

## CDA Cares-Fresno!

### Thank you to all of you who made this a great success!



Article by Dr Cory Costanzo  
Chairman of the CDA Cares  
Fresno Planning Committee

**cda cares** Fresno  
October 2-3, 2015

**2,099** patients  
received care



**1,306**  
volunteers

Thank you!

296	Dentists
102	RDHs
310	RDAs
16	Lab Techs
12	Physicians/Nurses
72	Dental Students
570	Community Volunteers



**\$1.9** million  
in oral health care services  
provided at no charge to patients  
who experience barriers to care  
A total of **14,620** procedures



**291** complete  
and partial  
dentures and denture  
repairs

[cdfoundation.org/cdacares](http://cdfoundation.org/cdacares)



Approximately 2 years ago the California Dental Association Foundation scheduled CDA Cares to take place in Fresno on October 2nd and October 3rd of 2015. On the morning of October 1st, 2015, I showed up at the Fresno Convention Center at around 9am. Before I entered the building I decided to go see the location where the patient line was supposed to eventually form, and was surprised to see that there was already a line. Approximately 20 people had showed up almost 24 hours in advance for the opportunity to receive free dental care. I then proceeded inside and worked with a group of volunteers, some local and some from all over the state, to transform the Fresno Convention Center into the largest dental clinic that Fresno has ever seen.

The doors opened at 5:30am on October 2nd. By that time there were hundreds of patients in line, many who had stayed over night. Patients were routed from registration over to Medical Triage, where a group of nurses and physicians reviewed medical histories, checked blood pressure and blood glucose levels, and determined if patients were healthy enough to receive dental care. The next stop was Dental Triage where dentists ascertained the patients' chief concerns, checked for other potential areas of pain and infection, and ordered the appropriate x-rays to further investigate the dental problems identified. Then it was on to the radiology department which was equipped with digital intraoral x-rays and digital panoramic x-rays, allowing the x-ray techs to quickly obtain high quality images. The x-rays were then read by a group of dentists in the post x-ray section, who performed another intraoral exam, made a diagnosis, and determined which of the needed treatments was the highest priority.

The primary goal of CDA Cares is to relieve dental pain and infection, so many patients were routed to either the "fillings" or "extractions" sections of the clinic. The fillings department was equipped to provide both amalgam and composite restorations, and a talented group of dentists and dental assistants worked to remove decay and restore teeth. The extractions section of the clinic was staffed by a hard working group of oral surgeons, dentists, and dental assistants who performed both routine and surgical extractions, with many patients receiving full mouth extractions. The "endo" section also worked to relieve pain and infection, performing root canals, primarily on anterior teeth, though a few posterior teeth were also treated when time permitted.

The "pedo" section of the clinic was available to provide cleanings, fillings, and extractions to kids in need. A group of pedodontists, dentists, and dental assistants also provided oral health instruction in hopes of steering these kids towards a lifetime of dental health. A group of dedicated hygienists provided cleanings to both kids and adults in the "cleanings" section of the clinic. One of the busier sections of the clinic was the "lab", where a team of dentists, dental assistants, and lab techs made complete dentures and anterior stayplates. A total of 291 dentures and denture repairs were completed.

Continued on page 20  
Pictures on last page



## Fresno-Madera Dental Society Officers and Board of Directors

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The mission of the  
Fresno Madera Dental Society  
is to serve the professional needs  
of its members and assist them in  
enhancing the oral health



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# The Grapevine Bulletin



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## Hearing Set for CDA v. Delta

CDA is scheduled to present further evidence in its legal case against Delta Dental at a hearing scheduled Nov. 16 in San Francisco Superior Court. This is a further hearing on CDA's "standing" as an association to represent its members in challenging Delta's actions relating to reduced fee reimbursements to Premier dentists under the Delta Participating Dentist Agreement ("PDA").

While arguments on CDA's legal standing to represent members in the case were presented earlier this year, the judge had remaining questions and allowed both parties to gather evidence at the upcoming hearing.

The superior court judge had previously sided with CDA to deny motions by Delta to have the case dismissed.

CDA and several individual dentists filed legal action against Delta in 2013 after CDA informally learned of a planned reimbursement reduction of 8 to 12 percent for Delta Premier providers. Although the case began as an arbitration, it is now in San Francisco Superior Court for reasons described in prior [CDA Updates](#) and on [cda.org](http://cda.org). The case centers on whether Delta Dental has met its contractual commitments under the PDA, which are the same for every Premier dentist. CDA contends Delta Dental must honor its contractual promises on fee reimbursements. CDA also contends that Delta must determine fee reimbursements as required by the contract, be transparent in its processes, base actions or changes it seeks to make in its contracts with providers on valid data as required by the contract, and give fair, accurate and reasonable notice of any change it seeks to make. Delta Dental counters that "competitive realities" in the marketplace require it to make changes in the agreement and to reduce the reimbursement rates because competing insurers with pure PPO plans are taking business.

*CDA supports members with sophisticated practice management and dental benefit guidance through CDA Practice Support at 800 232-7645 or [cda.org/practicesupport](http://cda.org/practicesupport)*



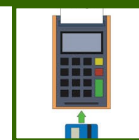
Todd Roberson-CDA Public Affairs Manager-is always happy to answer questions on legislative/advocacy issues.

