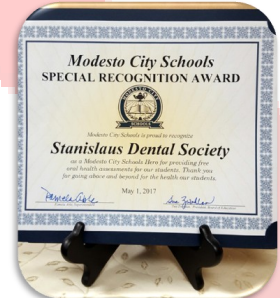


# The Heart of a Dentist



**CDA Cares Clinics**

**Modesto Centre  
Plaza  
October 26-27, 2018**



**Dr. Philip Openshaw Goes to Uganda**

**My Dental Mission to Kenya  
by Gladys Gesicho, SDS Member**

**Dr. Michael Cadra and Eric Go to Nicaragua**



**Drs. Jennifer and Nicholas Leon-Guerrero return  
from 10 day mission trip with Smiles for Central  
America to Quetzaltengo, Guatemala**

**SDS Dentists Hold Annual Donated Dental Clinic in Turlock**

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Your contributions in the form of articles, photos and/or ideas are greatly appreciated. The APEX editorial staff is interested in articles of general membership interest. This can include an accomplishment, interesting hobby, innovative idea, volunteer effort, etc. Please feel free to submit an article or call for an interview. All articles are subject to editorial review.



## Presidential Pondering

Dr. Wesley Wong, SDS President

It has been an honor and pleasure to represent Stanislaus Dental Society as a board member for the past 3 years. I have learned so much in this short time and encourage other members to participate as a board member in our organization. The most eye-opening and significant thing that I learned is that CDA does so much for their members.

Years ago, as a benefit to its members, CDA started TDIC in an effort to control the continual unreasonable and unwarranted rise in malpractice liability insurance. Members and non-members benefit each year monetarily from the low cost of insurance. The reason dentists pay so little for insurance for so long is because TDIC controls the market. It forces other carriers to keep prices competitive to TDIC. Think of all the years and all the dentists who have benefited from TDIC. This will continue to benefit dentists every year.

Today, again to benefit members, CDA has started TDSC. TDSC, The Dentists Service Company, has started to offer members dental products at greatly-reduced rates. This service is at the beginning stages, but the goal is to provide members dental products at a price point that will be competitive to other supply companies. TDSC would like to offer prices equal to the purchasing power of large dental corporations.

Finally, the CDA's efforts to represent dentists against Delta Dental have been inspiring. This ongoing battle has given dentists a voice against the insurance companies. It took CDA three and a half years of litigation to block Delta Dental from reducing reimbursement rates for the Premier Plan saving dentists nearly a half-billion dollars in fee reimbursements.

In closing I'd like thank Robin for always being there for the membership and the board. I'd also like to acknowledge the current board in its efforts. Let's do our part and continue to participate in organized dentistry. Encourage your peers and colleagues to stay connected to our profession.



## 2017 SDS Officers

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**Dean Brewer, DDS**

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**Amanda Farley, DDS**

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## Toll Free Numbers

ADA. . . (800) 621-8099  
CDA. . . (800) 232-7645  
TDIC . . (800) 733-0634  
Denti-Cal Referral  
.....(800) 322-6384

## Welcome to the Newest Members of the 2018 Stanislaus Dental Society Board of Directors!

### Samer Hamza, DDS—Secretary

*I was born in Damascus, Syria and attended the school of Dentistry at the Damascus University. I earned my license to practice in California in early 2001, and have been practicing in Stanislaus County since.*

*I worked with a group in Modesto for about ten years where I was a managing dentist. I then opened a private practice in Turlock back in 2007 and am currently working on expanding and moving my office from its original location to the Turlock Professional Park on Geer. I will be celebrating the office's ten-year anniversary this December.*

*I have resided in Turlock since 2004 with my wife, Areeje, and three boys, Adam 14, Tim 9, and baby Logan. I am involved in the Rotary club and am eager to serve the local community. I enjoy the beautiful California outdoors and my favorite destination is Yosemite National Park.*



### Charles Kim—Editor



*I was born in Columbus, Ohio and was raised in South Korea from the age of 2 to 14. I attended the University of Utah as an undergrad and then the UCSF School of Dentistry. I did a Lutheran AEGD residency and moved to Turlock for a wonderful job opportunity in 2012 and my practice is in Waterford.*

*I am married to Jasmine and we have two girls - Joanna (2 years old) and Lillian (2 months old). I can't wait for Lillian to get a little bit bigger so that we can participate more actively in the HOPE medical / dental van. I do a lot of movie watching and eating yummy food but traveling is on hold until Lillian has passed the breast feeding stages of her life. :)*

### 2018 Board of Directors

Dean Brewer, DDS—President

Amanda Farley, DDS—President-Elect

Victor Pak, DDS—Treasurer

Samer Hamza, DDS—Editor

Charles Kim, DDS—Editor

### 2018 Committee Chairs

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Community Health—Preston Payne, DDS

Ethics/Bylaws—Matt Swatman, DDS, MSD

Program—Amanda Farley, DDS

Forensic Odontology & State Emergency—Gary Found, DDS

Well-being—Michael Shaw, MD, DDS

Legislative—Andy Soderstrom, DDS

Media Relations—Open

Membership—Samer Hamza, DDS

Peer Review—Jennifer Leon-Guerrero, DDS



### **CDA Trustee meeting, October 13, 2017**

As always, there is a lot going on at CDA. The California Dental Association is always searching for ways to increase the value of your CDA membership. Whether it be through the collaborative efforts of the CDA legal department in the litigation against Delta Dental, community outreach, direct member benefits through TDIC and now TDSC, or the strengthening of the organization itself, CDA is working to provide its members benefits that will help them succeed in their dental practices.

As you may know, CDA has been involved in litigation against Delta Dental. CDA took on this case because we felt that our members were being treated unfairly. Much time, effort, and resources were spent to defend your rights as dental practitioners. The case is winding down and the final results and details should be available in early 2018. We look forward to working with Delta Dental in the future to insure that our member dentists can continue to provide the best dental care possible to their patients.

CDA has always recognized the importance of giving back to our communities. Relief aid was allocated to the victims of hurricanes Harvey, Irma and Maria. The money that CDA, and you as a member, contributed will have a direct impact on the recovery of all those affected by these disasters. CDA Cares "Bakersfield" was another resounding success. Since the first CDA Cares in Modesto, over \$19.25 million of dental treatment has been provided for 23,509 needy patients, by 20,350 generous volunteers. We give a heartfelt thanks to all the volunteers and sponsors. And yes, we do need your help and support. CDA Cares "Anaheim" will be held April 27-28, 2018 and CDA Cares MODESTO will be held October 26-27, 2018. Go to the CDA website and sign up to be a part of something wonderful.

TDIC, The Dentist Insurance Company has helped many participating dentists save thousands of dollars on their insurance premiums. The lower cost of insurance premiums through TDIC has also helped keep down the cost of insurance across the board. TDIC continues to be successful as it grows and expands into out-of-state markets. If you are not using TDIC as a carrier for your insurance, check them out. The savings they offer to CDA members will surprise you. Being acutely aware of how increasing costs affect us as practitioners, CDA has launched TDSC, The Dentist Service Company, which offers savings in the areas of practice management, consulting, and supplies. I encourage everyone to check out "The Market Place" on the CDA website and shop for your dental supply needs, offered to CDA members at significant discounts. It is important that CDA, as an organization, remains strong to benefit all its members. Whether it be through the new strategic plan and mission statement, sound budgetary and financial practices, or the upgrading of buildings and infrastructure, CDA is committed to being available as an organization to support and benefit its members for years to come.

