DENTAL VIDEO Marketing advice

Page 18

BENEFITS OF ORGANIZED DENTISTRY

Page 20

WELLNESS RESOURCES

Page 24



THE ARIZONA DENTAL ASSOCIATION — WHERE DENTISTS SUCCEED



PAGE 12

PAGE 14

COVER STORY ON PAGE 8

HOW SVDP ASSISTANT DENTAL DIRECTOR DR. BETZANAHY LEYVA BEAT THE ODDS



AUG 2023 // VOL 37, NUM 8

EVERY STEP OF THE WAY.

You've worked hard to get here.

Protect your growing career with the Professional Protector Plan® for Dentists; a complete dental malpractice program. Customizable and cost effective, it will fit your needs every step of the way.

Your Arizona State Administrator, Brown & Brown of Arizona, has partnered with AAIC and the rest of the PPP team to provide you with integrated insurance solutions for the 21st century and beyond.

PPP State Administrator for Arizona:

Jessica Mallory (602) 664-7049 jessica.mallory@bbrown.com

PROFESSIONAL PROTECTOR PLAN®



Brown & Brown of Arizona offers additional insurance coverages through other carriers. Please contact us to learn more.

Kurt Adams - Long Term Care & Disability 602.664.7082 | kadams@bbphoenix.com

Audrey Hoke - Individual Health Insurance 928.776.2732 | ahoke@bbprescott.com

Analise Zaremba - Home, Auto, & Umbrella 602.664.7084 | azaremba@bbphoenix.com









04

Conchology

Inscriptions Editor Dr. Eric Curtis

08

From DA to DDS

Spotlight on AzDA member dentist Dr. Betzanahy Leyva

12

Fall Conference 2023

Join us on September 8-9 at the Ritz-Carlton, Dove Mountain

14

(Not exactly) responsible reporting

BODEX and AzDA leadership respond to a recent article

18

How many videographers should film your marketing video?

Managing editor Jeremy Tuber

20

AzDA President shares benefits of organized dentistry

AzDA President Dr. Jessica Robertson makes a guest appearance

24

Wellness resouces

Free ADA resources to reduce stress and help you live your best life

26

ADA Health Policy Institute data

What's trending/happening in the dental profession right now?

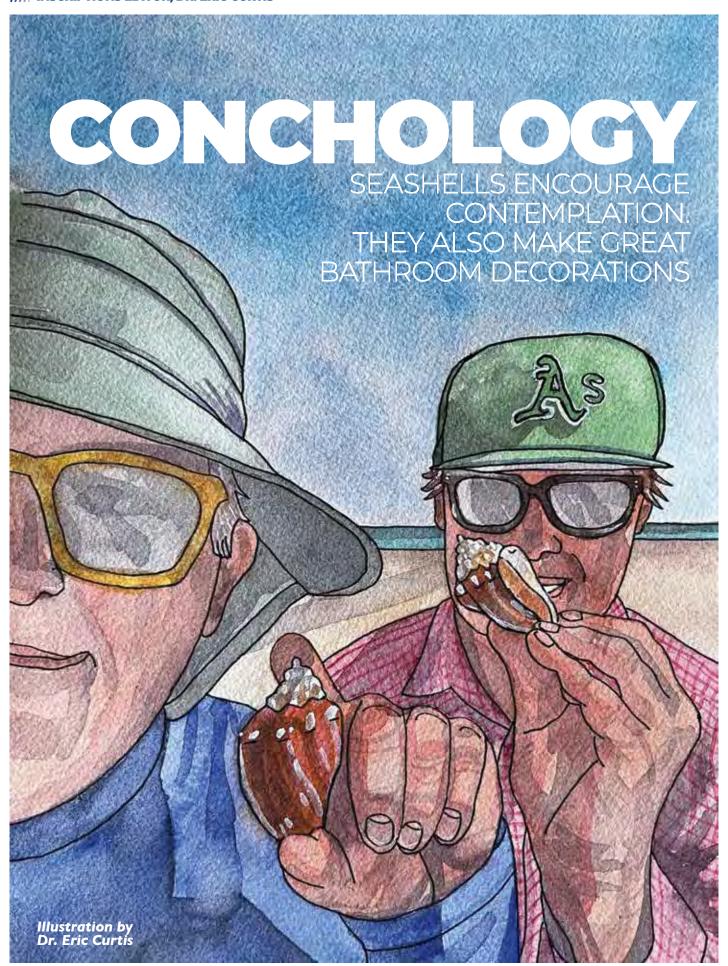
28

AzDA's CE web page (ce.azda.org). Have you visited it?

Great CE courses, an OSHA Toolkit, and free AzDA member CE tracking



ARIZONA DENTAL ASSOCIATION // azda.org 3193 N. Drinkwater Blvd., Scottsdale, AZ 85251 480.344.5777 or 800.866.2732 // Fax: 480.344.1442





The road to Goodland, a sleepy town on Florida's southwest Gulf coast, just below Naples but far removed from the formidable tuxedo-on-the-beach mansions of that city's Millionaire Row, is a modest asphalt ribbon streaming through a frothy jumble of green. I wonder what kinds of trees these are, populating the edge of the Everglades: cypress, for sure, and maybe sycamore, or even mahogany. The blacktop, which on a Monday morning is almost deserted, has no shoulders, but instead is set on each side with a slender strip of broadleaf grass, mowed to a crisp, even flattop, as if it were the world's longest, narrowest lawn. At appropriate intervals, the lawn sprouts signs urging motorists to watch for panthers.

The hard-blue sky is strewn with the kind of bright, billowy clouds you only see over the ocean. As we approach the shore, slash pines emerge, sharp and misshapen, then royal palms, thrust above the tree line like umbrellas over a crowd. Riotous orange-red flowers spread across the canopy of a royal poinciana. When we pull into the marina, the water is hidden behind a curtain of mangrove and seagrape.

We are met by a young man wearing rubber boots and a ball cap tucked under a double layer of polyester sunprotection hoodies, who introduces himself as Captain Ryan. Captain Ryan surveys the crowd: me, my wife Tonka, our son Tristan, daughter Anica Rose, and Anica's kids, four-year-old Ricky and eighteen-month-old Lucia Rose. "I have two girls," Ryan says, "almost your ages. They're five and two." Ryan ushers us onto a dock, where we climb down a ladder and clamber into a small, flat-bottom outboard boat, its steering column draped with a faded canvas awning.

"What should we do today?" Ryan asks. "Want to see some dolphins?" Ricky's eyes widen, and he hesitates, then nods.

Tristan, a middle school teacher who's always primed for interesting artifacts to take back to his students, says, "Let's look for shells."

I have never thought about hunting for shells as a discrete activity. But we've been a week in Naples visiting Tonka's Auntie Trini, and I keep hearing that this corner of coastline, especially the 75-mile stretch from Sanibel and Captiva Islands down to Marco Island and the Ten Thousand Islands chain, encompasses world-class conditions for finding those alluring aquatic twists of calcium carbonate. Of course we're going shelling.

As I settle into a port side perch and adjust my sunglasses, I realize that I already possess several significant shells, significant to me, anyway. In college, after an art history lecture on the golden mean, I picked up a nautilus, sliced neatly in half to reveal its chambers. (It turns out that the lecturer was sadly wrong: while the chambered nautilus is almost perfectly equiangular, it does not exhibit a golden spiral.) Snorkeling off Ocho Rios, in a spot recommended to me by a Rastafarian man named Nicky, whom my roommate Kurt and I had hired, in an uncanny stroke of brilliance, to drive us around the island. I found on the seabed, maybe ten feet down, a smallish orange-pink Jamaican conch. And in Honolulu, during the 2018 ADA meeting, but away from the crowd, I bought a necklace, from the young man who said he had made it, strung into a rope out of momi shells collected on the forbidden island of Niihau.

I tell Ryan, agreeing with Tristan, that shells would be fun. I add that we are mostly just looking for a family adventure.

Ryan grins. "For sure, this will be an adventure."

We back out of the slip and nose across the bay, a cozy inlet ringed with small islands. Ryan picks up speed and the bow bounces across the water, rhythmically slapping the surface.

Birds wheel overhead, and a hot wind whips our cheeks. We are alone on the pond—it's just us and the sea spray and the wheeling birds and the mangroves.

Then, as we arc around a tiny cay, we suddenly have company. Like pirate ships looming large, several other flat-bottom boats converge on our position, except that, rather than buc-

caneers, the boats are packed with middle-aged women wearing bucket hats and fanny packs. Our insta-flotilla makes landfall on a tentative sweep of beach called Kice Island. We linger onboard, while Ryan readies a step stool, sipping water and watching the women crawl out of their vessels and wade purposefully ashore, armed with nets, rakes, scoops, and sifters. They don't talk. Instead, perhaps by experience or some prearranged strategy, they fan out and pick their way along the waterline, making a sweep, trudging across the foamy dunes, heads down, shoulders stooped, occasionally prodding the edges of the lapping water and stopping to spoon out little lumps for inspection. The pirates are clearly searching for treasure.

"They look serious," I say.

Ryan nods. "They're after junonia."

"What's that?"