[todd.roberson@cda.org](mailto:todd.roberson@cda.org)



## Are You Ready for Some Chips?

Reprinted with permission from Marianne Harper



Are you still swiping? Or are you inserting? And is your practice ready for the switch to insert? If you are unfamiliar with what I am asking, I will give you a bit of background on it. As of October 1 of this year, merchants (which include dental practices) who accept EMV Chip Cards that have the new chip embedded in them should be processing those cards with a new terminal that is EMV compliant.

Due to the huge numbers of credit card fraud and charge back losses in the United States (which are estimated at \$8.6 million a year) and also to the growing increase of mobile payments, the credit card industry initiated a system to reduce those losses through the use of chip technology. The payment data is read from the chip instead of the magnetic strip. This technology works so much better because the chip is more difficult to counterfeit and also data transmission varies each time it is read. The new EMV compliant terminals are set up for both swipe and magnetic strip use at present so that both are available until all cards are chip embedded and all terminals are certified.

There is a good chance that you do not as of yet have an EMV-compliant terminal in your practice. Most fraud occurs in retail venues such as stores that sell high priced items such as electronics and jewelry that can easily be converted into cash. For dental practices, it would be less likely to happen.

I have a chip card and I find that the majority of merchants I deal with have the new terminals. I stand there with a questioning look on my face holding a card and wondering-Do I swipe or insert? It has happened so often that now I immediately ask if I need to swipe or insert. From my experience it appears that the majority are not chip compliant yet.

It is predicted that there will be a two year process before all required merchants are fully ready for this change. You may be seeing, as I have, the many new EMV chip terminals in retail establishments but most of these are not chip functional yet because they must be certified before they can be used, hence the delay.

If you are contacted by a company that states that due to the liability issue you need to purchase a terminal from them be careful. The company that you currently use should be able to handle it for you as soon as they are ready.

Due to the new liability shift whereby the practice may be liable for the cost of any fraudulent transactions, I suggest that you contact the company you are a merchant with and inquire as to when you can expect to obtain an EMV-chip microprocessor terminal. Or perhaps you use a terminal supplied by your practice management software company. You will need to call them to inquire. There may be a cost to this transition but you don't have much choice if you want to protect your practice from liability.



The diagram shows a central blue circle with a white 'W' logo. Ten lines radiate from this central circle to ten smaller blue circles, each containing an icon and a text label. The labels, starting from the top and moving clockwise, are: 'PATIENT MANAGEMENT SYSTEM SYNC' (with a sync icon), 'CALL RECORDING' (with a telephone handset icon), 'CALL TASKS' (with a list icon), 'APPOINTMENT REMINDERS' (with a clock icon showing '15'), 'INSTANT PATIENT DATA' (with a person icon), 'REPORTS' (with a pie chart icon), 'TELEPHONE SERVICE' (with a telephone handset icon), 'TWO WAY TEXTING' (with a speech bubble icon), 'MOBILE APP' (with a smartphone icon), and 'PATIENT MANAGEMENT SYSTEM SYNC' (with a sync icon).

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Hope you're excited! It's gonna be awesome!!

 **WEAVE**  
www.getweave.com

Don't miss the Tuesday November 17, 2015  
General Meeting  
"7 Ways to Exit Your Practice in Style & Save on Taxes"  
With Bassim Michael, CPA, CVA  
Call Merriam at the FMDS business office to reserve your seat.  
559 438-7284

CDA Cares Fresno T-Shirts are available  
in assorted sizes & colors.  
\$5.00 each  
Call Merriam at the FMDS business office  
559 438-7284

10/19/2015

Regulatory compliance

## CURES enrollment deadline moved to July 1

The CURES enrollment deadline for providers has officially been pushed back from Jan. 1 to July 1 of 2016.

The change comes after the governor signed AB 679 (Allen). The bill was amended late in the legislative session due to concern that the most recent Controlled Substance Utilization Review and Evaluation System (CURES) update has fallen behind schedule. The CURES 2.0 was planned to be in use by July 1 of this year, yet the system is still not fully operational. The delay will give the Department of Justice (DOJ) time to finalize CURES 2.0 and for providers to enroll.

CDA supported AB 679 due to concern that the CURES 2.0 rollout was not meeting deadlines, and had the potential to create unnecessary confusion among dentists, exacerbating frustrations that many dentists have had with the system already.

Now, all dentists who are authorized to prescribe, order, administer, furnish or dispense controlled substances must register for CURES by July 1, 2016. Dispensed controlled substance prescriptions can be recorded in CURES, which allows prescribers to look up a patient's controlled substance current usage and past history.

The CURES requirement was established as part of a bill enacted in 2014 (SB 809 DeSaulneir). This legislation required the DOJ, in conjunction with the Department of Consumer Affairs (DCA) and licensing boards like the Dental Board of California, to develop a streamlined application and approval process to provide access to the CURES database, also known as the California Prescription Drug Monitoring Program (PDMP), for licensed health care practitioners and pharmacists.

CDA will share information about CURES in the [CDA Update](#) and on [cda.org](http://cda.org) as it becomes available. If dentists have any questions they can email [cures@doj.ca.gov](mailto:cures@doj.ca.gov).



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## Online License Renewal System to Go Live This Year

The Department of Consumer Affairs (DCA) is set to launch a new computer licensing system for dentists, hygienists and assistants at year's end.

