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### Los Angeles County

**GRANDA HILLS**— With 50 yrs. of goodwill this general practice has 3 eq. ops. **Projecting \$305K for 2022 . Property #5276.**

**HACIENDA HEIGHTS**— GP w/ 5 eq. ops. 40 yrs. goodwill. All-inclusive lease. **Grossed \$619K in 2020-2021. Property ID #5361.**

**LOS ANGELES** - GP/Ortho practice located in single story strip center with great street visibility. **Grossed \$1.8M for 2021. Property ID #5387.**

**NORWALK - GP + Real Estate!** 3 eq. ops and 2 plmbd not eq. In a single free standing corner collation. **Projecting \$276K for 2022. Property 5395.**

**TORRANCE**—Ortho practice located in a 3 story bldg with 5 chairs in open bay. **Grossed \$347K for 2021. Property ID #5377.**

**TORRANCE**—GP located in a busy shopping center with heavy traffic flow. Great visibility. **Projecting \$181K for 2022. Property ID #5391.**

**WESTLAKE VILLAGE** —General practice w/ 5 eq. ops., in a 2 story building. **Projecting \$758K for 2022. Property ID #5376.**

**WILMINGTON**—GP w/ 27 yrs goodwill un a free standing bldg. **Projecting \$277K for 2022. Property ID #5334.**

### Orange County

**ANAHEIM HILLS**— GP located in a 2 story retail building. Has 3 eq. ops. **Projecting \$590K for 2022. Property ID 5390.**

**BREA – Leaseholds & Equipment Only!**  
Located right of the freeway. Has 4 eq. ops. Reasonable rent. **Property ID #5356.**

**CORONA DEL MAR**—Well established GP with walking distance to the ocean. Consists of 3 eq. ops. **Projecting \$852K for 2022. Property ID #5285.**

**FULLERTON**—GP located single story professional building with 5 eq. ops. **Projecting \$769K for 2022. Property ID #5392.**

**IRVINE**— GP with 37 years of goodwill located in a 2 story medical center building. Has 3 eq. ops. PPO & Cash. **Grossed \$434K in 2021. Property ID #5388.**

**LAGUNA HILLS**— This General Practice has 5 eq. ops and it is located in a single story shopping center. Well established office. **Grossed \$1M in 2021. Property ID #5394.**

**NEWPORT BEACH**— Established in 1993, this GP is located in a 7 story medical dental building. **Projecting \$833K for 2022. Property ID #5397.**

**PLACENTIA** – Well-established practice with over 35 years of goodwill. The 2,013 sq. ft. suite is in a 2-story medical bldg. **Projecting \$592K for 2022. Property ID #5399**

### Inland Empire

**DESERT HOT SPRINGS (GP + REAL ESTATE) -** Well-established general practice that consists of 3 equipped operatories in a 1,262 sq. ft. office. **Grossed \$469K for 2021. Property ID #5384**

**RIVERSIDE COUNTY - GROUP SOLO**— With over 60 years of goodwill together, these 2 practices are located in a single story professional building in a spacious 2,460 sq. ft. suite. **Property ID #5373.**

**LAKE ELSINORE** - General practice with 38 yrs. of goodwill. Located in downtown. Has 3 eq. ops. **Projecting \$324K for 2022. Property ID #5381.**

**LOMA LINDA**— Well established general practice w/ 3 eq. ops. **Grossed approx. \$291K. Property ID #5378.**

**MURRIETA**— Well established practice with over 20+ years of goodwill. Located on a 2 story medical center. Has 4 eq. ops. **Projecting \$777K for 2022. Property ID #5389.**

**PALM DESERT**— Beautiful general practice located in a 2 story prof. bldg. Has 7 eq. ops., in a 2,500 sq. ft. suite. **Projecting \$1.5M for 2022. Property ID #5372.**

**RIALTO**—Well established practice with 5 equipped ops and 1 plmbd not eq in a 1,834 sq ft. bldg. **Projecting \$712K for 2022. Property ID #5172**

**TEMECULA** - Turn Key general practice located on a corner professional building. Consists of 2 eq. ops. **Property ID #5374.**

**YUCCA VALLEY—PEDO + REAL ESTATE!**  
Located in a single story free standing building w/ 3 chairs in open bay and 3 eq. ops. **Projecting \$656K for 2022. Property ID #5396.**

### San Diego County

**FALLBROOK**— With over 30 yrs of goodwill, this GP is located in a 2 story med/dent bldg with 4 eq. ops. **Grossed \$332K in 2021. Property ID #5386.**

**IMPERIAL BEACH**—Well established GP. **Grossed \$558K in 2021.** Located in a busy shopping center. **Property ID 5386.**

### Kern County

**Lemoore**— With 25+ years of goodwill. Located in a 1,606 sq. ft. bldg. with 5 equipped ops. **Grossed \$1.3M in 2021. Property ID 5403.**



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# PRESIDENT'S MESSAGE

By Gisella Angarita, DDS, MAGD



**I would like to extend a warm welcome and wish you a Happy 2023!** Isn't it great to be able to enjoy

parties with family and friends, hands-on courses, and face to face meetings again? It is a wonderful feeling to see faces instead of masks around town. Looking back at everything we, as dentists, went through and the new challenges we face post-pandemic, I am very thankful for organized dentistry. ADA's advocacy, CDA's guidance, and the support of the Tri-County Dental Society continue to be fundamental. The volunteers in these organizations are instrumental in advocating on our behalf, keeping us informed, and in compliance. As we move into this next chapter, it is up to us to uphold and expand upon this spirit of volunteerism as stewards of such an impactful profession.

I am proud to have volunteered with TCDS since 2017. I initially served on the Dental Education and Membership committees and have since chaired those committees; served on the Governance committee, the Board of Directors, and as a delegate to the House of Delegates; and I have served on the Executive Committee as Vice-President (2021) and President-Elect (2022). I feel incredibly honored to have become the president of Tri-County Dental Society for 2023. I'd like to thank you, the members, for the opportunity to be your president. I'd also like to express my gratitude to the Board of Directors, committee chairpersons, and committee members for their dedication and to the past presidents for their guidance. A special thanks to my staff including my office manager and son, Ricky, for their continued support and for getting me to meetings on time!

Lastly, I thank my family for their patience and encouragement.

