan, DDS
Gregory M. Carlson, DDS
Andrew R. Chapokas, DMD, MSD
Annie Chow, DDS
Janice T. Doan, DDS
Cheryl B. Estiva, DDS
Brian Fabb, DDS
Tina Fariba, DDS
Elona A. Gaball, DDS
Stacy A. Godes, DDS
Sheena M. Howell, DMD
Gregory A. Hurt, DDS
Sherin C. Johnson, DDS
Jeff T. Knutzen, DDS
Sung-Chi Cindy Ko, DDS
Alan M. Kuehn, DDS
Natalie Lam, DMD, MMSc
Christine J. Lin, DDS
David Ly, DDS
Angela L. Masterson, DMD
Guy W. Mendivil, DDS
Nicolle M. Miller, DDS
Julia S. Ng, DDS
Khanh Connie Nguyen, DDS, MSD
Tran D. Nguyen, DDS
Steven D. Nytko, DDS, MS
Monica C. Palusso, DMD
Arash Qadeer, DDS
Teresa C. Rabanal, DDS
Javier Raygada, DDS
Susie T. Ro, DDS
Parizad Seraj, DDS
Michael S. Singer, DDS, FACP
Marites L. Sotto, DDS
Tamara L. Teal, DDS
Nicholas A. Thacker, DDS
Nora N. Tleel, DDS
Michael M. West, DDS
David A. Willes, DMD

15 years

joined in 2005

Vaida M. Avery, DDS
Jason S. Bishop, DDS
Peter R. Bond, DDS
James C. Byrne, DMD
Maribel A. Celebrado, DDS
Dayana N. Coffler, DMD
Claudia B. Cortadi, DDS
Rosario J. Desimone, DDS
Farouk M. Ferouz, DDS
Doris Fill, DDS
Robert B. Folk, DDS, MS
Ethan G. Fox, DDS
Raul A. Garcia, DDS
Mario A. Godinez, DDS
Rong Gong, DDS
Milton J. Grisham, Jr., DDS
Holly D. Hatt, DMD, MD
Ricardo J. Hernandez, DDS
Keven S. Herold, DDS
Steven F. Jaksha, DMD
David B. Joseph, DDS
Jesusa Beatriz P. Kelly, DMD
Robert C. Kim, DDS
Albert E. Klitzke, DDS
Craig E. Kubina, DDS
Long H. Le, DDS
Susan E. Leary, DDS
Randal J. Leoni, DMD
Lillian R. Liberto, DDS
Benjamin J. Mandel, DDS
Adina Manolescu, DDS, MAGD
Christopher A. McKinney, DDS
Shahnaz J. Mehdiabadi, DDS
Ana M. Meigs, DDS
Steven J. Merchant, DDS
Amir Mojaver, DMD
Noel C. Moser, DDS
Hien P. Nguyen, DDS
Nhung H. Nguyen, DDS
Nancy K. Nguyen-Kyger, DDS
Irene S. Olaes, DMD
Megan E. Olson, DDS
Tahir R. Paul, DDS
Wan Peng, DDS
Steven Podstreleny, DDS
Ralph L. Raya, DDS
Raquel R. Reyes, DDS
Sandra L. Rios, DDS
Hangama K. Sadat, DDS
Thomas B. Scarfe, Jr., DDS
G. Thomas Sirinian, Jr., DDS, MS
Douglas B. Smith, DDS, FAACP

continued on next page



MILESTONE ANNIVERSARIES

Hemamalini Srinivasan, DDS
Erik A. Stalder, DDS
Marey E. Stone, DDS
Tony S. Suk, DDS
Elaine V. Sunga, DDS
Christopher T. Thompson, DDS
David M. Toppi, DMD
Pauline P. Tran, DDS
Linh N. Tsai, DDS
Paul K. Upatham, DDS
Hoi Sze Wong, DDS
Kristen K. Yamasaki, DDS

20 years *joined in 2000*

Charles U. Basso, DDS
Brian C. Blalock, DDS
William J. Briggs, IV, DDS
Scott S. Carmichael, DDS
Tony G. Chammas, DMD
Jean C. Chan, DDS
William J. Di Zinno, DMD
Bang K. Do, DDS
Kriston Gallipeau, DDS
Ali Haeri, DMD
Heidi L. Kamrath, DDS
Gary D. Krueger, DDS
Christie L. Martinez, DDS
Xusheng Mu, DDS
Angelina R. Noyes, DDS
Louis E. Paulerio, DDS
Marta A. Penman, DDS
Tiffany N. Phi, DDS
A. Valeria Poggio, DDS

Marilou D. Quiroz, DMD
S. David Rahnejat, DDS
Renato D. Reyes, DDS
Tinou T. Roncone, DDS
James D. Salazar, DDS
Erich S. Schmidt, DDS
Jenny S. Tsai, DDS
Jimmy C. Wu, DDS