Known as the BreEZe system, it will allow dental professionals to apply for or renew their licenses online, pay with a credit card, track the status of an application or licensing request, submit address changes and obtain proof of license status. BreEZe also enables consumers to verify a professional license and file consumer complaints.

The Dental Board of California anticipates a transition period during which licensure renewals will be interrupted when BreEZe is activated ("goes live") sometime between Dec. 22 and Jan. 6. This means that the board will be unable to process any licensing requests for approximately five days prior to the "go live" date. As a precaution, the board urges dentists and registered dental assistants whose licenses expire in December 2015 or January 2016 to mail in their renewals as soon as they receive notification. Renewal notices are mailed 90 days prior to licensure expiration, so these notifications should be received during the first week in October for December renewals and early November for January renewals.

BreEZe became available for physicians, nurses and a limited number of other California licensed professionals in 2013, at which time numerous issues were identified for correction. DCA has been working to address these concerns prior to the second phase launch, which has resulted in a delayed timeline and significant budget overruns. As the licensing boards are responsible for the costs associated with the BreEZe system, CDA has urged DCA and the Legislature to work to find a solution to funding and finishing this project that minimizes the impact on licensees, especially in the wake of the significant rise in dental licensure fees that just occurred.

For more information on BreEZe, visit [dca.ca.gov](http://dca.ca.gov).

## Report Shows Denti-Cal Reimbursement Rates Lagging

A new review of the state's Denti-Cal program provides further evidence that current rates are insufficient and that there has been a significant decline in participating providers since 2008. Just released by the state Department of Health Care Services, the report shows that while there has been a nearly 40% increase in enrolled children and 77% increase in enrolled adults, there has been a double-digit decrease in providers in that same timeframe.

The report also shows current provider reimbursement rates lag behind other comparable states, highlighting that California's reimbursement rates for the 25 most common Medicaid services fall significantly short of those in the similarly sized states of New York, Texas and Florida. California's rates are only 31% of the national average for commercial insurance.

In response to growing concerns about lack of access to care for Denti-Cal patients, the recently enacted 2016-16 state budget reversed a 10% reimbursement rate cut that took effect in 2013. However, the report, which is required by the Legislature, demonstrates much more work is needed.

"We appreciate how the new leadership within the department has focused on the Denti-Cal program, and releasing this comprehensive review of reimbursement rates should provide helpful guidance to the governor and Legislature in the work that remains to rebuild the Denti-Cal program," said CDA President Walt Weber, DDS. "The reversal of the 10% cut was an important and greatly first step, but our hope is that legislators and the department realize that a multi-faceted approach is necessary to ensure access to care for all eligible children and adults.

The special legislative session is focused specifically on stabilizing and increasing Medi-Cal funding.

"Targeted rate adjustments along with other program improvements will increase access to care for vulnerable populations and enable more dental providers to participate in the program," said Weber. "Oral health is important too overall health and the state needs to continue to make it a priority."





## 2015/2016 FMDS Schedule

### General Meeting

Tuesday November 17, 2015

5:30 p.m. until 8:30 p.m.

“7 Ways to Exit Your Practice in Style & Save on Taxes”

Bassim Michael CPA, CVA

Tornino's

### Winter 2016 CCDC

Friday January 29, 2016

8:00 a.m. until 3:00 p.m.

OSHA/Infection Control with Nancy Dewhirst RDH

CA Dental Practice Act with Dr Stanley Surabian

Clovis Veteran's Memorial Building

6 CEUs

### General Meeting/Staff Night/Installations

Tuesday February 23, 2016

5:30 p.m. until 8:30 p.m.

“The Perfect Morning Huddle” with Leslie Canham

Tornino's

2.5 CEUs

### General Meeting/FMDS Nominations for the 2017 Board

Tuesday March 15, 2016

5:30 p.m. until 8:00 p.m.

Topic TBA

Craig Strong of the California Employers Association

Dr and spouse only please

Tornino's

### FMDS Member Social Event

Thursday April 23, 2016

Time & Place to be announced



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## Dr James Fletcher

March 16, 1945-September 15, 2015

Contributed by the Fletcher family

Jim and his dear mom Frances found their way to Fresno from Southern California around 1952 where she purchased a small dry cleaning business on Olive Avenue. By age 7 Jim was working the front counter of the shop whenever he was out of school for which he earned a small wage, serving customers with his friendly manner while his mother worked the presses in the back of the shop. He greatly respected his Mother's difficult, long, hot, 6 day work week. They were a team. The shop, King Cleaners, sponsored a "go cart" and Jim began racing at the age of 8 on the old dirt track at Clovis and McKinley.

Eventually, Francis was able to purchase a small home in the Mayfair area. Jim's free time was spent in the garage next door where Johnny West welcomed him into their family. There he learned welding, building, design, innovation, dirt bike riding, and all things mechanical. He often said that the investment of this neighbor in his life directed him and kept him out of trouble.

While Jim was friendly, funny and adventurous, he was not an inspired student. His high school interests were motorcycles and cars. The guidance counselor at McLane High School told him he was not college material and sent him to the trade school at City College during his senior year. This was great news to Jim as he wanted to be a welder. After an accident with fire, however, he decided he needed a safer job. A friend had a relative who was a dental technician so Jim began working in the lab, delivering cases to dental offices. Jim knew he was good with his hands so he and his friend Gene Ferry signed up for a school in Southern California to learn that trade.

