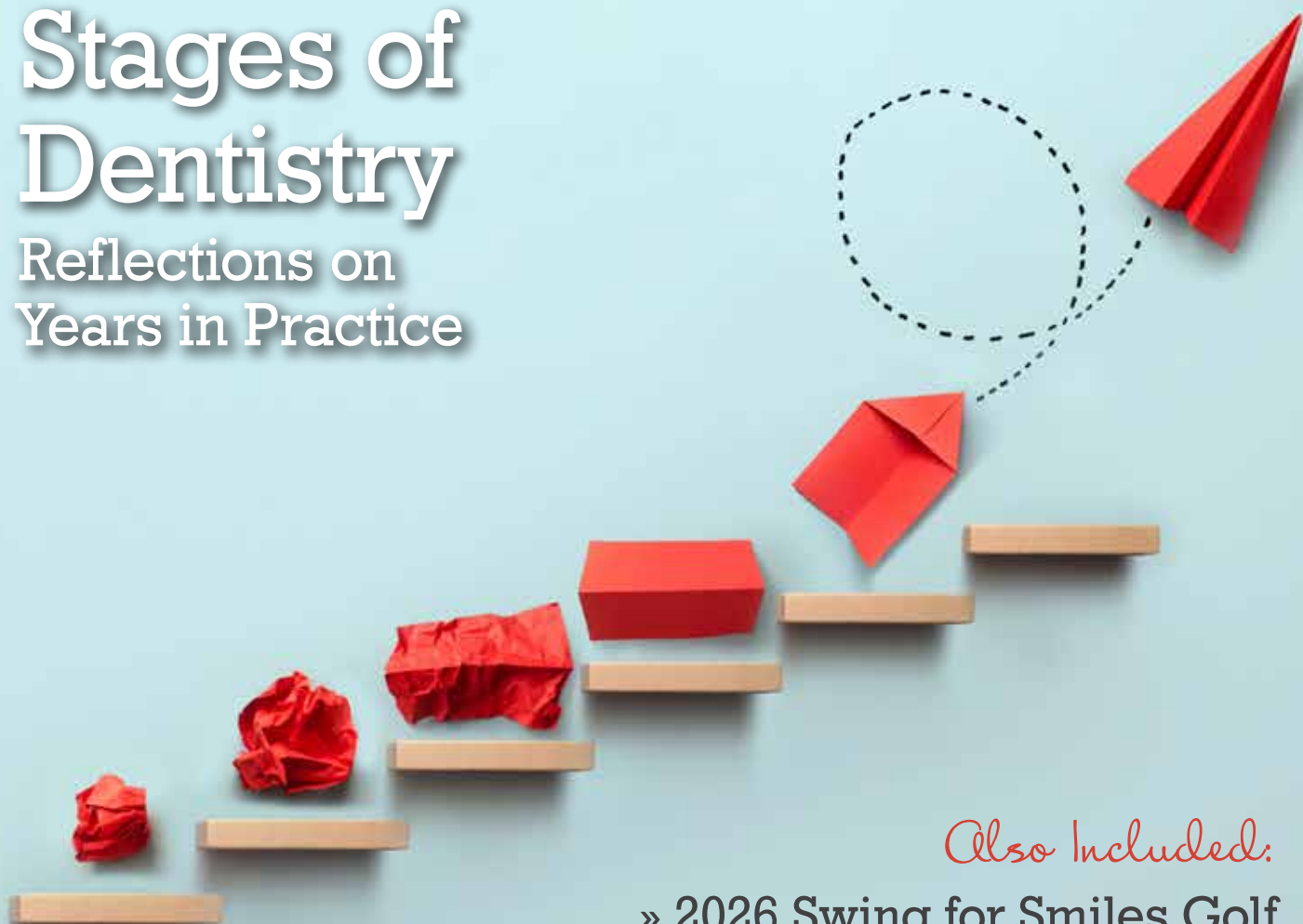


July/August 2026

the Nugget

Stages of Dentistry

Reflections on
Years in Practice



Also Included:

» 2026 Swing for Smiles Golf
Tournament Highlights

» This is More Than a Membership

Get Ready For Our UPCOMING EVENTS

July 23, 2026

**3rd Annual "SDDS Members Get the Scoop"
Ice Cream Social**

Thursday • 6:00-7:30pm • SDDS Classroom

Member Price: \$20 (ends 7/9) \$25 (begins 7/10)

July 29, 2026

Dentists Do Broadway - Hell's Kitchen (Alicia Keys Musical)

Wednesday • 7:30pm show • SAFE Credit Union Performing Arts Center

August 5, 2026

**CPR— BLS AHA Blended Learning—
Online and Skills Testing, 3 Time Sessions**

Wednesday • 6–6:45pm; 7–7:45pm; 8–8:45pm • 3 CEU, Core

Member Price: \$98 total; \$37 to AHA/\$61 to SDDS (ends 7/21)
\$118 total; \$37 to AHA/\$81 to SDDS (begins 7/22)

Non-Member Price: \$199 total; \$37 to AHA/\$162 to SDDS

September 8, 2026

General Membership CE Meeting

Tuesday • 5:45– 9:00pm • Social/Exhibits, Dinner and Program
Hilton Sacramento Arden West • 3 CEU, Core

Member Price: \$89 early (ends 8/25) \$99 regular (ends 9/2)
\$109 late (begins 9/3)

Non-Member Price: \$218

Oral Appliances for the Management of Obstructive Sleep Apnea

Presented by Alexander Malick, DDS

September 12, 2026

Continuing Education Hands-On

Saturday • 8:30am–2:30pm • SDDS Classroom • 6 CEU, Core

Member Price: \$395 early (ends 8/22) \$420 regular (begins 8/23)

Non-Member Price: \$840

Anterior Direct Restorations Hands-on Course

Presented by Dimple Desai, DDS, AAACD

Sponsored by BISCO and Ultradent Products Inc.

September 16, 2026

Business Forum

Wednesday • 12:00–1:30pm • 1.5 CEU, 20% • Webinar

Free to SDDS Members if registered by 8/1

** Does not qualify for AGD credit*

Difficult Conversations and De-Escalation Techniques

Presented by Jessica Rivera, MBA, PHR, SHRM-CP;

California Employers Association (CEA) (SDDS Vendor Member)

September 18, 2026

SDDS 15th Annual Snack & Sip Shred Day

Friday • 10am–1:30pm • SDDS Office

Sponsored by CDA / TDIC Insurance Solutions

September 23, 2026

Next Level Leadership Reception

Wednesday • 6:00–7:30pm • SDDS Office



View all CE Courses & Events
online with this QR code.

Contents

FEATURES



10 **Endurance Isn't Leadership**
Gregory Borrowdale, DDS

12 **My Dental Journey**
Blair Moser, DDS

14 **What I Wish I Had Known 5 Years Ago...**
Robert Le, DDS

16 **The Fastest Path to Better Dentistry**
Edward T. Wiggins II, DDS

18 **What I Wish I Had Known 5 Years Ago**
Ryan Zleik, DDS

Nugget Editorial Board

Bryan Judd, DDS; *Editor-in-Chief*
Ranna Alrabadi, DMD • Nicholas Scordakis, DDS
Ramsen Warda, DDS • Peter Yanni, DMD, MS
Idean Rezaei, DMD (Student Rep)

Editors Emeritus

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

Awards

International College of Dentists (ICD)

2025 • Special Citation Award
2025 • Humanitarian Service, honorable mention
2024 • Special Citation Award
2023 • Special Citation Award
2022 • Humanitarian Service Award
2022 • Special Citation Award
2022 • Overall Newsletter, honorable mention
2021 • Platinum Pencil, *honorable mention*
Outstanding use of graphics
2021 • Special Citation Award
2020 • Platinum Pencil
2020 • Golden Pen, *honorable mention*
Article / series of articles of interest to the profession
2020 • Special Citation Award
2019 • Special Citation Award
2019 • Golden Pen, *honorable mention*

Specials

20 SDDS Event Highlights
24 2026 Swing for Smiles Golf Tournament
32 More than a Membership
34 A Quick Guide to Tough Conversations

Regulars

2 Upcoming Events	36 Board Meeting Highlights
5 President's Message	38 Student Corner
6 Carol's Corner	40 Membership Update
7 From the Editor	42 Blowing Your Horn
9 You Should Know	43 Vendor Member Spotlight
19 Volunteer Opportunities	44 Vendor Member Listings
22 SDDS Foundation	46 Advertiser Index
26 Committee Corner	46 Job Bank
28 YOU: The Dentist, The Employer	47 Classified Ads
30 YOU: The Dentist, The Business Owner	48 SDDS Calendar of Events

All-on-6 Advanced Pterygoid



All-on-4 Classic

Quad Zygoma with Pterygoid



Quad Zygoma +1 Implant



Alexander Antipov, DDS
Oral Surgeon



André-David Kahwach, DDS MD
Oral Surgeon

What We Provide:

Affordable Full Arch Solutions for Severe Maxillary & Mandibular:

- Zygomatic, Pterygoid & Trans Nasal Implants
- Assist Referring Doctors with Full Arch Finals
- Advanced Full Arch Dental Implants
- Full Digital Workflow Using Latest Technology
- Full Arch Scanning/Design
- Monthly Full Arch Study Club for Doctors
- KLS Martin / Custom Made Implants

911 Reserve Dr, Ste #150, Roseville, CA 95678



galleriaoms.com

Give us a call: 916-226-5500

Join us for the 3RD ANNUAL "SDDS MEMBERS GET THE SCOOP" ICE CREAM SOCIAL

Thursday - July 23, 2026
6:00pm - 7:30pm
SDDS Classroom

Join us for an evening of fun, connection, and unlimited GUNTHER'S ice cream! Bring your team, your family, or just your sweet tooth - there's something for everyone!

Don't miss out on the chance to celebrate community, cool treats, and great company. We can't wait to see you there!



\$20 per person
if signed up by July 9
\$25 if signed up after July 9



By **Jeffrey Sue, DDS**
2026 SDDS President

REFLECTIONS ON MY CAREER

In this issue of *the Nugget* we see the many different perspectives on the journey of a dentist. When I look back on my own journey in dentistry, I realize that my career has been defined by several distinct stages, each bringing its own challenges, lessons, and rewards. While my skills and responsibilities have evolved over the years, one thing has remained constant: the privilege of caring for patients and making a positive impact on their lives.

The first stage was that of a student. I was recently reminded of what dental school was like since my son recently completed his own dental education. Dental school was filled with excitement, uncertainty, and countless hours of learning. I was able to continue my education during my pediatric residency. Every procedure was new, every patient encounter was a learning opportunity, and every challenge helped shape the foundation of my future career.

The second stage was becoming a young practitioner. Transitioning from dental school to private practice was both exhilarating and humbling. I quickly learned that dentistry

extends far beyond clinical excellence. Building relationships with patients, working alongside a team, managing time effectively, and making difficult decisions became just as important as technical skills. During these years, I focused on refining my craft and earning the trust of those I served. It is also where I fell in love with pediatric dentistry.

As my career progressed, I entered a stage of growth and leadership. I discovered that helping team members succeed and supporting younger dentists could be just as rewarding as treating patients. I found myself encouraging young students to pursue my profession. Leadership also taught me the importance of communication, vision, and creating a culture where everyone could thrive. This was why I chose to get involved in organized dentistry and community service. Through the SDDS volunteer efforts, I gained a broader appreciation for the role dentistry plays in improving public health. Whether advocating for our profession, supporting access to care, or mentoring future dentists, I found fulfillment in giving back to our profession.

Today, I find myself in a stage of reflection and gratitude. While I continue to enjoy practicing dentistry, I also appreciate the opportunity to share experiences with the next generation. Looking back, I recognize that success is not measured solely by procedures completed or years practiced. It is measured by relationships built, lives impacted, lessons shared, and the positive difference made within our communities. ■

Mark Your Calendars - September 18, 10am-1:30pm
SDDS 15th Annual Shred Day | Accepting E-Waste
Sponsored by CDA and TDIC Insurance Solutions

An opportunity for SDDS members get rid of that pesky shredding for a fraction of the cost

Visit sdds.org to register or complete the registration form included in this issue.
Pre-registration requested.

Cost: Up to 5 bankers boxes free to SDDS Members.
\$10 per additional box.
Payable to the SDDF.



REFLECTION & PREPARATION

By Carol Badgley
SDDS Executive Director

Summer at SDDS is a season of both reflection and preparation. While many are enjoying vacations and a slower pace, the SDDS team is already hard at work planning our biggest event of the year: The Capital Region's Dental Convention – MidWinter in Bloom, taking place March 18–19, 2027.

Planning for MidWinter is truly a year-round effort. Our CE Committee, sponsors, exhibitors, and staff are already working on speakers, educational programming, and ways to enhance the attendee experience. Each year, our goal is to deliver a convention that is educational, engaging, and valuable for dentists and their teams.

We are excited to introduce a refreshed vision for 2027. While MidWinter remains a trusted and recognizable part of our identity, the new convention name reflects our goal of attracting attendees and exhibitors from throughout the Capital Region and beyond. With CDA no longer hosting Presents in Northern California, we see an opportunity to expand our reach while maintaining the quality, community, and exceptional education that have made MidWinter a favorite among dental professionals. The “Bloom” theme is a nod to both the season and the continued growth of our convention.

MidWinter has always been a source of pride for SDDS and a reflection of the strength of our membership. Its success depends on all of us. I encourage you to attend, bring your team, and help spread the word to colleagues near and far. Together, we can grow the convention and make the SDDS Convention the premier dental meeting in Northern California.

Before we get there, we have several opportunities to connect this summer and fall. Join us for our annual Ice Cream Social, a favorite member tradition, and take advantage of upcoming continuing education opportunities, including our CPR certification course in August and the September hands-on course, Anterior Direct Restorations: Predictable Excellence with Composite. These events provide valuable learning opportunities while strengthening the relationships that make our dental community so special.

One of the best ways to stay informed is through our weekly Sunday morning email, delivered via Constant Contact. The Sunday Weekly includes upcoming events, important deadlines, industry news, member benefits, and opportunities to get involved. If you are not receiving these emails, please check your spam or junk folder or contact the SDDS office to confirm we have your current email address.

We look forward to sharing more MidWinter in Bloom 2027 updates in the months ahead, and we hope you and your families enjoy a safe, relaxing, and restorative summer.

Warm regards,

LEADERSHIP

President: Jeffrey Sue, DDS
President-Elect/Treasurer: Craig Alpha, DDS
Secretary: Chirag Vaid, DDS
SDDS BCR Rep: Bryan Judd, DDS
Editor-in-Chief: Bryan Judd, DDS
Executive Director: Carol Badgley

EXECUTIVE COMMITTEE

Andrea Cervantes, DDS
Diana Fat, DDS
Eric Grove, DDS
Sarmad Paydar, DDS, MS
Kart Raghuraman, DDS, MPH
Cherag Sarkari, DDS
Joel Whiteman, DDS
Rosemary Wu, DMD, MS

BOARD OF DIRECTORS

CPR: Margaret Delmore, MD, DDS/ Brad Archibald, DDS
Membership/Engagement:
Shahrazad Paydar Hogan, FAADOM
Nominating/Leadership Development:
Nima Aflatooni, DDS

COMMITTEES STANDING

Budget & Finance Advisory: Craig Alpha, DDS
Bylaws Advisory: Nima Aflatooni, DDS
CE Advisory: Arryan V. Emamian, DDS
CSUS Pre-Dental:
Brian Orcutt, DDS/Shannon Chris, DDS
Social Media Advisory: Jasraj Sandhu, DMD
Strategic Planning Advisory:
Craig Alpha, DDS/Chirag Vaid, DDS

TASK FORCES ADVISORY COMMITTEES

Foundation President: Carl Hillendahl, DDS

SDDF

Carol Badgley | Executive Director
Della Yee | Director of Operations
Sofia Gutierrez | Foundation Projects/CPR
Jessica Luther | Graphic Designer
Jen Jackson | Member Liaison
Katie Carrillo | Administrative Assistant

SDDS STAFF

The Nugget is an opinion and discussion magazine for SDDS membership. Opinions expressed by authors are their own, and not necessarily those of SDDS or *The Nugget* Editorial Board. SDDS reserves the right to edit all contributions for clarity and length, as well as reject any material submitted. *The Nugget* is published bimonthly by the SDDS, 2035 Hurley Way, Ste 200, Sacramento, CA 95825 (916) 446-1211. Acceptance of advertising in *The Nugget* in no way constitutes approval or endorsement by Sacramento District Dental Society of products or services advertised. SDDS reserves the right to reject any advertisement.