Ryan pulls out his phone and summons an image. He cups the screen so I can see against the glare. A cream-colored spindle shell flickers amid the pixels, swirled to a point at each end and flecked with distinctive brown spots. Found in the Gulf waters off Florida, Alabama, and the Yucatan, at depths of at least 60 feet, the junonia is a univalve gastropod mollusk—a sea snail. And it's a carnivorous one, a predator that feeds on other critters, predominantly lettered olive snails. The junonia's shell, which seems utterly at odds with the violent behavior of its owner, is graceful and pretty. It's also uncommon.

Its beauty and scarcity make the junonia a coveted specimen, and the local lore surrounding it runs deep. Ryan tells us how, several years ago, he led one of his clients to a junonia, only to be shoved aside, literally just as the client was reaching down, by a stealthy competing sheller who snatched the prize and ran. Ryan shrugs. People can be like that, he says. The junonia is Florida's holy grail of shelling. Local papers run a story on every junonia shell find reported to them. Because some shellers comb the beaches for half a century and never come across an intact junonia, pressure builds up.



In Kevin Henkes's novel for middle schoolers Junonia (2011), a ten-year-old named Alice, vacationing with her parents on Sanibel Island, dreams both of understanding the world and finding a junonia shell: "Alice zigzagged between her parents and then in and out of the surf...'I hope I find a junonia this year,' she said. 'Or at least an alphabet cone or an angel wing.' ... Alice thought it would be nice if everyone's heads except her own—had small windows built into them so she could see what was going on inside their brains. She imagined that her father would be thinking about what they would have for dinner. She imagined that her mother was thinking about world peace or the glory of the ocean. Right now, Alice was thinking that she'd feel much better if she found a rare shell."

As a means of decoration, ritual, amusement, currency, and even, as the junonia fervor intimates, social status and prestige, shells have captivated humans since long before written history. "Seashells were money before coins, jewelry before gems, art before canvas," Cynthia Barnett writes in The Sound of the Sea: Seashells and the Fate of the Oceans (2021).

The earliest confirmation of stone-age jewelry, maybe 100,000 years old—the oldest evidence of any human culture—is a shell with a hole drilled into it.

Every age seems to have gazed on shells with wonder. Cultural historian Anne Goldgar discloses that Roman naturalist Pliny the Elder saw shells as displaying "nature's love of play," while Roman statesman and philosopher Cicero recommended shell collecting "as a means to achieve serenity in the midst of political turmoil" (Conchophilia: Shells, Art, and Curiosity in Early Modern Europe [2021]).

In Europe of the 1600s and 1700s, "conchylomania," a passion for shell collecting, rivaled the celebrated Dutch madness for tulip bulbs. An example: at an 18th century Amsterdam auction, Vermeer's Woman in Blue Reading a Letter sold for about a third of what its owner then spent to buy a conus gloriamaris "glory of the sea," at the time the rarest shell in existence. Today, a Vermeer, if it were sold at all, would certainly fetch tens of millions of dollars, while a "glory of the sea" in perfect gem-quality condition could go for perhaps \$2000. (See "Mad About Seashells," by Richard Conniff, Smithsonian Magazine, August 2009.)

Shells—oddly, I think, when so many species appear exceedingly delicate—connote endurance, strength, and determination. The 18th century architectural engraver Giovanni Piranesi, famous for his evocation of imaginary prisons, produced, in 1769, a drypoint etching depicting shells both as objects of deep cultural relevance and uncommon vitality, titled "Different shells thought to inspire the forms of Etruscan vases." The 19th century American essayist Ralph Waldo Emerson proclaimed, "A seashell should be the crest of England, not only because it represents a power built on the waves, but also the hard finish of the men" (English Traits, 2002 reprint).

Shells invite our curiosity and direct our interest, calling attention to our relationship with the physical world; with each other; with the society and culture within which we live; with other cultures, perhaps far away; and with our own mortality. "Every shell implies movement," art historian Marisa Anne Bass writes in Conchophilia, "even when at rest." Bass's colleague Anne Goldgar allows, "Indeed, there is something particular about shells as liminal things, objects that hover between life and death and that throw our thoughts into far places, not least those from whence they came."





Representing the beauty and fragility of life, shells easily conjure thoughts of fleeting time, particularly of lost youth. The Shell Seekers (1987) is Rosamund Pilcher's novel of a woman whose prize possession is an oil painting by her artist father, titled "The Shell Seekers," depicting her mother and her, as a child, on the beach. The painting has hung on her wall for most of her adult life, reminding her of a happy childhood, her family's intergenerational ties, and her unconventional, bohemian life.

In her novel *Rococo* (2005), the story of an interior designer on a quest to restore hometown hope by renovating the local church, Adriana Trigiani writes, "As a matter of habit, I stop and pick up seashells that interest me, and I always put the ones I really like in a lovely Baccarat bowl in my living room. It's my way of remembering that I once was young and carefree."

As conduits of reflection, in fact, shells may be unparalleled. Twentieth century French poet Paul Valéry wrote that the shell 'has served me, suggesting by turns what I am, what I know, and what I do not know'' (*Conchophilia*). It's no wonder that shells are also instruments of religious devotion, invoking—in, for instance, Venus's scallop shell, St. James's cockleshell, and Vishnu's conch—notions of love, beauty, purity, spiritual protection, and peace.

The junonia pirates are gone within an hour. Tristan, Ricky, and I walk the beach undisturbed, plucking shells from under rocks and between brambles, some lodged in mangrove roots, others half buried in sand, and still others shimmering up from beneath the water. Ricky's love for picking up rocks, and for hunting Easter eggs, makes him a natural beachcomber.

Ryan suggests we buzz over to another barrier island, a small cay off Marco Island, where we step along a sandbar submerged six or eight inches under the surf. I'm standing in the middle of the ocean, but the brine is only ankle deep. The effect is disorienting.

As the day progresses, a gentle offshore squall drifts in. Wispy low clouds engulf us, blurring the horizon and diffusing the light into a yellow-orange glow

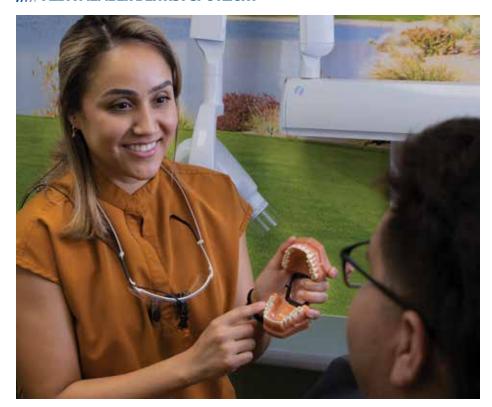
skirted by soft gray and spiked with an extravagant up-close rainbow. Sprinkled with cool raindrops, we snatch up pen shells, cockle shells, jingle shells, augers, olives, whelks, tulips, cones, clams, moons, scallops, a small horse conch, a single spiny jewel box, and a common fig. Ricky tests a number of his finds, but he's disappointed to report that he can't hear the ocean.

Our favorite shell, of which we are pleased to discover about thirty, is the Florida fighting conch. Ryan explains that the fighting conch, in contrast to the fierceness of its name, is a gentle herbivore found at depths as shallow as six feet and situated solidly at the bottom of the food chain. (Live fighting conchs are a popular addition to salt water aquariums, where they slurp up algae.) We don't care that this conch is ubiquitous. The shell is captivating, a sturdy spiral no more than four inches long, with a pointed spire and a pleasing spin of whorls and spines that finish in a heavy lip that flares like a flamenco dress in mid-swish. Its color ranges from white to caramel to salmon to various shades of reddish brown to deep purple, and can be solid, mottled, or banded.

Our exuberant haul amounts to a half bucketful. In this, Anne Morrow Lindbergh, whose meditation about a vacation on Captiva Island was published as *Gift From the Sea* (1955), rebukes us. "One cannot collect all the beautiful seashells on the beach," she writes. "One can collect only a few, and they are more beautiful if they are few." Lindbergh kicks us again: "For it is only framed in space that beauty blooms."

But by now Tristan envisions filling a glass vase for classroom display, and situating his best specimen, of course, near his shower at home. The bathroom shell impulse must be universal. "Everybody needs a seashell in her bathroom to remind her the ocean is her home," Sue Monk Kidd writes in *The Secret Life of Bees* (2001).

As we motor back to the dock, Captain Ryan spies a pod of bottlenose dolphins. He turns the boat in a tight circle to increase our wake as an invitation to play. The dolphins take the bait, leaping over the waves, and they follow us all the way in.



FROM DA TO DDS

DR. BETZANAHY LEYVA'S JOURNEY FROM LAY VOLUNTEER TO DENTAL ASSISTANT TO ASSISTANT DENTAL DIRECTOR

Initial note: the following is an interview with Dr. Betzanahy Leyva. However, her friend and mentor Dr. Ken Snyder (past SVdP Dental Director) sat in on the interview and offered a thought now and then.

When Betzanahy Leyva (Betzy / Dr. Betzy) walked up the steps at Saint Vincent de Paul (SVdP) for the first time, the last thing on her mind was being one of their dental directors. In fact, she didn't consider being one of the dental assistants either. She was just a high school kid looking for some volunteer work.

Little did she know that she'd meet a team, a career, and a dentist on that second floor that would forever alter her life—more on that later.

Betzy was the oldest of four children. Her dad was a veterinarian in Mexico, but he was also involved in politics, and politics were dangerous.