One day, just before leaving for school, he was delivering a case to a dental office and began a conversation with the dentist who inspired him to go to college instead. This had never occurred to Jim as he was the first person in his family to graduate from high school. Jim decided he would rather try and fail than wonder if he could attend college. He enrolled at City College and finished Fresno State on the Dean's List. He credits all the teachers who were willing to spend extra time with him to help him learn the basic skills of how to study. Jim always said that with good manners, a friendly smile and a humble request for help he found many gracious academic mentors. He was most grateful.

It was while at Fresno State that he heard an astrophysicist talk about God. The speaker said that God was seeking a personal relationship with His creation...that Jim was beloved, wanted and valued for just who he was. Jim decided to give God a chance and began a lifetime of commitment to learning and growing in his new faith. This eventually led him to First Presbyterian Church in 1967 where he attended the new college group there called "Seekers". A few months later, Debbie walked in and he knew he was going to marry her. A two year, long distance courtship ensued while Jim was in dental school at Creighton University in Omaha.

Jim and Debbie married in 1970 and went off to Nebraska where Jim finished school in 1972. They returned to Fresno where he began practicing dentistry. Seven years later, they sold all they had and moved to Atlanta so that Jim could do a two year residency in Periodontics. They chose to return to Fresno because of the community they had found at First Presbyterian Church. Jim would always say how grateful he was for the friendships, the investment in his life and the accountability he found there. In his personal and professional life he never wanted to do anything, or make any decision that would cause these friends and mentors to be disappointed in his moral character. They challenged him to a high moral standard and he died living up to that challenge in all he did.

Jim was a visionary. An out of the box thinker. He would stare at a wall for hours, then design and build the perfect wainscoting and crown molding for the house. He built furniture and laid the wood floors. When he saw Debbie's wide eyes at the piles of sawdust on the new carpets he just smiled. "Don't worry Debbie, sawdust isn't dirty." For the record, he did have a few mishaps along the way and it felt like the good folks at the ER were friends. Sometimes though, Debbie would come home, see the trail of blood drops, Betadine all over the sink and the suture kit opened. He would just stitch himself up, using his teeth to tie the knot and go back to working in the garage.

And then there was his need for speed. Jim built three very fast, very loud cars: 2 Shelby Cobras and a Ford GT 40. After a 4 year search he had just begun rebuilding a rusted out 1962 Porsche that had been in a barn.

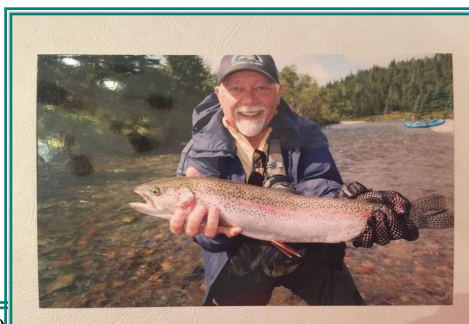
Professionally, Jim was known for his gentle demeanor, fun sense of humor and his desire to provide the finest of periodontal care. He called his patients the evening of their surgery to check in on them, always to their great surprise.

Personally, he delighted in his family, daughters Emily and Ashlie, son Sam and son-in-law Danny. When Fletcher, Bailey and Parker, his triplet grandchildren, came along he was a hands-on grandpa-passing along his skills with a nail and hammer and a love of Home Depot.

Fishing brought a sense of comradely, challenge and peace. Jim and his friends have enjoyed fishing adventures around the world. Many of you heard the stories of them being held for money in Argentina, flying in the ancient, smoking Russian helicopter, hypothermia in Chile when the only thing found to put him in was a teeny, tiny,, purple Speedo. Rodger has been trying to "un see" that picture for years.

Jim's life goal was to live with no regret by asking forgiveness when needed, giving grace without judgment and "doing the right thing" no matter what the consequence would be. He was certainly not without warts but his heart was indeed good.

Our hearts are full of gratitude for God's mercy, love and grace.



Welcome New Members!Ashley Davis DDS

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 559 554-9999  
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 559 485-0340

Mitchell Thompson DDS

6753 N Willow  
 Fresno, CA 93710  
 559 999-3506  
 2015 Graduate of Herman Ostrow School of Dentistry-USC

### **Did You Know?**

You must obtain an individual's consent prior to calling or sending a text to an individual's cellphone number

CDA recommends dental practices take the following steps:

- Review procedures to determine if the practice uses patient cellphone numbers for communications related to dental benefits, financial arrangements or marketing/solicitation.
- Review patient forms to determine if required consents, obtained after Oct. 16, 2013 (effective date of original rule), are included. Update forms as needed.
- Ensure that the practice's HIPAA business associates who communicate on behalf of the practice are in compliance with TCPA rules.

Below is language CDA recommends dental practices use to obtain consent for communications using a cell phone number. It can be added to patient intake forms (it does not need to be on a separate form).