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



By **Ramsen Warda, DDS**
Associate Editor

LESSONS ALONG THE WAY

As I reflected on this issue of *the Nugget*, I realized there was a common theme throughout every article: most growth in dentistry comes during the moments that challenge us.

Over the last five years of practicing as a periodontist, I have learned that some of the most valuable lessons in dentistry happen outside of textbooks and CE courses. They come from difficult cases, uncomfortable situations, mistakes, setbacks, and moments where things do not go according to plan.

Like many young dentists, I entered my practice thinking that if I worked hard enough and became clinically strong, everything else would naturally fall into place. What I did not fully understand was how much of dentistry involves learning about yourself. Learning how to navigate people, pressure, disappointment, confidence, and uncertainty often becomes just as important as the dentistry itself.

I had struggles and speed bumps early in my career, and honestly, I probably learned more from those experiences than I ever did when things were going smoothly. Most careers in dentistry are messier than they look from the outside.

One lesson that has become increasingly clear to me is that no one will ever have your best interests at heart more than you do. Mentors and colleagues can absolutely help guide you, and many genuinely want to see you succeed, but ultimately you are responsible for your own growth, your own direction, and the life you are building professionally and personally.

One of the biggest things that helped me improve clinically was something very simple: taking photographs of my work.

I routinely photograph my soft tissue grafts, ridge augmentations, sinus lifts, and immediate implant cases. Looking back at those cases has probably taught me more than almost anything else. When you study your own work honestly, you begin noticing small details you may have missed in the moment. You start seeing what you could have done differently, where you can improve your execution, and how your results evolve over time.

I also began posting cases on my Instagram, Warda.Perio. Putting your work out publicly takes some courage. It opens you up to criticism and comparison, which can be uncomfortable at times. But I also think it pushes you to grow. It forces you to critically evaluate your own work and continue refining your skills.

At the same time, social media can create unrealistic expectations if we are not careful. It is easy to compare yourself to highly polished cases online and feel behind. But one thing I have realized is that every clinician has difficult cases, complications, doubts, and frustrations, even if those moments are not always posted publicly.

That honesty and reflection is part of what makes this issue special.

In “Endurance Isn’t Leadership,” Dr. Gregory Borrowdale shares wisdom gained from decades in practice and discusses leadership, boundaries, and protecting your team.

In “My Dental Journey,” Dr. Blair Moser reflects on embracing change, mentorship, technology, and finding joy throughout a long career in dentistry.

Dr. Robert Le offers an honest perspective on practice ownership, building culture, social media comparison, and the growing pains that come with leadership early in a career.

In “What I Wish I Knew 5, 10, and 20 Years Ago,” Edward T. Wiggins II discusses clarity, continuing education, and the importance of surrounding yourself with the right mentors and community.

And finally, Dr. Ryan Zleik shares a deeply personal story about perseverance, sacrifice, rebuilding, and finding balance both inside and outside of dentistry.

Although every journey in this issue is different, they all point toward the same truth: nobody has everything figured out. We are all learning as we go.

I hope this issue resonates with dentists at every stage of their careers. Whether you are a student, a recent graduate, an associate, or someone who has been practicing for decades, there is value in hearing honest experiences from others in our profession.

Sometimes the lessons that shape us the most come from the moments that challenge us the most. ■

2026 Calendar of Events

Get your CE units
THROUGH SDDS!
VISIT [SDDS.ORG](https://www.sdds.org) FOR EVENT DETAILS

Can you detect gaps in your cancer screening protocols?

Let us help you keep your patients and practice safe!

RISK MANAGEMENT SEMINAR

Beyond the Exam: Oral Cancer Awareness, Screening and Protocols

Learn how to perform effective screenings, communicate with empathy and improve referral processes — in person, through a live webinar or on-demand any time.

Earn **2.0 units ADA CERP C.E.** and a **5% premium discount** on your TDIC Professional Liability policy just by completing the seminar!*

Learn more and register at
tdicinsurance.com/seminars

Scan here:



Protecting dentists. It's all we do.®

[in](#) [Twitter](#) @TDICinsurance | tdicinsurance.com | Lic # 2361-4

*THIS DISCOUNT IS FOR THE PURPOSE OF SOLICITING SALES OF INSURANCE PRODUCTS. Void where prohibited. Not available in all states. TDIC policyholders who complete Beyond the Exam Oral Cancer Awareness, Screening and Protocols in a live seminar or eLearning option at least 90 days in advance of their policy renewal date will receive a two-year, 5% Professional Liability premium discount effective at the time of policy renewal. Premium discounts for full-length seminars or eLearning options completed within 90 days of policy renewal will not go into effect until the following year's policy renewal. For full rules, visit tdicinsurance.com/RMdiscount.

YOU SHOULD KNOW

CALIFORNIA BUDGET UPDATE - PROP 56 RATE CUT

Advocacy continues on Medi-Cal Dental rates as the budget deadline approaches at the end of this month. Despite the influx of unanticipated revenue, California continues to face structural budget deficits in current and out years. Governor Newsom's May Revision, included additional cuts in healthcare and senior's programs such as reinstating the Medi-Cal asset limit, reducing PACE rates, curbing IHSS hours and eligibility, among others.

Thanks to the advocacy of CDA members and the Save Our Dental Care Coalition, the Senate adopted at 15-month delay of the Prop 56 rate cut delaying implementation until October 1, 2027. For the unsatisfactory immigration status (UIS) population, the Senate proposed to delay implementation of the cuts until October 1, 2027. The Senate also included a plan to tax larger employers who have employees that utilize the Medi-Cal system. However, that approach has not been well received in the Assembly.

The Assembly's budget plan includes a one-year delay of the Prop 56 rate cut until July 1, 2027 and does not address the UIS population as it relates to dental care.

Once the two houses reach agreement on the major budget points, they will work with the Governor to finalize. The main budget bill must be passed by June 15, but refinements can be made up to the 30th along with budget trailer bills enacted after the deadline to implemented policy changes related to the budget.

Visit SaveOurDentalCare.org today to stay informed and take action! Our collective voice is essential to preserving access to care and protecting the future of dentistry in California.

IMPORTANT SECURITY REMINDER REGARDING CREDIT CARD INFORMATION

You should never send your credit card number by email. Email is not a secure method of transmitting sensitive financial information; messages can be intercepted, forwarded, stored on multiple servers, or accessed if an account is compromised. Even when sent with good intentions, email exposes both you and the recipient to unnecessary risk of fraud and identity theft.

Following PCI compliance requirements, we want to remind you to never submit your full credit card details via email. Please be sure to use only approved, secure payment methods when providing payment information.

MENTORING OPPORTUNITY!

We would like to invite you to consider mentoring or sponsoring a UOP or CNU student at an upcoming General Meeting. Students receive a discounted rate to attend GMs, and sponsorship is a great way to welcome them into our community and support their professional growth. If you are interested in sponsoring a dental student at any future General Meeting, please call (916) 446-1227 or email sdds@sdds.org - we'd be glad to help make the connection.

HR HOTLINE-MEMBER BENEFIT

As a dentist, you're also an employer, and managing staff, labor laws, and personnel matters can be complex. Through SDDS, members receive exclusive access to the California Employers Association HR Hotline. Get expert answers to your HR questions at no cost!

Call 1-888-784-4031 and take advantage of this valuable member benefit.

CNU CLINIC NIGHT HOURS

CNU is accepting new patients in their clinic at 2201 Broadway Street (free street parking) and are offering an evening pilot program on Tuesday, July 14 from 5:30-8:00pm. They are extending hours to the evening to serve patients (kids and adults) that otherwise would not be able to come for care during regular hours. Students will be there to provide services under the supervision of dental faculty members. They will expand services and times as they grow. The fees for non-insured patients are reduced if they do not currently have dental insurance.

Interested patients can call 916-686-8914 or email: Cdm.Patients@cnsu.edu

SFK SCREENERS NEEDED

Smiles for Kids (SFK) is looking for volunteers to screen kids at area schools in the Fall. Please contact the SDDS office at (916) 446-1227 or email smilesforkids@sdds.org if you are interested in volunteering.

SALARY SURVEY AVAILABLE

Visit sdds.org or email sdds@sdds.org to order yours today.

2026-27 BROADWAY SHOWS AVAILABLE

Water for Elephants

October 14, 2026

Buena Vista Social Club

February 25, 2027

The Notebook

May 12, 2027

A Beautiful Noise

(The Neil Diamond Musical)

June 3, 2027

Maybe Happy Ending

August 10, 2027

Buy tickets and learn more at sdds.org/foundation/foundation-events/

THE SDDS ONLINE MEMBERSHIP DIRECTORY IS ONLINE
VISIT WWW.SDDS.ORG/CURRENT-MEMBERS/



By Gregory Borrowdale, DDS
SDDS Member

Dr. Gregory Borrowdale has practiced dentistry for more than 41 years and believes the most important lessons in the profession are often learned outside the operatory. He is committed to building a culture of respect, growth, and accountability within his practice and continues to lead with the perspective that experience teaches, but attitude determines the outcome.

ENDURANCE ISN'T LEADERSHIP

What 41 Years in Dentistry Taught Me

For a long time, I thought being a good dentist meant tolerating more than I should have: more difficult patients, more tension within the team, and more pressure to keep everyone happy. I believed endurance was professionalism. If I worked harder, stayed steady, and pushed through discomfort, things would eventually sort themselves out. Dentistry has given me a great life, and I do not take that for granted. What I did not understand is that endurance without boundaries is not leadership. It is avoidance.

These are not simply “early-career” mistakes or “late-career” reflections. They are part of being human in a demanding profession, and they tend to appear when you least expect them. The patient who seems manageable until they begin affecting your team. The employee situation you hope will improve with time. The expensive purchase that feels like progress until it does not. Some of the most important lessons I have learned in more than four decades of dentistry were not clinical. They were about judgment, courage, and understanding that good intentions do not always produce good outcomes.

When Patients Are Kind to the Doctor but Not the Team

For longer than I care to admit, I kept patients who were perfectly pleasant with me but dismissive, sometimes outright rude, to the front office or assistants. My response was usually, “Ignore it. They are only here twice a year.”

I told myself a full schedule meant a healthy practice. The harder truth was that I was only seeing part of the picture.

Because the disrespect was not directed at me, it was easier to minimize. Meanwhile, my team carried the weight of those interactions long after the patient left the building.

Looking back, some of those patients should have been dismissed much sooner. A patient who is kind to the doctor but unkind to the staff is not a good patient. Respect is not optional. Protecting your team matters more than protecting your schedule.

Practices become healthier when teams know disrespect will be addressed consistently and professionally. That realization reshaped how I define leadership.

The Employee I Waited Too Long to Address

I once had an employee who was clearly not the right fit for the practice. Instead of acting decisively, I waited. I told myself patience was professionalism. When she eventually left, I remember feeling proud that I had “outlasted” the situation. Today, I see that moment very differently. I did not win anything. I delayed a decision that should have been made sooner, and my team lived with the tension far longer than they should have.

Leadership is not about enduring discomfort. It is about recognizing when patience becomes avoidance and having the courage to act before it affects everyone around you. Clear expectations, written systems, and documenting difficult conversations early create accountability for everyone involved.

The Risk You Don't Think Applies to You

There is another reality in dentistry we hear about, but rarely believe will touch our own practice: embezzlement. For years, I assumed trust and longevity were enough safeguards. You build relationships with your team. You rely on people. You want to believe that shared history protects you.

But embezzlement in dentistry is more common than most of us want to admit, and it often happens in practices that feel stable and secure. Not because the doctor is careless, but because the doctor is busy,

trusting, and focused on patient care. What I have learned is that trust without verification is not leadership. It is risk. Systems matter. Oversight matters. Separation of duties matters. Simple safeguards such as reviewing deposits personally, limiting access to adjustments and write-offs, and regularly auditing reports can protect both the practice and the people within it. Not because you expect the worst from people, but because you are responsible for protecting the health of the practice.

Like many of these lessons, it is not something you think about until you realize you should have.

The Equipment That Looked Better Than It Worked

Like many dentists, I have invested in technology that promised efficiency, growth, or a competitive edge. Some purchases paid off. Others quietly gathered dust. Early on, I felt pressure to keep up. Over time, I realized that productivity does not come from impressive equipment. It comes from consistent systems and disciplined execution.

If I could offer one piece of advice, it would be this: wait and watch before making major

investments. Make sure the technology truly improves efficiency, productivity, or patient care before taking on the expense. Innovation is valuable. Impulse is expensive.

Taking Care of Yourself Is Not Optional

For years, I treated self-care as something I would prioritize “once things slowed down.” Dentistry rarely slows down on its own. Dentistry has given me the opportunity to build a career I am proud of, but sustaining it required learning to take care of myself along the way.

Exercise, recovery, and perspective are not rewards for success. They are prerequisites for longevity. Ignoring your health does not make you dedicated. It shortens your runway. I have come to believe that attitude is part of selfcare.

Mindset is not accidental. It is a decision. Choosing steadiness over reactivity and gratitude over frustration does not mean ignoring problems. It means deciding how you will show up in the face of them. Protecting your body matters. Protecting your perspective matters just as much.

What I Measure Differently Now

After 41 years, I no longer measure success the way I once did. It is no longer just production. It is whether my team feels supported. It is whether I address issues sooner. It is whether I leave the office with enough energy to enjoy the rest of my life.

Dentistry has given me a career, a livelihood, and opportunities I am deeply grateful for. It has also challenged me in ways I did not expect. Over time, I have come to understand that the most important parts of this profession come down to decisions — what you tolerate, what you invest in, how you protect your team, and how you choose to show up each day.

Experience teaches you lessons. Attitude determines what you do with them.

Some lessons I learned later than I should have. If sharing them helps someone else recognize a turning point sooner, then learning them the hard way was still worth it. ■



YOUR PRACTICE, YOUR LEGACY —SOLD THE RIGHT WAY

“*I hired Roy Fruehauf in October 2024, and we closed escrow on the dental practice within six months. Roy used a valuation model which provided a true value for the practice and allowed us to set the final sale price. Once the dental practice was put on the market, I was able to choose from several solid prospective buyers within one week. The dentist who purchased the practice shared many of the same values that I have regarding complete patient dental care. In a nutshell, it was a perfect match.*

I highly recommend Roy Fruehauf at DDSmatch to represent any dentist whose goal is to sell their dental practice in a timely and stress-free manner.

Ferdinand R. Tungol, DDS | Sacramento, CA
A Trusted Local Perspective on Our Services

”



Call us for a complimentary conversation about your future transition & find out how *The Trusted Transition Process™* can work for you.

+1-855-546-0044 / 916-918-5752
roy@ddsmatch.com
www.ddsmatch.com

Visit **DDSmatch.com** to
create your **FREE** profile





By Blair Moser, DDS
SDDS Member

Dr. Blair Moser is a General Dentist who has been practicing in the Fair Oaks area since 1993. He is a Graduate of the University of Iowa College of Dentistry, and did a Hospital based GPR at the University Hospital and Clinics. He utilizes the latest in CAD/CAM Technologies, 3D Imaging, 3D printing and other treatment delivery systems. He is a partner with the Charles Dental Group, which his Uncle formed fifty years ago.

Dr. Moser has also been a Mentor and Visiting Faculty member of CDOCS. Helping to teach and train other Dentists in Digital Dentistry. He has also been a Basic Trainer for Patterson dental and has lectured at several events for them. He has also lectured for many years on Implant placement and implant restoration with digital dentistry and cone beam technology.