While her father was in a political meeting, a gunman burst into the room and began shooting. Betzy's dad escaped the gunfire to hide in (of all places) a nearby cemetery. He recalls lying face down in the dirt so the gunmen wouldn't hear him breathe. He remained hidden all night and into the next day, earning the name "El Perdido," meaning, "the lost one." Weary and bloody, he fled to America and lived under a highway bridge for a few weeks. Once he found a place to stay, he called for Betzy and her mom. She was a one-year-old at the time.

The neighborhood she grew up in was dangerous. "It's what I grew up in, and what I know, so it was what it was, but looking back, it was rough."

She recounted that gang activity was prevalent. At night, and at least a handful of times, gunshots rang out, and the family had to roll out of bed and drop to the floor to try to remain safe. Seeing the SWAT team's presence over weekends was commonplace. It's just the way that it was.

They didn't have much growing up, and Betzy's dad was strict. Additionally, having not been born in the US, her immigration status made things challenging. "I felt that I had to remain silent so I wouldn't attract the wrong kind of attention." Her three younger siblings were born in the US. However, having been born in Mexico, she has always been apprehensive that her immigration status would be taken away, and she might be sent back. "Years ago, I was pulled over by a police officer for window tint on my car. I had to go to court and feared that I might be separated from my family."

Life dealt a tough hand for Betzy to play, but sometimes tough circumstances have a way of forging very resilient people.

Getting back to dentistry—how did that start?

During senior year of high school, Betzy and her classmates received on-campus visitors/recruiters from local colleges looking for new students. During one of these visits, Betzy picked up a printed brochure about Phoenix College's hygiene program that caught her eye. "Dental hygiene sounded okay," she shared, "You get to work with people; you don't get stuck in an office chair, and then the pay wasn't bad."

In doing some research about the hygiene program, she learned she needed volunteer hours, and it happened that her mom had a friend whose daughter picked up volunteer hours at SVdP. So unsure of herself and unsure about what SVdP could offer her, she paid the clinic a visit.

"When I started volunteering, I remember coming up the steps to the dental clinic the first few times

and feeling so shy and reserved. I was scared." Because of how shy I was, I had said to myself, This will only be probably a week only, I dont think I will come back. However, Betzy hung in there and went from a volunteer to being hired as one of SVdP's dental assistants—still looking to attend Phoenix College's hygiene program. In fact, she had her prerequisite classes completed, she was working as a dental assistant while taking classes in hygiene, and she had her Phoenix College application filled out, but she never turned it in. And yet, she felt, "I might as well go all the way and learn dentistry."

No, it wasn't an epiphany or a figurative lightning bolt from the sky, but over time, and in talking with 4th yr dental students who did their rotation at the dental clinic, Betzy changed her mind about where in dentistry she belonged. Dental assisting and hygiene were fine, but she just wanted more out of her career. She recalled that the first people she told about her decision to pursue a dental degree were SVdP Dental Director Dr. Ken Snyder (more on him later) and her family. Both of them were supportive, but her family had serious reservations about the financial aspect of dental school.

Getting into dental school

You might think that life was done dealing difficult cards to Betzy by this time in her life, but it wasn't.

The first couple of times Betzy applied to dental school, she didn't even receive an interview (even after Dr. Snyder and a handful of other dentists recommended her). However, Midwestern University-Glendale (MWU) eventually granted her an interview.

After the interview concluded, she went back to her colleagues back at SVdP with tears in her eyes.

Dr. Snyder cautiously asked, "What happened?"

Betzy responded, "I got in."

"Got in what?!" Dr. Snyder responded.

It turns out that Betzy didn't need to wait for an acceptance letter. After the interviews for the day were

concluded, past MWU Dean Dr. Brad Smith asked the interviewing board, "Who was the dental assistant from SvDP?" MWU Assistant Dean Dr. Hal Herring remarked that it was Betzy, and that she was still in his office.

"Don't let her go without telling her that she's been accepted."

Dr. Snyder indicated that Betzy, at least at that time, was only the second MWU-Glendale dental student who was accepted on the spot.



I am grateful to have gone to school with classmates who have become close friends. They also helped me get through dental school. We studied for exams together and kept each other sane during dental school. We still keep in touch.

What do you remember about dental school?

"I moved out of my family's house when I went to dental school at MWU. It shocked my family, and I always appreciated their willingness not only to adjust to the situation, but to support me (especially my dad). Dad always wanted me to accomplish more in life than he had and more than I thought I could accomplish.

"Outside of me moving out, being on campus was a big deal for me. I thought to myself, "Wow, I am actually in dental school." I was scared. There was only one other Hispanic dental student in my class, so the whole thing was intimidating."

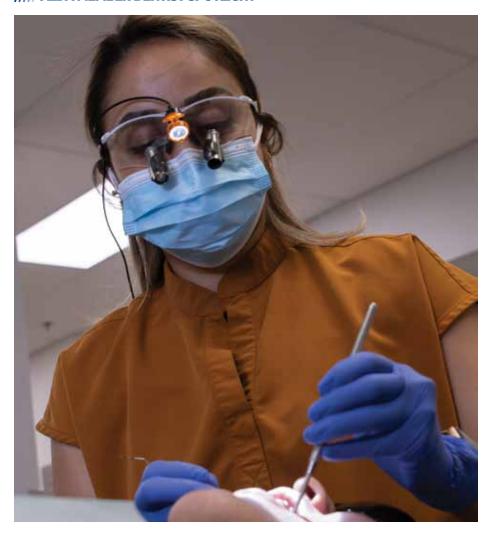
In first year, Betzy failed an exam, and while she was allowed to retake the exam, she remembers going to the library and crying—wondering what

she was doing in dental school. Perhaps that's common among first-year dental students, but one aspect of her schedule that made the didactic part of her studies challenging was that she took classes over the course of many years. In some semesters, Betzy took one course at a time. "Because my studies were spread out over such a long time, things weren't always fresh in my mind." It took eight years to complete her prerequisites, so retaining information over that length of time made things tougher.

However, things turned the corner in third year—clinic. "When I started seeing patients, I felt a lot more comfortable. I remember feeling, 'Okay, I've got this. It's going to be fine. Being a dental assistant for 12 years helped me so much as a dental student—not necessarily for the rigors of dental school, but it did set expectations for me. I knew what I was getting into. I'd seen blood during extractions, so I knew I wasn't going to faint!"

In sim clinic, fellow students that sat around Betzy began coming to her with questions: "How do you do this? Can you help me with this?" She recalls going to lunch after clinic and discussing what treatment was performed and how it went. During these discussions, she started to feel like she like a had a better hold of where dentistry was headed.

"They would often put her work up on the screen in sim lab. Betzy would often go around the lab—showing the rest of the students how to put on a rubber dam. She was so fast as a dental assistant at SvDP that when I'd numb the patient up, and before I knew it, Betzy had already placed the rubber dam. She was that fast. In fact, when Betzy graduated from MWU (out of I40 students) the faculty honored her with the Golden Hands Award for having the best hands in the class," Dr. Snyder interjected.



After dental school, did you plan on returning to SVdP?

"I always wanted to come back to SVdP, but at the same time, I wanted to try private practice to see what it was all about. Dr. Snyder, who was the SvDP Dental Director at the time, encouraged me to explore private practice first—to see whether I'd enjoy it or not. I worked in the private practice model for a year. And yes, I enjoyed it, but after about a year, I started to feel that I'd like to come back and practice at SVdP and serve the people in this community.

I wanted to come back and serve here because the people I treated (even as a volunteer) were like my family (brothers and sisters from another mother) who grew up in virtually the same neighborhood and in the same circumstances I was in. I wanted to help people who needed the treatment but maybe couldn't afford it.

It broke my heart to recommend a treatment plan to people who could only respond, "Oh boy, I don't think we can afford it." Therefore, being able to come back to SVdP and serve is a dream come true for me. I see the patients I treat as if they were my own family. This is the area and the community that helped raise me. Now it's my turn to give back to them—to provide dental treatment to patients where money/payment isn't a barrier. I recognize that I could practice in another model and be compensated a lot more, but that's just not what I am focused on. Being able to help patients who need my help (but not have the means to pay for it) is priceless. I wouldn't give it up for anything."

What has Dr. Snyder helped you with most?

"Dr. Snyder has helped shape and push me over the years. He's helped me grow up and overcome my shyness. There were times in my dental career, and in life, that I felt that "It wasn't worth it," or, "Why did I get into dental school," but he was always there to remind me that things happen for a reason and that they'd work out okay.

Also, I wanted to share that I was blessed/lucky enough to get a fullride scholarship for dental school. The scholarship was started by Dr. Ken Snyder and other dentists who volunteer/work at SVdP. Had they not stepped in and helped, I probably would have just remained a dental assistant (which isn't bad, but it's just not what I wanted to do with my life). It turns out that my dad applied for a loan to help pay for school, but it was beyond the family's means. As with so many other dental student candidates, the biggest hurdle to getting into school is having the money to pay for it. I wasn't eligible for scholarships at the time, so without Dr. Snyder and a few of his colleagues here, I would never have gotten a chance."

Transition from private practice back to SVdP

There was an opening for a staff dentist here at SVdP. I was aware of the position because in addition to working at the private office, I was working here part-time. After I year in private practice I decided to begin working at SVdP full-time as a staff dentist.