25 years *joined in 1995*

Bruce E. Belsky, DMD
Michael D. Carter, DMD
Joseph D' Angelo, DDS
David C. Daughters, DDS
Lilyn Djie, DDS
Frooz Fatoorachi-Korsand, DDS
Jeffrey W. Fruin, DDS
Tabassom P. Golchoobian, DDS
Manijeh Hosseini, DDS
Fred W. Kamansky, DDS
Georgene Kelley-Rondero, DDS
Catherine Le, DDS
Michael Z. McBride, DDS
Hai H. Nguyen, DDS
Diane W. Sherman, DMD
Karen F. Shibuya, DDS
Timothy S. Smith, DDS
Lauren A. Snyder, DDS
Guy C. Sutton, DDS
Ephraim J. Tabornal, DDS
Theresa Tsai, DDS
Suzanne B. Tulenko, DMD

30 years *joined in 1990*

Charles D. Adams, DDS
Janelle O. Bacino, DDS
Chester R. Banaag, DDS
William S. Bate, DMD
Patricia A. Billings, DDS
Estela C. Bustamante, DMD
Randy D. Carlson, DMD
Douglas N. Christiansen, DDS
Neal J. Chu, DDS
David P. De Rosier, DDS
Robert M. Dunlap, DDS
Carlos M. Espana, DDS
Robert A. Gandola, DDS
Richard S. Herrod, DDS
Laura L. Hunt-Lofthus, DDS
Edmund W. Jay, DDS
Peter F. Johnson, DMD
Kevin M. Kenny, DDS
Markell W. Kohn, DDS
James R. Lawson, DDS
Sue A. Liethen, DDS
John E. Lofthus, DDS
Donald N. McDonald, DDS
Michael S. McMahan, DMD
Margaret A. Meadows, DDS
Anton F. Misleh, DDS
Jeff L. Muehl, DDS
Clay M. Nichols, DDS
Chris D. Patton, DDS
Waiel Putrus, DDS
David E. Rauterkus, DDS

Mark S. Richey, DDS
James R. Rosell, DMD
Paul J. Styrt, DMD, MPH, MS
Faye K. Tada, DDS
Joel B. Tzinberg, DDS
Michele M. Yamada, DDS

35 years *joined in 1985*

Edward Ainza, DDS
Robert L. Coe, DDS
Paul H. Coleman, Jr., DMD
Craig B. Dever, DDS
Edward W. Gray, DDS
Denise R. Handler, DDS
Pamela J. Hewitt-Smith, DMD
Thomas G. Kujawski, DDS
Howard S. Locker, DDS
Mark M. McKee, DDS
James R. Mebust, DDS
Rodney L. Mellor, DDS
Randolph P. Mills, DMD
Jeffrey J. Moses, DDS
John D. Neuenswander, DDS
Edward T. Reidy, DDS
Robert R. Reihm, DDS
David R. Russell, DDS
Ralph E. Tardugno, DDS
Martin H. Thurston, DDS
Paul H. Van Horne, DDS

40 years *joined in 1980*

Robert C. Brombacher, DDS
Jeffrey W. Brown, DDS
Mary Ann Calcott, DDS
Raymond E. Carpenter, DDS

Joseph R. Cave, DDS
Robert E. Chin, DDS
John W. Cochran, Jr., DDS
David M. Donnelly, DDS
Mark L. Emerson, DDS
Donald R. Fleming, DDS
Gary L. Greenberg, DDS
Gary W. Hawes, DDS
Kent C. Howard, DMD
William R. Jungman, DDS
Fred H. Larson, DDS
Guy C. Lichty, II, DDS
Thomas J. Olinger, DDS
Robert A. Rosenfeld, DDS
James H. Sinks, DDS
Donald A. Thor, DDS

45 years *joined in 1975*

John A. Albe, DDS
Gerald G. Barstow, DDS
Nolan Bellisario, DMD
Joel D. Berick, DDS
Kerry A. Booth, DDS
Gaddiel V. Castanon-Velez, DDS
Graham R. Freer, DDS
Robert C. Frickman, DDS
William E. Gable, DDS
Russell E. Haag, DDS
Norman D. Mittleman, DDS
Gary A. Olen, DDS
James H. Piper, DDS
Ronald M. Roncone, DDS
Dennis R. Scharer, DMD
Lee M. Skaalen, DDS
Daniel J. Tevrizian, DDS
Robert H. Williams, Jr., DDS

50 years
joined in 1970
Lawrence M. Addleson, DDS
J. Barry Appelbaum, DDS
Roy D. Atkin, DDS
Thomas P. Baglio, DDS
Howard R. Dixon, DDS, MS
John H. Dow, Jr., DDS
Robert R. Goehl, DDS
James H. McCook, DDS
Gene P. Moore, DDS
Joe B. Mullen, DDS
Edward L. Omens, DDS
Robert Robinson, DDS
Dale R. Sutton, DDS

55 years
joined in 1965
Richard F. Bauerfeind, DDS
John G. Carter, DDS
Ray D. Fields, DDS
Richard B. Hancock, DDS

60 years
joined in 1965
Wes Leffingwell, DDS

65 years
joined in 1955
Robert B. Killion, DDS
Oliver Nystul, DDS
Budd Rubin, DDS, MS



San Diego County DENTAL SOCIETY

Note: If you were left off or noticed an error, please contact Meg at membership@sdcds.org

UCSD Student and Faculty Awards 2020

By Irv Silverstein, DDS

2020 has been a very unusual year in many respects. Unfortunately, we had to cancel our awards banquet at which we present our faculty, students, and community partners awards for their service to our Student-Run Free Dental Clinics and the UCSD Pre-Dental Society. However, we were able to make awards presentations to some of our students who remained in town. We had to mail awards to the others. For instance, Daniel Nam is now living in Utah and getting ready to attend Roseman University School of Dentistry.