The California Dental Association Board of Trustee's priority as an organization is to the service of the CDA membership. All of us as CDA members benefit from the many hours of hard work from the Board of Trustees. It is an honor to serve as your Stanislaus Dental Society Trustee, and to serve with so many individuals who are committed to the benefit of the dental profession, its members, and to our communities by providing a strong organization and giving us a united voice.

Sincerely,

John L. Sulak, D.D.S.  
Stanislaus Dental Society, Trustee

## American Dental Association and CAQH Team Up to Simplify Credentialing Process for Dentists

*The ADA® credentialing service, powered by CAQH ProView®,  
will help reduce repetitive paperwork*

**CHICAGO, IL, Oct. 10, 2017** — In an effort to reduce administrative burdens for all dentists, the ADA and CAQH have formed a strategic alliance to help streamline the credentialing process for dentists, dental plans and employers. The ADA® credentialing service, powered by CAQH ProView®, enables dentists to enter their professional and practice information one time in an easy-to-use, fast and protected digital platform.

“We hope the days of dentists submitting multiple credentialing applications are coming to an end,” said Dr. Joseph Crowley, ADA President-elect. “This collaboration is a great opportunity for all dentists to simplify the business of dentistry through a smart, efficient solution that’s currently in use by more than 1.4 million other healthcare providers and over 900 participating organizations.”

Any U.S. practicing dentist can participate in this service by visiting [ADA.org/godigital](http://ADA.org/godigital) and then selecting the “My Credential” icon. By accepting the terms and conditions, the dentist will be redirected to the CAQH ProView Welcome Page. There, he or she will see certain prepopulated information from the ADA - or the information attested to previously - making it easier and quicker for the dentist to complete and attest.

Once a profile is complete and attested, dentists grant permission to the dental plans and other participating organizations they choose to access their data. The information can be used not only for credentialing, but also for provider directories, network adequacy and other business needs. A number of dental payers already participate in CAQH ProView; view the full list at [CAQH.org/proviewdentalplans](http://CAQH.org/proviewdentalplans).

“Collaboration is a hallmark of all CAQH initiatives,” said Robin Thomashauer, CAQH Executive Director. “Our alliance with the ADA will reduce the costs and administrative burdens for both dentists and dental plans alike, and further establishes CAQH ProView as the healthcare industry’s go-to choice for collecting and sharing provider data.”

Dentists can update their information any time. Automatic reminders will encourage dentists to review and attest to their information every 120 days so that profiles remain timely and accurate. The system will also prompt users if their licenses or other documentation are about to expire.

**Learn more about the ADA credentialing service at [ADA.org/credentialing](http://ADA.org/credentialing). Learn more about CAQH ProView at [caqhproview.org](http://caqhproview.org).**

### **About CAQH**

CAQH, a non-profit alliance, is the leader in creating shared initiatives to streamline the business of health-care. Through collaboration and innovation, CAQH accelerates the transformation of business processes, delivering value to providers, patients and health plans. Visit [www.caqh.org](http://www.caqh.org) for more information and follow us on Twitter and LinkedIn.



PROVIEW®



## SDS Members Giving.....

### Salvation Army Red Kettle Kickoff

Congratulations to members of SDS who supported the Salvation Army at its 25th Annual Kettle Kickoff luncheon at Modesto Centre Plaza on November 16. The event raised over \$215,000 for our community of which \$2,000 was raised by participating SDS member dentists! The event includes a turkey dinner with all the trimmings and a hilarious seven-minute dash through the seated crowd of attendees carrying a red kettle collecting all the money they can. Money raised supports many people in our community by helping provide food, shelter and programs. Some of our SDS members regularly support this event by reserving tables. If you watch this 1:45 minute video, <https://www.youtube.com/watch?v=ovJv78vg8ZI> at 0:32 you'll see someone you may recognize!



This is an annual event and any member of SDS interested in participating next year can contact the SDS office. Maybe we'll make YOU carry the kettle!



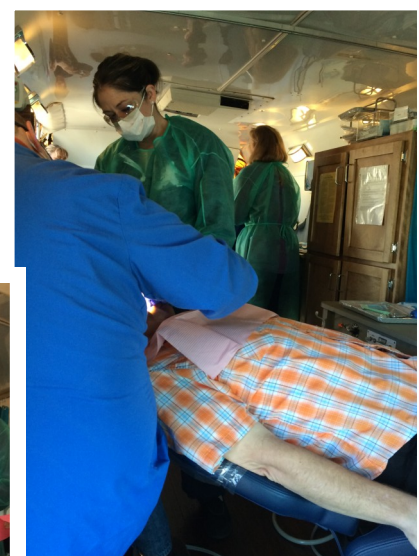
## Hope Dental Van

The Hope Free Clinic's mobile dental van has been serving low-income families in Stanislaus County for four years. We are able to provide basic services including composite fillings, extractions, ultrasonic debridement, cleanings, and patient education. Nine months out of the year, we work at rotating locations every Saturday morning. We are always looking for others to join our volunteer team. Dentists, assistants, medical doctors, nurses, and administrative people to help register our patients. Contact Sarah at 209-529-7346, ext. 313 if you are interested. Our annual orientation is March 31, 2018. This is a great time for you to join our team! If you have any questions, please contact Dr. Corey Acree at (209) 529-0674.

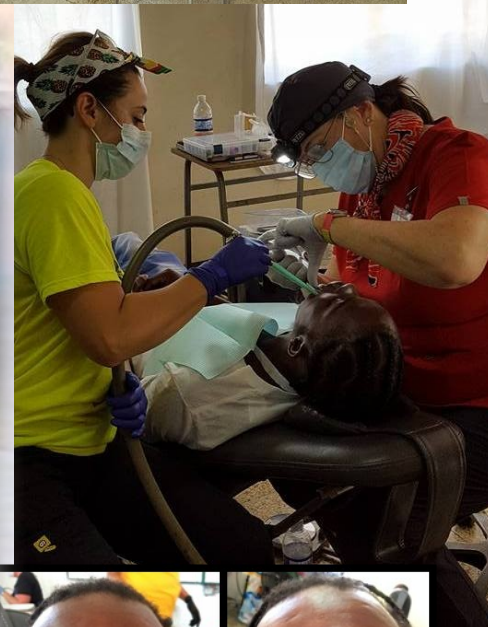
Stats from starting until 10/27/17:

Caries: 425

Extractions: 209



SDS Member Dr. Katie Kucera and Executive Director Robin Brown Giving Back in Jamaica-Grange Hill Clinic



# Ban-the-box law, new leave mandate, other laws take effect January 1

*Reprinted with permission from California Dental Association*



Gov. Jerry Brown on Oct. 14 signed into law Assembly Bill 1008. This statewide “ban-the-box” law generally bars employers with five or more employees from asking an applicant to disclose conviction information until the employer has made a conditional offer of employment. If an employer later decides to revoke the offer based on an individual’s criminal history, the employer must undertake a procedure called the “fair chance” process. AB 1008 will take effect Jan. 1, 2018.

Under the new law, an employer is prohibited from “inquiring into or considering” the conviction history of the applicant until after a conditional offer of employment has been made. This means not asking questions about conviction history on an application or during the interview and hiring process until after an offer of employment. This includes not utilizing background checks that reveal criminal conviction history until after an offer is made.