Regarding the promotion to assistant dental director, no, there was no application process. They just informed me that I was promoted to director.

Dr. Snyder laughs, "They [SVdP] were afraid they were going to lose her!"

"It seems silly now, but I wondered if it would be awkward coming back to SVdP—working with many of the same people I worked with as a dental assistant—but now as a dentist. Outside of a little awkwardness, it's been fine. I probably do more admin work than I would like (about 50% of my time).

"If I had my way, I'd treat patients 90% of the time, but assistants' and residents' schedules have to be managed. Additionally, I invest a lot of time guiding and instructing fourth-year dental

students and our AEGD residents. So, while I am still treating a lot of patients, I'd like to spend more time with them and less with administrative tasks!"

What does the future hold for you?

"One day, perhaps I might be the dental director at SVdP, but just focusing on making this clinic the best that it can be.

I also feel a calling towards mentoring kids. I am currently mentoring two sisters: Kendra and Kenya. We get together at least a couple of times a month. We just hang out and enjoy each other's company. That said, I did bring Kendra into the dental clinic so she could see what dentistry is all about. Maybe she'll consider dentistry down the road. Who knows? Also, SVdP has pre-dental students come to the clinic to shadow dentists a couple of days a week. I share my story with them, show them around the clinic, and introduce our team. When students are done shadowing, they have a good idea as to whether dentistry is right for them.

Over the years, others have helped our family—provided help unlooked for, and I want to do that for people now. I remember a past music teacher would always buy food and gifts for us around Christmas time. Experiencing unexpected generosity like this as a young person has inspired me to want to give back as an adult."

What message do you have for your peers?

It sounds cliché, but you can be whatever you want to be. I am proof of that. Anything is possible. During my childhood, my dad was strict with us kids (now I am a doctor as well, he's mellowed a little, and we enjoy a relaxing coffee date every Sunday), but even though he was tough on us, he always encouraged me that I could be whatever I wanted and that I should be the best I could be.

I'd also invite AzDA member dentists to visit us or connect with us here at the SVdP dental clinic. I'd be happy to personally show them around



the facility and see if/how they might want to get involved. Additionally, if they are open to donating equipment, sponsoring a patient's treatment, or if they want to come in and work with our fourth-year dental students and residents, I'd love to hear from them. They can reach me at the office at 602-261-6850 or bleyva@svdpaz.org.

AzDA managing editor's note

While Dr. Snyder stepped away, I asked Dr. Betzy what she thought of him—what he meant to her. The question seemed to have surprised her a little, and I noticed she had a little difficulty coming up with an answer (not because she couldn't think of anything to say but because there was so much to say). Even going back to the question later in the interview, Dr. Betzy still had trouble expressing what Dr. Snyder had meant to her development. And I share this to underpin what this whole article is about (at least to me): beyond overcoming difficult odds and belief in oneself, it's about the life-changing influence mentors can have.

Dr. Betzy did share that he had a good heart and was an angel. He's always been there for her, and he's been an example of someone she's aspired to be. "I even remember him taking time to help me study organic chemistry so long ago!" Just then, Dr. Snyder appeared back in the door of the office, and Dr. Betzy jokingly barked, "Get out of here. We're talking about you!"

Leaving the SVdP parking lot, I wondered what kind of person Dr. Betzy would have turned out to be without Dr. Snyder and his involvement in her life. Similarly, I wonder what Dr. Snyder would have been like without Dr. Betzy. I guess that's what's wonderful about pouring into others—what you give comes back to you. I suspect Dr. Betzy needed Dr. Snyder, and he probably needed her as well.

I'll finish by sharing that I first met Betzy, now Dr. Betzy, in 2011. I did a story on Dr. Snyder and met her at SVdP. Years later (2015), and on Dr. Snyder's recommendation, I met Betzy at Rodriguez Boxing Club in Phoenix. We both box, so it seemed like a casual place to meet and talk about her decision to go to dental school. To his credit, Dr. Snyder saw greatness in her then and thought it might make a good story. So, after 7-8 rounds on the heavy bag, I toweled off and met Betzy and her younger brother in a back cluttered and non-air-conditioned room in the gym to talk about her dream to become a dentist. We never finished that interview. However, upon hearing that she'd become a dentist and was a director at SVdP, I reached out again and hoped Dr. Betzy would be open to chatting once more. I am grateful that I received another shot to share her story with you—eight years after I should have.

AZDA'S
PREMIERE
CE DESTINATION
CONVENTION

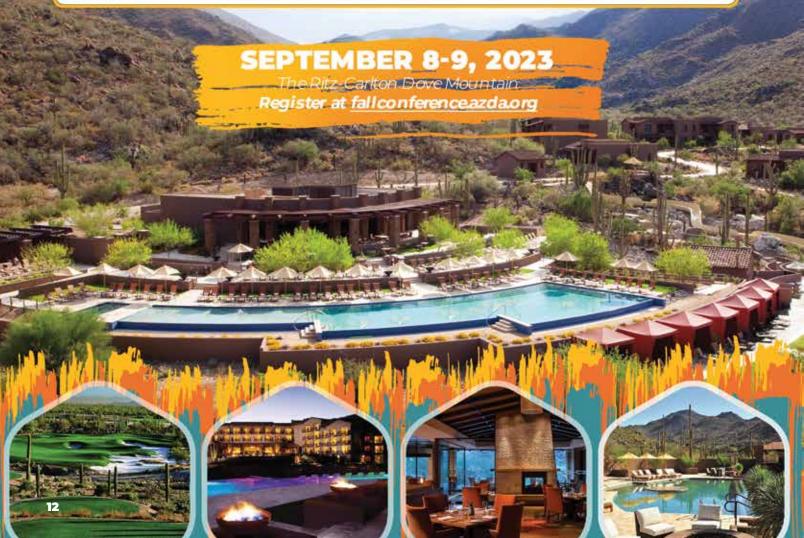


2 DAYS 7 SPEAKERS 10 COURSES 1 GREAT TIME

RELAX, RECHARGE & REJUVITATE— ALL WHILE YOU LEARN IN LUXURY

If you've never been to an AzDA Fall Conference before, you're missing out. Far from the hustle and bustle of most CE conventions, the Fall Conference is an opportunity to get first-rate CE in a relaxed, serene environment. Get the CE that you want, reconnect with old colleagues, and meet some new friends.

Join us again this year at the Ritz-Carlton, Dove Mountain, which is nestled in the high Sonoran Desert against the Tortolita Mountains. The property features a destination spa, adventure programs to restore the soul, indoor and outdoor dining, world-class hiking and lack Nicklaus Signature Golf.



Two Full Days of Courses & Exhibits

ADA Member Dentist—\$475 Non-ADA Member Dentist—\$770 Dental Office Allied Team Member—\$250

DEA MATE Act Training: The Opioid Epidemic and Dental Pain Control

Karen Baker, RPh, MS FRI: 1:00pm-4:00pm 3 CEUs

Meets BODEX Requirement for Chemical Dependency

We will discuss the unique risks associated with opioid use and outline strategies for opioid-sparing analgesia in dental practice. Acute pain guidelines from CDC, AAOMS and ADA will be compared with emphasis on practical applications in daily practice. We will identify effective pain relief alternatives based on individual patient characteristics and discuss important drug interactions with analgesics. Extensive and very current handouts will maximize the chairside value of this timely information.

Collaborate with Confidence: Treating Dental Patients with Head & Neck Cancer Least Mangue DDS De land Pay Policies

J. Brett Mangum, DDS; Dr. Jared Rex Robbins FRI: 9:30am-12:00pm 2.5 CEUs

Learn how to prevent osteoradionecrosis of the jaw and other dental complications in the treatment of head and neck cancer. This course is designed to give dentists the confidence to join a team of healthcare providers to provide patients with the best possible care.



Finding the Connection Between Chronic Disease and Hidden Oral Infections

Sergio Montes, DDS, NMD FRI: 9:00am-11:30am

2.5 CEUs



In this presentation, we'll provide dental professionals with the knowledge needed to feel confident evaluating oral health conditions and knowing what steps to take to recommend to their patients so they can eliminate the things in the mouth that are making them sick.

AzDA thanks the following companies for exhibiting and/or sponsoring at Fall Conference

Arizona Transitions, Brown and Brown Insurance (AzDA Endorsed Partner), Comitz | Stanley, Denco Dental Construction (AzDA Endorsed Partner), Halyard, Luminos Pro, Medi Loupes, National Laser Institute, Pacific Dental Services, Professional Dental Services (AzDA Endorsed Partner), Shofu, Strategic Tax Planning, Wells Fargo, X-Ray Dental Staffing Techs of Arizona, Inc.

Learn ABCs of BOTOX. Earn more with Medical Aesthetics

Brittany Netto FRI: 9:30am-12:00pm 2.5 CEUs



- Review the physiology of Botulinum Toxin Type A and it's uses.
- Select the appropriate patients for treatment.
- Describe techniques and different injection methods.
- Summarize and address procedure assessment and recognize possible complications.