TCDS has a vast jurisdiction, making it the second largest component by membership in California and the overall largest in territory size. With the breadth of our membership in mind, my vision for TCDS's future is to triple the events we host, thus offering everyone live and hands-on courses closer to home with the goal of engaging many more new cross-generational doctors, students, and volunteers. One such event I'd like to introduce is the First Annual TCDS Women's Conference. As president my goals include building stronger ties with the educational institutions that directly support our dental community by developing mutually beneficial networking opportunities. As dentists, we need to support the educational experience and growth of the new incoming doctors, hygienists, dental assistants, and office managers. I welcome any feedback or ideas you may have.

While I have seen many of you at our dental education courses, I look forward to getting to know you better at our social events. To kick off introductions, I'm going to share a little bit about myself – I started undergrad at UCSB but transferred to UCLA to be closer to home so I could support my mom and my grandma through my grandfather's battle with cancer. As a UCLA pre-med undergrad, I worked in a neuro-immunology lab with the intention of going into child psychiatry. As I fulfilled my upper division requirements during senior year, I worked on behavior modification therapy with the hospitalized child population and discovered it wasn't the right match for me. After some exploration,



I found dentistry to be a better fit. Shortly after my graduation from the UCLA School of Dentistry (class of 1993) I moved to Rancho Cucamonga to start a family. As I embarked on that journey, I was glad to have chosen dentistry because it gave me the flexibility to be a hands-on mom. I have two adult children, Lilli and Ricky. Lilli graduated from Stanford University and Ricky graduated from the University of Oregon. I am happy to say both of my kids have recently moved back to southern California. I also adore animals and we have four furry family members: Ava, Luke, Leia and Lilli's dog Kida. I am currently a general dentist solo practitioner in Ontario, CA. I enjoy learning new things and was awarded my Mastership from The Academy of General Dentistry (AGD) this past summer. My hobbies include painting, gardening, reading, traveling, and cooking. Family is important to me; I enjoy spending time with my Mom and Dad. I have three brothers and love being an auntie to my three nephews and two nieces. Cooking for our family Thanksgiving dinner is the perfect combination of my love of family and cooking so it has become my favorite tradition. Throughout the rest of the year, I get to enjoy having a large extended family with lots of cousins by reveling in our many get-togethers. During Covid I even got to be the officiant at my cousin's wedding! In my free time I enjoy attending my study club meetings, AGD meetings, and my volunteer work at TCDS.

I had the pleasure of seeing many familiar and new faces at our annual TCDS meeting themed "A Night in Monte Carlo." It was wonderful to see such a great turnout. Our installation event was a tremendous success – we sold out! The ambiance was created by red, black, and white casino decorations including dice, playing cards, poker chips, candles, and beautiful decorative vases at the tables. The glitzy Monte Carlo ambiance set in as you approached the registration desk and flowed into the hall as it transformed into a casino with a private dance floor and a separate seating area where we enjoyed a delicious dinner. Our past president Dr. Michael Mashni was the Master of Ceremony. The outgoing Board of Directors for 2022 were

installed. Michael was gracious enough to introduce me as my installing officer and I had the opportunity to say a few words of thanks. In addition, I acknowledged the student-dentists from Loma Linda University and Western University as our future dentists. They were welcomed with a round of applause. We also presented Laura with a gift and thank you card signed by the Board of Directors as she recently resigned to enjoy retirement. Our new Executive Director, Deborah Munoz, was introduced to the members present and given a warm welcome. We spent the rest of the evening dancing and trying our luck at the table games. As the evening came to a close, "fortunes" had been won and lost, and the poker chips were exchanged for raffle tickets. The evening culminated in the announcement of several raffle winners. Our staff did an amazing job and I want to thank them again for working so hard to make this a memorable event. Thank you to Laura, the interim Executive Director, Deborah, the new Executive Director, and their fabulous staff Crystal and Brittany. You did an amazing job!

I would also like to take this opportunity to extend a warm farewell to Laura. We will all miss Laura, her friendly demeanor, guidance, organizational skills, and innovative ideas very much. She helped Tri-County Dental Society flourish during a very difficult time. She came in mid-COVID and helped us reorganize, implement new systems, and train new staff. We will surely miss her and all her intangibles. I thank her husband Ron and family for sharing her with us when we needed her the most. Laura, you are always welcome. Thank you for your leadership!

A very popular piece of the legacy Laura is leaving behind was The Dental Student Round Table meeting with Orange County Dental Society (OCDS), and it was her idea to explore co-sponsoring events. Last year we co-sponsored The Dental Student Round Table Meeting with Orange County Dental Society (OCDS), and it was such a hit that we plan on co-sponsoring it again along with other events. There are more exciting events on the horizon so be sure to read the Connection and check out the website for dates as they become available! Here's a sneak

peek at what we already have on the calendar, so reserve the dates:

**September 30, 2023**

- Member TCDS/OCDS Clay Shoot

**December 9, 2023**

- Knott's Merry Farm Membership Event

Work-life balance can be a challenge, so join us for the fun stuff too! Our social events fill up quickly, but you can register and pay online when it's convenient for you at [TCDS.org](http://TCDS.org), or call the Doctor's Line at (951) 787-9701. As we look to expand our offerings, I'd like to take this chance to ask for and welcome suggestions for courses or events from you. Call TCDS to share any ideas you might have with us!

We value your input and pride ourselves on turning ideas into action. In response to your suggestions, we have four in-person meetings and six free webinars scheduled in 2023. In addition to these lectures, TCDS hosts 4 in-person CPR/BLS courses, free shredding and electronic waste events, and several events for Loma Linda University and Western U dental students. Other courses are added as they are approved, so please check out the 2023 CE courses and events listed in this issue and periodically check the website [www.TCDS.org](http://www.TCDS.org) for updates.

Looking forward, I am excited to start bringing our dental community closer together. Our strength is in the engagement of our members, connecting with future members, and supporting the dental community. I look forward to seeing more new and familiar faces at our events and meetings and I invite you to join us as a volunteer. At every level, volunteering is a rewarding experience and a great way to make new connections.

Lastly, I'd like to extend my warmest greetings and best wishes to all of you and your loved ones for

a healthy, joyous, and prosperous year. We have planned a year of quality educational courses and fun-filled events, so sign up early so we can use your RSVP numbers to lock in and book the types of events and venues that interest you!

I look forward to seeing you soon and please encourage your friends to join us!