Once the offer has been extended and the criminal history obtained, the employer cannot deny an applicant a position solely or in part because of conviction history until the employer performs an individualized assessment. This assessment must justify denying the applicant the position by linking relevant conviction history with specific job duties of the position sought.

## **What should employers do now?**

Prior to Jan. 1, employers should carefully review their employment applications and hiring processes to ensure compliance with the law — specifically the requirement to not seek or rely on criminal history information until after a conditional offer of employment. For many employers, this will necessitate revising initial employment applications to remove “boxes” or questions that ask applicants to disclose criminal convictions. Employers should also update all documents related to federal and California fair credit reporting act compliance, including updating background check authorization and disclosure forms and adverse action notifications.

CDA Practice Support provides resources, such as the [Recruiting Checklist for new employees](#), to assist members through the hiring process.

## **Local ban-the-box ordinances not affected**

The new state law specifically provides that it does not affect other rights and remedies that an applicant may have under any other law, “including any local ordinance” — like those in San Francisco or Los Angeles.

## **New leave mandate for small businesses**

Beginning Jan. 1, 2018, the New Parent Leave Act ([Senate Bill 63](#)) will require employers of 20 to 49 employees to provide an additional 12 weeks of protected baby bonding leave to employees when certain conditions are met. The act allows an employee to bond with a child within one year of the child’s birth, adoption or foster care placement and is in addition to Pregnancy Disability Leave.

The New Parental Leave Act applies to eligible employees who meet all of the following:

- ✦ Worked more than 12 months;
- ✦ Worked at least 1,250 hours of service during the prior 12-month period;
- ✦ Work at a jobsite where there are at least 20 employees within a 75-mile radius.

This leave mandate could result in small-business employers having to provide up to seven months of protected leave for the same employee. It will have the greatest impact on employers with 20 to 49 employees who are not already required to provide family leave under the federal Family and Medical Leave Act or the California Family Rights Act.

As with Pregnancy Disability Leave, employers will be required to maintain and pay for coverage under a group health plan for an employee who takes this leave. Employers could face lawsuits for failing to provide the leave, failing to return the employee to the same or comparable position after the leave, failing to maintain benefits while the employee is out on leave or taking adverse employment action against an employee who uses the leave.

## **What should employers do now?**

Practice owners who directly employ over 20 employees within a 75-mile radius may need to draft a compliant leave of absence policy, develop leave of absence forms and procedures and train managers about the requirements of the act, especially with respect to no-retaliation and no-discrimination provisions.

## **Salary history inquiries prohibited**

Also set to take effect Jan. 1 is a ban on salary history inquiries. Gov. Brown on Oct. 12 signed into law [AB 168](#), which prohibits employers from seeking salary history information, including compensation and benefits, for the purpose of

(cont. Page 11)

(cont. from Page 10)

determining whether to hire the applicant or how much to pay the applicant. If employers already have that information or an applicant volunteers it, they cannot base a new hire's pay on past earnings.

The new law also requires employers to give applicants pay scale information if they request it. Employers can be assessed a penalty for failing to provide pay scale information upon demand.

### **What should employers do now?**

CDA Practice Support recommends that employers update their employment applications and conduct a market salary survey when determining compensation for each position. CDA Practice Support offers a [sample Application for Employment](#).

### **New workplace notice, expanded anti-harassment training requirements**

Under SB 396, employers with five or more employees must prominently post a transgender rights workplace notice, still in development by the California Department of Fair Employment and Housing at the time of this writing. In addition, employers with 50 or more employees who are already required to provide training within six months of hire or promotion and every two years thereafter must include information on gender identity, gender expression and sexual orientation as part of the training. Such training must be conducted by educators with the knowledge and expertise in these topics and must include practical examples.

### **Immigrant Worker Protection Act**

AB 450, the Immigrant Worker Protection Act, shields workers from immigration enforcement while on the job. Taking effect Jan. 1, 2018, the act prohibits an employer from providing any federal immigration enforcement agent with access to a business unless the agent provides a properly executed warrant or subpoena. The employer is also prohibited from providing the agent voluntary access to the employee's records without a subpoena or warrant.

Employers are required under this law to notify all current employees when a *Form I-9 Employment Eligibility Verification* inspection was performed by federal immigration enforcement officials, as well as provide notice of the results of the inspection to each affected employee and authorized representative.

Violation of the provisions of the law carries stiff fines ranging from \$2,000 to \$5,000 for a first violation and \$5,000 to \$10,000 for each subsequent violation.

CDA Practice Support resources can help members comply with these new laws. Find a sample [Application for Employment](#), [Recruiting Checklist](#) for new employees and more at [cda.org/practicesupport](http://cda.org/practicesupport).

© 2017 California Dental Association

*Member Get a Member*

## Recruit a new member, get \$200

**Bring in a new member, get \$200.**



Refer a new member to CDA and receive double the reward, a \$100 check from CDA and a \$100 American Express gift card from the ADA for every referral.

Simply share with your peers why you love being part of the 25,000 dentists who are working to make the profession stronger.

For details and to apply visit [www.cda.org/mgm](http://www.cda.org/mgm)

ADA campaign ends September 30. The total awards possible per calendar year are: \$500 from CDA, and \$500 in gift cards from the ADA. Members may decline the gift card and the ADA will contribute \$100 to the ADA Foundation.

Dr. Rockwell referred a new CDA member.





## Robin's Relevant Remarks

SDS Executive Director

It's certainly an exciting time to be in the dentistry field! CDA's fight to bring Delta Delta into compliance with the recently proposed settlement agreement was certainly a relief to it's members. Your dues \$ at work!

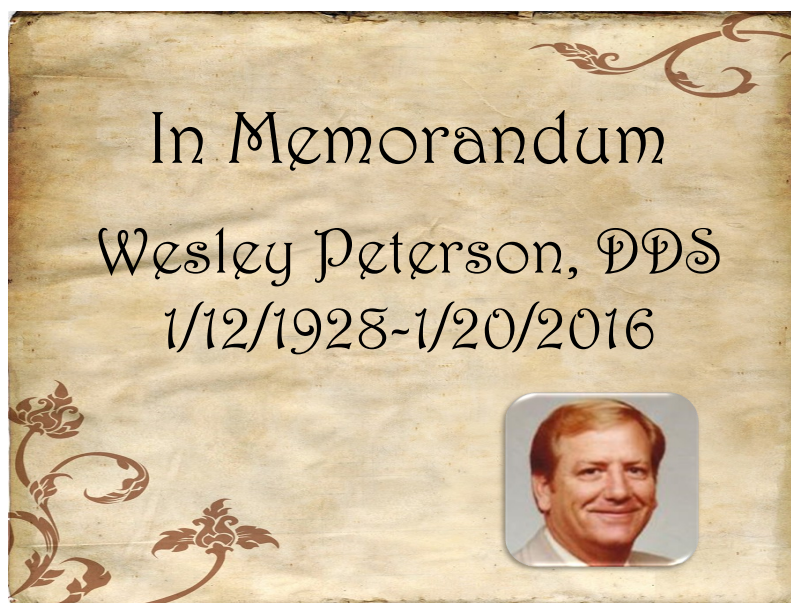
Also for your benefit, this year CDA has launched The Dentists Service Company (TDSC). TDSC was created to assist members with practice management with help from dedicated specialists in human resources, marketing and practice advising, but the biggest buzz is about their marketplace! I have heard from many of our members about how much money they are saving on their dental supplies. By leveraging the purchasing power of CDA's large membership, they work to bring you the best savings possible on many everyday dental supplies. And shipping is free! Obviously, the more members that use the marketplace, the better price CDA can bring by using the power of bulk purchasing. It's certainly worth taking a look and doing some comparison shopping. Don't see an item that you need? Let them know and they'll see what they can do for you! Just log in to <https://www.tdsc.com/> using your regular CDA login and click on the Marketplace tab. You could spend all day looking at the items for purchase (but don't, you have work to do!). (Pst! Check out Page 14!)