Actions & Algorithms for Medical Emergencies: How to Save a Life Including Your Own

Daniel Pompa, DDS FRI: 1:00pm-5:00pm 4 CEUs



- Recognize the most frequent life-threatening emergencies and when and why they occur
- Review a systematic approach to treat the most common life-threatening scenarios
- Develop a team plan for dealing with a crisis event.
- Determine when to administer the essential "Top Ten" emergency drugs.
- Understand legal and moral obligations presented by medical emergencies.

Best Practices for Data Breach Preparedness

Mark Pribish SAT: 1:00pm-3:30pm 2.5 CEUs



Industry expert Mark Pribish will discuss why information security, governance and technology should be a critical focus for both businesses and consumers in preventing a data breach or ID theft event - an equal or more important focus should be response, resiliency and recovery. He will discuss the reality of data breaches and identity theft and how businesses and consumers can be better prepared for the inevitable.





You might be aware of an article that was recently published by a handful of students at ASU's Walter Cronkite School of Journalism. The article was picked up by a few local publications. Leadership at the Arizona Dental Association (AzDA) and the Arizona State Board of Dental Examiners (BODEX) felt the article was inaccurate, unfair, and biased.

As a result, ASU Lead Editor Mr. Kenneth Foskett received a candid, stern email from AzDA Executive Director Dr. Regina Cobb—expressing the Association's disapproval of the student reporters' lack of transparency and professionalism. Within minutes of receiving this communication, Mr. Foster reached out to Dr. Cobb via phone.

Because negative articles like this affect all dentists practicing in Arizona, both AzDA and BODEX felt it appropriate to respond to the mischaracterizations that were written in the ASU students' piece. Their response was done through a podcast featuring **BODEX Executive Director** Ryan Edmonson,

and the Chair of the BODEX Investigative Committee Dr. Anthony Caputo.

The following is a bulleted-list that summarizes many of the points discused in the podcast. To listen to the podcast (it's recommended), visit azda.org/podcasts.

- The podcast addresses the inaccuracies and mischaracterizations in an article written by journalism students about the activities and functions of the current board.
- Executive Director Edmonson discusses his proactive response to the article and his commitment to providing accurate information.
- The financial limitations and challenges faced by the board are highlighted, and the need for sufficient resources to effectively carry out their responsibilities is emphasized.
- The audit conducted on the board is mentioned, along with the actions taken to address the auditor's recommendations.

- The importance of having a peer group involved in the complaints review process is discussed, as well as the board's role in protecting the public while ensuring fairness to licensees.
- The misconceptions about the board, such as the idea of deregulation and collaboration with the dental association, are addressed.
- The tragic incident mentioned in the article is acknowledged, but the focus is on ongoing improvements and the board's commitment to protecting patients and licensees.
- The podcast concludes by emphasizing the importance of avoiding knee-jerk emotional responses and striving for a balanced approach to regulation.

Visit <u>azda.org/podcasts</u> for other podcasts, including what to do when BODEX contacts you about a patient complaint.

Can You Collect On Your Disability Insurance Policy?



Attorney Ed Comitz has been handling disability claims for dentists for 30 years. If you would like to discuss your disability claim, please feel free to call for a free consultation at 480-219-5436.

To learn more about dentist disability claims, please visit our Dentist Claims & Resources page: www.disabilitycounsel.net/dentists.



COMITZ | STANLEY

DISABILITY INSURANCE ATTORNEYS



AzDA Perks is a collection of products and services, from practice finance to liability insurance and everything in between— all endorsed by the Arizona Dental Association because of their value and commitment to you, our members. AzDAPERKS.ORG



AzDA 401(k) PROGRAM

Michael DiGrazia and Thomas Tenney (602) 957-5133 michael.digrazia@ubs.com



AUTO, HOME & LIFE

Heather Heimkes (623) 587-4487 Office libertymutual.com/ heatherheimkes



CREDIT CARD **PROCESSING**

Jennifer or Phil & the Best Card Team (877) 739-3952 bestcardteam.com



AzDA GROUP HEALTH INSURANCE

Lauren Ely (602) 603-5410 lauren@rfshealthaz.com



WEBSITE DESIGN, ONLINE MARKETING & PATIENT COMMUNICATIONS

(888) 932-3644. Mention "AzDA" for memberexclusive pricing. prosites.com/azda



princess

DENTAL STAFFING

Jennifer Marin (480) 219-6244 PrincessDentalStaffing.com



AZDA PERKS SUPPLIES

(480) 685-4710 AzDAPerksSupplies.com



Making Your Dream a Reality! Steve Anderson (480) 835-7273



TRAVEL TRANSPORTATION

Kim Avila (602) 650-2783 kavila@arizona.aaa.com



BROWN & BROWN INSURANCE

Jessica Mallory (602) 664-7049 bbphoenix.com



dencodental.com



PRACTICE FINANCE

Blake Vargo-Practice Project and Real Estate Financing 602-810-1693 Michael Pakula- Practice Acquisition Financing 330-518-0690 bankofamerica.com/ practicesolutions



STERILIZATION MONITORING

OSHA Review, Inc. (800) 555-6248 oshareview.com



ePRESCRIBING SOFT-WARE AND HIPAA-COMPLIANT EMAIL

(888) 810-7706 icoreconnect.com/azda



Dental Supply Company (888)253-1223 dentalsupplies.tdsc.com/arizona



DISABILITY INCOME LONG TERM CARE

(602) 274-5493 elaynejackson@ financialquide.com



EQUIPMENT SALES & REPAIR

Kimberly Padro (623) 825-6947 pdsaz.net



HIPAA COMPLIANCE

(727) 748-4946 abyde.com/azda



IT MANAGEMENT & SECURITY

(480) 630-7910 azcomp.com

ADA Member Advantage™



PATIENT FINANCING

(800) 800-5110 carecredit.com/dental



ADA VISA CREDIT CARD

(888) 327-2265 adavisa.com/36991



APPAREL FOR STAFF

(800) 990-5407 ada.landsend.com



MERCEDES-BENZ LUXURY VEHICLES

(866) 628-7232 ada.org/mercedes



STUDENT LOAN REFINANCING

sl.laurelroad.com/client/ada



SHIPPING

(800) 636-2377 savewithups.com/ada Save 50% on domestic next day/deferred, 30% on ground commerical/residential & more*



AMALGAM RECOVERY PROGRAM SHARPS MGMT

(888) 963-6787 healthfirst.com/ada Save 20% posted retail price on all medical waste & sharps mailback. Code: PPEWASTE



INTERPRETATION **SERVICES**

(844) 737-0781 cyracom.com/ada

Protecting dentists. It's all we do:

At **The Dentists Insurance Company**, our name is our promise. Practice with the confidence that you're covered by TDIC, and our singular focus is you.

Unique understanding of dentists' needs
Unmatched experience and proven expertise
Earned dental association endorsements
Comprehensive coverage at a fair price
Rated A by AM Best for 28 years in a row

See the difference at tdicinsurance.com.

f in @TDICinsurance | tdicinsurance.com | Lic # 2361-4









"How many crew members will film my dental marketing video?"

If you're looking to have a promotional/marketing video filmed for your practice right now, you didn't think to ask that question, did you?

Of course, WHO is filming your dental marketing video is a much more important question to answer when deciding to move forward with your marketing video. However, if you ignore asking HOW MANY, you do it at your own peril.

Think of it this way, if you're going to have orthopedic surgery, would you prefer that one doctor is responsible for doing everything (surgery and anesthesia) or if there's a team working on your behalf?

Video production, at least in this specific example, can be thought of in the same way, but let me back up for just a bit...

When I first started filming in 2013, I was a one-person crew. I did everything from loading the gear to getting the shots, entertaining the clients, and finally, tearing down the set. I learned

to shoot video without a safety net: no one else was going to show up and advise me, help me fix a malfunctioning camera, or provide quick solutions to the inevitable challenges/issues that just pop up while you're filming. I learned to problem-solve quickly, stay calm when things weren't working in my favor, and rely on myself. From a filmmaker's and personal development standpoint, working by myself forced me to mature and grow.

It wasn't always easy, but I am grateful to have walked over those figurative hot coals on my own. So, I benefited from this arrangement. However, my clients (at that time) did not.

With regard to my routine and approach to video production, I absolutely made sure that I was physically and emotionally ready to film (you always have to bring your "A game"), and I made sure I was rested and ready to go. I turned off my phone as soon as I arrived on location (no calls and no distractions), and I dressed as if I was going to the gym to workout rather than film an executive, small business owner, or doctor. I knew that I'd have to work like a dog in order to pull off a successful video shoot by myself, as well as give my client(s) a great experience.

And admittedly, I have always been embarrassed about what I wear.

First, my legs are an ungodly shade of pale that requires clients to squint when they look at me (not a great look for me), and while I am working for high-powered impressive people, I am dressed like I am headed to 24hr Fitness with my soccer shorts, white socks, sneakers, an Adidas polo, and a towel to wipe away perspiration. I quickly learned that when you work a video shoot by yourself—if you're doing it right—you are going to work, and you are going to sweat. Dress appropriately, even if it's not exactly what you'd choose to wear.

Just as much mental as physical

If you've not done video production before, what might surprise you is that it's just as mentally taxing as it is physically. Sure, lugging gear around, and contorting your body into peculiar positions just to "get the shot" is part and parcel with filming a marketing video, but hundreds of decisions must be made while filming a video—many of them are crucial but need to be made immediately. In addition to a physical workout, your brain better be ready to go into overdrive because you need to problem-solve on the fly, and no one is going to show up and bail you out when things go sideways (and yes, something will always go sideways. You just have to learn how to manage it).