Awards were presented to students and faculty as follows:

Exemplary Service as a Student Volunteer for the UCSD Student-Run Free Dental Clinic Project: given to students who showed exemplary volunteer service at the free clinics with over 100 clinic hours, attendance at multiple community service events, held multiple leadership roles in our organization, and must be enrolled in a post-baccalaureate program or dental school next year. This award was not limited to UCSD students, but open to all student volunteers from San Diego County.

Exemplary Service as a Faculty Volunteer for the UCSD Student-Run Free Dental Clinic Project: given to Dr. Stephen Lockwood.

UCSD Student Leadership Award: given in appreciation of the leadership, dedication, and hard work over the years to six students, not limited to UCSD students.

San Diego Academy of General Dentistry Dr. Eric Lewis Memorial Community Service Award: given to an outstanding student for community service, leadership, and compassion. We assisted the local chapter of AGD in helping choose this student. This year's recipient was a San Diego State University Student, Daniel Brohard.

STUDENT AWARDEES



Angeli Poyaoan, recipient of the UCSD Student Leadership Award, and Exemplary Volunteering Award



Aniel Del Rosario, recipient of the UCSD Student Leadership Award, and Exemplary Volunteering Award



Joyce Jiang, recipient of the UCSD Student Leadership Award



Rebekah Quenta, recipient of the UCSD Student Leadership Award



Daniel Nam, recipient of the UCSD Student Leadership Award



Daniel Brohard, recipient of the UCSD Student Leadership Award, and Exemplary Volunteering Award and SD AGD Dr. Eric Lewis Memorial Community Service award



At the awards presentation. Pictured (L-R): Dr. Sussi Yamaguchi, Dr. Jenna Laud, Dr. Stephen Lockwood, Angeli Poyaoan, Aniel Del Rosario, Daniel Brohard, Rebekah Quenta, Dr. Donna Silverstein, Dr. Irvin Silverstein.

Dam if we do and dam if we don't

The dental restorative world is divided into the rubber dam lovers and those who probably thought dental school was the last time they would ever use one. In reality, many dentists were already routinely using rubber dams for their restorative work, providing beautiful work against the usual blue/green backdrop. So in the middle of our concerted efforts to minimize aerosols due to COVID-19, it seems the rubber dam is making a comeback and I'm happy about it.

My own journey with rubber dam actually began long before dental school. I'll never forget the excitement of that day, in the summer of 1998, as I made my way back home on the subway from Tufts dental school. I was a junior in college and had the opportunity of interning as an unpaid dental assistant for a senior dental student. On my very first day, she taught me how to help her place a rubber dam on her patient. I learned how to punch the holes, floss the clamp and help with the frame. I felt ecstatic. Remember, this was before dental school. Placing a rubber dam made for a great day in the world of a pre-dental student.

Then after undergraduate college but before dental school, I found myself working as a dental assistant for Dr. John Ficarelli. He was a wonderful and talented pediatric dentist who insisted restorative treatment for all the kiddos had to be done with a rubber dam. This time, I had to place the dams all by myself. On kiddos. I had all but seconds to get the "raincoat" on their tiny teeth. In the beginning, I struggled with knowing which holes to punch and how many he wanted for the primary teeth and then when to use a winged versus a wingless clamp. Eventually, I got the concept with his help. Being a phenomenal teacher, he taught me how to become better at placing dams, and of course with speed, since pediatric patients had only so much patience.

The rubber dam and I reunited in dental school. Although now fearless with placing dams in all situations, I hadn't realized its practical usefulness. Now that I was the one with the hand piece, I came to appreciate the benefits of isolating teeth, blocking out tongues, and not worrying about the occasional debris of

dental materials swirling in a patient's mouth. Even better, with adult patients, the teeth were larger and I had more than a few seconds to place them.

After a long hiatus without using rubber dams, I am back to using it for restorative procedures. Recently, I found myself punching holes (I wonder if Dr. Ficarelli would like my hole distribution now), sliding the dam behind clamps, and asking for help with the frame — all the while narrating Dr. Ficarelli's method word-for-word to my assistant. I smiled behind my mask as I remembered him and felt grateful to have such an excellent influence early in my career. Being a little rusty at it, I was also grateful I still had more than a few seconds to put it on.*

Dr. Barakat graduated from Boston University 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 is the President of the San Diego AGD component. She is a regular contributor to the AGD's Daily Grind blog.



Zeynep Barakat, DMD, FAGD

Dr. Richard S. Mowry Gives Back to the Community

Dr. Richard S. Mowry, an Oral and Maxillofacial Surgeon practicing in Chula Vista for the past 32 years, reaches out to the community each year by awarding four \$500 scholarships. This is awarded on the basis of academic merit and perceived future potential. Applicants write an essay and provide academic performance information. This year, the scholarships were awarded to (L-R below) Sophia Fahey from Bonita High School, Paulina Gonzalez from Eastlake High School, Sofa Luna from Otay Ranch High School, and Tristyn M. Thomas from Olympian High School. They are all to be congratulated with pursuing their College careers. Dr. Mowry said, "Each student was praised for their hard work, leadership skills and their selfless interest to help others in the community."*



What do you think?