#### **Cell Phone:**

☐ I consent to the dental practice using my cell phone number to (choose one or both)  
☐ call or ☐ text regarding appointments and to call regarding treatment, insurance, and my account. I understand that I can withdraw my consent at any time. My cell phone number is (include area code) \_\_\_\_\_ (initial)



### **Volunteer Opportunities**

#### **CDA Cares**

[cdafoundation.org /cdacares](http://cdafoundation.org/cdacares)

#### **Tzu Chi Fresno Medical Team**

[tzuchi.fresnomedicalteam.org](http://tzuchi.fresnomedicalteam.org)

#### **Team Smile Fresno**

[teamsmile.org/volunteers](http://teamsmile.org/volunteers)

#### **Holy Cross Dental-Fresno**

(559) 442-4108



**Important Contacts:**

(New listings in red)

**Fresno Madera Dental Society**

(559) 438-7284  
fmdds@cvip.net

**American Dental Association**

(800) 621-8099 Members Only  
www.ada.org

**California Dental Association**

(800) 736-8702 Operator  
(800) 736-7071 Voicemail  
www.cda.org

**CDA Practice Support Center/Compass**

(866) 232-6362  
www.cdacompass.com

**CDA Peer Review (Complaints)**

(800) 232-7645

**CA Poison Control System**

(800) 876-4766  
www.calpoison.org

**Consumer Hotlines**

(800) 927-4357 Dept of Insurance  
(616) 445-5544 Insurance Commissioner

**Dental Board of California**

www.dbc.ca.gov

**Denti-Cal Provider Locator**

(800) 322-6384

**Department of Public Health**

Radiologic Health  
(916) 322-2073 Equipment Registration

**HMO Consumer Complaint Hotline**

(800) 400-0815

**NPI-National Provider Identifier**

(800) 465-3203  
www.nnppes.cms.hhs.gov

**TDIC The Dentists Insurance Company**

(800) 733-0634

**US Drug Enforcement Agency (DEA)**

(800) 882-9539  
DEA.Registration.Help@usdoj.gov

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On August 15<sup>th</sup>, the first Annual TeamSmile Fundraising Co-Ed Softball Tournament was held at Margie Wright Diamond. We had 5 teams represented: 1) Nalchajian's Cuspidores, 2) Costanzo's Fresno Ortho Maxillofacial Surgery Straight Yankers, 3) Stanley' Swingers, 4) The Crack Attack (sponsored by the Plumbing Company, 5) and the Moli-nators.

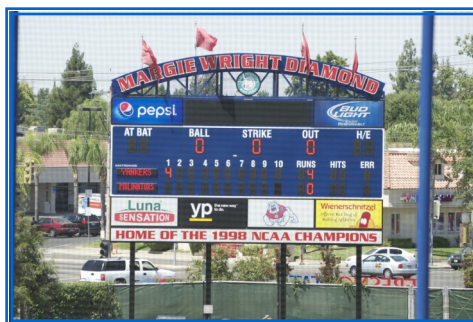
It was a great day to see dental offices come together and have a great time playing softball. There were announcers keeping the teams laughing at various nicknames given to the players, raffle prizes, a silent auction, cheering fans, and LOTS of great food. Ultimately, the Crack Attack proved to be the winning team.

Next year, it would be great to have more dental offices participate as it was a great opportunity to connect with our colleagues and office teams in a fun, relaxing, and entertaining atmosphere in the nicest softball diamond in the Valley!

A special thank you to Mike Stovall and Henry Schein for providing coffee and donuts, Matt Parker and 3i Implants providing lunch, and Christina Burgasser with 3M Dental providing dinner; Marsha Turner, Lori Topete, Clarissa Cooke, and Diane Springman for helping organize the event; Robert Foshee, Ron "Pup" Nelson, and ESPN's Nick Papagni for announcing the games; and Fresno State Athletics allowing us to host the event at such a great venue.

Over \$4,000 was raised toward this year's TeamSmile event which was held October 24<sup>th</sup>.

### Team Smile Softball Tournament





## The Dentists Service Company (TDSC) Frequently Asked Questions

### Why was TDSC established?

CDA is constantly looking for new ways to support members with the business side of their practices and help them be more competitive and efficient. TDSC was established to empower dentists to practice

on their own terms. While ensuring all clinical-care decisions and practice ownership remain with dentists, TDSC plans to offer members services including group purchasing, practice advising, marketing, human resources and assistance forming group practices.

### What does it mean to be a TDSC founding member?

Founding members will be important contributors to improving choice, cost and convenience in the business side of dentistry. Just as the founding members of The Dentists Insurance Company (TDIC) contributed to the transformation of insurance options 35 years ago, the founding members of TDSC can help transform practice management options for the industry. Early participation in TDSC means helping shape its programs and services to benefit all CDA member dentists.

### What is the TDSC group purchasing service?

Group purchasing allows individual practices to leverage the buying power of a large group to attain better pricing for all. Through TDSC's group purchasing service, CDA members will be able to take advantage of optimized group pricing and discounts based on aggregate volume. At the same time, participants will gain efficiency by shopping and placing orders conveniently online via a single TDSC site, selecting products and services from catalogs of preferred vendors.

### Why should I commit to group purchasing before the service is available?

Purchasing power allows TDSC to pass on savings to members. With commitment from several hundred dentists, TDSC will be better able to work with major distributors to reduce costs and pass those savings on to members. The greater the number of dentists committed to participating in this program, the more favorable the pricing — pricing members could not get on their own.