When I am filming it feels like my brain is churning at 400MPH.

I joke with clients and aspiring video production professionals that shooting video is mentally and physically punishing. I love it, but yes, it's punishing. Adrenaline and thoroughly enjoying working with clients can power me through a six-hour video shoot, but by the time I get home, I am wrecked. Nope. I am not ashamed of that a bit. Video production ain't easy.

What do I know or do differently now?

Years have passed since I shot my first marketing video in 'I3, but I still dress like a college student going to work out in the gym; still maintain laser focus while I am working; still don't take calls or even take breaks while I am working, and still feel mentally and physically exhausted after a shoot, but I no longer will film for a client alone. I don't think it's ideal for me, and it's not fair to the client.

In spite of making certain that I am mentally and physically ready to film when I arrive (and getting a big adrenaline boost) and maintaining complete focus while working, I learned that as a one-person crew, I can't do it all. No one can. Stating this may draw some ire from video professional colleagues—especially the one-person crews out there. But for the video shoots that I do (filming a I-4 minute promotional video for a small business or dental practice), capturing all of the footage I need, having the time to work with (and enjoy) the client(s), managing incidentals/problems that always pop up while filming, there just isn't enough bandwidth or enough time to get it all done. Something gets missed and corners get cut.

In fact, I recently shot solo for a dental practice broker. And truthfully, we had a great shoot. He was happy. I had to deal with a handful of smaller technical and logistical glitches, but overall, it was a smooth shoot. And yet, while filming the consultant, one of my two cameras stopped working toward the end of the interview, I-2 minutes of footage I shot wasn't completely in focus (so it's not usable), one of my main pieces of equipment was malfunctioning and there wasn't time to completely address the issue, and I would have liked to have gotten more footage of his partner (but he had to leave for a meeting and we ran out of time).

From first-hand experience, these are all issues that could have been avoided had there been another videographer on set to help me. In spite of having filmed well over 100 videos (I've lost track), as well as working like a dog (and I did that day), I still didn't have the time or bandwidth to get to everything.

The takeaway

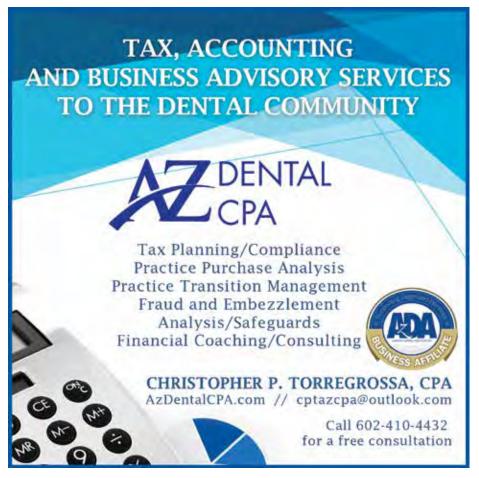
For filming most dental marketing videos, two video professionals on set are ideal (three video professionals can work, but it costs more to have a third person, and I've found they sometimes get in the way). So, if you're considering having a dental marketing filmed for your practice, more often than not, having two people film your marketing video will be ideal.

That said, having a second professional on location isn't a cure-all. There are still going to be challenges, focus still needs to be maintained, and both videographers are going to work their tails off. But running a video shoot by oneself is just too much to ask. As a client, you may observe this firsthand if you hire a one-person crew. Then again, you may not. But make no mistake, corners were cut and hard decisions were made (and perhaps a few mistakes were made) because there was too much to do, too much to keep track of, and just not enough time to get everything done.

So, before you consider hiring a video production company to film your marketing video, ask them, "In filming a video for my dental practice, how many professionals will be here at my office?" This question will surprise them. Look for the sweet spot of having 2-3 crew members—no less than two, and no more than three.

As a final comment, I admire videographers who take on projects alone. It takes fortitude to step out there on your own, and few people have the guts to even consider trying it. And I don't mean to insinuate that dentists can't hope to receive a solid video when only one videographer is working with them. I've just found that I can provide clients with a more personalized, enjoyable experience and a video with a much higher production value if I have a second camera operator/ videographer on set to get more footage, help out when things go sideways, and to bounce ideas off.

Jeremy is the managing editor of *Inscriptions*. If you have a question about marketing, design, or video, or if you'd like to suggest a story, email him at jeremy@azda.org





AZDA PRESIDENT SHARES BENEFITS OF ORGANIZED DENTISTRY

In an upcoming online business education course (podcast interview format), AzDA member dentist and owner of Practice Pathfinder Dr. Matthew Jensen hosts AzDA President Dr. Jessica Robertson in discussing the importance of dentists getting involved in organized dentistry.

Dr. Robertson shares that, "Being involved in organized dentistry, like the Arizona Dental Association (AzDA) or another state association under the American Dental Association (ADA), really builds a dentist's leadership skills that are needed to manage your team effectively—even if you are an employee. As a dentist, we are pretty much running the practice, whether we are employees or business owners. Therefore, even dentists working in a corporate model will benefit from enhancing and broadening their leadership skills through involvement in organized dentistry."

Participation in organized dentistry can help dentists build leadership skills, stay informed about legislative developments that affect their practice, and avoid compliance issues. "What's interesting, as we look at the data, is that most dentists who are called before the State Board of Dental Examiners (BODEX) for disciplinary actions are not members of organized dentistry (AzDA/ADA). Not to suggest those dentists aren't as good as member dentists. Often, they are called before the board over something that they weren't aware of. They didn't receive any information from AzDA/ADA, and as a result, overlooked something. So, it's not true that "Ignorance is bliss." Dentists need to keep on top of what's going on legislatively with their profession, and the best way to get that is from organized dentistry. Having the information that will help you avoid compliance issues or violations of the Dental Practice Act (which might result in being called before the Board) is worth yearly membership in organized dentistry alone," shares Dr. Robertson.

She also highlights the importance of dentists supporting organized dentistry to ensure their profession is properly represented and protected. "What most dentists don't recognize is that we [dentists] are being legislated in virtually every aspect of our practice. So, whether you're in Arizona or somewhere else across the US, legislation is being passed every single year that will directly affect your practice and most dentists have no idea this is going on. When I think about that, I recall something I learned as a dental student, "If you're not at the table, you're going to be on the menu," which means that if you're not involved in the process, you're going to be taken advantage of."

"Dentists should consider starting small," Dr. Robertson advises. For example, by getting involved with local dental societies or volunteering for committees or councils. "Just try things out on a local level. Consider just getting to know the dentists in your local area (your component). This is a great way to build camaraderie and resources. Having these is so

helpful if/when something doesn't go right or just a group who will genuinely support you when you need help. When you have any questions, contact your state association (AzDA or your state's association). They'll be glad you called and will be happy to help you."

How can organized dentistry help dentists in their careers:

- Building credibility and trust: Being involved in organized dentistry helps dentists establish their credibility and validity in the eyes of their patients. Patients appreciate dentists who are involved in activities beyond their own practice and perceive them as caring professionals who are dedicated to positive healthcare outcomes.
- Knowledge and information: Organized dentistry keeps dentists informed about legislative developments, compliance issues, and changes in the dental profession. Dentists who stay involved can receive legislative alerts, tips on compliance, and information on avoiding issues with dental regulations. This knowledge helps them stay updated and avoid potential violations, which may result in disciplinary action.
- Influencing dentistry: Dentists who participate in organized dentistry can influence the future of their profession. They can contribute to discussions, advocate for policies that benefit dentists and patients, and shape the direction of dentistry on local, state, and national levels. By being involved, dentists have a voice in decision-making processes and can protect their profession from unwanted and unnecessary restrictions or intrusions.
- Leadership development: Organized dentistry helps dentists develop leadership skills, which are essential for managing their dental teams effectively, regardless of their employment status.



In remitting an annual contribution to the Association and offering an assurance of the highest level of customer service to AzDA members, these businesses support organized dentistry. Note: Unlike AzDA Perks Endorsed Business Partners, Business Affiliates are not endorsed by AzDA or AzDA Services.

America First Credit Union

(602) 797-3009 americafirst.com

AZ Dental CPA

(602) 410-4432 <u>azdentalcpa.com</u>

Cloud Dentistry

(844) 643-3128 clouddentistry.com

Comitz | Stanley

(480) 998-7800 <u>comitzstanley.com</u>

David J. Siscel Law Group

(314) 740-3341 dislawgroup.com

Desert Mountain Insurance

(866) 467-3627 dmisus.com

Doxim

(724) 766-2225 doxim.com

Financial Architects, Inc.

(602) 692-6069 financialarchitects.com

Flossy - patients w/o dental insurance (480) 907-0632

flossy.com

Frye Practice Sales

(480) 599-6958 <u>fryepracticesales.com</u>

GILE Healthcare Real Estate

(602) 980-3171 gilecre.com

Garfield Refining

(602) 686-2548 ckahrhoff@garfieldrefining.com

Huntington National Bank

(602) 824-2931 huntington.com

Integro Bank

(561) 596-5344 integro.bank

Kaiser Construction, LLC

(602) 803-2194 kaiserconstruct.com

Menlo Dental Services (Real Estate & Transitions)

(480) 290-7720 menÍodentalservices.com

Momnt - Patient Financing

(855) 943-3485 momnt.com

Pact-One Solutions Dental IT Mgmt.