**Gisella Angarita, DDS, MAGD**

*Tri-County Dental Society, 2023 President*





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# EXECUTIVE DIRECTOR'S REPORT

By Deborah Munoz, MA, BA, TCDS Executive Director



As the incoming Executive Director for Tri-County Dental Society (TCDS), I would like to thank the Board of Directors and its members for the opportunity to lead this extraordinary society to another level of growth. Dental Health is one of the critical areas of health that is key to maintaining an individual's overall health and well-being. I am committed to the cause because every individual should have the opportunity to fully live out the purpose of their life, and I am proud to join the TCDS family.

I would like to take a moment to acknowledge and thank my predecessor, Laura Petersen for her leadership of TCDS over the last two years – especially for navigating the society's efforts through the COVID-19 pandemic and being able to sustain our office operations and membership growth. Laura's legacy of 30 plus years in Dental Society work has positioned us at TCDS to continue growth by sharing with newly graduated and experienced practicing dentists the value of organized dentistry. Her shoes will be hard to fill but inspirational for me to create a legacy of my own.

As we move into 2023, we will need to continue to be strategic in our efforts as we continue to recuperate from business being at a standstill for the past two years and move forward with a focus on continuing to live out our TCDS mission to serve the needs and issues of our members and the dental community. First, there needs to be a focus on recruitment of new members and enhancing our current membership experiences. This will occur by TCDS hosting both networking and educational events where new members will have the opportunity to connect with colleagues who are facing the same professional challenges and successes, and explore the possibility of owning their own practice. Operating a practice can be an overwhelming experience at any stage, and experiences of others and resources from industry vendors can make the journey more manageable.

Building a collaborative legacy in Tri-County will be an ongoing goal to ensure that all of the work of former and present TCDS Board Officers will continue and be sustainable for years to come. A personal priority will be to work closely with TCDS 2023 President, Dr. Gisella Angarita, Board Officers and Directors to encourage new dentists and non-member practicing dentists to join our TCDS mission, and participate in committee work to assist in building a legacy of dental professionals that are committed to ensuring that providers in Dental Health continue to provide safe and quality care.

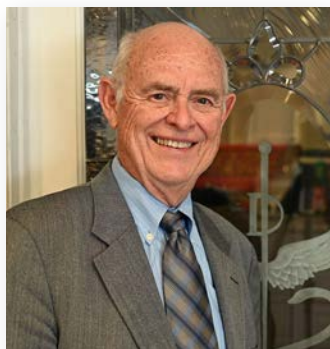
Let's bring in 2023 with a bang!!!!



## HAVE YOU "CHANGED"?

PLEASE NOTIFY THE TCDS  
OFFICE OF ANY CHANGES IN  
YOUR INFORMATION -  
DON'T BE LEFT OUT!





# EDITORIAL

## 20 Years Before the Keyboard!

By Dan Jenkins, DDS, FIAPA, CDE-AADEJ - Editor

*Two Years Before the Mast* was a book written by Richard Henry Dana, Jr published in 1840 of his two years aboard a ship. While I did serve aboard a US Navy ship, USS Skagit AKA-105 for two years, that is not what this editorial is about. Twenty years ago, this November, due to then TCDS Editor Dr. Matthew's sudden resignation, I was asked to produce a few issues of the TCDS Bulletin while another Editor could be found. Like many things we all get into, this Editor position has lasted much longer than anticipated. However, in this case, I have enjoyed this 20-year experience very much!

I have had the experience of rubbing shoulders, sometimes literally, with the top leaders in dentistry in TCDS, CDA, and the ADA – as well as leaders in other dental organizations such as the Las Vegas Institute for Advanced Dental Studies, The American

Association of Dental Editors & Journalists, the International Association of Physiologic Aesthetics, the American Association of Cosmetic Dentistry, the International College of Cranio-Mandibular Orthopedics, the International College of Dentists, the

American College of Dentists, the Pierre Fauchard Academy, the Alliance of TMD Organizations, the Academy of General Dentistry, the Academy of Laser Dentistry and the World Clinical Laser Institute.

In search of material for the TCDS Bulletin and Connection, I have had the pleasure of phone conversations with various leaders in journalism, including

the head of the Library of Congress – which, since I was a “library brat” as a child, it was a very exciting conversation for me! I’ve also been honored to review manuscripts for various dental journals as well as write book reviews for the Journal of Craniomandibular & Sleep Practice. I’ve also served as a guest Editor for the Journal of the California Dental Association. One of those JCDA issues, Aug 2014, was on TMD and received the Maggie Award for best Medical, Dental & Related Services/Trade publication. Over the years our TCDS Connection has received 6 awards from the International College of Dentistry for journalism in various categories. These awards have come about while I have served as your Editor but, there has been many other people involved in attaining these awards of recognition. These connections with other dental and non-dental

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WORLD AROUND YOU, ITS GREATEST REWARD IS  
THE ENRICHMENT AND NEW MEANING IT WILL  
BRING YOUR OWN LIFE.

*Arnold Schwarzenegger*



ADA President, Cesar Sebates (L) and ADA Executive Director, Ray Cohlmi, (R) present Dan Jenkins with the ADA 20-year certificate as Editor for Tri-County Dental Society.

organizations and their leaders also led to my participation and leadership in those organizations and provided me with many highlights in my years as a dentist-editor.

One highlight was having a personal meeting on the 23rd floor of the ADA building with the ADA President, ADA President-elect, ADA Vice-president of Scientific Affairs, and the ADA Chair of Dental Practice regarding an issue with an article in the Journal of the ADA. I asked for a 10-minute meeting with just the president and ended up meeting with all of those officers for over 2 hours in a very cordial interaction! One result of the meeting was being asked to participate in a scientific debate at that year's ADA annual meeting. Another result was the ADA making changes in the ADA-JADA relationship. These experiences would not have happened if I had not accepted the position as TCDS Editor.

I realize that the above words seem like I'm bragging about myself. However, what I feel I'm bragging about is how great TCDS has been in my life in helping me experience so many things. I feel this can be true for other dentists as well. While none of these positions or activities mentioned paid me any salary, the value to me has been immeasurable. I hope that each TCDS member will consider participating in the operation of organized dentistry at some level.

There are various committees that need input of ideas from you – not just the board. That being said, the board needs your input of ideas as well. You do



International College of Dentists Regional Director, Leighton Wier presents TCDS Editor, Dan Jenkins with the ICD Journalism Committee Platinum Pencil Award in graphics for the TCDS Connection, 2022.