MY DENTAL JOURNEY

My dental journey began 38 years ago at the University of Iowa College of Dentistry. Actually, my introduction to dentistry began much earlier, when I was 10 years old helping my uncle clean his office and develop radiographs.

That was in the late 1970s, and dentistry has come a long way since then. Over these nearly forty years in the profession, I have grown a great deal as well.

Reflecting on my career, my thoughts come back to five important areas of growth and perspective.

First, dentistry is an interactive profession where we should communicate and support one another. In the past, dentists were often more reluctant to share ideas, concerns, and experiences with each other. I believe the internet and social media have helped bring dentists together in a positive way. Over the years, I have seen more meaningful interaction among dentists and, for the most part, an elevation of the profession because of it. I believe we are learning to be slower to judge one another and quicker to encourage and support our fellow dentists. We must continue stepping outside of our comfort zones to elevate the profession and be there for our colleagues.

Second, there are plenty of patients for all of us. Instead of worrying about how many patients are available, we should focus on becoming more marketable and more valuable to the people we serve. If we develop strong chairside manner, build rapport with patients, remain honest, and genuinely strive to do our best for them, people will want to see us. Word spreads, and eventually you may find yourself with more patients than you have the capacity to treat.

Over the years, I have also learned not to judge what patients can or cannot afford. I have treated patients whom I assumed could not afford comprehensive treatment, only to be surprised when they moved forward and

paid for it in full. I have become better at listening to patients, understanding what matters most to them, educating them on their options, and helping guide them toward what may work best for their situation. Ultimately, I let them decide what path they would like to take.

Third, I developed the ability to stretch myself professionally. In 2002, we made a major change in our practice by incorporating digital dentistry. At the time, it pushed me far outside of my comfort zone. We became early adopters of the technology, but it made an incredible difference in our practice. We were able to perform procedures we previously could not do. We began designing and delivering crowns and bridges the same day.

We also added cone beam imaging to our practice, which allowed us to visualize structures in 3D and plan implant placement and restorations with greater precision and confidence.

We also transitioned from handwritten charts to digital records and digital radiographs. When I first entered dentistry, I was not someone who welcomed change. Over time, however, I learned that change can be extremely beneficial in the long run. The changes we made transformed our practice, and now I cannot imagine practicing the way I once did. Be willing to learn new skills and embrace technology to enhance your professional life while still maintaining balance and control over it. Be willing to stretch yourself.

Fourth, get involved in dental organizations such as the American Dental Association, Academy of General Dentistry, California Dental Association, the Sacramento District Dental Society, Spear Education, CDOCS (CEREC Doctors), sedation dentistry organizations, and implant organizations.

CDOCS is an organization that provides continuing education and an online forum for dentists. I worked with CDOCS for

many years as both a mentor and visiting faculty member. Through that experience, I was given the opportunity to teach and mentor other dentists while continuing to grow professionally myself.

I was also fortunate to serve as a visiting faculty member at the Spear Education Center in Scottsdale, Arizona, for 12 years, where I helped teach and mentor dentists from around the country. In addition, I had the opportunity to teach and mentor at the Dentsply Sirona training center in Charlotte, North Carolina.

I also served as a trainer for Patterson Dental and lectured at some of their events. These experiences helped me grow tremendously as a professional and improved my ability to connect with peers and colleagues. They motivated me to stay current with my knowledge and skills so I could continue teaching and mentoring others effectively.

These experiences also inspired our team to think creatively and discover innovative ways

to better serve patients while continuing to strengthen one another professionally. Eventually, we even built a small training center within our practice where we could host study groups, train our team, and provide educational experiences for our patients. It is something I remain incredibly grateful we pursued because it made a lasting impact on my professional life.

Finally, and perhaps most importantly, I learned that I needed to find joy in what I was doing. I am grateful that my uncle, Hugh Charles, DDS, tried to teach me this from the very beginning. I admit I did not fully understand it right away. Much of my first decade in dentistry was filled with stress from the demands of running a practice, growing professionally, improving my clinical skills, and trying to do everything myself.

Dr. Charles and my father gave me valuable advice. They taught me that I could not be everything to everyone. I needed to learn how to delegate responsibilities, train others to perform tasks well, and then trust them

to carry them out. Doing this gave me more time to focus on the parts of dentistry that I truly enjoyed.

The amazing part was that my team enjoyed their work more as well. They took ownership of different areas within the practice and became experts in what they did. Because of this, many members of my team stayed with us for 20 to 30 years. They truly became like family to me and brought real joy and happiness into my life. This positively shaped our practice for both the people who worked there and the patients we served.

I believe dentistry is a wonderful profession. We have the opportunity to positively impact people's lives every day. We truly make a difference in the world, and I believe we help make it a better place. I love seeing people smile, and it brings me great satisfaction knowing I played a small role in creating that smile. ■

DentaQuest
Benefits provided by California Dental Network

DENTAQUEST: HERE TO HELP, EVERY STEP.

**Fast Support. Local Expertise.
Your Sacramento Partner.**

Administrative challenges shouldn't slow down patient care. Our dedicated Sacramento team provides same-day responsiveness for claims, eligibility, and authorizations – plus the training and resources to keep your practice running smoothly.



Ready to simplify your workflow?
Let's connect. Contact:
CAProviders@greatdentalplans.com



By Robert Le, DDS
SDDS Member

Dr. Robert Le is a Sacramento native and attended Folsom High School. He received his DDS from the USC Herman Ostrow School of Dentistry in 2016. In his free time, he enjoys spending time with his wife and two children, working out, and trying new restaurants. He is also excited to announce that his practice is moving to a new and larger location in Folsom at 1831 Iron Point Road.

WHAT I WISH I HAD KNOWN 5 YEARS AGO...

Five years ago, I was about four and a half years out of dental school. After working as an associate in more than 20 offices, I decided I was ready to acquire and take over my father's practice.

People often asked why I did not work with my father immediately after graduation. My answer was always the same: I had grown up watching how that office operated, and I wanted to gain as much experience as possible before I felt "prepared" to run a practice my own way.

Fast forward to today, now five years into ownership, and I have realized that while associateships provide valuable exposure to private practice, no one is ever truly prepared for practice ownership. Dental school does not teach you how to run a business, and while others may warn you about how challenging ownership can be, you do not fully understand it until you are living it yourself.

One of the biggest challenges I faced was establishing and maintaining a strong team culture, especially when inheriting staff members through a practice acquisition. When I first took over, the office was small, consisting of one front office administrator and one assistant, both of whom were accustomed to my father's way of doing things.

Although there were aspects of the practice I wanted to improve, I hesitated to make changes. As the "new guy," I worried that implementing too many changes too quickly would cause the team to leave.

Because of that hesitation, I allowed inefficiencies and inconsistencies to continue longer than they should have.

For example, the handoff between the back office and front office was not systemized, which resulted in team members having to run back and forth to collect information that should have already been exchanged.

Eventually, I implemented systems that aligned with the culture and vision I wanted for the practice and, as I had feared, the staff ultimately chose to leave rather than adapt.

At the time, rebuilding the team was both stressful and time-consuming. Looking back, however, it turned out to be a blessing in disguise. One piece of advice I would give newer dentists is to develop a structured interview process and create clear, well-defined job descriptions for every position you are hiring for. Doing so establishes expectations from the very beginning and creates accountability within each role.

I would also encourage new owners to be patient during the hiring process and prioritize finding the right fit rather than simply filling a position out of immediate need. By being intentional and selective in my hiring process, I was able to build a team of individuals who were more coachable and better aligned with the direction and culture I wanted for the practice.

If I could do it over again, I would implement necessary changes much sooner instead of delaying the inevitable.

Establishing culture and systems early is not just important, it is foundational to the long-term success of a practice.

Another challenge I faced was balancing the dual roles of CEO and clinician. I wanted to be an effective leader while also delivering high-quality dentistry. That meant constantly shifting between diagnosing and treatment planning,

managing staff, handling payroll, and striving for clinical excellence in every procedure.

This approach worked while the team was small, but as the practice grew, it became clear that I did not have the bandwidth to do both roles well. Managing people and overseeing the administrative side of a practice is a full-time responsibility in itself. Recognizing this, I asked my wife to step into the role of office manager.

I understand that working with a spouse is not the right fit for everyone and, in many cases, it is not ideal. But the larger lesson is the importance of having a competent and trustworthy office manager. Having someone reliable to oversee the day-to-day operations has allowed me to refocus on what drew me to dentistry in the first place: providing high-quality patient care. You do not have to do everything on your own.

I also wish I had started building stronger relationships with colleagues earlier in

my career. In the age of social media, it is easy to fall into the trap of comparison. We see flawless full-mouth rehabilitations on Instagram and read about seemingly universal success in online forums where it feels like everyone is collecting millions annually. It is easy to find yourself wondering, "Why not me?"

I admit I fell into that mindset at times and occasionally felt behind or inadequate. That perspective began to change when I joined a local study club. Connecting with colleagues in person helped me realize that many of us are navigating the same struggles: balancing work and family life, managing difficult cases, dealing with staffing challenges, and simply trying to become better clinicians and leaders.

Study clubs have also become an invaluable clinical resource by creating a space to discuss complex cases and exchange ideas openly. More importantly, they provide perspective. In real life, I have found that

colleagues are often far more supportive, open, and willing to be vulnerable than what we see online. Social media, I have learned, is often a curated highlight reel rather than an accurate representation of day-to-day reality.

As I approach ten years in practice and five years as an owner, I can clearly see many things I would have done differently. At the same time, I recognize that the challenges, mistakes, and growing pains shaped me into the clinician and leader I am today.

No one is ever fully prepared for practice ownership. In many ways, it mirrors clinical dentistry itself: we learn by doing, by making mistakes, and by continuously improving. The key is to embrace those lessons and remember that you are not alone. Your colleagues are likely navigating many of the same challenges, even if it does not always appear that way. ■



PARISH KIDS DENTAL

NOW HIRING: PEDIATRIC DENTIST

Your Vision. Our Foundation.
Partner with us to launch Parish Kids Dental in Carmichael.

The Opportunity
We are moving our primary practice to a new location, but we aren't leaving our roots behind. We are converting our established Carmichael office into a dedicated pediatric dental space: **Parish Kids Dental**.

We are looking for a passionate **General or Pediatric Dentist** to lead this new venture.

What Makes Us Different

- We put people over production—always.
- Our team supports each other like family.
- We believe patients can feel the difference when the team loves what they do.
- Laughter, collaboration, and clinical excellence are part of every day.

The Role
This opportunity is a blank canvas. We are looking for a leader to help us build this new chapter, not just an employee to fill a chair.

ARE YOU READY TO BUILD YOUR LEGACY WITHOUT THE STARTUP HEADACHES?

 **DANPARISH@GMAIL.COM**  **916-292-8597**



By **Edward T. Wiggins II, DDS**
SDDS Member

Edward T. Wiggins II, DDS, is the owner of D2O Dental in Sacramento, California. He earned his Bachelor of Science in Biology from Morehouse College in 1998 and his DDS from the University of California, San Francisco School of Dentistry in 2002. Dr. Wiggins is a graduate of the Kois Center and completed the fellowship program at the California Implant Institute. He is also a longtime member of the American Academy of Cosmetic Dentistry.

His practice emphasizes cosmetic, restorative, and implant dentistry with a focus on esthetics, function, and long-term oral health. Dr. Wiggins and his wife, Christine, have been married for nearly 20 years and have two children who keep them busy with baseball and volleyball. Ruby, the office Goldendoodle, welcomes patients and helps enhance the patient experience at D2O Dental.

THE FASTEST PATH TO BETTER DENTISTRY

If I could sit down with my younger self at 5, 10, and 20 years into practice, I would not hand him a list of techniques or materials. I would give him a map, one that points toward clarity, community, and confidence.

Looking back, most of the stress, second guessing, and inefficiency I experienced early in my career was not due to lack of effort. It was due to lack of direction. There are two decisions that, had I made them earlier, would have dramatically accelerated my growth: joining the American Academy of Cosmetic Dentistry (AACD) immediately and committing to completing the Kois Center curriculum as quickly as possible.

20 Years Ago: Direction Matters More Than Speed

When I graduated from the University of California San Francisco School of Dentistry in 2002, I felt clinically prepared but not clinically certain. Like many new graduates, I entered practice with a solid foundation but without a clear framework for decision-making.

At that stage, I believed the key to success was exposure. I took CE courses here and there, learned new techniques, and tried to stay current. What I did not realize was that without a unifying philosophy, those courses often created more confusion than clarity. I was accumulating information without truly integrating it. If I could go back, I would tell myself this: do not just learn more; learn coherently. Find a system that helps you diagnose, plan, and communicate with confidence. The earlier you anchor yourself in a comprehensive philosophy, the less time you will spend questioning your own decisions.

10 Years Ago: Stop Dabbling and Commit

About 10 years into practice, I began to recognize that I needed more structure. I was seeing more complex cases, doing more

cosmetic work, and feeling the weight of higher expectations from both patients and myself. This is when I found the Kois Center.

Here is the part I wish I had done differently: I did not commit fully or immediately. I took courses intermittently and stretched the curriculum over several years. In doing so, I prolonged the very uncertainty I was trying to eliminate.

The Kois philosophy is incredibly powerful, but its true strength lies in completing the entire system. The concepts fully come together only after you have gone through the curriculum in its entirety. One of the biggest changes it made for me clinically was developing a more systematic approach to diagnosis and treatment planning. Instead of relying solely on instinct or isolated techniques, I began evaluating cases through a more comprehensive and predictable framework, which significantly improved my confidence and consistency in decision making.

Had I immersed myself earlier, prioritized it, and completed it efficiently, I would have reached clarity years sooner.

Instead, I operated with partial understanding for too long, applying fragments instead of a complete framework.

The lesson is simple: when you find something that works, do not sample it. Commit to it.

5 Years Ago: Community Changes Everything

Around five years ago, I became more intentional about surrounding myself with clinicians with similar goals. This is where the American Academy of Cosmetic Dentistry (AACD) should have entered my life much earlier.

The AACD is more than an organization. It is a community of dentists who are relentlessly focused on improving their craft. The level of detail, pursuit of excellence, and willingness to share knowledge is unmatched.

Joining earlier would have done three things for me: it would have raised my standards sooner, accelerated my clinical growth, and provided accountability. Seeing what is possible changes your definition of good. Learning from those ahead of you compresses time. Being part of a strong community pushes you to show up better.

I eventually passed the AACD written accreditation exam, and that process alone sharpened my thinking and elevated my work. Still, I often wonder how much further along I would be had I engaged with that community earlier in my career.

The Cost of Delay

When I reflect on the years it took me to fully embrace these paths, I do not think about lost income or missed opportunities. I think

about the unnecessary stress, the uncertainty in treatment planning, the hesitation in case acceptance, and the mental fatigue that comes from not feeling fully confident in your decisions. Those are the real costs.

Dentistry is hard enough already. The goal is not simply to improve. The goal is to gain clarity. And clarity comes from structured learning and surrounding yourself with the right people.

What I Would Tell a Younger Dentist Today

If you are early in your career, or in the middle of your career and feeling stuck, here is the advice I would give without hesitation:

- **Join the AACD early.** Do not wait until you “feel ready.” You grow into the standard you surround yourself with.
- **Commit to a comprehensive curriculum** like Kois and complete it efficiently. Do not drag it out.

- **Stop chasing random CE courses.** If they do not fit within a larger framework, they often add more noise than clarity.
- **Seek community,** not just information. The right people will elevate you faster than any single course.
- **Invest in confidence,** not just skill. The ability to diagnose and communicate clearly is what ultimately drives lasting success.

Final Thoughts

Looking back, I do not regret the journey, but I do recognize that it could have been more efficient, more focused, and far less stressful. We often think growth simply takes time, and it does, but it also requires direction. The right decisions early on do not just make you better. They make the path smoother.