The biggest buzz for SDS in 2018 is that CDA Cares is coming back to Modesto's Center Plaza Friday-Saturday, October 26-27! We were privileged to be the first location that CDA chose to hold it's first Mission of Mercy Cares event and we are even more excited to bring it back. The Modesto Cares will be the 14th Cares event and we are hoping it will be one of the best and most supported. We have learned much over the last 12 Cares events and with the prestige of having an event of this magnitude in our backyard comes great responsibility. Our own Dr. Elizabeth Demichelis has the honor of being chosen to chair Modesto Cares and with the assistance of various community leaders and yours truly, we are hoping to hold a very successful event. Of course, we can't do this without your support and we will be depending on our members and staff to provide the time and effort required to make this a productive and memorable experience.

You will be hearing more about this event in the months to come and I will be putting out a call for assistance to our members, staff and other volunteers for help in providing dental care for our community so everyone else will know what I already know.....

**... SDS members: preserving the dental health of the earth's population, one patient at a time!**

.....



## **CDA negotiates larger settlement for Delta Dental Premier dentists**

*Reprinted with permission from the California Dental Association*

A revised proposed settlement agreement between Delta Dental of California and the plaintiff class of Premier dentists has been filed in Superior Court. The revised settlement includes an agreement by Delta Dental to pay an unprecedented monetary award that nearly doubles the amount the parties had previously agreed upon to more than \$65 million. CDA and the other class representatives Dec. 14 filed a renewed motion for preliminary approval of the revised proposed class settlement, which resulted from additional mediation with Delta Dental earlier this year. The additional mediation was required after an error in the financial calculations was discovered during the validation CDA required of the prior settlement amounts.

The proposed monetary settlement, now up to \$65,029,299, is the result of legal action that CDA began against Delta Dental in 2013 to protect members' rights to fair dealings after learning of Delta's plans to reduce Premier Provider rates by 8 to 12 percent. The legal action, which ultimately grew into a class action on behalf of all Premier dentists, even those who were not CDA members, successfully blocked Delta's attempt to reduce Premier dentist reimbursement rates for over four years, which has saved dentists more than \$600 million in Premier plan fee reimbursements.

"CDA took a stand for members and we succeeded — not only in our fight to protect dentists' right to fair dealings, but in achieving an unprecedented settlement with Delta Dental for Premier Providers," said CDA President Clelan Ehrler, DDS, MS. "And with CDA working diligently for our members, that settlement amount has now topped \$65 million and been expanded to include an even larger number of dentists than the previous settlement."

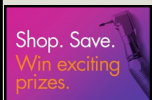
In verifying the previously proposed settlement amount of \$34,750,000, an error was discovered in the procedure Delta used to calculate the impact of its inflation adjustment percentage (INAP), which was the basis for the alleged underpayment to class members. Upon discovery of the error, the parties agreed that it was necessary to go back to mediation to negotiate a new settlement amount on behalf of the class. As a result, the monetary settlement nearly doubled, the number of dentists eligible for awards expanded and the attorneys' fees and expenses Delta must pay increased from \$1.5 million to \$2.35 million. Additionally, terms of the previous settlement still stand that require Delta to provide dentists with 120 days' notice of changes to PDAs and 12 days' notice to CDA to prepare for questions from its members. Delta must also provide an individualized financial analysis of the financial impact of any future rate reductions for each Premier dentist whose practice will be affected by that reduction.

"CDA is committed to supporting our members in many ways, and this settlement is only one example of the lengths CDA will go on behalf of members to ensure their voices are heard," said Ehrler. "It would have been virtually impossible for members to have fought Delta on their own — it is the strength of our membership that allowed us to do this, for members and for the profession."

The court has scheduled a hearing for Dec. 27 in San Francisco Superior Court on plaintiffs' motion to grant its preliminary approval of this amended settlement agreement as fair and reasonable. If the court grants preliminary approval of the amended settlement agreement, a formal written notice of the amended settlement agreement will be mailed to all class members in January. This notice will give a written description of the amended settlement agreement and provide the relevant information about it to all class members. That written notice and all related information regarding the amended settlement agreement will also be posted at [DeltaDentalofCaliforniaSettlement.com](http://DeltaDentalofCaliforniaSettlement.com).

CDA will continue to keep members informed about the proposed amended settlement through the *Update*, newsletter and [cda.org](http://cda.org). Members with questions about the terms or meaning of the settlement may contact CDA at 800.232.7645.

## Shop the TDSC Marketplace by Dec. 31 to win big!!



For CDA members, the end of the year is a prime time to stock up on dental supplies and replace small equipment. The Dentists Service Company offers member-exclusive group purchasing discounts on 25,000+ items through the TDSC Marketplace. Open 24/7, the Marketplace makes it easy for shoppers to place orders online wherever they work or travel this season.

Adding even more value is an exciting limited-time promotion. Every Marketplace shopper who places an order by Dec. 31 will be entered to win one of ten \$100 Visa gift cards. The top 100 spenders will be entered to win the grand prize: a vacation to a dream destination (a \$4,000 value).\*

The countdown is on to stock up and win big. See the prizes and start shopping at [tdsc.com/win](http://tdsc.com/win).

.....

### FQHC information

The California Primary Care Association has reported an influx in questions regarding FQHCs entering into contracts with private dental providers in order to increase access to dental services, which we wanted to share with you. They have provided the information below to highlight three key elements that FQHCs must ensure in order to successfully and compliantly implement a dental contracting program:

- There is a contract with the private dentist that includes a provision that the dentist's office will not bill Medi-Cal directly for the same services.
- Dental services are included in the FQHC's federal scope of project.
- The patient must be an established patient of the FQHC and the FQHC refers the patient to the private dentist. The patient should **not** be an existing patient of the private dentist first and then transferred to become a patient of the FQHC in order to bill for their dental services. The FQHC must be able to demonstrate that the patient was an established FQHC patient.

They have shared some useful resources below that health centers can use to help implement a dental contracting program (more can be found on the [National Network of Oral Health Access website](#)).

ADA-NACHC Letter on Joint Contracting: Joint ADA/NACHC letter to executive directors of state and local dental societies, state and regional primary care associations, and the National Network for Oral Health Access encouraging partnerships between private dental providers and FQHCs.

FQHC Handbook 2010: A handbook to provide background on how contracting works, including a model contract, and offers step-by-step options for implementation.

CHCF Contracting Document - California: A companion document to the FQHC Handbook explaining the how and why of implementing a contracting arrangement.

Dental Services 9-7-12: A letter of agreement that the California Department of Health Care Services concurs that FQHCs may contract with an off-site private dental provider to render dental services that would be of the type that would be covered if provided on site at the FQHC.



## Caution + control: Reducing employment liability

tdic.