TCDS Editor, Dan Jenkins proudly presents TCDS 2021 President, Kathy Cooke with the International College of Dentists Golden Pen Award in Leadership at the TCDS 2023 Installation party for her President's Message in the TCDS Connection. She is the first TCDS President to receive this award. Well deserved, Kathy!

not have to sit on the board to make suggestions. Any member, or non-member, can contact a board member and discuss an idea or make a suggestion.

Perhaps a really fun way to get acquainted with other TCDS officers and members is to attend the many social events that TCDS is putting on. In her President's message, TCDS 2023 president, Gisella Angarita mentions many social events – the first of which was the "A Night in Monte Carlo" on January 28th. I hope you came to the party and talked with your board members and discussed what you would like to do with TCDS to make improvements. If not, find out which positions are available that you might be interested in.

I have thoroughly enjoyed my position as Editor for the Tri-County Dental Society. I still enjoy it. However, I do feel it is best for TCDS to have someone new with new ideas who would like to get as much enjoyment out of this position as I have had. Therefore, I have decided to resign. I'm not sure how soon the TCDS president and board will find a replacement so I'm planning on holding on until I am relieved of my "watch." I will still be available to answer questions and help with my replacement to ease them into the work.

I wish each TCDS member success, health, and peace as you continue your journey in our profession of dental care.

**Dan Jenkins, DDS, Certified Dental Editor - American Association of Dental Editors & Journalists**



# Welcome NEW MEMBERS

**Nicole Azar, DMD***General Practitioner*

AZ-Arizona School of Dentistry and Oral Health, 2012 DDS  
Rancho Cucamonga, CA

**Junho Choi, DMD***General Practitioner*

KY- University of Louisville, 2020 (DDS)  
Palm Desert, CA

**Zachary Hoffmann, DDS***General Practitioner*

NY-Touro College of Dental Medicine, 2021 (DDS)  
NY-New York University, 2022 (GPR)  
Redlands, CA

**Wonil Jung, DDS***General Practitioner*

CA-UCLA School of Dentistry, 2014 (DDS)  
Rancho Cucamonga, CA

**Jayden Kim, DDS***General Practitioner*

CA-UCLA School of Dentistry, 2022 (DDS)  
Loma Linda, CA

**William Kim, DDS***General Practitioner*

NY-New York College of Dentistry, 2021 (DDS)  
Diamondbar, CA

**Marjorie Leon, DDS***General Practitioner*

Colombia-Pontificia Univ Javeriana, 2011 (DDS)  
Redlands, CA

**Maria Fernanda Luna Montes, DDS***General Practitioner*

Mexico-Universidad De La Salle, 2021 (DDS)  
Lake Elsinore, CA

**Anisha Sehgal, DDS***General Practitioner*

PA-University of Pennsylvania, 2018 (DDS)

**Anisha Sehgal, DDS***General Practitioner*

PA-University of Pennsylvania, 2018 (DDS)

**Marena Michael, DDS***General Practitioner*

CA-Herman Ostrow School of Dentistry of USC,  
2020 (DDS)  
Chino, CA

**Sitashi Poudyal, DDS***General Practitioner*

MA-Boston University, 2021 (DDS)  
Ontario, CA

**Yinan Yang, DDS***General Practitioner*

MI-University of Detroit- Mercy, 2022 (DDS)  
Chino Hills, CA

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# WELCOME, DEBORAH MUNOZ

## *New TCDS Executive Director*

By Dan Jenkins, DDS, FIAPA, CDE-AADEJ - Editor

Deborah Munoz has been selected by the TCDS Board of Directors to fill the position of Executive Director. Deborah has over 25 years of experience in both for-profit and non-profit organizations – including healthcare professions. She has also run her own successful business with over ten employees! Her educational background will make you wonder, “How did she do all of that?” She earned a BA in Psychology from Cal State University, Long Beach; an MA in Cross Cultural Studies from Fuller Theological Seminary, Pasadena; an MBA with a concentration in finance from Keller Graduate School of Management, Irvine; and her Doctorate in Education in Organizational Development from Argosy University, Irvine. Argosy University, Irvine, CA.

With all of her educational background and experience, you might be hesitant to approach Deborah. But, I know you will find her very approachable and pleasant to talk to. Deborah took some of her own personal time from her previous employment to join with TCDS in attending the CDA House of Delegates in November. This gave her experience with this large meeting ahead of time. The delegates, both dentists and student-dentist representatives, enjoyed their meeting and talking to her.

Deborah has some surprising past time adventures. Her participation in Spartan Runs is most intriguing. In case you are not aware of Spartan Runs I am including a YouTube link to last year’s SoCal Spartan Run at Glen Helen January, 2022. (<https://youtu.be/gU9b2V5UqJs>) I think the video gives a good idea how Spartan Runs differ from a 5k or Marathon race – it may remind some Veterans of Boot Camp!

Deborah also enjoys thrift shopping and architectural sightseeing. For future goals she thinks she would like to overcome her fear of water and master scuba diving – which I am sure she will accomplish. Laura Petersen, our TCDS interim Executive Director, for almost the last two years, has been working with Deborah for the last couple of months to fill her in on the TCDS, CDA, and ADA organizations. Laura has graciously offered to answer any phone calls from Deborah in case there is something they have not covered.



TCDS Interim Executive Director, Laura Petersen, (L) and new TCDS Executive Director, Deborah Munoz have a short moment of peace during the 2023 TCDS installation of officers Monte Carlo party.



# PRACTICE OWNERSHIP MADE SIMPLE



## **YOU WANT**

A clear path to practice ownership, finding the right practice and knowing who to turn to.



## **THE PROBLEM WHEN BUYING A PRACTICE**

Buyers have no idea who to trust, who will guide them, what questions to ask, which practice is right for them, who has their back, if they should negotiate price or when, what's important to look for during the due diligence phase, how to successfully transition into the practice or have a plan to grow the practice.



## **THE SOLUTION**

A team of coaches who will guide you every step of the way. Making the entire experience a positive experience from the beginning to the time you take over your new practice



# SIX AND UNDER DENTAL CARE THROUGH MEDI-CAL

By Dan Jenkins, DDS, FIAPA, CDE-AADEJ - Editor

The 2022 CDA House of Delegates passed the resolution TCDS submitted to encourage the state government to increase the rates for Medi-Cal dental services. Studies have shown that dentists do not participate in Medi-Cal due to the low rates not covering expenses.

Some dentists might consider treating Medi-Cal patients, especially young children, as “volunteer” work – similar to what TCDS dentists have done for many years through the Give Kids a Smile program.