If I could shorten the learning curve for someone else reading this, it would be simple: Find your framework. Find your people. And do not wait to commit. ■

Upcoming GENERAL MEETING

SEP
8

Oral Appliances for the Management of Obstructive Sleep Apnea

Presented by Alexander Malick, DDS

Sleep Breathing Disorders have rapidly become recognized as a possible etiology to many serious medical conditions including Diabetes, Cardiovascular disease, psychiatric disorders, Cognitive impairment, and Chronic Pain Conditions. Dentists can play an important role in the management of Obstructive Sleep Apnea.

This Presentation will cover:

- A brief overview of OSA
- Signs and Symptoms of OSA
- Available treatment/Management modalities
- Oral Devices for OSA: Indications and Limitations
- Various available types of devices
- Features of a well made device
- Complications associated with oral devices
- Insurance and Financial Considerations
- Medico-Legal considerations

Recruitment Night

Bring a non-member dentist
at SDDS member pricing



3 CEU, Core • \$89

5:45-9:00pm: Social, Exhibits,
Dinner and Program

Hilton Sacramento Arden West
(2200 Harvard Street, Sac)



Register online
today with this
QR code.



By Ryan Zleik, DDS
SDDS Member

Dr. Ryan Zleik is a general dentist who has been practicing in the El Dorado Hills area since 2023. He graduated from the University of Damascus in Syria in 2007 and later completed an International Dental Program at Universidad De La Salle Bajío. His professional journey has taken him across multiple countries and cultures, shaping both his clinical philosophy and his commitment to patient-centered care.

Dr. Zleik has worked with several nonprofit organizations including Healing California, Healing Hands, and California CareForce. He is also a partner owner of Pacific Dental Health, where he works alongside multiple specialists to provide comprehensive, high-quality care with a strong focus on both oral health and overall wellness.

Dr. Zleik enjoys staying current with emerging dental technologies and advancements in artificial intelligence, which he believes is "a gateway to better oral health." Outside of dentistry, he enjoys spending time with his wife, Lillian, and their three children. They also have a large extended family in Toronto, Canada.

WHAT I WISH I HAD KNOWN 5 YEARS AGO

Five years ago, I packed more than just a suitcase. I packed dreams. They felt heavy, not because they were impossible, but because I cared deeply about them. I wanted to succeed quickly, prove myself, build something meaningful, and somehow have everything figured out from the very beginning.

As a newly graduated dentist, I stepped into the profession believing I was ready. I was not. I was not prepared for the long days, the quiet doubts, the responsibility behind every decision, or the level of patience this journey would require. I traveled, I worked, and I learned. Slowly, reality replaced expectation.

My journey began in Syria, where I earned my first dental degree. Later, I moved to Lebanon and attended the American University of Beirut, where I had the opportunity to complete a short-term orthodontic residency. Even then, I still felt there was something more ahead for me.

That pursuit eventually led me to Saudi Arabia, where I practiced for two years. It was the first time I had lived and worked away from my community while adapting to a different culture, new standards of care, and patients with entirely different expectations and needs. Treatments I had once only studied in textbooks became part of my daily conversations with patients. The experience challenged me tremendously and pushed me to pursue my dream even further.

During that time, I realized that if you want pure water, you must go to the fountain. That realization ultimately brought me to the United States.

Starting over was not easy. It takes tremendous courage and determination to become a student again, take board examinations, apply to dental schools, support a young family, and rebuild my life

in a completely unfamiliar environment. Eventually, I joined the international dental program at Universidad La Salle in Mexico. It was another major transition. I had to learn a third language, adapt to another culture, practice in a different country, and live far away from family and friends.

At Universidad La Salle, I learned the foundations of modern dentistry. I learned the importance of comprehensive examinations, treatment planning, and focusing on the causes of disease before they become larger problems. I also learned how to manage my time, work under pressure, and continue moving forward even when the road felt uncertain. For the first time, I felt like I was truly seeing the bigger picture of dentistry: not just treating teeth, but helping create healthier patients and healthier communities.

Years passed before I was finally able to practice where I truly wanted to be, serving my community with the knowledge, skills, and experience I had gained along the way. I learned that success does not simply arrive because you hope for it. It requires persistence, sacrifice, and patience. I also learned that opening a practice is not just about dentistry. It is about leadership, risk, vision, and learning how to think like a business owner.

Most importantly, I learned that progress is rarely a giant leap. More often, it is a series of small and almost invisible steps. There were many moments when I questioned myself, felt behind, and wondered whether

I should have been further along by now. Still, I kept moving forward.

Eventually, I found myself in the position I had always dreamed about: building a practice culture that reflected who I am and how I believe dentistry should feel. In El Dorado Hills, California, I opened my own practice, Pacific Dental Health. It became an opportunity to create a culture centered on compassion, respect, and human connection. I wanted every patient to feel treated like family.

Opening my own practice changed my life. It expanded my understanding of dentistry far beyond clinical work alone. It taught me about leadership, business, responsibility, and the impact we can have on the communities around us. I encourage

every dentist to eventually find their own path and consider ownership when the time is right. It challenges you in ways that force you to grow both personally and professionally.

Along the way, however, I also learned what truly matters. I learned that my degree was not the destination. It was only the beginning of a lifetime of learning. I learned that a strong reputation is not built overnight, but through consistency, humility, and honest work. Most importantly, I learned that my family did not need a perfect version of me. They simply needed me to be present.

And perhaps the hardest lesson of all: I am not just a dentist.

Somewhere between chasing goals and trying to meet expectations, it becomes easy to forget who you are outside the clinic. But your hobbies, passions, relationships, and personal life are not distractions. They are what keep you grounded and alive.

Today, I still carry dreams, but I carry them differently now, with more patience and more balance. Because I finally understand that dentistry is not my entire life. It is simply a beautiful part of it. And when you find that balance, that is when the journey truly becomes enjoyable. ■

Volunteer OPPORTUNITIES

Ways to volunteer and support the SDDS Foundation:

Become a member of the Foundation – it's only \$75 per year

Donate to the programs of the Foundation – donations help provide screening supplies, toothbrushes and fund the puppet shows

Smiles for Kids Day – 2027 has officially begun.

To volunteer, Contact: SDDS office
916.446.1227 • smilesforkids@sdds.org

SFK Screeners Needed - Smiles for Kids (SFK) is looking for volunteers to screen kids at area schools in the Fall. Please contact the SDDS office at (916) 446-1227 or email smilesforkids@sdds.org if you are interested in volunteering.

Smiles for Big Kids is ongoing all year long – we need volunteers to adopt the BIG kids too (especially vets and the elderly)

Volunteers Needed: Dentists willing to “adopt” patients for immediate/emergency needs in their office.

To volunteer, Contact: SDDS office
916.446.1227 • sdds@sdds.org

Willow Dental Clinic

One Saturday every other month
Contact dental@willowclinic.org for more information. You can check out their website here: www.willowclinic.org/services/dental

CCMP (Coalition for Concerned Medical Professionals)

Volunteers needed: General Dentists, Specialists, Dental Assistants and Hygienists.
To volunteer, Contact:
916.925.9379 • ccmp.pa@juno.com

Everyone for Veterans

To volunteer, Contact: SDDS office
916.446.1227 • sdds@sdds.org
everyoneforveterans.org/for-dentists.html

Check Out Our RECENT EVENTS

March General Meeting

The March General Meeting was an energy packed night of learning how to Lead with Trust, led by Dr. Eric Johnson. He provided tools to inspire teams, prevent burnout and build wellness in dental practices. Thank you to Drs. Alpha and Delgadillo for sponsoring the evening.



April General Meeting

We had a number of new and familiar faces at the April General Meeting. Dr. Mohd Khalaf lectured on Non-Odontogenic Tooth Pain, thank you to everyone for joining us for this evening of network and learning.



May General Meeting

The May General Meeting was well attended and such a good time. Dr. Peter Jacobsen lectured about Drugs, Bugs and Dental Products, What to Prescribe! It was the annual meeting for SDDS and SDDF elections and also Foundation month. There were prizes raffled off and money raised for the SDDS Foundation. Two new members were in attendance and three scholarships were awarded. Thank you to Capital Periodontal Group for sponsoring this meeting!



May Hands-on Continuing Education

The Endo hands-on class was a hit! The room was full, the speaker, Dr. Peter Ham was dynamic and the attendees received hands-on learning focused on smarter instrumentation, optimized rotary workflows and improved patient outcomes. Thank you to everyone who spent the day with us and thank you to Henry Schein Dental and EdgeEndo for sponsoring the class.



SDDS' May Member Mixer

Such a great turnout at this months member mixer. We really enjoying seeing everyone's smiling faces. Thank you to BPE Law Group, P.C. and Western Practice Sales for your continued support of our events and SDDS members.



Celebrating the Foundation and All It's Supporters

Every May General Meeting is a special celebration dedicated to the Sacramento District Dental Foundation. During this memorable evening, we recognize the incredible generosity of our members by highlighting those who volunteer their time and support the Foundation through their donations. We also proudly award scholarships to deserving recipients, making it one of the most inspiring events of the year. This year, Fortune Asabar was awarded the SDDS and SDDF Hygiene Student Scholarship, this award is presented to a Carrington College Student. Also, Kelly Chan and Ashley Vernon were each awarded The Herb & Inez Yee Family Scholarship for CSUS students.



In addition, the May General Meeting serves as the Society's Annual Meeting, where members vote on the slate of officers who will lead SDDS in the coming year. It's always a lively, meaningful, and rewarding evening. If you haven't attended a May General Meeting before, be sure to put it on your calendar for 2027!

*Thank you for supporting
the Foundation*

*Are you a
member of our
Foundation?*

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

Will you join? Email us at sdds@sdds.org to become a member and make a difference.

Thank you for supporting the Foundation!



Earned

See why

20,000+

dentists and physicians turn to
Earned for tax and wealth advice.



*20,000 total clients as of Jan 2026.

Secure the SDDS rate!



The Best Dental Lab Experience

Serving the Bay Area Since 2005

Full Zirconia: \$74.99	Metal Partial \$219
Layered Zirconia \$109	Flexible Partial \$190
e.max \$129	Acrylic Partial \$120
Implant Crown + Abutment: from \$298	Stayplate \$105

Certified Dental Tech
iTero Certified Lab
Trios Certified Trainer

Straumann, Neodent,
Nobel, Implant Direct,
ZimVie, Zest Partner Lab

Contact Us



Scan Here

Full Denture \$170



Full Zirconia \$64.99
Digital Impression
Model-less

- ✓ No Hidden Fees
- ✓ Free Local Pick-Up



\$25,386

Raised by this year's tourney
for the SDDS Foundation!

150
HOTDOGS
SERVED!

1 BEAUTIFUL
DAY OF GOLF

31 SPONSORS

124 PLAYERS



Thank you to the following for their generous raffle donations!

Caroll Badgley
David (MD) and Gloria Magorien
Diana Fat, DDS
Edward Jones - Philip Waelbrock, CFP®, CRPC™, CEPA®

GC America – Ilknur Pherigo
Joseph Cates and Della Yee
Irene Campbell
Sacramento Hilton Arden West
Sacramento District Dental Society

Elevate Oral Care - Melissa Fultz, RDH
Sacramento Kings
Sheraton Grand Sacramento
Zocalo Restaurant Group



Congratulations to the top three foursomes and the contest winners!

1st Place:

Michele Bailey, RDA
James Bailey
Chris Bailey
Parker Boulter

2nd Place:

Don Rollofson, DMD
Brock Hinton, DDS
Mike Holm, DDS
Gaetan Tchamba, DDS

3rd Place:

Craig Alpha, DDS
Matt Moyneur
Chris Cantrell, DMD
Kirk Moffitt

Long Drive – Men:

Bo Koehn

Long Drive – Women:

Erin Torres

Closest to Pin – Men:

Parker Boulter

Closest to Pin – Women:

Lisa Black

Best Sponsored Hole Contest Winner

Diana Fat, DDS

THANK YOU TO OUR SPONSORS

2026 SWING FOR SMILES

LUNCH SPONSOR

DentaQuest
Benefits provided by California Dental Network

HOT DOG SPONSOR

 **Golden Foothills**
Oral, Facial, & Dental Implant Surgery
Dr. Donald Liberty

GOLF BALL SPONSOR

 **Drs. Alpha & Delgadillo**

BREAKFAST SPONSOR

 **LIBERTY DENTAL PLAN**

BLOODY MARY SPONSOR

 **Capitol PERIODONTAL GROUP**
Periodontics & Implant Dentistry

BEVERAGE CART SPONSOR

 **ZÓCALO**

BEVERAGE CART SPONSOR

Desco

PUTTING CONTEST SPONSOR

 **DIANA FAT DDS**
PROSTHODONTICS

MARGARITA SPONSOR

 **O'Leary Construction, Inc.**

WATER SPONSOR

 **PRIMO BRANDS**

HOLE SPONSORS

Hole #1 BPE Law Group • **Hole #2** GC America
Hole #4 Truxal Wealth Management • **Hole #6** Equitable Advisors
Hole #7 GP Development • **Hole #9** Capitol Periodontal Group
Hole #10 DentaQuest • **Hole #12** The Maple Leaf Trust
Hole #14 WIN Private Wealth • **Hole #16** Liberty Dental Plan
Hole #17 Edward Jones - Philip Waelbrock, CFP®, CRPC™, CEPA®
Hole #18 Diana Fat, DDS

GREEN SPONSORS

Benco Dental • Carl Hillendahl, DDS - SDDF President • Columbia Bank
Golden Foothills Oral, Facial & Dental Implant Surgery – Donald Liberty, DDS
Honoring the Legacy of Dr. Herbert & Inez Yee • Knox, Lemmon & Anapolsky, LLP
Rood & Dinis, CPAs and Business Advisors • Sean Roth, DDS

A Closer Look THE CPR COMMITTEE



By **Brad Archibald, DDS**
Co-Chair, CPR Committee

Annie, Annie, are you ok? In the controlled and familiar environment of a dental operatory, it can be easy to forget that dentistry, despite its reputation for routine care, carries inherent medical risks. Patients often arrive with complex health histories, systemic conditions, and varying levels of anxiety. Local anesthetics, sedation techniques, and the physiological stress of dental procedures can, in rare circumstances, precipitate medical emergencies. When they do occur, a dental team's ability to respond swiftly and effectively can mean the difference between life and death.

This is why comprehensive CPR training is not merely a regulatory requirement—it is a professional obligation.

Medical emergencies do not announce themselves. Cardiac arrest remains one of the most time critical emergencies encountered in outpatient healthcare settings. The window for effective intervention is measured in minutes, and early, high quality CPR has been consistently shown to double or even triple survival chances. In a dental practice, where the team is often the first and only line of immediate response, preparedness is non-negotiable.

Dental professionals are uniquely positioned in this regard. Dental teams regularly monitor vital signs, administer medications, and manage patient anxiety. This close proximity to clinical triggers underscores the importance of maintaining CPR skills that are current, practiced, and ready to deploy.

Regular CPR training builds more than technical skill, it builds confidence. In a high-stress emergency, hesitation can be costly. Teams that train together foster coordinated responses, understand each other's roles, and communicate more effectively under pressure. Familiarity with equipment such as automated external defibrillators (AEDs) ensures no time is lost struggling with unfamiliar tools.

This confidence extends beyond emergency preparedness. Patients feel safer knowing they

are in the hands of a team that is trained, rehearsed, and ready for any contingency.

For dental leaders, investing in CPR training reflects a broader commitment to excellence and patient safety. It nurtures a culture where preparedness is valued, continuing education is encouraged, and the well-being of both patients and staff is prioritized.

As dentistry evolves, particularly with the growing use of sedation modalities, the importance of emergency readiness continues to grow. CPR training is no longer a once-every-two-years checkbox; it is part of a continuous cycle of professional development.

The Sacramento District Dental Society CPR Committee is comprised of experienced members who stay current with CPR guidelines and are dedicated to ensuring your dental team is prepared to deliver high-quality CPR in the event of a medical emergency. The training follows the American Heart Association blended learning model, which includes two main components. First, the online eLearning/HeartCode BLS portion, completed at your own pace through an adaptive, interactive module. Second, involves a live hands-on skills session with an SDDS CPR Committee instructor. These instructors provide professional feedback in a respectful, relaxed, and engaging manner. Skills sessions are offered multiple times each year, with morning, evening and weekend options for convenience. For those who need ACLS or PALS certification, or who prefer a private in-office session, please contact Sofia Guterrez at safia@sdds.org for more information.