### Is there a cost associated with signing up for TDSC group purchasing?

No. The service is a benefit of CDA membership, exclusively available to members.

### Is there a minimum purchase requirement?

We encourage you to use TDSC for all your supplies, but there is no minimum purchase requirement.

### How much will I save?

It is too early to know. TDSC should be able to secure better pricing than any one practice could do on its own. As volume builds, the power to optimize pricing is likely to build as well, so member benefits and savings should grow.

### How will I place orders?

All orders will be placed through TDSC's secure group purchasing website, with an online shopping experience designed to be easy and intuitive. You'll see the best pricing available and make your selections at your convenience. TDSC will also provide purchasing guidance to help you optimize your savings. TDSC's goal is to offer a full-line catalog featuring the same quality products from some of the same respected vendors you buy from today. Orders will be shipped directly from the distributors from which you've chosen products.

Continued on the next page



## CDA Foundation announces awards, scholarships

### Student Loan Repayment Grant — Sonia Relingo, DDS

Sonia Relingo, DDS, graduated from Howard University College of Dentistry in Washington, D.C., in 2013, and followed with a two-year general practice residency at Community Regional Medical Center. She currently is licensed to practice in California and employed at United Health Center in Mendota (Fresno County), providing 40 hours a week of hands-on clinical services. Born and raised in Orsi, Calif., she grew up in the second poorest county in California and attended a high school with an academic performance index of 1. Despite these challenges, she graduated valedictorian of her high school class and went on to attend college at UC Berkeley where she became a first-generation graduate. When given the chance, she would like to return to her hometown to practice dentistry. Every year, the CDA Foundation is able to award one new dentist with the Student Loan Repayment Grant to help repay his or her educational loan — up to \$105,000 over three years in exchange for a commitment to care for the underserved.

### Previous Student Loan Repayment Grant Recipients from the FMDS

2002 Dr. Mao Her-Flores

2012 Dr. Kongsab Hatlavongsa



### Giving Back at CDA Cares Fresno

The 2015 Student Loan Repayment Grant recipient, Dr Sonia Relingo—right, the 2002 recipient Dr Mao Her-Flores—center and the 2011 recipient, Dr Adriana Ustarez-Oji —left give back by volunteering at CDA Cares Fresno October 2015.

### Continued from previous page

#### What happens to my current sales representative?

To enjoy group purchasing pricing, orders will need to be placed through the TDSC website. Shopping from a single site will provide the most choice, convenience and savings. When using the service, you'll purchase everyday supplies online, while large equipment will continue to be serviced through your current representative.

#### Which vendors will be represented?

We are not sure yet. We will offer participation to well-known and established dental industry suppliers. You may not need to change your current supply vendors, just the way you place your order.

#### When will the service be available?

It is anticipated that group purchasing will be available early in 2016. As a founding member, you will be informed of our progress along the way.

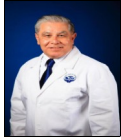


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### Member News:



**Dr. Abram De La O** was recently hired as the new director of dental services for United Health Centers. He will oversee the UHC Dental Program in Fresno, Kings & Tulare counties. He comes to UHC with over 30 years experience in private practice and management. Dr. De La O received his Doctor of Dental Surgery degree from UC San Francisco.



**Dr. Paul Hsiao** has been busy with his new practice located across from Bullard High school. Stop in and say hi. 5528 N Palm Suite 121 Fresno, CA 93704



**Dr. Annalee Asbury DDS** will be calling Jacksonville, Florida home later this fall. She was recently engaged to Christopher Reilly who is a pilot in the U.S. Navy.



Dr & Mrs **Douglas Halloran** are the proud parent of a new son, Joaquin, born in early October.

### Congratulations to you all!



### Membership Has It's Advantages!

Continuing Education  
 Peer Review  
 Leadership Opportunities  
 Free Classified Ads on the FMDS Website & Bulletin  
 Social Events  
 Networking  
 Volunteering Opportunities  
 Legislative Advocacy  
 Dental Community PR  
 Endorsed Program Discounts  
 CDA Practice Support Center  
 Patient Referrals  
 Source for Regulatory Information



## Practices for Sale

### **General Dental Practice & Dental Building for Sale**

Outstanding general dental practice and dental building for sale. Six treatment rooms, 2400 sq ft, fully equipped with digital x-ray equipment. Seller retiring. Asking \$347,500 for practice. \$695,000 for building.

Contact Brooke Palmer

[brooke@wppps.com](mailto:brooke@wppps.com) or phone 714 259-0501  
Wiederman & Potter Premium Practice Sales

## Offices for Lease or Rent

### **Dental Office for Lease**

Dental office for lease. 1319 sq ft, 4 operatories. Room for possibly 2 dentists or a dentist and hygienist. Many new exterior improvements. 1060 E. Shields Fresno, CA (Shields & College-East of Maroa) Please do not disturb current dentist occupant- Drive by only. Please call/e-mail for showings. (559) 999-6165 [smar@guarantee.com](mailto:smar@guarantee.com)

### **North Fresno Dental Office for Lease**

North Fresno Dental office for lease. Located on Fresno Street, just north of Shaw Avenue. Newly remodeled with 3 operatories, interior restroom, lab-storage-sterilization area, reception-waiting area, break room and doctor's private office. Plumbed for 4th operatory. \$1780 per month. Contact owner-agent, Jeff Davis at 559 281-2000 or email: [jeffdavis@pacbell.org](mailto:jeffdavis@pacbell.org)