I recently became aware of one dental hygienist who has started her own mobile practice. Jennifer Nowotney founded The Friendly Flosser, providing preventive dental care for children under 6 years old through the school systems. I interviewed her to find out more about how this works for her, the children, the schools, and the dentists to whom she refers her patients.

Jennifer Nowotney is a licensed RDHAP – a Registered Dental Hygienist in Alternative Practice. We often think of RDHAPs as wanting to practice dental hygiene in their own office and competing with our own office. However, Mrs. Nowotney felt the need to concentrate on the care of an often-underserved demographic of children under the age of 6.

This is similar to the First5 organization’s goals for early dental care. Her own professional background is as a dental assistant, an RDH in private dental offices (including my own!), attaining the RDHAP designation, California prison, public health RDH practice, and some solo practice.

**"About half of all American children do not receive regular dental care because of social, economic, and geographic obstacles," according to a 2021 fact sheet from the National Institute of Dental and Craniofacial Research. "Integrating dental care within family and pediatric medical care settings is improving children's oral health."**

([https://www.medscape.com/viewarticle/985275#vp\\_1](https://www.medscape.com/viewarticle/985275#vp_1))

Jennifer screens and provides preventive dental services to children at the schools throughout San Bernardino County. She brings in her own portable chair, necessary equipment, and supplies to provide the oral screening and a prophylaxis – sometimes sealants are applied. When a referral is needed she checks with the list of local dental offices accepting Medi-Cal patients as to where to refer the child for potential dental care. One problem is the list is not always up-to-date, or the office may be overloaded with Medi-Cal patients at that time and the patient might be lost to the system with their dental pathology continuing to grow!

Sometimes these young patients are not cooperative in the dental office due to it being their first exam or other behavioral problems. Jennifer finds that most children want to participate in the screenings and are less apprehensive about receiving dental treatment due to being in a comfortable class setting that they are familiar with. Her goal is to have children realize a dental “visit” is necessary, but can be fun and doesn’t have to be a scary experience.





With the potential increase in dental fees paid by Medi-Cal, you, as a dentist might consider treating these underserved children in your office. If you do, I'd suggest contacting one of the dental hygienists who are providing these screenings as Jennifer does, as a potential referral source. You might benefit from seeing children who have already been screened for pathologies and are already conditioned to having an exam.

Jennifer feels very fulfilled in helping these children find dental homes that they can stay with for many years. Perhaps if you find a way to participate in some way with Medi-Cal young patients, you will feel this way as well.

**FOR MORE DETAILS ON THIS SERVICE YOU MAY  
CONTACT JENNIFER NOWOTNEY, RDHAP AT:**  
[jennifer@thefriendlyflosser.com](mailto:jennifer@thefriendlyflosser.com)



# Milestones

WINTER 2023

## 5 YEARS

Leia Adab  
Matthew Chang  
Hyunjin Choi  
Abraham Deza Rolando  
Venkatesh Dwarnal  
Steven Gold  
Anupama Grandhi  
Manar Jamal  
Mostafa Koperly  
Jose Manalese  
Omonlegbo Ovbude  
Krutav Patel  
Jorge Rocha Palafox  
Elizabeth Vargas-Fraile  
Julia Xiong

## 10 YEARS

Harvey Chen  
Steve Fountain  
Vanessa Valdez  
Vivian Valdez

## 15 YEARS

Lawrence Church  
Rita Deragobian  
Trevor Holloway  
Rami Jekki  
Jessica Kim  
Kelly Lam  
Johnny Liu  
Aeshna Mathur  
Parul Mehta  
George Nguyen  
Sujal Parikh  
Vimal Patel  
Mukeshbhai Patel  
Hardev Singh  
Kusumo Sumardi  
Howard Van  
Chirag Vora  
Robert Wang

## 20 YEARS

Ekinomo Ahimie-Odufalu  
Cecilia Anderson  
Cheryl Atiga  
Sekhar Chakka  
Ayman El Raheb  
Rossina Escobar  
Czarinne Fetalino  
Jin-Hyuk Kim  
Mardon Lamb  
Duk-Sun Lee  
Cherisse Loo  
Kurt Marcks  
Bonnie Nelson  
Adrian Siberman  
Villamor Usita  
Eric Velk  
Faustino Zuniga





## *In Memoriam*

**Bruce Baumann, DDS, FAGD 1955-2022**

Dr. Bruce R. Baumann of Palm Desert, CA, passed away on July 12, 2022, in Capri, Italy of natural causes. Bruce was born October 8, 1955, in Buffalo, New York to Ralph and Mildred Baumann. He grew up in Westchester County, NY, as a huge Mickey Mantle era Yankees fan—a fandom that lasted throughout his life. Bruce graduated from Georgetown Dental School before moving to Palm Desert in 1982, where he opened his dental practice and dedicated 40 years to the profession. Bruce was a general dentist, and his pride for the practice he built was exceeded only by the love he had for his work family at Palm Desert Smiles. He also was on staff at Eisenhower Medical Center for 39 years. He received additional training at LLUMC and the Loma Linda Va Hospital

in Hospital Dentistry, the Las Vegas Institute (LVI) for Advanced Dental Studies, and Loma Linda University; completing a one-year residency in Implant Dentistry. Bruce's memberships included the ADA, CDA, and TCDS. He was a Fellow of AGD and a member of the American Academy of Cosmetic Dentistry, Doctors Organization for Conscious Sedation, International College of Cranio-Mandibular Orthopedics, and a co-founder of the Coachella Valley Dental Society. Bruce was an avid golfer and skier. He was always looking for fresh powder, steep moguls, and chasing the best golf courses in the world. He was able to play most of them, including his favorites: Cypress Point, Pebble Beach, and The Plantation. Even well into his 60s, he was winning club championships and shooting under par. Bruce is lovingly remembered by his daughters, Chelsea (George) Miller of San Diego, CA, and Makena Baumann of Ramona, CA; sons Dr. Nicholas (Katherine) Baumann of Palm Desert, CA, and Palmer Baumann of Los Angeles, CA, as well as his four grandchildren, Madeline, Sophia, Henry and Rose who knew him as "Docky." Bruce will be remembered fondly for his outgoing personality, generosity, and ability to fill a room with joy and laughter. Anyone who knew him knows that if Bruce was there, it was going to be a good time. Condolences may be mailed to Dr. Baumann's staff and family at: **Palm Desert Smiles 44239 Monterey Avenue Palm Desert, CA 92260**



## *In Memoriam*

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### **Saying Farewell to Bonnie Nelson**

The School of Dentistry mourns the passing of DDS Class of 1988 alumnus, co-worker, and friend, Dr. Bonnie Nelson.