While dental emergencies are rare, they are real. A well-trained team equipped with up-to-date CPR skills ensures that your practice not only meets regulatory obligations but stands as a model of safety-centered care. In a profession built on trust, competence, and compassion, CPR readiness remains one of the strongest commitments you can make to the people you serve. ■

2026 SDDS Committees Schedule

Leadership

Board of Directors

Jan 6 • Mar 3 • May 5 • Sept 1 • Nov 3

Executive Committee

Feb 13 • Apr 10 • Aug 7 • Oct 16 • Dec 4

Foundation

Foundation Board

Jan 27 • Sept 29

Standing Committees

Membership/Engagement

Jan 20 • Apr 21 • Sept 29

CPR Committee

Jan 20

Nominating/Leadership

Development

Feb 24 • Oct 13

Advisory Committees

CSUS Pre-Dental Advisory

Feb 10

Continuing Education Advisory

Jan 6 • Apr 21 • Sept 15

Nugget Editorial Advisory

Feb 3 • Sept 22

Social Media Advisory

Feb 10 • Apr 21 • Sept 15

Strategic Plan Advisory

TBA

Budget and Finance Advisory

TBA

Bylaws Advisory

TBA

Legislative Advisory

TBA

GMC/Denti-Cal Workgroup Advisory

TBA

Other

CDA House of Delegates

Nov 13-14



**BPE Law Group has a new location:
11341 Gold Express Drive, Suite 120
Gold River, CA 95670**

BPE Law Group works with you to ensure that you have the best opportunity to be successful and build a thriving business. Offering efficient, professional and cost-effective representation for our clients.

Our Dental Law Services Include:

- Corporate Law
- Contract Law
- Employment Law
- Real Estate
- Finance
- Cross Purchase Agreements
- Practice Transitions
- Succession Planning
- Estate Planning

(916) 966-2260 | info@bpelaw.com | bpelaw.com



*Specializing in Complete Dental Offices
and Tenant Improvements*



4M Dental Group in Sacramento



Olson Construction, Inc. is a reputable design/build construction company that excels in delivering dental office projects from initial design to successful completion. They have established themselves as the preferred choice when you need your dental office project to be completed on schedule and within your budget.



David Olson, General Contractor

License #822960

(209) 366-2486

www.olsonconstructioninc.com





YOU

THE DENTIST, THE EMPLOYER

Can we Require Employees to Use Accrued Time During a Leave of Absence?

By California Employers Association (SDDS Vendor Member)

Question: We have a few employees going out on protected leaves soon. Our sales manager, Maria, will be taking 10 weeks of Pregnancy Disability Leave (PDL), and she has three weeks of accrued vacation in her bank. Maria exhausted all her sick leave. Can we require Maria to use accrued vacation time during her leave?

Similarly, another employee, Mark, is going out on CFRA/FMLA to care for his sick parent. Mark has no vacation time, but he does have 80 hours of mandatory paid sick leave (PSL) available. Can we require him to exhaust PSL during his CFRA/FMLA leave?

Short Answer: In both of these cases, the answer is no. The employer may not require the use of accrued time off in these specific scenarios.

Long Answer: It's Quite Complex

The rules regarding when an employer can require the use of accrued time are complex. They vary depending on the type of protected leave. For PDL, CFRA, and FMLA leaves, the rules also depend on whether the employee is receiving wage replacement benefits, such as State Disability Insurance (SDI) and Paid Family Leave (PFL), workers' compensation, etc. Want the full answer to these common examples? Keep reading below.

Be Careful with Mandatory Paid Sick Leave

First, we do not recommend ever requiring an employee to use their mandatory paid sick leave (PSL) required by California. While the law itself is silent on whether an employer can ever force an employee to use mandatory PSL for a covered purpose, Labor Commissioner guidance frequently references the employee's right to choose

when to use PSL and how much to use. The same recommendation applies to PTO policies used to satisfy mandatory paid sick leave requirements.

However, if you have a separate policy that provides supplemental sick leave beyond what is legally required, there may be circumstances when you can require employees to use their supplemental time during protected leaves.

Maria's Pregnancy Disability Leave (PDL)

California's PDL law is clear that you cannot require an employee to use their vacation or paid time off (PTO) during PDL under any circumstances.

While the PDL law allows the employer to require PSL, again, we do not recommend requiring employees to use legally-mandated PSL, as stated above.

Note: CFRA and PDL never run concurrently, but PDL and FMLA often do. If Maria is FMLA-eligible, her leave time may qualify as both PDL/FMLA. While FMLA's rules do allow employers to require the use of vacation or PTO in some circumstances (see below), if the leave is also for PDL, then the stricter rule applies, meaning you still cannot require Maria to use her vacation or PTO.

In this case, Maria has no sick leave available, but she can choose to use her vacation time. If she doesn't want to use it, you cannot force her to do so.

Mark's CFRA/FMLA Leave

Now, let's focus on Mark, who is taking California Family Rights Act (CFRA)/Family and Medical Leave Act (FMLA) leave to care for his sick parent.

When CFRA/FMLA leave is unpaid (meaning Mark is not receiving disability/wage replacement benefits, such as Paid Family Leave from the EDD), then the employer can maintain a policy requiring employees to use vacation or PTO during that time.

In our scenario, Mark doesn't have any available vacation time, so what about his sick leave?

CFRA and FMLA do allow employers to require the use of PSL when the employee is out due to their own serious health condition; however, as stated above, we never recommend requiring an employee to use their mandatory PSL (or PTO that is used to satisfy California PSL requirements) based on the lack of clear guidance.

In any case, Mark is out to care for his parent, not due to his own serious health condition, so you can't require him to use his PSL.

Integration of Wage Replacement Benefits

During periods of FMLA or CFRA leave where employees are receiving wage replacement benefits, such as SDI, PFL, or workers' compensation benefits, the employer cannot require that they use their paid time off, including paid sick leave, vacation, or PTO, while the employee is receiving the benefits. However, the employer and employee can mutually agree to allow the employee to use their accrued time to supplement their SDI/PFL payments. ■

DO YOU USE THE HR HOTLINE?

The SDDS HR Hotline is an exclusive benefit to SDDS Members. It's powered by the California Employers Association and they are ready for your call.

SDDS HR Hotline

FREE TO SDDS MEMBERS!

888.784.4031

MEMBER
BENEFIT!



DO YOU HAVE THE RIGHT **TAX** **STRATEGY?**

GET A FREE REVIEW OF YOUR LAST 3 YEARS TAX RETURNS!

- Quarterly Tax and Business Planning
- QuickBooks setup, Training and Consulting
- Work with over 100 Dental Practices
- Assistance with Practice Purchases
- Review of Proper Business Structures
- Business Valuation
- Real Estate and LLC's

CONTACT US TODAY!

Debra Griffin - Director of Business Development
916-774-4208 | DLG@MUNCPAS.COM



M·U·N
www.muncpas.com



Have you heard of the **Dedicated Monthly Dentist (DMD) Program?**

General CE Meetings include: Educational Lecture,
Dinner, Social Hour, No-Host Bar, and Vendor time

*By enrolling in the Dedicated Monthly Dentist
(DMD) Program, you can ...*

Prepay for all 7 and Save ...

on the General Membership CE Meetings for September
2026–May 2027 with one check or credit card charge

Easily Register for Each Meeting ...

by responding to a simple email sent to you each month.

Help with SDDS recruitment!

If you are unable to attend a particular meeting, call
SDDS and we'll arrange for a new member or dental
student to attend in your place.

Sign up with the enclosed insert and
attend these great General Meetings!

SEPTEMBER 8, 2026 3 CEU, Core

Oral Appliances for the Management of
Obstructive Sleep Apnea

Alexander Malick, DMD, FAGD

OCTOBER 6, 2026 3 CEU, Core

Is It Possible? Predictability, Limitations, and
Heroics in Tooth Preservation

Katherine Shi, DMD

NOVEMBER 10, 2026 3 CEU, Core

Diabetes and Oral Health

Kim Benton, DDS, MPH, FICD

JANUARY 12, 2027 3 CEU, Core

Stop the Bleed for Dental Professions

Eric Wong, DDS

FEBRUARY 9, 2027 3 CEU, Core

All-On-X Maintenance and Complications

Ivan Chicchon, DDS

APRIL 13, 2027 3 CEU, Core

Myofunctional Therapy: Partnering
with Myo Providers and

Speech-Language Pathologists

Shelley Freitas, MS, CCC-SLP, QOM

MAY 11, 2027 3 CEU, Core

Tissue is the Issue: A Biology-Driven Roadmap
for Implant & Soft Tissue Complications

Nabeel Cajee, DDS, MICOI

JUST
\$599
FOR ALL 7 MEETINGS!



YOU THE DENTIST, THE BUSINESS OWNER

YOU ARE A DENTIST. You've been to school, taken your Boards and settled into practice. End of story?

Not quite. Are you up to speed on tax laws, potential deductions and other important business issues?

In this monthly column, we will offer information pertinent to you, the dentist as the business owner.

MEMBER
BENEFIT!

Panic! At The Dental Office

By Grant Vigil, President; Desco Dental Equipment (SDDS Vendor Member)

We've all been there – You're in your office, prepping for a full day of treatment when a staff member comes in and says, "Doctor, the compressor is down". Patients fill the waiting room as the realization sets in that without your compressor, you're dead in the water. Before you can blink, the back office is asking you if they can still seat patients, the front office is asking if you want them to reschedule patients, and your new assistant is testing your patience by asking you, "Does this mean we get to go home?". What started as a normal morning now has the entire office in a frenzy.

When an equipment failure crisis hits the office, it is important to stay calm, gather as much information as possible, and contact your service provider early. The more information you can give your service provider, the better prepared they will be to not only diagnose and repair your equipment, but to also help you determine if you should reschedule patients or hold steady until a repair can be made. Key information that can help expedite repairs and minimize downtime are the Make & Model of your piece of equipment, a clear description of what your equipment is or isn't doing "The compressor tries to turn on, but then it just stops", and any other details related to that equipment that might point to the issue "We haven't done any maintenance on it in a couple of

years". When a service technician arrives at the office, they will be able to assess the situation, and advise you on the severity of the situation, and how long it will take to repair it.

So, what actually happened to the compressor? Well, the exhaust muffler filters were dirty and holding back pressure on the heads, preventing the motors from being able to turn over which caused amperage to spike, leading to a tripped breaker. In simpler terms, a couple of filters that would have been replaced during an annual maintenance tune-up got so clogged that the compressor couldn't run anymore. The filters were replaced quickly, and the office was able to continue on with their day.

Most sudden equipment failures aren't really sudden at all. In fact, a majority of equipment failures are the result of maintenance items being put off, and small issues being ignored. Familiarizing yourself with the equipment in your office, understanding how it works, and recognizing the warning signs when something isn't right will help you avoid downtime, and costly repairs in the future when a small problem grows into a catastrophe.

So, what can you do to avoid situations like this? Annual equipment maintenance and inspections are a great way to catch minor issues and get a general idea of your

equipment's health. Training your staff to properly use and maintain equipment extends the life of the tools your practice runs off of. Keep a maintenance checklist for items like autoclaves, compressors and vacuums, and any other equipment requiring maintenance on a semi-regular basis and elect one or two staff members to take on that responsibility. And finally, be proactive and replace old equipment. This doesn't mean run out and build a whole new practice because your chairs are still sporting wood grain trim and look like they're about to come back into style but rather talk with your trusted equipment provider to determine what equipment is past its prime and could become a problem in the future. It is always easier and less stressful if you plan out your equipment replacement before trouble strikes than it is to have to pick something when you're under the gun.

The good news is that most equipment emergencies are preventable. While nothing lasts forever, proactive maintenance, knowing your equipment, and staff maintenance can keep your practice moving and turn a day-ending disaster into a scheduled repair when it is convenient for you. ■

Grant with Desco Dental Equipment can be reached via email at grant.desco@gmail.com or by phone at (916) 960-9459

The Osborne Group is a leading provider of commercial real estate services to dental and medical office users, owners and developers within the greater Sacramento Area.



Robb Osborne

rosborne@gallellire.com

Brandon Sessions

bsessions@gallellire.com

Kannon Kuhn

kkuhn@gallellire.com

Sarah Sanders

ssanders@gallellire.com



We enjoyed meeting you all at the Midwinter Convention in March! We are here to help – please let us know how we can support your commercial real estate needs.

Upcoming GENERAL MEETING

**OCT
6**

Is It Possible? Predictability, Limitations, and Heroics in Tooth Preservation

Presented by Katherine Shi, DMD

**NOTE
DATE**

This presentation will explore the complex decision-making process behind saving teeth from an endodontic perspective. Through real-world cases and input from current literature, we will examine when preservation is predictable, when it is not, and when extraordinary measures we've taken have succeeded — or failed.

Course Objectives:

- Review clinical and radiographic tools that are helpful in diagnosis, treatment planning, and determining prognosis.
- Recognize situations where treatment outcomes are less reliable and extraction may be the better choice.
- Discuss our "heroic" attempts with what has worked, what hasn't, and the lessons we have learned from pushing the limits of biology and technique.



3 CEU, Core • \$89

5:45-9:00pm: Social, Exhibits, Dinner and Program

Hilton Sacramento Arden West
(2200 Harvard Street, Sac)



Register online today with this QR code.

SACRAMENTO DISTRICT DENTAL SOCIETY OFFERS More Than a Membership

Most dentists join organized dentistry for the practical benefits. Continuing education. Resources. Advocacy. Savings. Those benefits matter. But **ask long-time members what they value most, and the answer is often something less tangible: connection.**

When Dentistry Feels Isolating

Dentists spend their days caring for patients, leading teams, and making difficult decisions. It can feel like a lot to carry alone.

That's why SDDS brings members together through General Meetings, Member Mixers, Volunteerism, and our regional dental convention. These aren't just events—they're opportunities to build relationships with colleagues who understand the unique challenges and rewards of the profession.



When an Employee Issue Lands on the Desk

Every practice owner eventually encounters a difficult HR situation.

The SDDS HR Hotline provides something increasingly rare: a chance to talk with a real person. Members can discuss their specific situation, ask questions, and receive practical guidance from an HR professional who can help them work through the issue, not just point them to a webpage.

SDDS HR HOTLINE
1.888.784.4031



When the Entire Team Needs Inspiration

Capital Region's Dental Convention – MidWinter in Bloom is more than a CE event.

It's a chance for doctors and team members to learn together, discover new ideas, reconnect with colleagues, and return to the office energized. For many members, it's one of the highlights of the year.

When It's Time to Hire or Be Hired

Finding the right associate or team member can be challenging.

The SDDS Job Bank helps connect dental professionals within the local community, making it easier to find opportunities and build successful teams.

When Patients Are Looking for a Dentist

Patient referrals connect community members with local SDDS dentists, helping practices grow while ensuring patients find the care they need.

When Every Dollar Matters

From discounted advertising opportunities to savings through trusted vendor partners, membership helps practices access resources that support both clinical and business success.

When Dentistry Needs Strong Representation

Membership also includes access to the powerful resources, advocacy, and expertise of CDA and ADA. The tripartite works every day to protect and advance the profession.

Because No Dentist Should Have to Go It Alone

The true value of membership isn't found in a list of benefits.

It's found in the conversations after a meeting. The colleague who shares advice. The phone call that solves a difficult problem. The friendships built over years of participation.

It's the comfort of knowing there is a community standing behind every member.

That's the value of SDDS. And that's what makes membership more than a membership.



Upcoming HANDS-ON CONTINUING EDUCATION

SEP
12

Anterior Direct Restorations Lecture and Hands-on

Presented by Dimple Desai, DDS, AAACP
Sponsored by BISCO and Ultradent Products Inc.

This hands-on restorative dentistry course is designed to strengthen clinicians' skills in contemporary restorative techniques through practical, evidence-based instruction. Participants will learn how to create predictable, functional, and esthetic restorations using a systematic approach. The course will focus on conservative strategies for anterior composite restorations.