This letter to the editor, while unsolicited, discusses a sensitive but relevant subject matter to our profession, both in our practices and out in our society. ADA president Dr. Chad Gehani has even addressed this topic. As a result, I decided to include it in Facets. The views expressed are those of the author as an individual, and do not necessarily reflect the positions or endorsement of SDCDS. Facets encourages respectful discussion and welcomes responses for possible publication. Submit letters to me at: facets@sdcds.org. We reserve the right to edit. By sending the letter, the author certifies that neither the letter nor one with substantially similar content under the writer's authorship has been published or is being considered for publication elsewhere, and the author acknowledges and agrees that the letter and all rights with regard to the letter become the property of SDCDS.—the Editor

LETTER TO THE EDITOR



Stephen E. Lockwood, DMD, MAGD

Letter to the Editor: A Dentist's reflections on racism and unconscious bias

Recent events have ripped the bandage off of unhealed wounds where social injustice has permeated our society. As a country, we have failed to recognize the costs of discrimination. Those of us who do not see this should try to understand the issues to gain awareness and, perhaps, empathy. Despite our most patriotic intentions over the years, there still exists pain within our divided States of America.

It is common knowledge that we have been a country of immigrants for hundreds of years commencing with our early colonists and enslaved Africans soon after. We have learned to construct barriers that alienate others who seem different. We celebrate our summer tans, yet this same color can lead to discrimination of others. Diversity has always been our country's strength but for many this hasn't been their reality. Lack of education, lack of economic opportunity, and systemic structural racism has marginalized many individuals of color. Justice seems relative and sometimes unattainable, as well. "No Justice...No Peace" echoes through our land. We see examples of those paid to protect and serve us exhibiting unchecked attitudes and cloaked prejudices while demonstrating aggressive and passive-aggressive policing methods. As appalling as that officer's knee pressed on George Floyd's neck was to me, I was equally enraged by the indifferent behavior of the nearby officer. We have not fully recognized discrimination experienced by African-Americans. If we don't see it, it doesn't exist.

Unlearning our parents' "best practices" in parenting is similar to unlearning some racial prejudices which have almost, by osmosis, infiltrated our minds and hearts. My parents had their experiences which influenced their racial views, but I had my own experiences in school, athletics fields, and church attendance. Somewhere amongst the legitimate influences of my teachers, professors, coaches, parents, siblings, coworkers, bosses, peers, teammates and pastors I developed my own style of respecting and loving my neighbor as I love myself. As we gain confidence and security in ourselves we are more available to the understanding of others. Here we may be fortunate to have loving friends, family or spouse to point out our cultural insensitivities and unconscious bias. Confronting unconscious bias is an act

of the will. Will I allow myself to be vulnerable to my flaws or character traits that are offensive? We don't often desire to be uncomfortable enough to have the truth smack us in the face. After all, we all have an ego and we tend to believe we are always right. Healthy persons who want to do the right thing can also be uncomfortable when confronted with their bias. It helps to have a loving spouse or friend speak honestly to us and allow a real awareness as clear as a mirror before us. Wisdom comes to those who ask for such help in discovering ourselves at a deeper level – our real self.

As we strive to be ethical professionals, we may have unconscious bias that we are unaware of as we interact with our patients. It all starts with getting to know our patients so we can begin the process of dispelling unconscious bias. I have learned some practical ways to treat all people with respect in my practice. Greeting and meeting a new patient begins the verbal and non-verbal communication. Such communication will begin to build trust within the first five seconds as we dialogue and learn about our patients' concerns and possible anxieties. In a short time a connection of trust allows for the next step in caring for our patients, thus a healthy doctor-patient relationship.

As dentists we are in a position of leadership. We are leaders of our dental team. It is our responsibility to educate and address various forms of prejudice or racism or harassment within our practice. Good leadership will also grow one's practice and foster a healthy work environment. For example, over 25 years ago I interviewed an African-American hygienist. One of my closest friends advised me not to hire a Black hygienist because it would ruin my practice in La Jolla. I was surprised by my friend's bigoted attitude. Our staff overwhelmingly supported my choice to hire this hygienist, who still works with me today. Needless to say there were irreconcilable differences with my old friend. Standing up for what's right and good takes courage and can be uncomfortable at times. When we take a stand to be against racism and accept diversity in our staff we communicate to all new patients our unconditional acceptance. This also helps break down barriers.

continued on next page

Yvette Carrillo, DDS, MS



Yvette Carrillo DDS, MS graduated from Loma Linda University School of Dentistry in 2015, completed her periodontics and implant surgery training at LLUSD in 2018, and is a diplomate of the American Academy of Periodontics. In addition to private practice, she is an adjunct faculty member at LLUSD graduate periodontics, at Southwestern School of Dental Hygiene, and at New Mexico State University. Dr. Carrillo enjoys blogging, working out, cooking, and spending time with her fiancé, Dr. Riley Garrett, a medical anesthesiologist practicing in San Diego.