(480) 691-3380 pact-one.com

Paula D. Aguayo, PLLC. (Attorney)

(602) 686-5016 paulaaguayo.com

Price Kong CPA

(602) 776-6300 / (888) 346-0072 pricekong.com

U.S. Bank

(480) 433-5841 usbank.com

WOMEL the Dental Practice Broker

(480) 690-5200 <u>womel.com</u>

As a Practice Owner, You Should be Able to Answer the Following Questions:

- Do you have or have you considered an exit strategy?
- 2. How long do you plan on being a practice owner? If your health allows, would you like to continue practicing after that point?
- 3. Do you know what your practice is worth today? How do you know? When was your last Practice Valuation done?
- 4. Have you met with a financial planner and have a documented plan? Have you established a liquid financial resources target that will enable you to retire with your desired lifestyle/level of income?

Henry Schein Dental Practice Transitions

has your best interests in mind throughout your career. Schedule a complimentary consultation with your local Transition Sales Consultant today!

If you answered no or do not know to any of these questions, let's have a conversation! Call: 866-335-2947 or scan the QR code to get started!



www.henryscheinDPT.com 866-335-2947

■ PRACTICE TRANSITION PLANNING ■ SALES & VALUATIONS ■ BUYER REPRESENTATION

AZDA CAN CONNECT YOU WITH THE RESOURCES YOU NEED, BUT YOU HAVE TO TAKE THE FIRST STEP

During times of financial instability, all of us are feeling an increase in stress and uncertainty. Should any of us feel or suspect a fellow dentist, hygienist, assistant, staff associate, or family member is in imminent danger, please contact AzDA member dentist Dr. Pete Mellas directly at drmellas@azphp.com, his mobile phone at (602) 741-3300, or the AzDA office (480.344.5777) so a referral can be made to the Dentists Concerned for Dentists Committee (DCD). The DCD has been in existence for more than thirty years. It is comprised of a group of fellow dentists who, with their past experience, can come to the aid of any of our fellow practitioners who are in distress (with the use or abuse of alcohol, or prescription/non-prescription chemicals).



There should be no grief or shame in seeking help, but you need to take the first step and reach out.

When the DCD Committee is contacted, all information is kept in utmost anonymity. The State Board is NEVER notified. The emphasis is on cure and return to practice. These records are sealed and cannot be accessed by anyone.

Fellow colleagues, remember that timing is always of the essence, so if you, your staff, hygienists, or family members have any questions call the AzDA office for a referral to a member of the DCD Committee. They will contact you immediately and begin the progress toward better "mental and dental health."

If you unsubscribed from AzDA's email list in the last year or two, you're missing out. We understand that your email inbox gets full, and sometimes just one more email is one too many.

However, AzDA communicates breaking news—news that directly affects your practice and career—through email, so if you've unsubscribed, you're not receiving these emails. BODEX updates, legislative/advocacy statements, government regulations reports, and more—if you've unsubscribed, you're not in the loop anymore.

Coming back is easy, just email resubscribe@azda.org, and we'll add you back in.

ADA CERP Continuing Education

Midwestern University College of Dental Medicine-Arizona is an ADA CERP-Recognized Provider.

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Midwestern University College of Dental Medicine–Arizona designates this activity for 24 continuing education hours.

Midwestern University CONTINUING DENTAL EDUCATION

Refresher: Local Anesthesia and Nitrous Oxide Analgesia for Licensed Dental Hygienists and Dentists

This three-day hands-on course will give you a comprehensive review of the anatomical structures and navigational approaches necessary to troubleshoot potential injection challenges.

The course is in-person and consists of lecture and clinical laboratory, and will teach concepts and clinical techniques for the administration of local anesthetic agents and nitrous oxide. The course is taught by Midwestern University College of Dental Medicine-Arizona Faculty.

Saturday & Sunday: Participants are grouped in pairs and will administer local anesthesia per the following sequence maxillary infiltration and blocks followed by mandibular blocks. Participants will also administer nitrous oxide on each other Please Note: Participants unable to receive anesthesia and/or nitrous oxide for medical reasons will need to provide a substitute patient for the clinic sessions

Offered: Friday, Saturday, and Sunday October 20 -22, 2023 In-Person Hands-On (8:00 am - 5:00 pm each day)

Course Fee: \$790

Group Rate Fee: \$690 per attendee - two or more from the same office/corporation

MWU CDM Alumni Affiliate Rate: \$690



Midwestern University

College of Dental Medicine-Arizona Tomorrow's Healthcare Team

Call Martha Clements if you have questions: 623-572-3870

For complete curriculum details, schedule, and registration instructions, please visit: www.midwestern.edu/AZDentalCE









Contact us today for a complimentary policy review or to start protecting your income now.



Elayne M. Jackson, CLU, ChFC Lauren P. Ely (602) 274-5493





WELLNESS RESOURCES FROM THE COUNCIL ON DENTAL PRACTICE

Explore ADA.org/Wellness for articles, courses, videos and other resources across these health and well-being areas: mental health, physical health, opioid prescribing, and pregnancy.

ADA Dentist Well-Being Program Directory (updated in 2023)

This Well-Being Program Directory provides a list of healthcare professionals in each state who will serve as a point of contact and offer support during a time of need. This is part of the ADA mission to enhance the personal and professional lives of our members for the betterment of the dental team and the patients they serve. https://tinyurl.com/2s4erumb

ADA Ergonomic Stretches

Better ergonomics can improve your practice — daily stretching and exercise, can help dental practitioners and their team enjoy long, healthy careers. Download the ADA Ergonomics Stretches infographic today, including 25 quick stretches, to keep you and your dental team healthy. https://tinyurl.com/3bu3prsx

Perinatal or Postpartum Depression Webinar

On August 22, learn more about what perinatal or postpartum depression is, how to identify the risk factors and when professional intervention is needed. Presenters highlight support resources and explore state advocacy efforts surrounding the topic. https://tinyurl.com/3w3xywfn

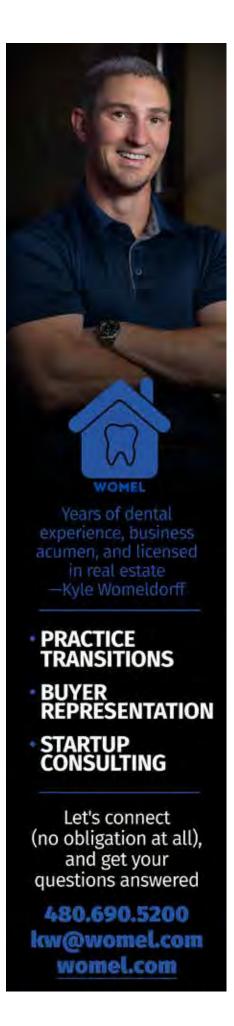
ADA Wellness Videos

Visit ADA's Wellness Playlist on our YouTube channel to watch new, short promotional videos. https://tinyurl.com/2pwrshcc

BONUS: Wim Hof Method Breathing Exercises

https://www.wimhofmethod.com/breathing-exercises

Special thanks to AzDA President Dr. Jessica Robertson for sharing these resources!





Hospital Quality Sedation & Anesthesia Services

In the Comfort of Your Dental Office

Our experienced anesthesia team will transform any dental operatory into a state-of-the-art surgical suite, equipped for the delivery of care for your patients.

OUR CLIENTELE: Adults & Children Low Pain Threshold Cognitive & Physical Disabilities Lengthy or Extensive Dental Care Needs Failed Attempt with Conscious Sedation Severe Dental Anxiety Feeling of Claustrophobia or Severe Gag Reflex History of Traumatic **Dental Experience** Needle Phobia Overly Sensitive Teeth "It is our aspiration to provide Local Anesthesia patients with the safest care Allergy/ Sensitivity possible, while creating an ideal environment for the delivery of high quality dental care."

OUR TEAM OF ANESTHESIOLOGISTS:

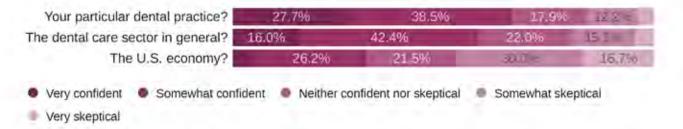
- Matthew Arnall, DDS Jeffrey Brownstein, DDS Jonathan Channer, DDS
- Glade Cox, DMD Steve Goetz, DMD Donald Hom, DDS Luke Nicholson, DMD
- Thanh Phan, DDS Matthew Wall, DDS Michael Wall, DDS Jay Din, DDS
- Lisa Gortari, DDS Erik Nariyoshi, DDS Anthony Ross, DDS Joe Lenz, DDS





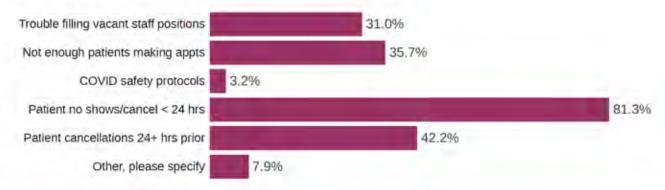
ADA American Dental Association"

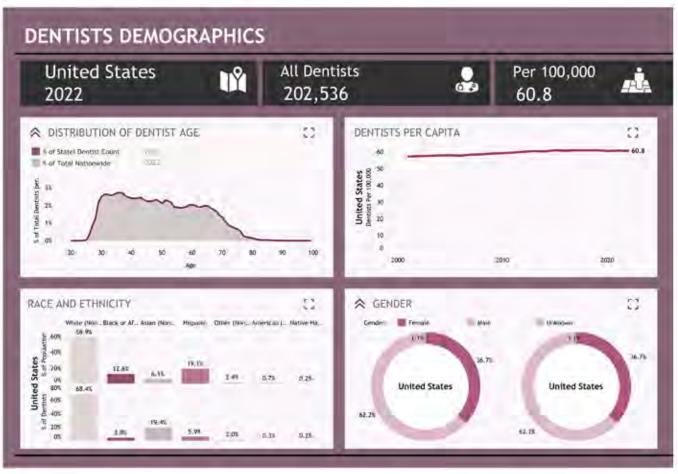
Looking ahead to the next six months, how confident are you in the recovery of: 1101 Responses



Which of the following factors prevented your dental practice's appointment schedule from reaching 100% last week? (Select all that apply.)