Dr. Desai will demonstrate how to restore worn incisal edges, peg lateral veneers, and Class IV restorations following clear aligner therapy. Step-by-step clinical protocols for composite bonding will be reviewed and shown in detail. These techniques will help clinicians improve composite shade selection and bonding procedures. Finally, shaping, contouring, and polishing of composite restorations will be demonstrated.

Learning Objectives:

- Restore worn incisal edges, peg laterals, and Class IV restorations with predictable composite techniques.
- Improve composite shade selection, bonding, contouring, and polishing skills.
- Apply conservative, esthetic restorative protocols in everyday practice.



6 CEU, Core • \$395

8:00am: Registration

8:30am–2:30pm: Class

SDDS Classroom:

2035 Hurley Way, Suite 200
Sacramento



Register online
today with this
QR code.



usbank.com/practicefinance

Financial options tailored to your practice

Looking to purchase a new practice or expand or refinance your current practice?
U.S. Bank practice financing offers a variety of lending options for dental professionals.

Financing options include:

- Startups
- Acquisitions, buy ins or buy outs
- Building purchases
- Equipment financing
- Expansions and relocations
- Practice debt refinance

We can also help with your commercial real estate needs,
including purchases, refinancing and ground-up construction.

A specialized Practice Finance representative
is ready to meet with you.

CONTACT ME TODAY

Dave Nelson

dave.nelson@usbank.com
916-932-6360
1020 White Rock Rd
El Dorado Hills, CA 95762

Danny Smith

daniel.smith7@usbank.com
619-607-0121
621 Capitol Mall,
Sacramento, CA 95814

Anna Tadevosyan

anna.tadevosyan@usbank.com
559-321-3234
6666 N Cedar,
Fresno, CA 93710

2025 WORLD'S MOST
ETHICAL COMPANIES™
ETHISPHERE



A Quick Guide to Tough Conversations

By California Employers Association (SDDS Vendor Member)

Difficult conversations are unavoidable. Whether you're addressing performance concerns, team dynamics, or difficult patients, the way you communicate can have a lasting impact on morale, trust, and outcomes. The good news is that tough conversations don't have to be confrontational. With the right approach, they can strengthen relationships and create opportunities for growth. This quick guide outlines seven practical strategies to help you handle challenging discussions with confidence and clarity.

1. Lead With a Clear Goal

Know exactly what you want out of the conversation. **Example:** "By the end of this meeting, I want us aligned on customer expectations."

2. Let Them Talk

Give space for their perspective — it lowers defensiveness fast. **Example:** "Walk me through how this situation unfolded."

3. Use Specifics, Not Vibes

Concrete examples beat broad statements every time. **Example:** Instead of "Your communication is inconsistent," say "Three customers mentioned that you were not as friendly as you usually are. Or three client emails went unanswered last week."

4. Share Observations, Not Judgments

Focus on performance and don't label people. Frame feedback as what you've noticed, not who they are. **Example:** "I've noticed deadlines slipping lately," instead of saying, "You're unreliable."

5. Hold Accountability Without Blame

Acknowledge obstacles but reinforce ownership. **Example:** "I know last week was especially busy, but we still need to ensure customers feel like a priority. Or "I know the handoff was faster than usual, but we still needed to meet the deadline."

6. Turn It Into Growth

End with a path forward, not a dead end. **Example:** "How can I support you moving forward?" or "Let's set up a weekly check in to keep this on track."

7. Keep It Human

Respect and dignity matter — even in terminations. **Example:** "I appreciate all that you do for us and realize that everyone can have a bad day/week." Or in the case of a termination, "This decision is final, but I want to acknowledge the contributions you've made here." ■

Upcoming BUSINESS FORUM

SEP
16

Difficult Conversations and De-Escalation Techniques (Webinar)

Presented by Jessica Rivera, MBA, PHR, SHRM-CP
VP of Human Resources; California Employers Association
(SDDS Vendor Member)

Workplace conflict is an unavoidable challenge that can impact productivity, morale and overall performance. When not addressed, it can lead to absenteeism, reduced job performance, and strained customer relationships. However, most employees are unaware of the power they have to resolve conflicts on their own. This training will provide employees with the essential skills of active listening, non-judgmental questioning, and open honest communication to foster a collaborative work environment and empower individuals to resolve conflicts effectively, improving both team dynamics and organizational success.



1.5 CEU, 20%

Free for SDDS Members

if registered by August 1,
\$49 after August 1

12:00–1:30pm: Webinar



Register online
today with this
QR code.

Capital Region
DENTAL
CONVENTION

SDDS MidWinter in Bloom

MARCH 18-19, 2027

SAFE CREDIT UNION CONVENTION CENTER, SACRAMENTO



By **Chirag Vaid, DDS**
2026 Secretary

Board Meeting Highlights

May 5, 2026, at the SDDS Office

President's Report

The SDDS Board of Directors met on May 5, 2026, with discussion focused on membership retention and expansion, financial stewardship, convention planning, advocacy updates, and the future direction of Society events and continuing education. President Dr. Jeff Sue called the meeting to order and welcomed Board members. No additions to the agenda or conflicts of interest were reported.

Board members in attendance included Dr. Craig Alpha, Dr. Andrea Cervantes, Dr. Diana Fat, Dr. Sarhad Paydar, Dr. Jeff Sue, Dr. Chirag Vaid, Dr. Joel Whiteman, Dr. Rosemary Wu, and Caroll Badgley, Executive Director.

Secretary's Report

Dr. Chirag Vaid reviewed membership statistics and current retention trends.

- May 2026 Total Membership – 2029
- New Members for 2026 – 35
- Engagement 79%
- Market Share – 74.9%

The Board discussed the importance of outreach to non-renewing members and encouraged continued Board involvement in member engagement efforts.

CDA and Advocacy Updates

The Board reviewed updates from the California Dental Association, including CDA's decision to keep the reference committee meeting in-person at the House of Delegates in 2026 and continued uncertainty surrounding Proposition 56 and Medi-Cal funding.

Additional discussion included leadership development opportunities, the CDA Council on Professionalism and Mediation, and organized dentistry advocacy efforts.

Policy and Strategic Discussions

The Board approved revisions to the SDDS Speaker Selection Policy. The motion was

unanimously approved, and the Board agreed to continue annual reviews of speaker topics and educational programming.

Discussion also focused on evaluating the value and sustainability of Society events. Due to declining attendance, increasing costs, and reduced member participation, the Board discussed potentially pausing or discontinuing the Polar Express event. Attendance trends for the Sacramento Kings event were also reviewed, with consideration given to moving the event earlier in the basketball season.

Overall, the Board supported prioritizing higher-value member experiences while balancing staff workload and organizational resources.

New Business/ Action Item

The Board discussed a donation request from an ADA candidate. Consensus was reached, and a vote was held to contribute a donation on behalf of SDDS to Dr. Irani's campaign as the ADA President. Discussion also took place regarding the Colgate Bright Smiles, Bright Futures mobile dental van coming to Northern California, and declining HR Hotline utilization.

MidWinter Convention and Continuing Education Planning

Caroll presented the final MidWinter Convention comparison report. Attendance for the convention was 732 attendees, while exhibitor participation grew to 99 booths, reflecting continued positive momentum for the event.

The Board discussed plans for the 2027 convention, including the proposed branding theme: "Capital Region's Dental Convention – MidWinter in Bloom."

Discussion centered on strengthening MidWinter's regional presence through expanded marketing, social media outreach, partnerships, and enhanced attendee experiences.

Additional ideas under consideration included:

- Hands-on workshops
- Vendor-sponsored educational opportunities
- Expanded networking experiences
- Entertainment elements
- Consolidated continuing education programming

The Board also explored the concept of creating an SDDS continuing education online library, including a future online CE library featuring recorded lectures and educational content designed to increase member value and engagement.

Vendor Membership and Upcoming Events

Vendor membership updates reflected continued growth, with SDDS currently maintaining 43 vendor members.

Upcoming events and activities reviewed included:

- SDDS Golf Tournament on May 8
- Upcoming Member Mixers
- October mixer planned to be in Folsom
- September Shred Day event
- Potential new-member mobile office tour event in partnership with vendor members
- House of Delegates planning activities in Los Angeles

The Board also reviewed CDA Member Trend Watch information and discussed member outreach, Foundation support planning, and continued organizational growth.

Positive staff morale and team accomplishments were acknowledged, including recognition of staff member Sofia Gutierrez celebrating a 10th anniversary with the organization.

The meeting adjourned at 8:15pm.

The next SDDS Board of Directors meetings are scheduled for September 1 and November 3, 2026.



**You look after
your patients.
We look out for your
dental practice.**

We're specialists, just like you. While you keep your patients healthy, we are here to help keep the financial side of your dental practice healthy. We offer fresh insight, intelligent advice, and innovative practice finance solutions:



Concierge Service



Practice Lending



Commercial Real Estate



Practice Management Solutions

Solutions to help manage and grow your dental practice include:

- Up to 100% financing
- Up to 15-year terms to help cash flow
- Deferred and interest-only payments



Ready to get started?

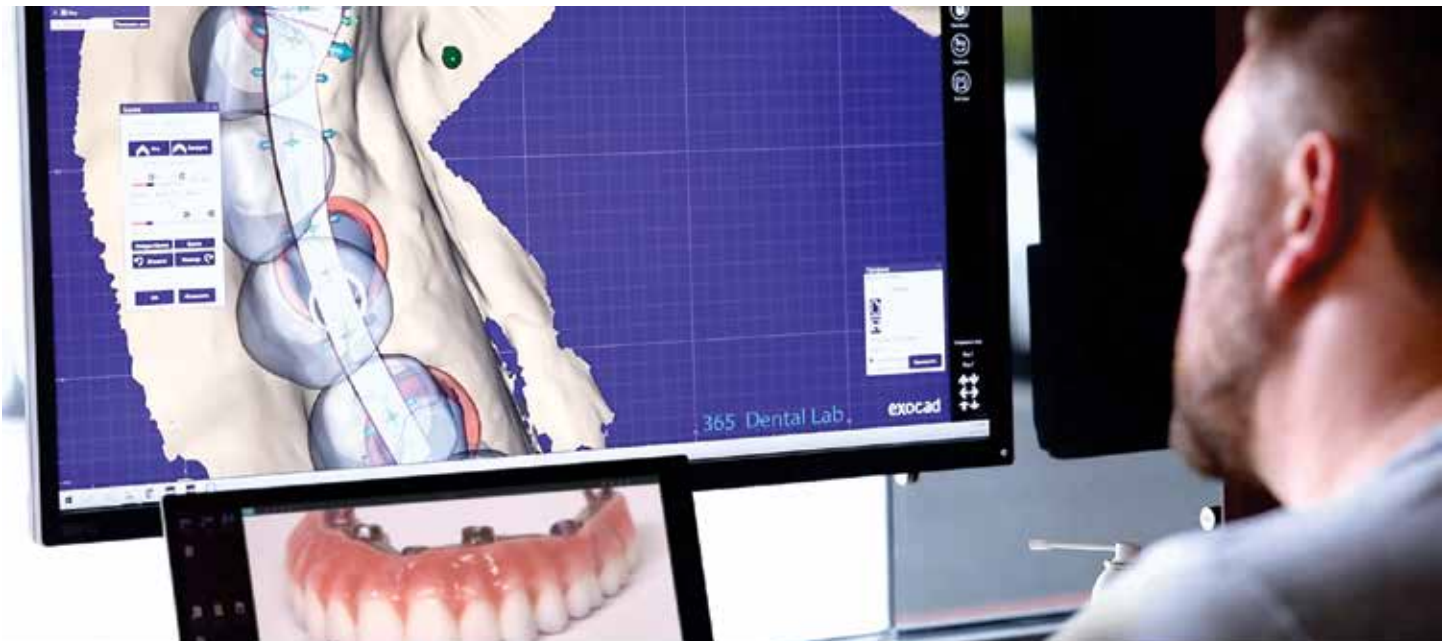
Scan the QR code or visit [huntington.com/PracticeFinance](https://www.huntington.com/PracticeFinance) to learn more about the services available.

Credit products are subject to application and approval.

Member FDIC.  Huntington Bank and Huntington Practice FinanceSM are service marks of Huntington Bancshares Incorporated. ©2026 Huntington Bancshares Incorporated.



Huntington Bank



■ Full Arch & Implant Restorations ■ Crowns & Bridges ■ All-on-X Scanning Services



DENTAL STUDIO

365 Dental Lab | Full Arch Specialists

Scanning · Smile Design · 3D Printing · Milling

920 Reserve Dr. Ste#160, Roseville, CA 95678

Cell: (916) 226-5500 info@365dentallab.com

Lab: (916) 478-2722 www.365dentallab.com





By Idean Rezaei, DMD
2026 CNU Dental Graduate

Dr. Rezaei is a recent CNU graduate. Originally from Florida. His future career goals include working as an associate for a private practice or a DSO while also taking on CE courses in implants. Outside of dentistry, Dr. Rezaei enjoys most outdoor activities, and is looking forward to continuing to enjoy all that California has to offer.

Growing Through Change: Reflections from California Northstate University's Second Graduating Dental Class

As our time in dental school comes to an end, I have found myself reflecting on what made my experience at California Northstate University College of Dental Medicine unique. Every dental program includes rigorous coursework, demanding clinical requirements, and the challenge of developing into a competent clinician. Our class, however, experienced something more. As only the second graduating class in the school's history, we learned in an environment where change was not an occasional obstacle but a constant companion.

Over the past four years, we have grown alongside the institution itself. As the College of Dental Medicine continued to refine its curriculum and expand its capabilities, students witnessed firsthand what it looks like to build a program from the ground up. Processes evolved, systems improved, and new opportunities emerged as the school matured. In many ways, our education mirrored the development of the institution. We were not simply learning dentistry. We were learning how to adapt as our educational environment continued to take shape around us.

Perhaps the most visible example of this came at the beginning of my fourth year when our facilities transitioned from Elk Grove to Sacramento on Broadway. After spending three years becoming familiar with our original clinical setting and watching it evolve, we suddenly found ourselves adapting to a new environment, new workflows, and new expectations. While the new facility offered greater capacity for patient care and was meant to be the definitive location for the program, the transition was not without challenges. Like many significant changes in dentistry, progress requires patience.

At times, the move felt like a temporary step backward as we waited for equipment and systems to be fully implemented. During the same year, the school began accepting insurance, introducing an entirely new dimension of patient management for students to learn and navigate. Faculty, staff, and students were all tasked with adjusting to

new processes while continuing to provide quality care and maintain a strong educational experience.

Looking back, that transition now feels symbolic of our journey as a class. Throughout dental school, we learned that growth rarely occurs without change. Whether adapting to revised clinical protocols, incorporating new technologies, or navigating the evolving needs of a young institution, we became comfortable operating in situations where not every answer had already been established. Those experiences taught us the importance of maintaining perspective and remembering the larger vision during periods of uncertainty and transition.

As we prepare to enter the profession, I am grateful for the lessons learned both inside and outside the clinic. Clinical skills are developed through repetition, mentorship, and experience. Adaptability, however, is cultivated by navigating change. Being part of California Northstate University's second graduating class taught us both. That adaptability will serve many of us well as we begin our careers, exploring different practice settings and discovering where we can best contribute to our profession and our communities.