Her family shared the following message with the School a few days after she lost her battle with cancer.

“Dr. Bonnie Nelson passed to her rest on December 31, 2022, after eleven months of fighting a battle with her disease. Bonnie had a rare form of neuroendocrine cancer and endured three different courses of treatment, none of them effective towards remission. Bonnie believed for a long while that total remission was possible and that optimistic and confident posture carried her through 2022. She died at

home quietly, with family and pets, according to her wishes. Dr. Nelson’s goal was to return to the Dental School and her private practice – she was clear and concise that getting back to patients and students was her calling. This explains why one of her great experiences in the recent weeks was a visit from the Peds team members, past and present. Students, residents, assistants, and friends brightened her December. This was the last time she went outside; it thoroughly exhausted her while also supplying deep joy and a memory she carried through Christmas day.”

Dr. Nelson was known for being actively involved in School of Dentistry committees, volunteering with her church, and providing dental care for the underserved on numerous international service learning trips. She served as the Department Chair of the Pediatric Dentistry department for several years and has been the Chief of Hospital Dentistry at Loma Linda University Medical Center since 2007. Teaching students and caring for patients was her passion and in her own words stated the following in her LLU faculty profile, “I am blessed to work within the Pediatric Department of the LLU School of Dentistry. I enjoy working with students, residents and faculty... I know that God has put me here and I give my department to God’s leading every day. Even in the tough times, God is Good All the Time.”

A celebration of life was held later in February at her home church in Calimesa, CA.

For those wishing to honor Dr. Nelson’s legacy through a donation to the School, please contact the Office of Development at 909-558-3056 or go to: [https://giving.lluh.org/site/Donation2?3720.donation=form1&df\\_id=3720&mfc\\_pref=T](https://giving.lluh.org/site/Donation2?3720.donation=form1&df_id=3720&mfc_pref=T)



# TCDS AT THE CDA HOUSE OF DELEGATES

By Dan Jenkins, DDS, CDE-AADEJ, *Editor, CDA-HOD Delegate*



The TCDS Delegates to the 2022 CDA House of Delegates

As we all come out of the COVID pandemic and seek normalcy, we find many changes to the way things were pre-pandemic. There has not been a face to face CDA House of Delegates (HOD) meeting since 2019. Previously the HOD would start first thing on a Friday morning and run until the middle of the day on Sunday. There used to be reference committee meetings (From 2-3 reference committees) on Friday to allow for open discussion and opinions on the various resolutions to be considered. Resolutions could still be brought up for consideration by the end of the day on Friday. The components would have a breakfast meeting on Saturday morning to discuss the resolutions and what was discussed at the reference committee meetings. Saturday afternoon, the whole House of Delegates from all the

CDA components would meet and the resolutions would be brought forward for consideration. Edits to the resolutions would be proposed and votes were taken to either approve an edit, adjust the edit, or not approve the edit – it would become quite lively at times! Saturday night would bring a President's dinner/party where the delegates could socialize and discuss the resolutions one on one. It was very cordial and in 20+ years of being a delegate I do not recall any physical altercations. On Sunday morning the House would resume going through the list of resolutions until all had been voted on. After this, the installation of CDA officers would take place and the House of Delegates would be adjourned with a mad dash to get to the airplanes if running late, or cars, if the meeting was in Southern California to avoid the

the Sunday evening traffic.

However, things have had to change! The pandemic has been a financial challenge for most dentists and it has also been a financial challenge for organized dentistry. The 2022 CDA HOD met on November 18-19. To cut down on expenses (and keep down our membership dues!) the HOD has held the reference committee meeting via Zoom in the evening. Our TCDS delegation met in the TCDS board room which allowed us to discuss matters in person during breaks in the reference committee presentations. The CDA HOD in-person meeting was scheduled to start at 10:30 am on Friday and end at Noon on Saturday. This was a very efficient way of getting through the business at hand. There were still discussions and debates with the resolutions and edits.

Tri-County Dental Society submitted a resolution which we felt would improve the organization – and it passed! Resolution 6 passed as proposed to have CDA encourage the state government to review and improve the payment rates of Medi-Cal to encourage an appropriate rate of dentist participation in Med-Cal. In addition, a report on this activity is to be presented at the 2023 CDA HOD. The proposal for this resolution was initiated by TCDS President, Paul Simeteys with main assistance by Pediatric Dentist specialist, Oariona Lowe and the TCDS Board of Directors – a true team effort!

The first resolution was the election of the nominated officers. John Blake from Harbor Dental Society is the CDA President for 2023 – and a very nice professional altruistic gentleman. I had first met John about 20 years ago. We were each presidents of our respective components in 2011 and would meet often. I'm sure he will be doing a great job for CDA and the dental profession.

The other resolutions involved concerned diversity, inclusion, continued competency, Board of Components Representatives governance, Whistle blowers, Hygienist shortage, special needs barriers, dental benefits advocacy, evolving new areas of dentistry, and sleep disorders testing by dentists.

The delegates initially only had 4 resolutions to consider up to just before the submission deadline. However, there were 10 resolutions by the time of the deadline. In years past there have been 2-3 times as many but there were concerns that the meeting would go past schedule. Thankfully, the meeting was efficiently handled by the CDA Speaker of the House, Deb Finney, (Former CDA President), and we were done just as the box lunches were being set up.



2023 ADA President-elect, Linda Edgar spoke and even stayed for the meeting!



Michael Mashni, Gisella Angarita, Kathy Cooke, Lynda Watanabe, and Satareh Lavasani finding time to relax - and discuss HOD resolutions.





Pre-HOD meeting via Zoom at TCDS Board Room.



Western U Student-dentists participated in the TCDS Caucus.  
L-R: Negar Maghaddasijahromi, Misha Ganda, Kendall Rollin.



Mark Bernardo checking on a resolution being discussed.



2023 CDA President, John Blake



Oariana Lowe is giving information to Jerry Middleton at TCDS Caucus.



TCDS seated in our two rows at the general HOD meeting.



Western U and LLUSD student-dentists attended and participated in the discussions.  
L-R: Kendall Rollin (WesternU), Misha Ganda (WesternU), Negar Moghaddasijahromi (WesternU), Karmen Battikha (LLU), Isabella Idea (LLU), Jarrod Lee (WesternU).