Gain the caution and control to navigate past potential employment violations such as pregnancy discrimination, termination and sexual harassment through our C.E.-eligible seminar. Even better, **take the online seminar** at your convenience and earn a **5% Professional Liability premium discount for two years.\***

See more ways we reduce your risk at [tdicinsurance.com](http://tdicinsurance.com)

- Confidential guidance through our Risk Management Advice Line
- Publications dedicated to exploring timely dentistry liability issues
- Helpful guides, informed consent forms and sample manuals
- A variety of live and eLearning C.E.-eligible seminars

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TDIC policyholders who complete a seminar or eLearning option will receive a two-year, 5% Professional & Dental Business Liability premium discount effective their next policy renewal. To obtain the two-year, 5% Professional & Dental Business Liability premium discount, California dentists must successfully complete the seminar by April 28, 2018. Any eLearning tests received after the deadline will not be eligible for the discount. Nonpolicyholders who complete a seminar or eLearning option and are accepted for TDIC coverage will also be eligible for this discount.

# Happy Halloween!





# say hello

## to buying power.

**Save 20%** on dental  
supplies today.\*

**Say hello to the TDSC Marketplace**, a shopping site exclusive to CDA members, which offers the supplies you use every day at discounts that really add up.

- Negotiated discounts for exceptional savings
- 25,000+ items from your favorite vendors
- Free shipping on every order and fast delivery
- No fees, no minimum order size, no hassle

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.

tdsc.

## Dentists save money through the TDSC Marketplace

*Group purchasing program gaining big fans*

*Reprinted with permission from California Dental Association*

The savings were so significant the first time Richard Barnes, DDS, and his staff compared dental supply prices on the TDSC Marketplace that they thought there had been a mistake. Barnes, a Visalia dentist with three offices, including a surgery center, compared Marketplace prices to what he regularly paid for supplies and saw a 25 percent savings.

“That works out to about \$1,000 a month just for my private practice. The TDSC Marketplace is so much more cost effective than any other company I am using,” said Barnes. “This is exciting and gives me confidence that I can [continue to] make the best choices for my patients while feeling pressure from insurance companies that want to reduce reimbursement for services.”

*“The TDSC Marketplace is saving dentists, including myself, an average of 20 percent, depending on their purchases,” said James Stephens, DDS, chair of TDSC Board of Directors*

Barnes is among the growing number of CDA members purchasing dental supplies online through the TDSC Marketplace, a shopping site that offers discounts based on the buying power of the association’s large membership. The Marketplace is part of CDA’s new subsidiary, The Dentists Service Company, which supports CDA members with the business side of practice by offering group purchasing and practice management services. Members who are licensed to practice in California can shop the Marketplace by simply [logging in at tdsc.com](http://tdsc.com), where they can find more than 25,000 products across 32 categories.

“Members asked for services to help them be more competitive and efficient. The TDSC Marketplace is saving dentists, including myself, an average of 20 percent, depending on their purchases,” said James Stephens, DDS, chair of TDSC Board of Directors and past CDA president. “The more members we have buying through our group purchasing program, the more savings we’re able to negotiate, which in turn can be passed along to patients.”

Jonathan Ford, DDS, is one of the first CDA members to buy his dental supplies through the Marketplace. The Huntington Beach dentist says he easily found the products he uses, and the free two-day shipping sold him on the service. He says he sees prices that are 20–40 percent lower on many items.

“It’s awesome! In six months, I have saved \$4,000 compared to the retail price,” said Ford, who estimates he now purchases 90 percent of his dental supplies through the Marketplace.

At Ford’s practice, one of his team members is in charge of adding products to his online shopping cart throughout the week. His office also takes advantage of TDSC’s subscription feature for automatic deliveries of gloves, gauze and suction tips on the schedule they choose so they “never have to worry about running out.”

Ford also praised TDSC’s customer service team for adding products to the Marketplace upon his request.

“If a product isn’t available, I email the Marketplace team, and they usually add the product within days if they are able to,” said Ford. “The customer service has been outstanding.”

Ford observed that e-commerce has affected every aspect of retail, and it was just a matter of time before it impacted health care and dentistry. TDSC’s Marketplace offers dentists the same products and supplies they currently use at significant discounts that can make a difference in business.

“Members have told me that their Marketplace discounts have significantly offset the cost of their tripartite membership dues,” said Stephens.

Purchasing through the TDSC Marketplace offers members a higher level of control over their dental supplies while supporting organized dentistry. The sentiment is echoed by dentists who have experienced the savings firsthand.

“I have told other CDA members that I’m very excited to save money, get my supplies at a lower cost with free shipping and receive great customer service,” said Barnes. “I want them to try it. I want them to find out how much they can save.”

To compare prices on your dental supplies and enjoy Marketplace savings, [visit tdsc.com](http://tdsc.com).

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# Prepare for CDT 2018 dental code additions, revisions and deletions

11/15/2017

*Reprinted with permission from the California Dental Association*

CDA encourages all dentists to prepare for CDT 2018 dental code additions, revisions and deletions that go into effect Jan. 1, 2018. The new year will bring 18 new procedure codes, 16 revisions and three deletions.

While dental plans are required to recognize current CDT codes, it is important to keep in mind that they are not required to pay for or provide benefits for the new or revised codes. Dentists should review each dental plan's payment and processing guidelines to determine whether benefits will be payable. Typically, plans will start sending updates about policy changes for the new year in late October and early November.

Additionally, it is strongly recommended that dentists examine how the plans will process the two additions of the D9222 and D9239 codes and the two revisions of the D9223 and D9243 codes as they may affect the reimbursement received from the plans.

## **New CDT 2018 procedure codes:**

- D0411: HbA1c in - office point of service testing
- D5511: repair broken complete denture base, mandibular
- D5512: repair broken complete denture base, maxillary
- D5611: repair resin partial denture base, mandibular
- D5612: repair resin partial denture base, maxillary
- D5621: repair cast partial framework, mandibular
- D5622: repair cast partial framework, maxillary
- D6096: remove broken implant retaining screw
- D6118: implant/abutment supported interim fixed denture for edentulous arch- mandibular
- D6119: implant/abutment supported interim fixed denture for edentulous arch- maxillary
- D7296: corticotomy - one to three teeth or tooth spaces, per quadrant
- D7297: corticotomy - four or more teeth or tooth spaces, per quadrant
- D7979: non-surgical sialolithotomy
- D8695: removal of fixed orthodontic appliances for reasons other than completion of treatment
- D9222: deep sedation/general anesthesia – first 15 minutes
- D9239: intravenous moderate (conscious) sedation/analgesia – first 15 minutes
- D9995: teledentistry – synchronous; real-time encounter
- D9996: teledentistry – asynchronous; information stored and forwarded to dentist for subsequent review

## **CDT 2018 code revisions:**

- D1354: interim caries arresting medicament application – per tooth
- D1555: removal of fixed space maintainer
- D2740: crown - porcelain/ceramic
- D3320: endodontic therapy, premolar tooth (excluding final restoration)
- D3330: endodontic therapy, molar tooth (excluding final restoration)
- D3347: retreatment of previous root canal therapy - premolar
- D3421: apicoectomy - premolar (first root)
- D3426: apicoectomy - (each additional root)
- D4230: anatomical crown exposure - four or more contiguous teeth or bounded tooth spaces per quadrant
- D4231: anatomical crown exposure – one to three teeth or bounded tooth spaces per quadrant
- D4355: full mouth debridement to enable a comprehensive evaluation and diagnosis on a subsequent visit
- D6081: scaling and debridement in the presence of inflammation or mucositis of a single implant, including cleaning of the implant surfaces, without flap entry and closure
- D7111: extraction, coronal remnants – primary tooth
- D7980: surgical sialolithotomy
- D9223: deep sedation/general anesthesia – each subsequent 15 minute increment
- D9243: intravenous moderate (conscious) sedation/analgesia – each subsequent 15 minute increment

## **CDT 2017 code deletions:**

- D5510: repair broken complete denture base
- D5610: repair resin denture base
- D5620: repair case framework

When coding, a good rule of thumb is to code for what you have done, not what is covered under the patient's benefit plan.