The school that welcomed us as first year students is not the same school from which we graduate today, and that transformation is a testament to its continued growth and ambition. Along the way, the College of Dental Medicine has attracted not only patients from across the region but also many of Sacramento's most accomplished dentists. Whether serving as faculty members, clinical instructors, mentors, or guest lecturers, these professionals have played an instrumental role in shaping our development as clinicians and future colleagues. Having witnessed the evolution of the program firsthand and having benefited from the guidance of so many dedicated members of the local dental community, I am excited to see what the future holds for California Northstate University, its students, and the Sacramento dental community it serves. ■

EXCLUSIVE LOCAL LISTINGS

CAMERON PARK/PLACERVILLE: GP, 4 Ops + Real Estate, 4 Hyg. days/wk. Dentrix PMS, No Delta Premier. 2024 GR \$755K. #CA4702

CARMICHAEL/FAIR OAKS AREA: GP, 4 Ops, 19+ Yrs. Goodwill, 1,310 Sq. Ft., Open Dental PMS, Paperless, Digital, 55% Delta Premier. 2024 GR \$516K. #CA4300

EL DORADO HILLS/FOLSOM/GRANITE BAY AREA: GP, 6 Ops + Real Estate, in a highly desirable city/community, 8 days of Hygiene and \$1.1M Collections! #CA4628

GREATER MODESTO AREA: GP, 7 Ops + Real Estate, 18+ Yrs. Goodwill, Dentrix PMS, Digital, Desirable Area! 2025 GR \$589K. #CA2795

METRO NORTH SACRAMENTO AREA: GP, 8 Ops, Steady 21% Growth, Elite Demographics, Modern Facility, Strong Team, 2025 GR \$4.791M. #CA4630

REDDING/RED BLUFF/SHASTA COUNTY AREA: GP, 5 Ops + Real Estate, 36+ Yrs. Goodwill, Softdent PMS, 2,138 Sq. Ft., High-Traffic Exposure Location! 2025 GR \$1.546M. #CA3954

REDDING/RED BLUFF NORTHERN CA VALLEY AREA: GP, 6 Ops + Real Estate, 41+ Yrs. Goodwill, 3,000 Sq. Ft., Dentrix PMS, CEREC, 3D Conebeam, Hi Tech! GR \$1.73M. #CA3790

SACRAMENTO METRO AREA: Peds, 8 Ops + Real Estate, 42+ Yrs. Goodwill, Advanced Laser Technology, Rare FFS. 2025 GR \$1.5M. #CA3851



Jay Harter

LIC #01008086

40 Years in Business
916-812-0500

Jay.Harter@henryschein.com

Henry Schein Corporate Broker #01233804

Henry Schein DPT, Inc.



PRACTICE SALES | VALUATIONS | LARGE PRACTICE TRANSACTIONS

HenryScheinDPT.com | Northern California Office | 800-519-3458

© 2026 Henry Schein, Inc. No copying without permission. Not responsible for typographical errors.



**USE CODE SDDS
FOR 10% OFF
YOUR ORDER**

What's Included

Meds 2U Emergency Kit

	Basic	Standard	Advanced
Cost	\$289.99	\$414.99	\$649.99
Epinephrine Pen	X	✓	✓
Epinephrine Jr. Pen	X	X	✓
Epinephrine Vial	✓ (2)	✓ (1)	X
Diphenhydramine Injectable	✓ (2)	✓ (2)	✓ (2)
Diphenhydramine Oral Tabs	X	X	✓
Glucose	✓	✓	✓
Albuterol Inhaler	✓	✓	✓
Nitroglycerin Tablets	✓	✓	✓
Aspirin Tablets	✓	✓	✓
Syringes	✓	✓	✓
CPR Shield	✓	✓	✓
Ammonia Towelettes	✓	✓	✓

Replenishment Styles

	Annual	Automatic	Hybrid
Expiration Notification	Yes	Yes	Yes
Replenishment	Automatic As It Expires Or Used	Automatic As It Expires	Upon Your Approval
Cost To Replenish	Included	Cost Per Med	Cost Per Med
Shipping Cost	Included	\$14.99 to \$19.99	\$14.99 to \$19.99
Expiration Disposal	Included	\$0	\$6
Notes	Most Popular, No Hassle, Convenient, Saves \$ Long-Term	No Hassle, Convenient, Cost More Long-Term	Relies On Office For Approval, Higher Chance Of Missing Refills

ORDER AT

WWW.MEDS2USUPPLY.COM

Replenishment Cost

Item	Cost
Epinephrine Pen	\$264.99
Epinephrine Jr. Pen	\$264.99
Epinephrine Vial	\$38.99
Diphenhydramine Injectable	\$22.99
Diphenhydramine Oral Tabs	\$5.99
Glucose	\$5.99
Albuterol Inhaler	\$76.99
Nitroglycerin Tablets	\$34.99
Aspirin Tablets	\$5.99
Syringes	No Charge
Naloxone	\$74.99
Ammonia Towelettes	\$5.99
Nitroglycerin Spray	\$199.99



13405 FOLSOM BLVD SUITE 750C, FOLSOM, CA 95630

PHONE: (916) 221-7789

TOLL FREE PHONE: (800) 916-1024

WEBSITE: MEDS2USUPPLY.COM

EMAIL: dental@meds2urx.com



TOTAL MEMBERSHIP

(as of 6/9/2026)

2,045

RETENTION
RATE: 99.5%

ENGAGEMENT RATE:

79% active

59% retired

MARKET SHARE: 75.2%

TOTAL ACTIVE MEMBERS:
1,343

TOTAL RETIRED
MEMBERS: 383

TOTAL DUAL
MEMBERS: 9

TOTAL AFFILIATE
MEMBERS: 1

TOTAL STUDENT
MEMBERS: 250

TOTAL CURRENT
APPLICANTS: 0

TOTAL DHP
MEMBERS: 56

TOTAL NEW
MEMBERS FOR 2026: 40

Member Update

July/August
2026

Welcome to our newest members

Hussein Alhasan, DDS

Orofacial Pain

- Graduated from Iraq-University of Baghdad in 2003 and went on to earn specialty of Orofacial Pain from Eastman Dental Center in 2021.

Fareen Baloch, DDS

General Practice

- Graduated from UOP Arthur A. Dugoni School of Dentistry in 2024.

Zain Choudhary, DMD

General Practice

- Graduated from Oregon Health Science University in 2023.
- Currently practices at Freeport Family Dentistry in Sacramento.

Stephanie Garrett, DDS

General Practice

- Graduated from UCSF School of Dentistry in 2011.

Billy Holguin, DDS

General Practice

- Graduated from UCSF School of Dentistry in 2023.
- Currently practices at Edwards & Everhart Dental in El Dorado Hills.

Aprile Johnson, DMD

General Practice

- Graduated from UT Roseman University of Health Sciences in 2025

Harjot Kaur, DDS

General Practice

- Graduated from University of Oklahoma in 2024.

David Lee, DDS

General Practice

- Graduated from New York University in 2008.

Haroon Masood, DDS

Pediatric Dentistry

- Graduated from Tufts University in 2021 and went on to earn specialty of Pediatric Dentistry from Case Western Reserve University in 2024.
- Currently practices at Magic Smiles Dentistry in El Dorado Hills.

Maria Mikhaylishin, DDS

General Practice

- Graduated from Loma Linda University in 2024.

Sharilyn Moniz, DDS

General Practice

- Graduated from Creighton University Boyne School of Dentistry in 2002.
- Currently practices at Northern Valley Indian Health in Willows.

Kunal Sethi, DDS

General Practice

- Graduated from UOP Arthur A. Dugoni School of Dentistry in 2025.

Micah Tanikawa, DMD

General Practice

- Graduated from Western University of Health Sciences in 2021.

Welcome Back!

William Bohan, DMD
Taranvir Cheema, DDS
Baban Mahal, DDS
Daniel Mertz, DDS
Angel Pinto, DDS
Tara Sadeghi, DMD

Congratulations

to Our New Retired Members!

Howard Chi, DMD
Robert Holt, DDS
Rodney Kihara, DDS
Geryoung Yang, DDS

IMPORTANT NUMBERS

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

ADA (800) 621-8099

CDA (800) 736-8702

TDIC (800) 733-0633

Central California

Well Being Committee . . . (916) 947-5676

In Memoriam

Paul Barkin, DDS

Dr. Paul Barkin passed away on June 6, 2026. He was a member for 69 years. Dr. Barkin earned his dental degree from UCSF School of Dentistry in 1956 and then went on to earn his specialty of Pediatric Dentistry from UCSF in 1965.

Eugene Spencer, DDS

Dr. Eugene Spencer passed away June 2026. He was a member for 62 years. Dr. Spencer served his country with honor and distinction for over twelve years in the United States Air Force from 1953 until his honorable discharge in 1965. Ever the scholar, Dr. Spencer pursued his dental education while on active duty, earning his Doctor of Dental Surgery degree from the prestigious Howard University College of Dentistry in 1963.

Robert Catron, DDS

Dr. Robert Catron passed away on December 13, 2025. He was a member for 24 years. Dr. Catron earned his dental degree from UOP Arthur A. Dugoni School of Dentistry in 1990.

Richard White, DDS

Dr. Richard White passed away January 14, 2024. He was a member for 61 years. Dr. White earned his dental degree from College of Physicians and Surgeons San Francisco in 1962.

Member MIXERS

Join your fellow SDDS Members for a fantastic evening of networking, laughter, and great company at SDDS' Member Mixer! Whether you're looking to make new connections or catch up with familiar faces, this is the perfect opportunity to relax and enjoy a casual NON-CE atmosphere. Don't miss out!

OCTOBER 22 - Zocalo, Folsom
THURSDAY, 6:00-7:30pm

\$20 if registered by 10/1/26
Co-sponsored by DDSmatch and
Bank of America Practice Solutions

Visit sdds.org
for more details



We're Blowing your horn!



Congratulations to...

Dr. Margaret Delmore on the birth of her grandson - Leo, born January 2026. **(1)**

Dr. Wallace Bellamy on the marriage of his daughter, Lilly. **(2)**

Dave and Denise Olson; Olson Construction, one of SDDS' longtime vendor members on their daughter, Sabrina's graduation from UNLV Dental School. **(3)**

CNU's class of 2026 for graduating in May! **(4)**

UOP's IDS class of 2026 for graduating in June! **(5)**



LET US KNOW YOUR NEWS!

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

Vendor Member SPOTLIGHT

we love
our Vendor Members!



NEW

Arkalign is a technology company integrating software, dental lab fabrication, logistics, and data to transform the dental service experience.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

- High quality lab work at a great value
- Lunch and learn opportunities and complimentary custom Gum Hero trays and gel for SDDS providers and their dental teams

ph: (800) 361-1659 | arkalign.com/

Brandon Granada
bgranada@arkalign.com

Christopher Concepcion
cconcepcion@arkalign.com



Dental Solutions

SD Dental Solutions is the leading IT and Dental Billing company in the Sacramento area. We specialize in dental billing services such as Insurance aging, patient accounting and AR services, insurance eligibility and verification, and even practice sales and transitions. Our dynamic and experienced IT services offer a full suite of IT support, malware protection, network services and consulting.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

Please call us today for a free practice evaluation and discover what SD Dental Solutions can do for you and your practice!

ph: (916) 367-4244 | sddentalsolutions.com

Dennis Krohn Jr., President/Partner
dennis@sditsupport.com



We strive to be your single source for all your dental office needs and to provide you with the best customer experience and personalized service available.

ph: (800) 736-4688 | www.pattersondental.com

Cara Montoya Operations Manager
ph: (916) 780-5129
cara.montoya@pattersondental.com



NEW

Nimbus Dental designs, manufactures, and distributes the original Microfine extra-soft tapered bristle toothbrush.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

Our Nimbus original Microfine extra-soft tapered bristle toothbrush was created by a periodontist to gently and effectively reach between your teeth and gums, clearing away plaque and debris.

ph: (866) 646-2871 | nimbusdental.com/

Jonathan Klein
jonathan@nimbusdental.com



Analgesic Services, Inc. offers comprehensive and prompt medical gas services, from installation and system upgrades to reliable deliveries and repairs. For over thirty years, we have been Sacramento's only full service medical gas provider who guarantees unparalleled technical experience, unequalled product quality and unrivaled customer service.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

SDDS members using Analgesic Services, Inc. as their medical gas provider receive highest priority service response, loaner equipment (if repairs are needed), product and labor discounts, all from a team of dedicated medical gas professionals.

ph: (916) 928-1068 | www.asimedical.com

Lisa Black
info@asimedical.com



learn more
about these Vendor Members!



NEW

Open Dental Insight is a dental practice control system built for offices using Open Dental. It combines custom-developed software, consulting, and AI-powered staff training to help dental practices improve revenue integrity, operational control, practice intelligence, and team execution.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

- Free initial consultation.
- Practice Wellness Report available for \$300, including team interview, financial and operational analysis, custom findings, and actionable recommendations.
- 20% discount for Custom deployment and ongoing support are priced based on practice needs.

ph: (510) 409-9740 | opendentalinsight.com

Alex Zhu
info@opendentalinsight.com



Neo Dental Laboratory is a Mid-Sized full service crown and bridge lab specializing in dental implants and digital work flow. We are committed to delivering consistent quality and service at a fair price.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

Neo offers discount vouchers to new accounts, and quarterly promotions for all SDDS members. Please contact Frank Sanchez for more information and send your first case today.

ph: (916) 271-7536 | neodentallab.com

Frank Sanchez
franksanchez@neodentallab.com



Supply Doc is your dedicated Dental Supply Company, upholding business values that set us apart. Our loyalty promise ensures Dental Professionals access to leading products without the high dollar cost. Supply Doc Inc, it's the place where dentist save.

Benefits, Services, Special Pricing and/or Discounts Extended to SDDS Members:

Durable Gloves for \$4.95 Code: SDDSE, Top Quality Masks \$5.95 Code: SDDSF, Get 1 your first hour of Trusted Dental Service Repair Free

ph: (877) 311-7373 | www.supplydoc.com

Amin Amirkhizi, Founder & CEO
amin.a@supplydoc.com

Analgesic Services, Inc.

Lisa Black, President
916.928.1068
asimedical.com



Since 2004

Benco Dental

Peter Joy, Regional Manager
530.828.1723
benco.com



Since 2026

DESCO Dental Equipment

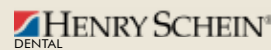
Grant Vigil, President
916.259.2838
descodentalequipment.com



Since 2012

Henry Schein Dental

Tony Corsello
925.450.5634
henryschein.com



Since 2005

**Impladent Ltd. –
OsteoGen® Bone
Grafting Materials**

Steven Weinreich
916.805.1805
impladentltd.com/



Since 2025

**Meds 2U Pharmacy:
Emergency Dental Kit**

William Huynh, Pharm D
916.221.7789
www.meds2urx.com/emergen-
cy-dental-kit



Since 2023

Nimbus Dental

Jonathan Klein
866.646.2871
nimbusdental.com/



Since 2026

Patterson Dental

Cara Montoya
916.780.5129
pattersondental.com



Since 2003

Straumann USA, LLC

Todd Allington
916.508.9218
straumanngroup.us



Since 2021

Supply Doc

Amin Amirkhizi, Founder & CEO
877.311.7373
supplydoc.com



Since 2022

Yaeger Dental Supply Inc.

Tim Yaeger
650.593.5100
yaeger.dentist



Since 2024

we love
our Vendor
Members!

DDSmatch

Roy Fruehauf
916.918.5752
ddsmatch.com



Since 2020

**Henry Schein Dental
Practice Transitions**

Jay Harter
916.812.0500
henryscheindpt.com



Since 2024

Integrity Practice Sales

Brian Flanagan
805.714.2115
integritypracticesales.com



Since 2014

OMNI Practice Group

Rod Johnston, MBA, CMA
877.866.6053
omni-pg.com/



Since 2024

Professional Practice Sales

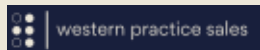
Ray Irving
415.899.8580
PPSsellsDDS.com



Since 2017

Western Practice Sales

Phill Hoover, MBA
415.481.2933
westernpracticesales.com/



Since 2024

CA. Northstate University

Pinelopi Xenoudi, DDS, MS
Shagufta Ali
916.686.7300
cnsu.edu



Since 2023

**The Foundation for Allied
Dental Education (FADE)**

LaDonna Drury-Klein
916.358.3825
thefade.org



Since 2015

**Kids Care Dental
& Orthodontics**

Dr. Brigid Trent
916.678.3565
kidscaredental.com



Since 2016

Arkalign

Brandon Granada
800.361.1659
arkalign.com/



Since 2026

Laguna Dental Arts

Jeton Zajmi
916.688.1333
lagunadentalarts.com



Since 2025

NEO Dental Laboratory

Frank Sanchez
916.271.7536
neodentallab.com



Since 2021

NW Staffing Resources

Wendie Richards
916.993.4182
nwstaffing.com



Since 2003

Star Dental Refining

Elizabeth Reynoso
209.623.9332
starrefining.com



Since 2009



Learn more about what
these Vendor Members
have to offer!