Looking Beyond the Mask

Dentistry is a unique field in healthcare for many reasons, but especially for the enjoyment that we get from bonding with our patients. Watching our patients' lives unfold is part of the job, and also the part that makes dentistry feel less like work and more fun. The social component of dentistry is unlike other fields in healthcare.

In early March, the viral outbreak of COVID-19 blossomed into a global pandemic. After a nationwide shut down, the city of San Diego quickly changed from a vacation hot spot to a ghost town. Masks became a requirement in grocery store outings, happy hours with friends were out of the question, and our living rooms turned into home offices, yoga rooms, and child daycares.

Before returning to work at our dental offices, new guidelines and recommendations were established. We scrounged for additional and new Personal Protective Equipment, and found new and creative ways to maintain patient and staff safety, using protocols that perhaps before the pandemic were taken for granted like patient check ins, study clubs, and appointment scheduling.

Before COVID-19, my typical consultation included enough time to complete a thorough exam, as well as enough time to get to know my new patient on a personal level. I enjoyed sitting across from the patient and understanding what led to their periodontal destruction. Like clockwork, after data collection, my assistant knew when I was going to scoot my rolling chair across the room and listen to the patient's story and their dental

history. It has become a part of my philosophy that I cannot treat a patient properly without knowing what led to getting them in my chair in the first place.

Now, appointments are shorter, and the personal touch feels so different, even minimal at times. Without the ability to convey myself through facial expressions, I am hoping that my eye contact will suffice. With additional PPE, I am left looking and sounding like some type of dental astronaut. I have to speak so loudly to patients and staff though the N95 mask, that I feel

like I'm yelling. Battle scars after a typical work day include a bruise over the bridge of my nose, mask-ne (mask acne), and ears that feel like they are growing in the wrong direction. I was sometimes left feeling so defeated.

After I stopped sulking, a realization happened and light bulb turned on. I realized that it was these exact infection control protocols and PPE recommendations that helped make patients feel comfortable in

the dental chair. Which is exactly what I was trying to do with my words and body language in a typical comprehensive exam pre COVID-19.

As dental profession, we are so malleable and able to adapt to changing circumstances. The global pandemic has brought on many changes and is not over, but I am hopeful that someday we will return to our favorite way of practicing dentistry. In the meantime, patient comfort has a new meaning, and I know one thing that has not changed: making our patients feel safe and cared for. *

We Welcome Dr. Carrillo as she joins our SDCDS editorial board and will contribute a regular column on her perspective of dentistry for Facets.

continued from page 16

There will be changes in our country and some change will be slow, but if a new generation of young people has equal opportunities, there is hope. Maybe we can allow for expansive language of our Constitution to reveal today that all men are created equal and have certain inalienable rights.

We have all had many thoughts and emotions regarding police brutality and racial injustice. Black Lives Matter is a sweeping movement focused on individual and systemic structural racial injustice towards African-Americans rooted in slavery. Perhaps

if we all KNOW justice we will all KNOW peace. Dr. Martin Luther King, Jr. spoke his dream that his children will "one day live in a nation where they will not be judged by the color of their skin, but by the content of their character." *

Dr. Stephen Lockwood has been practicing in La Jolla since 1985 at Regents Dental Group. He has served in a variety of leadership positions with SDCDS and California Academy of General Dentistry, including President of CAGD in 2010 and AGD Regional Director for California in 2014-2017. He has lectured on various General Dentistry topics for SDAGD and serves as a part-time faculty member of UCSD School of Medicine, Department of Family and Preventive Medicine, and volunteers at the VUSD John Geis DDS Dental Clinic.

For Sale/Lease

Attention Dental Practice Buyers!

We've sold over 350 San Diego dental practices since 2004. 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, krpracticesales.com

For Sale, Boutique Office Suite

La Jolla professional center now accepting CA licensed Real Estate brokers, attorneys, CPAs, Architects, Engineers, Investment Advisors, Physicians and Dentists. 612/sf office suite, \$495K. Call Kevin Gott, 760.525.2203, dynamold@aol.com

General Practice For Sale in Bonita

Approx. 1,100/sf 3 Plumbed operatories, reception area, private bathroom, sterilization area and office. Practice collected approx. 350K in 2019. Send CV to dentalstrategies@gmail.com or edental@aol.com

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.

Fire Sale!

Buy my 47 y/o practice in Clairemont with 4 ops, that has a valuation of \$175,000-\$200,000 for only \$50,000. The reason: You will only be able to have a lease until 2024 with only a possibility of continuing. You can always move but you will have a great head start. Harold Block DDS 619.892.0931 hrblock36@gmail.com

Built-out Dental Suites Available throughout San Diego County

Two in La Mesa - Solana Beach - Escondido - Chula Vista - Carmel Valley - Hillcrest. We also have equipment and Dental Practices for sale. csanders@cesandcompany.com or call 858.395.6438

Pacific Beach Dental Office For Rent

For Lease PB Dental Office. 3 ops, 900sf, vaulted ceiling. Excellent location Behind Trader Joes. Windows on all 4 sides, Security gates, ample parking. Available Dec.1, 2020. Call or text Dr. Fallon 619.379.3771

Help Wanted

GP Dentist Wanted

General Dentist Wanted for our El Cajon & Chula Vista Offices, with a minimal of 5 years experience. Submit Resume to Acmi3@yahoo.com or Fax to: 760.645.3550.