If you can't find a code to describe a procedure, use the appropriate unspecified procedure, by report code, commonly known as the 999 code, e.g., D4999 unspecified periodontics procedure, by report code, but do not forget to include the supporting narrative describing the service provided.

Copies of the CDT 2018 are available for purchase through the American Dental Association at [adacatalog.org](http://adacatalog.org). It is recommended that all dental offices have a current copy to assist with proper claim billing.

# Stanislaus Dental Society Presents

## OSHA, California Dental Practice Act, and Infection Control

-by-

Nancy Andrews, RDH, B.S.

6 Hours Core CEU's

**Friday, January 26, 2018**

**8:00am – 3:30pm**



Famiglia Bistro Ristorante, Modesto

8:00am – Registration / Breakfast

8:30am to 12:30pm – Presentation

12:30pm to 1:30pm – lunch (will be provided)

1:30pm to 3:30pm – Presentation



**Nancy Andrews, RDH, BS**, graduated from and taught at University of Southern California School of Dentistry, and practiced dental hygiene locally for 20 years. She is a professor at West Coast University, Dental Hygiene program. Nancy presents at major meetings across the nation, focusing on infectious diseases, clinical safety, disaster preparedness, instrument sharpening, California Dental Practice Act, dental risk, oral pathology, and ergonomics. She is one of the top 100 national speakers, and is on the CDA, ADA and OSAP speaker's/ Consultants bureaus. Nancy is a widely-published author of dental journal articles and has contributed to textbooks, professional infection control documents and posters.

### **COURSE SYNOPSIS:**

This course will fulfill four important requirements all in one day!! All licensed dental professionals are required by the Dental Board of California to take an Infection Control Class and a California Dental Practice class biennially for licensure renewal. However, let us not forget that CAL-OSHA has annual training requirements for personnel who work in an environment that have a risk of occupational exposure to bloodborne pathogens and/or hazardous chemicals. CAL-OSHA requires all dental professionals to take an annual course in Bloodborne Pathogen training, plus an annual Hazard Communication Training program.

# Staff Appreciation!







# SDS 2018 BLS Renewal Course

**Stanislaus Dental Society** Continuing Education Committee is pleased to announce continuation of our BLS Renewal Course Program allowing SDS members and staff the opportunity for recertification conveniently and at a minimal cost.

**Please note the new location!**

**Time:** 9:00am (SHARP) to 12:00pm

**Credits:** 3 Hours / Units

**Cost:** \$45.00 per person - **Must** be paid in advance to reserve your space in the class.

**FAX and registration by phone will only be accepted if paying by c/c.**

**!!New location: KCI / EMS 4838 Stratos Way. Unit A, Modesto (Off Kiernan, off McHenry)**

**Changes must be submitted one week prior to your class date. Please do not arrive without an appointment; you will not be allowed to attend. Contact the SDS office if canceling; there is a wait list of attendees wanting your spot!**

Registration fees for no-shows are **forfeited**  
and are not transferable to another class!

**Please retain a copy of this notice and mark your calendar**  
**as no followup confirmation will be issued. You will be**  
**contacted if the course you want is full.**

---

DATE	TIME
<u>Friday, January 5</u>	<u>9:00am – 12:00pm</u>
<u>Friday, February 2</u>	<u>9:00am – 12:00pm</u>
<u>Friday, March 2</u>	<u>9:00am – 12:00pm</u>
<u>Friday, April 6</u>	<u>9:00am – 12:00pm</u>
<u>Friday, May 4</u>	<u>9:00am – 12:00pm</u>
<u>Friday, June 1</u>	<u>9:00am – 12:00pm</u>

*The American Heart Association requests that every attendee purchase the Basic Life Support (BLS) Provider Manual prior to the course. The book can be purchased online for \$13.25 at, <http://shop.aha.channing-bete.com>. Choose Item #15-1010. The book is also available for download as an EBook. Please bring the manual or EBook with you to class.*

**!WALK-INS NOT ACCEPTED – YOU MUST BE PRE-REGISTERED!**

# Pharmacies are rejecting prescriptions due to noncompliant forms

*Reprinted with permission from California Dental Association*

Dentists are reporting to CDA that pharmacies have rejected their prescriptions due to forms that are either out of date or are missing required elements. All prescriptions have been for controlled substances, which must be on tamper-resistant forms printed by California-approved printers and containing California-specific pre-printed elements.

“Not all printers are approved nor do they necessarily know what the law requires,” says CDA’s Regulatory Compliance Practice Analyst Teresa Pichay. She advises dental offices that have the information from their most recent prescription order form to discuss the forms with their printer.

Furthermore, dentists should immediately check that their tamper-resistant prescription forms have the following:

- Security features that include a latent, repetitive “void” pattern printed across the entire front of the prescription blank; a watermark showing “California Security Prescription” printed on the backside; a chemical void protection that prevents alteration by chemical washing; a feature printed in thermochromic ink; an area of opaque writing so that the writing disappears if the prescription is lightened; and a description of the security features included on each prescription form.
- Six quantity check off boxes for the prescriber to indicate the quantity by checking the applicable box where the following quantities shall appear:

1–24	50–74	101–150
25–49	75–100	151 and over

- In conjunction with the quantity boxes, a space or line to designate the units referenced in the quantity boxes when the drug is not in tablet or capsule form.
- Printed at the bottom, the statement “Prescription is void if the number of drugs prescribed is not noted.”
- The preprinted name, category of licensure, license number, federal controlled substance registration number (DEA number) and address of the prescribing practitioner.
- Check boxes for the prescriber to indicate the number of refills ordered.
- A place to indicate the prescription’s date of origin.
- A check box indicating the prescriber’s order not to substitute.
- An identifying number assigned to the approved security printer by the Department of Justice.
- A check box by the name of each prescriber when a prescription form lists multiple prescribers.

Each batch of controlled substance prescription forms will have the lot number printed on the form and each form within that batch shall be numbered sequentially beginning with the numeral one.

The law that establishes the requirements for tamper-resistant forms was last amended in 2012. For descriptions of other requirements for controlled substances prescriptions, read the CDA Practice Support article, “Controlled Substances Prescribing and Dispensing.”

**A list of state-approved printers** can be found on the website of the state Attorney General ([www.oag.ca.gov/security-printers/approved-list](http://www.oag.ca.gov/security-printers/approved-list)).

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**—Vikki Bruno**  
with Greater Modesto Dental Implant & Oral Surgery Center

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- 1 Hour Consultation; and
- **NEW:** 1 Year of FREE Identity Restoration Protection (for you and your family)

**To get started, call (800) 588-0254 or visit**  
[pcihipaa.com](http://pcihipaa.com) | Use Code: **SDS Member**

## Medical consultation versus medical clearance: A critical distinction for dentists

*Reprinted with permission from California Dental Association*

CDA Practice Support and The Dentists Insurance Company are receiving an increasing number of calls from members on the subject of obtaining medical clearance for patients who have certain chronic conditions such as diabetes or are undergoing certain therapies.