### **Dental Office for Lease in Auberry**

Rural dental office in the center of Auberry between Clovis, CA and Shaver Lake. Approximately 2000 sq ft. Includes 4 plumbed peratories, lab, reception area and two private restrooms. Contact Earl Dunn 559 855-2119

## Office for Sale

### **NW Fresno dental office condo for Sale**

NW Fresno dental office condo available for sale. Approx 2476 sq ft. Asking price \$385,000

Located near Herndon and Brawley Avenues with Herndon Avenue exposure. The layout includes 8 operatories, interior restroom, reception and waiting area, private offices, lounge, lab, x-ray & storage.

For information, please contact Beau Plumlee at 559 256-2443 or [beau.plumlee@colliers.com](mailto:beau.plumlee@colliers.com) (CA BRE#01269167)



## Offices to Share

### **New Office to Share**

Newly constructed dental office for sub-lease. Located close to the corner of Blackstone Ave & Herndon Ave. High visibility shopping center location. Five operatories, laboratory and sterilization area. Separate waiting room, private office and mechanical room. 3000 total sq ft.

If interested, please contact Atif Rana (559) 289-2313

### **Northeast Dental Office to Share**

Beautiful detailed office located in Northeast Clovis to share with Dental Specialty. Includes 8 operatories fully equipped with state of the art equipment. Large reception area, break room, storage and lab available. Excellent location and close to shopping center and Fwy 168. 4000 sq ft.

Contact e-mail [jenniferpham70@yahoo.com](mailto:jenniferpham70@yahoo.com) or phone (559) 300-8299

## Associate Wanted

### **General Dentist Needed in Madera**

General dentist needed in Madera. A great opportunity to work in a private practice that is FFS/PPO and has an excellent staff.

Applicant must have excellent chairside demeanor and communications skills. Compensation negotiable. Send resume to [purewaldds@gmail.com](mailto:purewaldds@gmail.com)

### **Looking for a Dedicated, Hard Working Associate**

Looking for a dedicated, hard working associate for a cosmetic oriented practice in North Fresno. For more information please call Denise Linder at 559 226-3686 or email

[chadandersondental@sbcglobal.net](mailto:chadandersondental@sbcglobal.net)

### **Dentist Needed**

Must be able to perform molar root canals and extractions. This position starts off part-time leading to full-time. The days are selectable and compensation is \$500+. Please fax resume to 559 981-5270

### **Looking for a General or Pediatric Dentist**

Valley Children's Dentistry & Orthodontics is looking for a general dentist who enjoys working with children or a pediatric dentist on a full time or part time basis. Our office focuses on giving children compassionate and quality dental care. This is a great opportunity in a fun atmosphere. Pay is a guaranteed daily minimum or percentage of total office production, whichever is greater. For more information please call Ann Marie at (559) 554-9999 or email [martinez.annmarie@yahoo.com](mailto:martinez.annmarie@yahoo.com)

### **General Dentist Needed in Fresno**

Dental Group of California is looking to hire an experienced dentist for a part-time position with the possibility of full-time in the near future. The office is a private practice with a great patient base and an excellent and experienced staff. Compensation is negotiable and benefits are provided. If you have any questions, please email your resume to [dentalgroupofcalifornia@yahoo.com](mailto:dentalgroupofcalifornia@yahoo.com) or fax to 559 453-9200

### Associate Wanted

#### Associate General Dentist Wanted in Fresno

Amazing Associate Dentist opportunity to join a growing family practice located in Fresno. New, state-of-the-art equipment, digital xray and cone beam 3D technology at your fingertips. Within our dental practice, you can expect to see a steady flow of new patients every day that are ready to get their smile back. Proficiency in performing full dental services including extractions, molar endo, crown/bridge, orak surgery, cosmetic dentistry, and must possess the willingness to learn and grow with our practice. Must be highly ethical, positive, have outgoing chairside demeanor and be a team player with our fabulous and supportive staff. This is an ideal opportunity for the right hardworking candidate. Compensation package includes incentives.

Contact Tracey Anderson-Director of Human Resources  
559 475-6881

#### Private Practice in Madera Seeking an Associate General Dentist

Parker Dental Care is a well established, high quality private practice in Madera, CA seeking an associate general dentist. David Parker, DDS has been in the area for over 30 years and has established a thriving practice with state-of-the art technology including Dexis digital radiographs and computerized charting with Dentrux software. We take pride in providing excellent dental care and service to our patients. As an associate, you will have a dedicated team to help you focus on patient care. Associate should feel comfortable with all phases of dentistry and treating all ages. This is an excellent opportunity and experience for development. Excellent pay based on commission and experience. Please submit your resume to:

[centralvalleydentaloffice@gmail.com](mailto:centralvalleydentaloffice@gmail.com)

#### Dentist Part-Time Needed

Family General Practice located in Fresno is seeking an associate dentist for a part-time position. Patients are seen by appointments only. Please email your resume to:

[Dentalsmiles4ever@gmail.com](mailto:Dentalsmiles4ever@gmail.com)