Advertise Here

Reach 2000 Dental Professionals

Deadline for the November issue is 10-1-2020. Classified Ads starting at \$40, your ad will appear both here and at the sdcds.org website. Display Ads: Full page \$1050, half page \$578, quarter page \$400, Eighth page (business card size) \$200. 619.275.7188 or admin@sdcds.org

Available for Hire

In-house Implant Surgeon/Prosthodontist

Misch Implant Institute Faculty; available 1-4 days/mo, including evenings and Saturdays. Implant placement; grafting; extractions. 25+ years of private practice and in-house surgical experience. See website, www.inhouseimplantdentistry.com for additional details and dentist testimonials. 818.359.2076

Support Services

Anesthesia Associates

I.V. sedation & general anesthesia in your office. Board certified Drs. Marco Savittieri and Carl (Chip) Miller. Providing 26 years of anesthesia services to San Diego County Dental Society members. Call Brigitte at 760.451.0582 or 760.419.4187. *We thank you for your continued support!*

Dental Equipment Repairs

All makes and models, 35 years' experience. U.S. Navy retired dental equipment repairman. San Diego Dental Equipment Service and Sales. Steve at 619.200.2023

Office Based Dental Anesthesia

Board-certified, licensed, insured. Anesthesiologist available to provide general anesthesia (or IV sedation) to patients in your office, pediatric or adult. Please contact me for more information or questions. 40winksanes@gmail.com or 206.948.2468



San Diego County
DENTAL SOCIETY

Advertisers! How can you reach 2000 San Diego Dental Professionals?

Answer: Right here, in the November issue

CLASSIFIED AD

starting at \$40
Ad appears both
in print & online at
SDCDS.org

DISPLAY AD

2020 Ad Pricing
Full page: \$1050
1/2: \$578 1/4: \$400
1/8: \$200

Deadline: Oct. 1, 2020 for the November issue
619.275.7188, admin@sdcds.org

MENTORSHIP PROGRAM

Join SDCDS's Mentorship Program which aims to connect seasoned and experienced dentists with new dentists.



Mentors & Mentees

Build and cultivate relationships with fresh faces

Exchange ideas and perspectives on various issues going on with your practices

Practice troubleshooting and problem-solving with your mentees

Unique, tailored support and encouragement from a trusted mentor

Get the latest ideas, techniques and best practices from established and experienced dentists

Share knowledge and expertise

Go online for more info or to apply: sdcds.org/mentorship-program/
Please contact Meg Hamrick, our Membership Coordinator, with any questions membership@sdcds.org or (619) 275-7188



SAN DIEGO COUNTY
DENTAL FOUNDATION
EDUCATION, ACCESS AND ADVOCACY

We all need to support each other and better our profession by supporting the Foundation. Donate now to help us treat veterans, kids and many others in our outreach events.



ARE YOU READY?

TO SELL YOUR PRACTICE & READJUST YOUR FOCUS?

THE TRUSTED TRANSITION PROCESS™

It all starts with a conversation. Let's start one to see how we may be able to help.



SEAN SULLIVAN
Cal DRE #02084505



JASON OWENS
Cal DRE #02037346

We have 45 years of combined leadership and dental industry experience and 30 years of caring support for San Diego area dentists. We've developed collaborative partners, resources, and business connections in every corner of the dental industry and feature a robust web presence and a nationwide footprint of associates.



Successfully Connecting the Dentist's Present With Their Future

CONTACT US AT:
ddsmatch.com | 855-546-0044

ABOUT US

Fortune Law Firm Speakers have authored, coached, trained and presented for groups like the Trump Organization, Robert Kiyosaki, Nelson Nash, Tony Robbins and T-Harv Eker, to name a few.

WHAT WE COVER

- Asset Protection
- Lawsuit Protection
- Medical License Protection
- Reputation Protection
- Tax-free Investments
- Tax Reduction
- And much, much more.

Be sure to attend this seminar at SDCDS on Thursday, September 3, 2020 from 6-8PM.

- Providing a 2 Hour - 1.5 PACE Approved Lecture



Nick Fortune, Ph.D.

Nick Fortune has a Masters in tax from Stanford and a Ph.D. in tax accounting from USC. He is also an inventor and intellectual creator of IRS approved legal structures for asset protection, tax-savings programs, wealth-strategy patents, as well as medical "outside the box" patents. Over the last two decades, Nick has lectured for some of the largest medical associations and health care providers in the world and continues to be an advisor to the same. Nick brings some of the most advanced and affordable asset protection and tax strategies in the country to the medical field: from tailored and custom-made corporate structures, to capital, raises - even bringing medical products and devices to market. Everything Nick does for doctors is aimed at protecting their hard-earned money - either keeping it safe from creditors and predators or reducing the amount owed in taxes through creative and IRS-approved tax strategies.

We speak
Doctors listen



Zach Parry, Esq.