Historically, dentists have utilized a “medical clearance” form to inform the patient’s physician of upcoming dental treatment and to verify patient allergies, medications and other health conditions that should be considered before proceeding with the proposed dental treatment plan. Carla Christensen, senior risk management analyst with TDIC, warns dentists that the medical clearance process is misleading because it implies that the patient is “cleared” for treatment.

“No patient is free of risk when undergoing any medical or dental procedure,” Christensen says, adding that the decision to proceed with treatment or surgery belongs with the dentist and patient. “Requesting a medical clearance does not shift any liability from the dentist to the physician, as dentists are ultimately responsible for the decisions and treatment they provide their patients.”

### CDA Practice Support resource to assist members

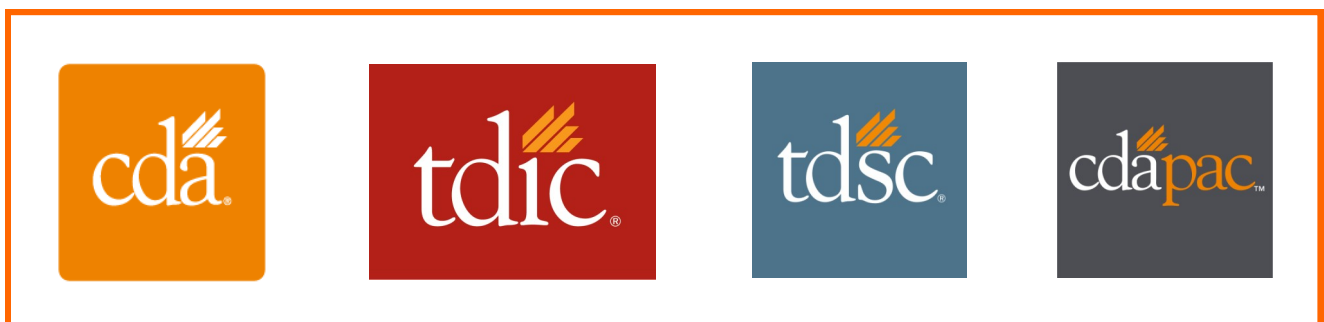
The increased calls from members are largely stemming from the significant changes taking place in the health care landscape. These changes demand better alignment between dentists, physicians and other health care professionals — all with the goal of providing optimal patient care. Such alignment requires consultation and collaboration to address any potential concerns about a patient’s medical condition prior to treatment. “This may also help mitigate possible liability issues for the dentist,” Christensen says.

To assist member dentists in collaborating with physicians to achieve ideal patient outcomes, CDA Practice Support in collaboration with TDIC Risk Management has published a new resource titled “Request a Medical Consultation, not Medical Clearance.” In it, dentists can find guidance on how to propose a peer-to-peer discussion with physicians, including those who are part of large provider groups. Large groups may have specific protocols in place that make it more challenging for dentists seeking a response.

The resource also offers suggestions for initiating the collaborative discussion or sharing patient records with the physician.

**Find the new resource** [“Request a Medical Consultation, not Medical Clearance”](http://cda.org/practicesupport) at [cda.org/practicesupport](http://cda.org/practicesupport).

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## Congratulations 2018 CDA President, Dr. Natasha Lee!



## Dental Assistant Program at Gurnick Academy of Medical Arts – Modesto Campus

Gurnick Academy of Medical Arts is excited to share that we are excited to start a Dental Assisting Program on our Modesto Campus!

### DA Program Highlights at GAMA:

- 8 month intensive program which includes: certification in 8 hour Infection Control, Radiation Safety & Coronal Polish
  - Experienced Instructors
  - New Instructional Dental Laboratory!
  - Financial Aid Assistance
  - Private Loan Assistance
  - Employments Assistance
- Gurnick Academy – Institutionally Accredited by the Accrediting Bureau for Health Education Schools
- Gurnick Academy - Approved to operate by the California Bureau for Private Postsecondary Education

Our Dental Assistant Program provides didactic and laboratory training as well as an externship that correlates with the theoretical knowledge. Our Program Curriculum provides students with the practical, technical, clinical & interpersonal skills necessary to succeed in this field. Courses include: Fundamentals of Dental Assisting, Dental Sciences, Infection Control procedures, & Administrative & Clinical dental procedure & laboratory procedures. Students who meet graduation requirements will be eligible to work as a Dental Assistant in a professional dental environment!

### Our Gurnick DA Program Director!!

My name is Donna Bega ( Mrs. B ) I have been in the dental field for 34 years. I am a Registered Dental Assisting with "Extended Functions" ( RDAEF ), Retired Certified Dental Assistant ( CDA ), Retired Maxillofacial Surgical Assistant ( OMSA ) with extensive experience as a Practice Manager & Treatment Coordinator in both the clinic & the classroom setting. I bring a vast knowledge base of current clinical experience in all areas of dental care & I love to share my experience with each & every student! I have a Bachelor's Degree in Healthcare Management with a concentration in Communications.



4712 STODDARD ROAD SUITE 200 MODESTO, CA 95356 PHONE: (209) 521-1821

**WWW.GURNICK.EDU**

# **COME JOIN US!**

## **CLASSES STARTING SOON**

### **Dental Assistant Program**



**8-month Program**  
**Financial Aid Assistance**  
**Private Loan Assistance**


**Graduate Employment Assistance**



**Certifications: Infection Control, Radiation Safety, and Coronal Polish**

The mission of Gurnick Academy of Medical Arts is to offer quality allied-health and nursing programs that integrate professional skills. Career-focused education and hands-on practical experience, by empowering students to develop and achieve their personal and career goal





# Help is one call away.


## The CDA Well-Being Program

If someone you know or love  
may have an alcohol or chemical  
dependency problem, contact  
a support person near you for  
24-hour confidential assistance.

**Central California  
Well-Being Committee**  
916.947.5676 (cell)

**Stanislaus  
Dental Society**  
209.552.1530

**California Dental  
Association**  
800.232.7645



## Holiday Member Mixer at Camp 4



## Shop the TDSC Marketplace by Dec. 31 to win big



For CDA members, the end of the year is a prime time to stock up on dental supplies and replace small equipment. The Dentists Service Company offers member-exclusive group purchasing discounts on 25,000+ items through the TDSC Marketplace. Open 24/7, the Marketplace makes it easy for shoppers to place orders online wherever they work or travel this season.

Adding even more value is an exciting limited-time promotion. Every Marketplace shopper who places an order by Dec. 31 will be entered to win one of ten \$100 Visa gift cards. The top 100 spenders will be entered to win the grand prize: a vacation to a dream destination (a \$4,000 value).\*

The countdown is on to stock up and win big. See the prizes and start shopping at [tdsc.com/win](http://tdsc.com/win).



## Reminder: State and local minimum wage increases kick in Jan. 1

Beginning Jan. 1, 2018, the hourly minimum wage for employers with 25 or fewer employees will increase to \$10.50 per hour. For employers with 26 or more employees, the minimum wage will increase to \$11 per hour. Employers with exempt employees should evaluate employee salaries, as exempt employees in California generally must earn a minimum monthly salary of no less than two times the state minimum wage for full-time employment.