Interim TCDS ED, Laura Petersen discussing program with 2022 TCDS President, Paul Simeteys.



# 2023 DELEGATES AND 2024 OFFICERS SLATE

*The Nominating Committee met in February and nominated the following members to serve as delegates and alternates to the CDA House of Delegates to be held in Sacramento in November.*

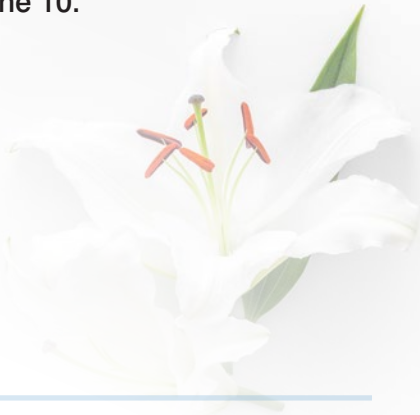
## DELEGATES

Peter Abude  
Gisella Angarita  
Marc Bernardo  
Katherine Cooke  
Michael Clapper  
Joan Dendinger  
Gary Dougan  
Alex Gavril  
Daniel Jenkins  
Ebenezer Johnson  
Rachel Johnson  
Bijal Joshi  
Setareh Lavasani  
Michael Mashni  
Asma Patel  
Paul Simateys  
Lynda Watanabe

## ALTERNATE DELEGATES

Jayant Bhatt  
Nagib Bahri  
Arthur Gage  
Steven Gold  
Valerie Jenkins  
Hemant Joshi  
Madhavi Joshi  
Robert Kim  
Oariona Lowe  
Gerald Middleton  
Wayne Nakamura  
Leonard Raimondo  
Denine Rice  
Evangelos Rossopoulos  
Archana Sheth  
Robert Stevenson  
Chonway Tram

Additional nominations for delegates and alternate delegates to the California Dental Association, may be made by an active, dual or life member of the Society, provided such nomination is supported by the endorsing signatures of 15 active, dual or life members and received in the TCDS office by June 10.



*The committee also presents the following slate of officers to serve on the 2024 Board of Directors:*

President  
Immediate Past President  
President-Elect  
Vice President  
Secretary  
Treasurer  
Directors

Asma Patel  
Gisella Angarita  
Lynda Watanabe  
Setareh Lavasani  
Rachel Johnson  
Joan Dendinger  
Peter Abude  
Marc Bernardo  
Gary Dougan  
Katherine Cooke  
Alex Gavrilla  
Michael Mashni

BCR Representative

Additional nominations for officers and directors may be made by an active, dual or life member of the Society, provided such nomination is supported by the endorsing signatures of 15 active, dual or life members and received in the TCDS office by June10.

Candidates nominated for an office or to serve as a director, if unopposed, shall be declared elected at the close of the 30-day nominating period and will take office on January 1, 2024. In a contested election, voting will be held by mail-in ballot.

Candidates nominated for an office, delegates and alternate delegates, if unopposed, shall be declared elected at the close of the 30-day nominating period. In contested elections, voting will be held by mail ballot.

# CALLING FOR RESOLUTIONS

Your Voice is Important...Tri-County Dental Society would like to invite you to submit resolutions that could be presented at the House of Delegates, November 17-18, 2023, proposing strategic ideas that would further improve the dental profession. The review process is as follows:

## DUE DATE *(proposals should be submitted prior)*

April 7th  
July 21st  
September 15th

## BCR REVIEW

May 5th  
August 18th  
October 13th

Below is the format that resolutions should be submitted:

Component/Submitter's Name

Considering the audience, what do they need to know? Include the following when drafting an item:

- What is the issue, what brought it to light?
- What is being recommended, is there any research to support the recommendation?
- What is the policy/bylaws implications? If bylaws changes are required, include proposed changes or notify staff upon your submission for assistance.
- What is the benefit of the proposed recommendation for CDA members?
- Is this relevant to the [strategic plan/organizational objectives?](#)

Be sure to provide details/context that will assist delegates in making an informed decision.

**Financial Impact:** None or include cost analysis.

**Attachments:** *(If attachments are included then please include the name of the documents)*

- A. Title of attachment      B. Title of attachment

**Recommendation:** The house of delegates is asked to approve the following resolution:

- **Resolved, that..., and be it further**
- **Resolved, that...**

Should you accept this invitation or have additional questions, please contact **Deborah Munoz** at 951-787-9700 or [exec@tcds.org](mailto:exec@tcds.org). We look forward to hearing about the ways we can improve dentistry collectively.

# TCDS STUDENT-DENTIST ACTIVITIES

Have you ever heard the saying, “You get out what you put in?” Our Tri-County Dental Society and the New Dentist Committee have been devoting much needed time to student-dentists at Loma Linda University School of Dentistry and at Western University College of Health Sciences School of Dental Medicine – and guess what? The results are amazing! With 2023 being filled with so many scheduled events, it only makes sense to reflect on the past year to see the results of pouring time and effort into educating our student-dentist members on the benefits of being a part of organized dentistry. With a combination of dinners, lunch and learns, vendor fairs, seminars, and social events, we were able to personally advocate to 1,127 student-dentists. Our most memorable event of 2022 was The New Dentist & Student Roundtable, hosted at the beautiful Mission Inn Hotel in Riverside. This event afforded us the opportunity to further educate student-dentists from LLU, WesternU, UCLA, and USC in various areas relevant to the dental profession. With every opportunity to educate our students, we are preparing future

clinicians, leaders, and educators in the dental profession, and Tri-County is proud to be a part of something so great! Along with the consistent student-dentist engagement, we have been collaborating with other allied dental health professionals in an effort to further strengthen the dental profession. **WE can’t wait to see what 2023 will bring!**



TCDS Office Team: Brittany Brown, Deborah Munoz, & Crystal Washington.



Loma Linda Dental School Students who attended our 2023 Installation L-R: Dragoslav Milosavljevic, Thamar Silvestre, Karmen Nidal Battikha, Patricia Lewis, Ronia Ali, Antonela Todhe, Olga Krysh, Rinkal Dhillon, Kuldeep Sharma, Navneet Sehgal, Husam Momari





# A HOLE IN YOUR PRACTICE - YOU?

By Dan Jenkins, DDS, CDE-AADEJ

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One of the most common concerns that dentists are having during the current COVID situation is filling job openings. I've read social media posts of dentists complaining about difficulties replacing team members who either left for health reasons or found better paying jobs doing something else. This situation really leaves a big hole in your practice! While replacing team members is a lot of work, imagine how big of a hole your practice would have if you were the one who could not work?