**Bank of America
Practice Solutions**

CJ Williams
614.560.5417
Forrest Wiederman
949.910.3343
bofa.com/practicesolutions



Since 2003

Earned

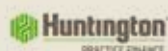
Brett LeMmon, CPA
Amber Eckerfield
925.939.2500
earned.com/



Since 2019

Huntington Bank

Brian Lerro
925.895-2152
huntington.com



Since 2025

MUN CPAs

Clint Bedolido, CPA, Partner
916.774.4208
muncpas.com



Since 2010

Provide, Inc.

Jason Schneller
818.561.8106
Christine Carvalho
408.981.2524
getprovide.com



Since 2022

US Bank

Dave Nelson
916.932.6360
usbank.com



Since 2017

Adams Dental Consulting

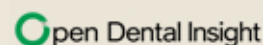
Ashlee Adams
866.232.7640
adamsdentalconsulting.com



Since 2021

Open Dental Consultant

Alex Zhu, Founder
510.409.9740
opendentalinsight.com



Since 2026

Olson Construction, Inc.

David Olson
209.366.2486
olsonconstructioninc.com



Since 2004

BPE Law Group, PC

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



Since 2015

CA Employers Association

Kim Gusman, President/CEO
800.399.5331
employers.org



Since 2004

**Dental & Medical
Counsel, PC**

Kunal Idnani
925.999.8200
dmcounsel.com/sdds



Since 20025

SD Dental Solutions

Dennis Krohn Jr.,
President/Partner
916.367.4252
sdreliance.com



Since 2021

**DentaQuest -
a Sun Life company**

Matthew Mouille
707.796.3350
dentaquest.com



Since 2024

Health Net of California

Felisha Scott, MBA
877.550.3868
hndental.com



Since 2018

LIBERTY Dental Plan

Gisel Simington
949.313.0766
libertydentalplan.com



Since 2016

MEMBER
BENEFIT!**SDDS VENDOR MEMBER SUPPORT
IS A WIN-WIN RELATIONSHIP!**

SDDS started the Vendor Member program in 2002 to provide resources for our members that would best serve their needs. We realize that you have a choice for vendors and services; we only hope that you give our Vendor Members first consideration since they directly support SDDS.

**The Osborne Group,
Gallelli Real Estate**

Brandon Sessions
916.789.3339
osbornegrouppcre.com/



Since 2024

**The Dentists Insurance
Company (TDIC)**

Bryan Johnson
800.733.0633
tdicinsurance.com



Since 2011

Advertiser INDEX

Dental Supplies, Equipment, Repair

Vendor Member	Analgesic Services Inc.	43, 44
Vendor Member	Benco Dental.	44
Vendor Member	Desco Dental Equipment.	44
Vendor Member	Henry Schein Dental.	44
Vendor Member	Impladent, Ltd.	44
Vendor Member	Meds 2U Pharmacy	39, 44
Vendor Member	Nimbus	43, 44
Vendor Member	Patterson Dental.	43, 44
Vendor Member	Straumann US, LLC.	44
Vendor Member	Supply Doc.	43, 44
Vendor Member	Yaeger Dental Supply Inc.	44

Dental Labs

	365 Dental Lab.	37
Vendor Member	Arkign.	23, 43, 44
Vendor Member	Laguna Dental Arts.	44
Vendor Member	NEO Dental Laboratory.	43, 44

Dental Plans/Programs

Vendor Member	DentaQuest	13, 45
Vendor Member	Health Net of California	45
Vendor Member	LIBERTY Dental Plan	45

Dental Practices

	Galleria Oral Surgery & Dental Implants	4
Vendor Member	Kids Care Dental and Orthodontics	44
	Parish Kids Dental	15

Education & Professional Development

Vendor Member	California Northstate University.	44
Vendor Member	The Foundation for Allied Dental Education.	44

Financial Services

Vendor Member	Bank of America Practice Solutions	45
Vendor Member	Earned.	23, 45
Vendor Member	Huntington Bank.	37, 45
Vendor Member	MUN CPAs	29, 45
Vendor Member	Provide, Inc.	45
Vendor Member	US Bank	33, 45

Human Resources & Legal

Vendor Member	BPE Law Group	27, 45
Vendor Member	California Employers Association (CEA)	45
Vendor Member	Dental & Medical Counsel, PC	45

Insurance Services

Vendor Member	TDIC Insurance Services	8, 45
---------------	-------------------------	-------

IT & Dental Billing

Vendor Member	SD Dental Solutions	43, 45
---------------	---------------------	--------

Office Design & Construction

Vendor Member	Olson Construction.	27, 45
---------------	---------------------	--------

Practice Management

Vendor Member	Adams Dental Consulting.	45
Vendor Member	Open Dental Consultants.	43, 45

Practice Sales

Vendor Member	DDSmatch	11, 44
Vendor Member	Henry Schein Dental Practice Transitions	39, 44
Vendor Member	Integrity Practice Sales	44
Vendor Member	OMNI Practice Group	44
Vendor Member	Professional Practice Sales.	44
Vendor Member	Western Practice Sales.	44

Real Estate

Vendor Member	The Osborne Group, Gallelli Real Estate.	31, 45
---------------	--	--------

Refining - Gold/Metal

Vendor Member	Star Dental Refining	45
---------------	----------------------	----

Employment/Staffing/Associates

Vendor Member	NW Staffing Resources.	45
---------------	------------------------	----

Job Bank

The SDDS Job Bank is a service offered only to SDDS Members. It is for job seekers to reach other Society members who are looking for dentists to round out their practice, and vice versa. If you are a job seeker or associate seeker contact SDDS at (916) 446-1227 or by email at sdds@sdds.org, we can also provide contact information for the members listed below.

ASSOCIATE POSITIONS AVAILABLE

Jay Henneberry, DDS • Folsom • PT • GP
 Albert Lee, DDS • Sacramento • PT • GP
 Ryan Plewe, DDS • Citrus Heights/Rocklin • PT • Pedo
 Jonathan Collins, DDS • Lincoln/Citrus Heights • FT • GP
 Guneeta Kalia, DDS • Carmichael • PT • GP
 Cindy Weideman, DDS • Citrus Heights/Rocklin • PT • Ortho
 Matthew Comfort, DDS • Roseville • PT • GP
 Sukhjeet Kaur, DDS • Jackson • FT/PT • GP
 Dan Gustavson, DDS • Auburn • PT • GP
 Gautam Dogra, DDS • Sacramento • PT/FT • GP
 Harkeet Sappal, DDS • Sacramento • PT • Endo
 Mugunth Nandagopal, DDS • Sacramento • FT/PT • GP
 Peter Kim, DDS • Sacramento • PT • GP
 Hossein Kazemi, DDS • Roseville • PT/FT • GP/Perio
 Arash Aghakhani, DDS • Sacramento • FT/PT • GP
 Darryl Azouz, DDS • Lake Tahoe • FT/PT • GP
 Oleg Oliferuk, DDS • Folsom • PT • GP
 Siamak Okhovat, DDS • Roseville • PT/FT • GP
 Monica Tavallaei, DDS • Sacramento • PT/FT • GP/PEDO
 Sabrina Jang, DDS • Sacramento • PT/FT • GP
 Albert Lee, DDS • Sacramento • PT • GP
 Amandeep Behniwal, DDS • Roseville • PT/FT • GP
 Elizabeth Johnson, DDS • WellSpace - various locations • FT/PT/Fill-In • GP
 Amy Woo, DDS • Sacramento • PT 1 Day • Endo
 David Park, DDS • several/multiple positions • FT/PT • GP

DOCS SEEKING EMPLOYMENT

Ramsen Warda, DDS • open • PT/FT • Gp/Perio
 Loredana Popa • Graduating June 2026 • UOP • PT/FT • GP
 Ranna Alrabadi, DMD • PT • GP
 Gassan Hawari, DDS • PT/ Tue-Thur • GP
 Navneet Sehgal, DDS • FT • GP
 Gaetan Tchamba, DDS • PT/locum tenans • GP

Classified Ads

EMPLOYMENT OPPORTUNITIES

Associate Dentist (DDS) – Sacramento, CA | Growing downtown Sacramento dental practice seeking an experienced Associate Dentist to join our team. Position begins part-time with a clear path to full-time. Build and manage your own patient base while providing high-quality, patient-centered care in a supportive, growth-oriented environment.

Compensation includes a competitive daily guarantee for the 3 months, or 30% of production (whichever is greater), then 30% of individual production thereafter. Medical benefits available.

Requirements: Active California DDS/DMD license, strong clinical and communication skills, patient-focused mindset, and desire for long-term growth.

Practice highlights: 70+ new patients monthly, modern office, comprehensive dentistry including implants, orthodontics through Simply Clear, PPO and DeltaCare HMO accepted, established support team, and efficient systems.

Apply today to learn more about this opportunity. Apply via email to michael@sacramentodentistry.com 7-8/26c

ENDODONTIST: Seeking a Endodontist to join our professional dental team. We have been serving Sacramento for over 25 years and Voted Top Dentist by Sacramento Magazine. If you like to experience the many facets of dentistry, our practice consists of general, periodontist, endodontist, and orthodontist this practice is for you. For more information about us, please visit DrAmyWoo.com. 1-2/24

Kids Care Dental & Orthodontics seeks doctors to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us... come find out why! Send your CV to drtalent@kidscaredental.com. 6-7/17

EMPLOYMENT OPPORTUNITIES

Part-Time Associate Dentist needed, Fair Oaks. Modern digital practice seeking confident doctor with 6+ years experience. Mon/Tues. \$800/day starting. Invisalign, implants, cosmetic focus. Email resume to flo.t@madisonfdg.com. 7-8/26c

Associate Dentist. Redford Dental Care, Carmichael, CA. M-TH 8 to 6. Guaranteed daily rate, 30% of net production. 175k to 250k annually. Qualifications: CA Dental License, 3+ years of experience. Contact: Colette Montes, Colette@Straine.com 7-8/26

Join Make a Smile Dental! We're hiring Dental Assistants, Hygienists, and Dentists across specialties. Enjoy competitive pay and a supportive team. Apply today: makeasmile.com/careers 11-12/24

WELLSPACE HEALTH ORGANIZATION (an FQHC) is taking applications for fill-in/part-time/full-time dentists. Send your resume/CV to eljohnson@wellspacehealth.org. 1/15

Kids Care Dental & Orthodontics seeks orthodontists to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us... come find out why! Send your CV to drtalent@kidscaredental.com. 6-7/17

FOR SALE/LEASE

Orthodontic office for lease. Approx. 1700 sq/ft. Existing plumbing and cabinets included. Located in Laguna Creek/Elk Grove. Special pricing for first two years. Call for details. Gretchen Tobin (916) 425-7711 7-8/26c

Turnkey dental office in Sacramento's Pocket area. Four operatories with existing plumbing, sterilization, chairs, compressor and vacuum systems. Ideal for startup, satellite, pediatric, orthodontic, endodontic, or general practice. Contact Patrick Dubois at patrickdubois@fortunemgmt.com or (530) 282-6812 for more information. 7-8/26

Dental Equipment for Sale – Implant motor, laser, endo equipment and impression material dispenser. Call (916) 378-4601 5-6/26c

Dental Office Condo for sale or lease. One story prime location corner opposite Kaiser Hospital. 2,743 square feet of NRA located at 1603 Eureka Rd., Roseville. Six operatories with equipment. Call (916) 797-7436 for details. 1-2/26

Roseville New Construction/Dental Offices for Lease/Sale; Ranga Pathak, Broker Associate, RE/MAX Gold, DRE01364897; Tel: (916) 201-9247; Email: ranga.pathak@norcalgold.com. 8-9/21

SACRAMENTO DENTAL COMPLEX has one 3 unit suite which is equipped for immediate occupancy. Two other suites total 1630 sq. ft which can be remodeled to your personal office design with generous tenant improvements. 2525 K Street. Please call for details: (916) 539-1516. 10/11

SDDS member dentists can place one *Nugget* classified ad

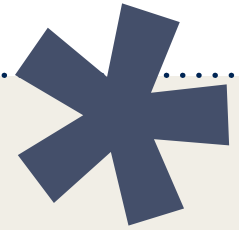
FOR FREE!

**MEMBER
BENEFIT!**

Selling your practice? Need an associate? Have office space to lease? SDDS member dentists get one complimentary, professionally related classified ad per year (30 word maximum). For more information on placing a classified ad, please call the SDDS office at 916.446.1227 or visit www.sdds.org/publications-media/advertise/

ADDRESS SERVICE REQUESTED

SDDS CALENDAR OF EVENTS



AUGUST

- 5 CPR AHA BLS Blended Learning –**
Online and Skills Testing, 3 Time Sessions
SDDS Instructors
Wednesday • 6:00–6:45pm;
7:00–7:45pm; 8:00–8:45pm
3 CEU, Core • SDDS Classroom

SEPTEMBER

- 8 GM: Oral Appliances for the Management of Obstructive Sleep Apnea**
Alexander Malick, DDS
Tuesday • 5:45–9:00pm

For full details and to sign up for courses online, visit: www.sdds.org

- 12 Anterior Direct Restorations Lecture and Hands-on**
Dimple Desai, DDS, AAACP
Sponsored by BISCO & Ultradent Products Inc.
Saturday • 8:30am–2:30pm • 6 CEU, Core
SDDS classroom

- 16 Difficult Conversations and De-Escalation Techniques – Webinar**
Jessica Rivera MBA, PHR, SHRM-CP; CEA
Wednesday • 12:00–1:30pm • 1.5 CEU, 20%

- 18 Shred Day**
Friday • 10:00am–1:30pm
SDDS Back Parking-lot

- 23 Next Level Leadership Reception**
Wednesday • 6:00–7:30pm • SDDS Office

OCTOBER

- 6 GM: Is It Possible? Predictability, Limitations, and Heroics in Tooth Preservation**
Katherine Shi, DMD
Tuesday • 5:45–9:00pm

NOTE DATE

- 9 Dentures Lecture and Hands-on**
Jefferson Clark, DDS
In-Kind Sponsor: Straumann
Friday • SDDS Classroom • 6/3 CEU, Core
Lecture & Hands-on • 8:30am–2:30pm
Lecture Only • 8:30–11:30am

- 20 OSHA Refresher – Webinar**
Joy Brack, RDA
Tuesday • 12:00–1:30pm • 1.5 CEU, Core

- 22 SDDS Member Mixer - Folsom Zocalo**
Thursday • 6–7:30pm • Zocalo Folsom
Sponsored by DDSmatch and Bank of America Practice Support

Save the Date
SDDS Holiday Party - December 11, 2026

Upcoming GENERAL MEETING

SEP 8 Oral Appliances for the Management of Obstructive Sleep Apnea

Tuesday • 3 CEU, Core • \$89 early price thru 8/25
Presented by Alexander Malick, DDS

Sleep Breathing Disorders have rapidly become recognized as a possible etiology to many serious medical conditions including Diabetes, Cardiovascular disease, psychiatric disorders, Cognitive impairment, and Chronic Pain Conditions. Dentists can play an important role in the management of Obstructive Sleep Apnea.

Recruitment Night - Bring a non-member dentist at SDDS member pricing!

OCT 6 Is It Possible? Predictability, Limitations, and Heroics in Tooth Preservation

Tuesday • 3 CEU, Core • \$89 early price thru 9/22
Presented by Katherine Shi, DMD

NOTE DATE

With our joint presentation between an endodontist and periodontist, we hope to explore with you the complex decision-making process behind saving teeth. Through real-world cases and input from current literature, we will examine when preservation is predictable, when it is not, and when extraordinary measures we've taken have succeeded — or failed.

5:45–9:00pm: Hilton Sacramento Arden West
(2200 Harvard Street, Sac)