Several cities in California have increased minimum wage requirements as well. Employers must follow the stricter standard; that is, the one that is the most beneficial to the employee.

For a list of affected cities, see the CDA Practice Support resource "[Minimum Wage and Paid Sick Leave Ordinances by City/County](#)."



## Holiday closure for SDS, CDA and subsidiaries

SDS, CDA, The Dentists Insurance Company, The Dentists Service Company, the CDA Foundation, and the ADA will close at 1 p.m. Friday, Dec. 22, 2017, and remain closed through New Year's Day. The offices will reopen Tuesday, Jan. 2. To offset this closure, CDA and its subsidiary companies were open for business on certain holidays throughout the year.

All websites, including the TDSC Marketplace, and online payment processing functions will be available during this week of closure with the exception of TDIC and TDIC Insurance Solutions. TDIC payments received after Dec. 21 will not be formally processed until Jan. 2. During the closure, insurance coverage cannot be added, changed or bound.

Designated staff will be available to support TDSC Marketplace shoppers and to assist members with emergency matters, including those related to the wildfires. Instructions on how to reach these individuals will be part of the phone messaging to callers during this period.

## SDS Calendar - 2018

<b><u>January</u></b>	1	Monday	New Year's Day - (CDA/SDS office closed)
	4	Thursday	SDS Board meeting
	5	Friday	BLS renewal
	15	Monday	Martin Luther King Day - (office closed)
	19	Thursday	CDA President-Elect orientation - Sacramento
	26	Friday	SDS CE-OSHA/Dental Practice Act/Infection Ctrl
<b><u>February</u></b>	2	Friday	BLS renewal
	15	Thursday	SDS General Membership Meeting
	19	Monday	President's Day (office closed)
<b><u>March</u></b>	1	Thursday	SDS Board meeting
	2	Friday	BLS renewal/LDC Meeting (Robin in Sacto-office closed)
	16	Friday	CE course-Practice Transitions
<b><u>April</u></b>	6	Friday	BLS renewal
	19	Thursday	SDS Member Mixer - Shred-it
<b><u>May</u></b>	3	Thursday	SDS Board meeting
	4	Friday	BLS renewal
	10	Thursday	SDS General Membership Meeting
	11	Friday	SDS Goes (to the) Nuts baseball game
	16-19	Thur-Sat	CDA Presents - Anaheim - (office closed)
	24	Thurs	LDC Meeting (Robin in Sacto-office closed)
	28	Monday	Memorial Day (office closed)
<b><u>June</u></b>	1	Friday	BLS renewal
	22	Friday	SDS Summer Dental Symposium
<b><u>July</u></b>	4	Wednesday	Independence Day (office closed)
	5	Thursday	SDS Board meeting
<b><u>August</u></b>	17	Friday	SDS CE course - Pearls of the Practice
<b><u>September</u></b>	3	Monday	Labor Day - (office closed)
	6th-8th	Thurs-Sat	CDA Presents - S.F. - (office closed)
	11	Tuesday	SDS Board meeting
	28	Friday	LDC Meeting (Robin in Sacto-office closed)
	13	Thursday	Staff Appreciation
<b><u>October</u></b>	18	Thursday	SDS General Membership Meeting
	19	Friday	SDS CE Course - TBD
	26th-27th	Fri-Sat	CDA Cares - Modesto (office closed)
<b><u>November</u></b>	1	Thursday	SDS Board meeting
	9th-11th	Thur-Sun	HOD - Anaheim (office closed)
	15	Thursday	SDS Board Orientation
	22-23	Thurs-Fri	Thanksgiving holiday - (office closed)
<b><u>December</u></b>	6	Thursday	SDS Member/Spouse Holiday Mixer
	Dec 22-Jan 1	Sat-Tues	Winter Holiday - (office closed)



## Welcome New Members!

**Richard Chen DDS**

General Dentist  
No practice address  
UCLA, 2006

**Pratik Makadia, DDS**

General Dentist  
No practice address  
UOP Arthur Dugoni, 2016

**Sakshi Kathuria, DDS**

General Dentist  
Turlock Smiles Dental  
2808 W Monte Vista Ave  
Turlock, 667-2879  
UOP Arthur A. Dugoni, 2017

**Mital Patel, DDS**

General Dentist  
In practice w/ Dr. Bruce Young  
2561 3rd St. Ste. B  
Ceres, 538-9297  
NYU, 2012

**Apolinar Madrigal, DDS**

General Dentist  
Turlock Smiles Dental  
2808 W Monte Vista Ave  
Turlock, 667-2879  
UOP Arthur A. Dugoni, 2017

**Qian (Jenny) Zhuang, DDS**

In practice w/ Dr. Kenneth Thompson  
4213 Dale Rd. #5  
Modesto, 545-4760  
UCSF, 2016  
Affiliate member w/ San Joaquin DS

### SDS Members by the Number

**Total: 284**

Active – 236 / Market Share – 85.2%  
(Recent graduate-Reduced dues members)

RDO-2 / RD1-8 / RD2-5

Life Active-23 / Life Retired-34 / Retired-4

Affiliate-5 / Permanently disabled-3



## Classifieds

•**Associate Dentist** needed for busy General Dentist practice. VaraniSmile of Turlock is looking to add an associate dentist one day per week. Must have at least 2 years experience working for a general practice. As the need arises we can add more days. Possible option to purchase the practice in the future. Please fax resume to (209)667-8798 or call the office at (209) 667-8874.

.....

•**Associate Dentist Opportunity**-First Smiles Children's Dentistry is a pediatric dental practice in the Modesto area that is seeking a board certified Pediatric Dentist to join the team. This is an exciting opportunity for someone that wants to join the action from the ground floor and be a part of the evolution of this startup practice. The owner doctors are seeking someone that has an entrepreneurial spirit and that has a passion for serving children.

The practice is owned by Corey Acree, DDS and Kevin Isenhower, DDS and they are committed to seeing their second practice grow. Both doctors are actively involved in the community and they hope to find an Associate Dentist that shares their philosophy of giving back.

This opportunity will initially start as part-time but as the practice grows then it will turn into full-time. The schedule will be T/W/R 8am – 5pm.

The ideal Associate:

- Compassionate nature to understand the dichotomy of serving children but also the parents
- Must be available to treat emergency patients
- Desire to get involved in the local community
- Strong leadership ability to coach and mentor a team
- Must possess an ownership-like mentality
- Growth-oriented

Minimum Requirements:

- DDS/DMD degree from an accredited university
  - Current California Dental Board License
  - Certificate from an accredited pediatric residency program highly desired
  - Current BLS, CPR, DEA, NPI and malpractice insurance
- .....

### •**Practice for Sale—Merced County**

Great goodwill with 35+ years in Merced County. Great community to practice and live in. Free standing building with 3 operatories and one additional plumbed operatory. Strategically located in a high traffic area with very few competing dental practices nearby. Ideal for a practitioner who enjoys caring for 3 generations of families. Area is very community driven and is looking forward to supporting the new practitioner. Gross collection is \$650,000. **Please send CV**

to: [mercedcadds@gmail.com](mailto:mercedcadds@gmail.com)

The above Classified ads are also listed on the SDS website, [stanislausdental.org](http://stanislausdental.org).

SDS offers its members free advertising related to their practice including, member employment, equipment to buy or sell and practice sales or purchases.

For more information, contact Robin at the SDS office, 522-6033.