Zach Parry, is a Fortune Law Firm Principal, Zach started the Fortune Law Firm to redirect the power afforded by his law license: he now helps doctors protect themselves from the negative effects of medical malpractice lawsuits. He earned his law degree from the University of Illinois where he also became a professor and subsequently published over 50 legal articles and a book currently used as the text for a legal course at UNLV. Although Zach has become known for his work protecting doctors, for several years prior, he owned his trial practice where he regularly sued doctors for medical negligence. It did not take long for Zach to realize that the medical malpractice system is broken - doctors lose even if they win: if the case settles, the doctor's name goes onto the National Practitioner's Data Bank, which is a permanent stain on their reputation. If doctors go to trial, they risk even more. He also advises on compliance and shows them how to legally get their offices HIPAA and OSHA compliant. Plus, he shows them how to participate in tax-free, high-deduction investments.

OUR AWARDS



RECOGNIZED BY



844-400-4999



booking@fortunefirm.com

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



Ransomware Guidance

The entire world, including the world of dentistry, has been struggling to manage the impact and risks associated with COVID-19. While those struggles are real and significant, it remains important to not let one's guard down regarding other ever present risks like those associated with ransomware. The Federal Trade Commission (FTC) indicates that ransomware represents an increasing risk to the economic viability of small businesses and presents a significant data breach possibility for HIPAA and HITECH covered entities, like our dental practices.

Ransomware is a form of malware that uses tools such as encryption to hold data hostage in exchange for payment. There are variants of ransomware: some steal data from your computer and advise you of the theft and require payment to return the data back to you in order to not "breach it" to the public. Some ransomware malicious software programs threaten to delete files from your system so they are no longer available. And finally, some ransomware programs put up a lock screen on all networked computers and instructions are given on how to make payment to regain access to your precious data.

A ransomware event has devastating economic effects due to causing practice operations to grind to a halt. Think for a moment how many tasks are performed on your computers at the office in all areas: the front office, back office and even private office computers are all essential for the day to day operations in a dental office. Being locked out of all systems prevents patient charting, administrative functions, as well as financial transactions. A ransomware event also hurts patients since their data has the potential to be stolen and used for fraudulent reasons. And problem of denial of service is another issue when the data is held captive, as it's not accessible and can't be available to provide appropriate care. Fortunately in dentistry, a life and death situation shouldn't present itself, so the ability to access records necessary to save someone's life shouldn't occur, like it might in a hospital with critical care situations.

How is ransomware most commonly delivered? Phishing scams! Sometimes ransomware presents as spam emails that are pretty easy to spot, but other times they can be acutely targeted to your practice to make the phishing email very difficult to discern from a true situation requiring a response. Fortunately phishing scams are avoidable through adequate training and education. At this point we are all well versed in managing our COVID risk reduction procedures, and we should also spend energy to advise staff that handle the day to day emails with significant caution. Staff must recognize the significant damage they could cause from carelessly clicking these malicious emails. Thanks to personal devices, unfortunately many people are "numb" to the process of browsing emails, but they must unlearn that habit if they have the crucial responsibility of managing your practice's emails.

Law enforcement and the FTC do not recommend paying ransom demands since there are many examples where data is deleted anyway even if payment is made, and there are cases where payment demands are actually escalated even after the demanded payment is made. The best defense in the case of a ransomware event lies with backups. Backups are the key that allows you to be able to move on from a ransomware event. But they must be done regularly on a routine basis, and it is essential that they are kept separate of the office's computer network since ransomware commonly spreads to devices on your network.

COVID-19 has been an overwhelming challenge for dental practices to manage, but it's important to not ignore the significant and potentially devastating risks associated with ransomware by being well prepared with good training, and good backups. *

San Diego County
DENTAL SOCIETY

Follow us on Social media! stay informed, at sdcds.

SAN DIEGO ADVANCED STUDY GROUP
A Seattle Study Club
"Cultivating Excellence in Comprehensive Dentistry"
RSVP for events to May Tong 619-298-2200 Ext. 107

2020-2021 Curriculum/Reg Form available at www.mvoms.com

September 15	October 20	November 3
2020-2021 Season Kick-off	Calif Dental Practice Act: Zoom at 6pm	Treatment Planning: Zoom at 6pm

• BLS Certification • CA Dental Practice Act
• 39 CE Credits/Academic Year

SATURDAY

SEPT 12

Shredathon


Summary: Stop by for this exclusive members-only event while we lighten your office load! We may not serve tacos and beer this year, so prepare for a drive-thru style event. Find info at sdcds.org on what you can bring to be destroyed. Note there is a 10 box limit, and X-rays & metal prongs will need to be removed prior to collection.

Time: 12 - 3pm

Location: 135 Saxony Road, Encinitas, CA 92024


Register: sdcds.org/events/membership@sdcds.org

Sponsor: Ken Rubin Practice Sales



THURSDAY

SEPT 17

BLS Renewal for Healthcare Providers
*FREE CE**



Summary: Register early if your CPR card is expiring; limited spaces available.

Time: 5:30-9:30pm (5pm check-in)

Location: SDCDS Office


Register: sdcds.org 619.275.7188 or admin@sdcds.org

Pricing: member \$40... (or use your 1 FREE member benefit CE for 2020). nonmember \$60, member staff \$50



FRIDAY

OCT 09

Dental Practice Act and Infection Control
*FREE CE**


Summary: This course reviews the DPA topics and regulations that are required for re-licensure. Then review CDC guidelines and State regulations for Infection Control.