#### Associate General Dentist Needed

We are currently looking for an associate general dentist for our Fresno, Sanger & Dinuba offices. This practice provides care for the entire family. As an associate, you'll examine, diagnose and provide treatment counseling to patients in a comprehensive manner. Experience with molar endo and surgical molar extractions. Part-time to full-time. Must be a graduate dentist with state license or regional boards and eligible to practice dentistry in California. Please e-mail your resume to:

[umkaram@yahoo.com](mailto:umkaram@yahoo.com)

or contact Karam Um (909) 997-3003

#### Dentist Needed

A Fresno general dental practice is looking for a full-time associate with rapid partnership potential. Please send resume to [brooke@wppps.com](mailto:brooke@wppps.com)

### Associate Wanted

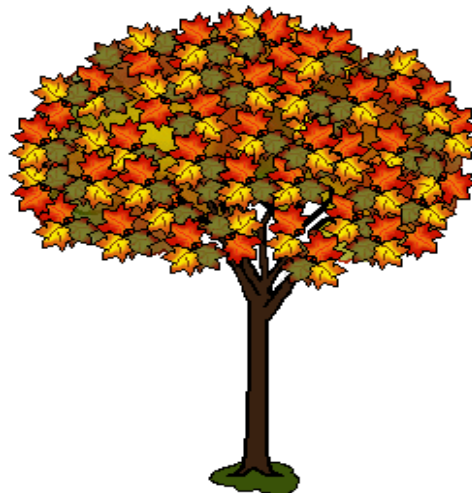
#### Associate Dentist Sought

Golden Hills Dental is seeking an Associate Dentist to join our well-established general dentistry practice. We are looking for an individual who wants to grow professionally with a successful practice. Above average pay for new and experienced dentists. Please email Dr Travis Kendall at [coarsegolddentist@gmail.com](mailto:coarsegolddentist@gmail.com) or Dr Jacob Geyer at [jlgeyer@gmail.com](mailto:jlgeyer@gmail.com)

#### Associate Dentist Wanted

We are a well established, growing pediatric dental practice known for providing excellent quality dental care to children of all ages. We prioritize quality dental care and consistently exceed customer service expectations. With the expansion of our practice, opening a second office, we are currently seeking Full Time/Part Time associates in the Central Valley area with a willingness to contribute to our continued growth. We are looking for associates who are flexible and outgoing to work alongside our amazing staff. The owner is happy to mentor a less experienced dentist but previous experience is preferred. Applicants must be licensed to practice dentistry in California, have a Oral Conscious Sedation Permit and be a Denti-Cal provider. Bilingual Spanish helpful. If interested please email resume to: [tammyb@drelick.com](mailto:tammyb@drelick.com)

Classified Ads placed in the Grapevine Bulletin and on the FMDS website are free for our members.



## Thank you CDA Cares Chair Sponsors

### Chair Sponsors (\$500-\$999)

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Anthony Tran, DDS

Bruce Valentine, DDS & Grace Valentine

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Michael Woolf, DDS

\*\*FMDs members in purple\*\*

## SILVER SPONSORS (\$5,000-\$9,999)

Allen Chien, DDS & Renee Chien

## Ambassadors (\$1,000-\$2,499)

Jasvinder Badwalz, DMD



## Thank You FMDS Member Volunteers for CDA Cares Fresno!

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 Donald Anderson DDS  
 Annalee Asbury DDS  
 John Baird DDS  
 Shannon Barnhart DDS  
 Clarence Chau DDS  
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 Tsu Ping Chen DDS  
 Guillermo Donan DDS  
 Mao Her Flores DDS  
 Peter Ingoldsby DDS  
 Rick Jelmini DDS  
 Linda Lee DDS  
 Cu T Lu DDS  
 Hung Lu DDS  
 Ben Magleby DDS  
 Jon Row DDS  
 Blake Scott DDS

**Our apologies to any member who volunteered but is not listed-Please let us know at your earliest convenience so that we may correct our list!**

Continued from page 1

The event was a huge success thanks to the 1,306 volunteers that participated, including almost 300 dentists, over 300 RDA's, and over 100 hygienists. CDA Cares Fresno was the 8th CDA Cares event put on by the CDA Foundation and it was the furthest away from the large population centers of Los Angeles, San Diego, and the San Francisco Bay Area. As a result of our geographic location we had almost 25% fewer volunteers participate than previous events, however due to a tremendous amount of hard work by these volunteers we still treated just as many patients (more compared to some events) and provided just as many procedures. Ultimately CDA Cares Fresno provided treatment to 2,099 patients, performing 14,620 procedures, for a total of 1.9 million dollars worth of free dental care.

Many thanks to all of the local participants of CDA Cares Fresno. It was great to see many members of the Fresno Madera Dental Society working together to provide free treatment to so many patients, many of whom would not have had access to treatment otherwise. I encourage anyone who participated to look up "CDA Cares" on Facebook to see the many thank you notes from patients whose lives were changed. There are many sentiments expressed in these notes including "I can finally smile without being embarrassed:", "Events like this restore my faith in humanity", "This is the miracle I needed", but perhaps my favorite is from a young adult who wrote, "I am ...grateful that there are people in this world that are willing to provide service and help to other people for only a "thank you"."



# The Grapevine Bulletin

## **WE Are the Fresno Madera Dental Society!**