If you could not work in your practice for a few weeks or months, either due to disease or an accident, what would you do? If this was just for a vacation, under many circumstances you could still have the hygienists provide hygiene services on patients of record. You could ask a dentist-friend to cover your emergencies at their office but, what about your team? If you have disability insurance that covers your overhead, and you are disabled for a lengthy time you might be able to cover your team salaries – if you have enough coverage and a short enough waiting period before you receive your insurance benefits.

From my own experience, I'll tell you, "Do not count on insurance benefits being paid to you in a timely manner as stated in the policy!" Many years ago, I had multiple disability policies from two insurance companies. When I needed a surgery with an expected "quick" recovery, I thought I'd be OK. When there were complications afterward I submitted for payment after my 30-day waiting period. Long story, short – I did not receive a dime from either insurance

company, until about 10 months later! I lost my team, house, office, and practice. Needless to say, it affected my whole personal life and had to start over with many dark black marks on my credit record.

With a dentist missing from a practice, it is difficult to maintain the practice for very long. In cases where a dentist dies, there are provisions in California for the spouse, (if there is one), to run the practice for a year while they sell the practice. Before this law was passed, the practice of a deceased dentist was worth only the wholesale value of the equipment as it would take too long to replace the dentist.

Even with the deceased dentist's spouse having a year to sell the practice, there is the problem in finding a buyer quick enough. Just to list the practice with a broker, fill out all of the financial information on the practice along with the practice supplies, equipment, and instruments for sale can take a month – especially for a grieving non-dentist spouse. Practice financial consultants recommend keeping at least 6 months of reserve funds to cover these types of expenses. However, not every dentist, especially one who has not been practicing for very long, is able to attain that level of reserves. (Although, upon securing a practice-purchase loan it might be a good idea to borrow enough for some reserve funds as we all do drive on the dangerous freeways!)

## What if I'm an Associate Dentist?

I've mentioned many times that an associate dentist

still has a dental practice – an associate practice. If you have a regular position with an office and have to be absent for a length of time, will you still have a position at that office once you return? Or, if you are between associate positions and still have personal expenses, how will you fill that hole in your associate practice?

The Tri-County Dental Society website has the ability to list dentists who are seeking associates as well as potential buyers of their practice – as well as dentists seeking positions as an associate. You could use this TCDS service at [TCDS.org](http://TCDS.org) to list your needs and for what length of time. The CDA website has similar information at [CDA.org](http://CDA.org). Another possible source for either working as an associate or hiring an associate is contacting one of the many practice sales brokers as they keep a list of dentists who are seeking a change and might be interested in either hiring a dentist in a temporary position or being hired as a temporary dentist – Locum Tenens. If you are looking to temporarily replace yourself as an associate you, of course, should clear this with your employer after explaining your situation. They may appreciate you going the search process for your temp as it would relieve them of the time involved. I would expect your employer to require the final approval of your temp and you would want to advise each applicant of that requirement. The sooner you get on the list or make contacts for your need of either hiring a temp or temping yourself for a while, the easier your search will be.

## Searching Out of State

Finding another dentist who can fill in your time-slot can be quite a chore as there will be a limited supply of dentists who are seeking to either hire or be hired. The larger the “pool” of dentists contacted the better your chance of success.

While California has over 30,000 licensed dentists there are over 200,000 licensed dentists in the USA. While not all of those 200,000 dentists are not currently licensed in California, contacting a larger number of dentists will improve your odds of finding a dentist to fill your needs.

## National Licensure?

National licensure has been brought up and sought by many dentists for a long time. The regional boards have helped provide dentists more freedom to move to other states since they came about in the 1970s. More recently, licensure by credential has also helped improve that freedom. However, licensure by credential, while offered by all but two states, Hawaii and Florida, (according to the ADA site listing licensing information: <https://www.ada.org/resources/licensure/dental-licensure-by-state-map>), still will take some time to receive a license and be insured.

I received an article from Medscape that, Keith A. Raymond, M.D., wrote calling for national licensure for all health professionals. ([https://www.medscape.com/viewarticle/953763?src=WNL\\_in-focu11\\_220716\\_MSCPEDIT&uac=158058BK&impID=4432598&faf=1#vp\\_2](https://www.medscape.com/viewarticle/953763?src=WNL_in-focu11_220716_MSCPEDIT&uac=158058BK&impID=4432598&faf=1#vp_2)) Dr. Raymond pointed out that during the height of the COVID pandemic, states were allowing health professionals to practice in their state to aid in health care. I think this may lead to a speedier process of portability for dentists between states. This would aid in alleviating the difficulty in obtaining dentists seeking Locum Tenens positions or for dentists to find those positions.

## Until Then!

Recently, I came across a company who offers a nation-wide service for temporary positions for dentists. I requested an interview with Barton and Associates for this article to inform our TCDS members about how this service works. (Saving our members some time!) They have been providing Locum Tenens connections for 21 years now for MDs and RNs and for dentists for the last 5 years. I was pleased to find out of their longevity as I've found out other companies who tried this were complicated to work with and did not last very long.

I spoke with Mike Pizzo and Andy O'Neill and received some helpful information about this type of program. They work with both practice owners and dentists



seeking temporary positions. Some dentists are wanting to work a few weeks and some are wanting to add more days to what they are currently working. They seem to be happy to accommodate each dentist's needs and carry on a good conversation to understand what the dentist is seeking. They deal with situations such as maternity leave, sickness, surgery, and helping a dentist's surviving spouse following a dentist's demise. The associate dentist can just submit a CV and do an interview so they know what is desired and they find places – at no charge for the associate dentist.

## Where Can You Go?

I asked about interstate licensure restrictions and was surprised to find out they have a team that contacts the state dental boards and explains the situation, such as an emergency Locum Tenens for

the owner dentist to have a surgery, and it can be taken care of in a matter of days. I found myself thinking how nice it would be to travel to another state, like Alaska, (They pay for the travel and malpractice insurance!), work a few weeks, and then stay a while longer and travel around before returning home! I should mention that there are no fees to be paid by the dentist providing the Locum Tenens service. If you wish more information about how this works you can contact Andy at: [aoneill@bartonassociates.com](mailto:aoneill@bartonassociates.com).

I hope this article helps those who might be looking for doing a Locum Tenens or for hiring someone and provides you with some options to consider.

# Are you doing **IT** the *hard way*?

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## CONTACT

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