Time: 8am-12:30pm


Location: SDCDS Office

Register: sdcds.org, 619.275.7188 or admin@sdcds.org Meeting ID, password and handouts will be emailed on October 6th.

Pricing: member/staff \$25 | nonmember: \$50

Sponsor: Bank of America, Bank of California, Fortune Management, GlaxoSmithKline


Co-Hosted by: San Diego County Dental Hygienists' Society



Speaker: Diane Arns, BS

THURSDAY

OCT 22

BLS Renewal for Healthcare Providers
*FREE CE**



Summary: Register early if your CPR card is expiring; limited spaces available.

Time: 5:30-9:30pm (5pm check-in)

Location: SDCDS Office


Register: sdcds.org 619.275.7188 or admin@sdcds.org

Pricing: member \$40... (or use your * 1 FREE member benefit CE for 2020). nonmember \$60, member staff \$50



FRIDAY

NOV 06

TMD and Non-dental Tooth Pain
PART 1 Webinar



Summary: Avoid Restorative and Orthodontic Failures Due to Undiagnosed TMD and Orofacial Pain. Learn how to screen for TMD (TMJ) as part of the complete dental examination. Review how to treat uncomplicated cases and which cases to refer to an orofacial pain dentist with specialty training.

Time: 8:30am-12:30pm

Register: sdcds.org, 619.275.7188 or admin@sdcds.org Meeting ID, password and handouts will be emailed on Nov. 3rd.

Pricing: member/staff \$15 | nonmember: \$30 or TWO-DAY BUNDLE price member/staff \$25 | nonmember: \$50

Sponsor: Bank of America, Bank of California, Fortune Management, Ken Rubin Practice Sales, Integrity Practice Sales




Speaker: Dr. Joseph R. Cohen

*Course credit approved by AGD for your Fellowship/Mastership

SATURDAY

NOV 07

TMD and Non-dental Tooth Pain
PART 2 Webinar



Summary: 40% of patients presenting to the dental office with tooth pain do not have pain related to teeth. This presentation will help dental practitioners identify these patients to avoid unnecessary dental procedures that often cause more pain and loss of healthy teeth.

Time: 8:30am-12:30pm

Register: sdcds.org, 619.275.7188 or admin@sdcds.org Meeting ID, password and handouts will be emailed on Nov. 3rd.

Pricing: member/staff \$15 | nonmember: \$30 or TWO-DAY BUNDLE price member/staff \$25 | nonmember: \$50

Sponsor: Bank of America, Bank of California, Fortune Management, Ken Rubin Practice Sales, Integrity Practice Sales



Speaker: Dr. Joseph R. Cohen

*Course credit approved by AGD for your Fellowship/Mastership

2020 POSTPONED EVENTS **NEW DATES PENDING, STAY SAFE.**

Sep 19

6CE units

Contemporary Forensic Dentistry

Summary: Topics will include forensic dental identification of decedents of varying postmortem states including: skeletal, fragmented, decomposed, burned remains and pattern injuries as they relate to bite mark investigation not only in human bites but animal bites as well.

Location: Handlery Hotel

Sponsors: Banc of California, Fortune Management, Garfield Refining, Integrity Practice Sales, Ken Rubin Practice Sales

Sep 26

Gala Celebration

Summary: Red Carpet fundraiser, 'Old Hollywood'. Last years event was attended by over 300 guests.

Time: Evening

Location: Del Mar Hilton

Includes: Dinner; Silent Auction, Live Auction

Pricing: Member \$175



San Diego County DENTAL SOCIETY

1275-B West Morena Blvd., San Diego, CA 92110

PRSRT STANDARD
U.S. POSTAGE PAID
SAN DIEGO CA
PERMIT NO. 976



San Diego County DENTAL SOCIETY

FREE online learning

for SDCDS Members

Live Webinar Classes

Earn 1 Interactive CEU per class

SEPTEMBER & OCTOBER 2020

Biofilm-Focused Care Protocols for Teeth, Implants, and Restorations

Susan Wingrove, RDH, BS: Wednesday 9/9/20 - 4pm

Hybrid Indirect Blocks: CAD/CAM Materials That Mill Fast, Look Great & Fit Exceptionally Well!

Dr. Sam Halabo: Thursday 9/10/20 - 5:30pm

Delivering Simple, Cost-Effective Implant Treatment to Fully Edentulous Patients

Dr. Ara Nazarian: Wednesday 9/16/20 - 4pm

Dental Cementology: The Key to Longevity in Indirect Dentistry

Dr. Chad Duplantis: Thursday 9/17/20 - 4pm

Delivering Successful Anesthetic: Beyond What You Learned in Dental School!

Dr. Lori Trost: Thursday 10/1/20 - 4pm

Cutting Overhead Costs

Sally McKenzie: Wednesday 10/7/20 - 4pm



4 easy steps to your ONLINE LEARNING

- 1) Visit: sd.dentalsocietyce.com
- 2) Click **Log in** on the top right hand corner
- 3) **Username:** enter your ADA number (note: if ADA number starts with a 0, drop it.)
- 4) **Temporary Password:** onlinece
If you have trouble logging in please contact Fernanda, our CE Coordinator at (619) 275-7188 or admin@sdcds.org