865 Responses





Midwestern University CONTINUING DENTAL EDUCATION

Expanded Functions Dental Auxiliary (EFDA)Continuing Education Program

Presented by Midwestern University College of Dental Medicine–Arizona Faculty

The College of Dental Medicine-Arizona EFDA CE program is designed for dental assistants, dental hygienists, and foreign-trained dentists who would like to expand their role in patient care under the supervision of Arizona-licensed dentists per Arizona State Board of Dental Examiners Statute 32-1291.01. This extensive program is modular in design, with a total of 106 hours of lecture, hands-on simulation, and online self-study instruction. Class is limited to six participants.

Offered Saturdays: September 9, 16, & 23; October 7, 14, 21, & 28; November 4 & 11, 2023

Regular Course Fee: \$4,300 (\$1,000 deposit due at registration)

Group Rate Fee: \$3,880 per attendee (If two or more register from the same office, \$1,000 deposit per attendee due at registration)

MWU CDMA Alumni Rate: \$3,870 per attendee



Highlights of the EFDA program:

- There are 72 instructional hands-on hours as part of the curriculum. This is the highest number of hands-on hours, with the fewest hours of online self-study, compared to any other Arizona EFDA program.
- The course fee is comprehensive, including high- and low-speed hand pieces, hands-on dental supplies, and educational materials.
- A typodont will be loaned to each participant at no additional fee and may be used in the participant's dental office for practice. Loupes loaned during hands-on clinic.
- DANB examinations have been utilized to ensure that the curriculum covers all sections of the examination. Mock DANB exams provide practice for participants.
- The participant to faculty ratio is six to one, which allows supportive educational instruction and attention to maximize learning for your successful outcome.
- *This program has a different cancellation and refund policy compared to our standard lectures and workshops. Please call Martha Clements in the CE Office for details at 623-572-3870.

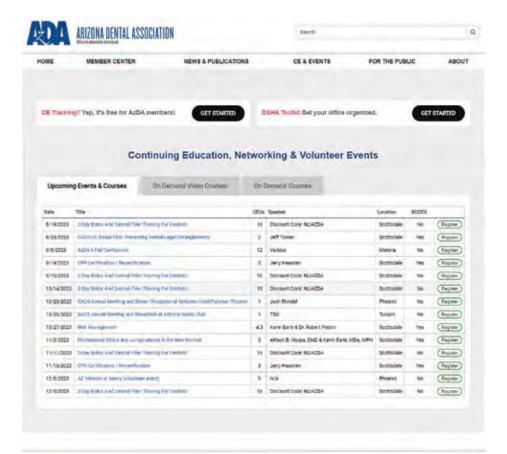


Midwestern University College of Dental Medicine-Arizona is an ADA CERP Recognized Provider.

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education.

ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Midwestern University College of Dental Medicine-Arizona designates this activity for 106 continuing education credits.



ADA.		Stay Connected 7
General Information	Sections	Resources
Decord a Namber	Wenter Circui	Frei a Detrait
Renta No. Hardon Co.	Here & Parkerson	THOS
Answer Demis Associator	Ch Liberto	Charles
	About	ADMINIS.
	- Facility Report	

IN-PERSON AND ON-DEMAND CE COURSES, CE TRACKING, AND AN OSHA TOOLKIT

VISIT CE.AZDA.ORG TODAY

Outside of our two annual meetings (the Western Regional Dental Experience and Fall Conference) AzDA has a host of on-going, high-quality, cost-concious CE opportunities for dentists and dental team members. Additionally, as an exclusive member benefit, we offer an easy-to-use online CE tracking system that was built by AzDA's team just for you. If you're a member, say "goodbye" to forgetting to get CE codes, losing scraps of paper with CE codes written on them, and trying to keep track of which courses you've taken.

With AzDA's CE tracking system, you can quickly and easily keep track of all your CEs—from ANY provider. Best of all, this custom app (developed specifically for AzDA members) pre-populates CEs that you've taken from AzDA, or a component society (CADS, NADS, or SADS), so those CEs are even easier to log and track.

If/when you ever need them, you can easily print out CE reports, and if you ever have questions, AzDA's team is ready to support you.

To get started, log in to ce.azda.org/tracking/Login.asp with your ADA/AzDA membership number!

DENTAL PRACTICES FOR SALE

Prescott Area\$1,030,000 N Phoenix\$850,000 Phoenix Metro\$790,000 Yuma (Pedo).....\$695,000 Sedona/Prescott\$399,000 Phoenix Metro\$150,000 Phoenix Metro (OS)......Contact

> Learn more at menlotransitions.com



CASE STUDY

Using an outdated rule of thumb, a dentist's CPA determined his practice was worth \$685K. After visiting the facility and reviewing practice information, our team recommended a sales price of \$990K, which produced multiple, full-price offers within 2 weeks, including one cash offer.

You have spent your career building your dental practice, and you only get one chance to make the right sale.

Contact us at 480-290-7720 or info@menlotransitions.com to discuss your practice transition.



The average visitor on azda.org's classified section spends over **4 minutes** looking through ads. Place yours today.

Place your INSCRIPTIONS and or online classified ad by visiting https://classifieds.azda.org

PRICE PER MONTH

PRICE PER MONTH AzDA & ADA Members

First 30 words \$50 (online) \$75 (print) \$100 (both print and online), additional words \$0.45 per word

PRICE PER MONTH - Non-Members

First 30 words \$100 (online) \$150 (print) \$200 (both print and online), additional words \$.90 per word. classifieds@azda.org









QUESTIONS/INQUIRIES

480.344.5777 Office 800.866.2732 Toll Free 480.344.1442 Fax classifieds@azda.org

DENTISTS WANTED

ASSOCIATE WANTED—Hallberg Family Dentistry is a newly remodeled, 36 year, state-of-the-art and growing practice in beautiful Flagstaff, AZ. A blend of up-todate technology and vision and old-school wisdom. We are seeking an associate for 4.5 days per week with Friday mornings. We are willing to mentor as well as benefit from your experience. Looking for a long-term, quality and compassion-driven individual with a desire to be productive. Compensation based on fair collection percentage. Buy-in opportunity is a possibility for the right candidate. Please email resume and/or any questions to drc@ hallbergfamilydentistry.com

PEDIATRIC DENTIST NEEDED—Come be a part of a new office opening soon in a busy area of Tucson! A great opportunity to get in at the ground level. Plenty of room to grow and for ownership as well. We need a licensed Pediatric Dentist in the state of Arizona who is willing to help grow a practice into the practice of their dreams. Serious inquiries only. DallinWilliams@gmail.com

ASSOCIATE DENTIST—ASSOCIATE DENTIST Dentist owned and Dentist lead Northwest valley private PPO/FFS practice looking for a dentist to join a fun team to serve patients with full autonomy. Latest technology including CEREC, Itero, Wave one Endo, soft tissue laser, 3-D printing etc available to give the best care. Compensation will include \$750 guarantee pay BUT potential to earn is limitless. We are growing with more than 45 new patients per month. We are staffed with friendly seasoned team motivated to support you in your success. We value a healthy work life balance. You will have the freedom to focus on your dentistry and financial goals, so you can build a great career. If you want to work smart and live the life you love every day this opportunity is for you. Please email us your CV to thunderbirddentistry@gmail. com. We want to talk to you. Call Me -Dr Narra 623-760-5321

PEDIATRIC DENTAL ASSOCIATE OP-PORTUNITY!!! EARN UP TO 350K+-Kidiatric Dental & Orthodontics is a privately owned dental office that has been serving the community since 2011 with locations in both Gilbert and Chandler Arizona. As we continue to grow, we have recruited a multitude of talented long standing team members that have been the winning recipe for our success. Our work philosophy has been to provide our team with a home environment that makes them feel appreciated while at the same time creating the opportunity for professional growth. Act now, as we are actively searching for the right motivated Pediatric Dentist to fill this amazing position. The job requirements include but are not limited to: Providing preventative and chairside operative dentistry. Oral Conscious and IV Sedation Dentistry. Continued education, training, and team building. To apply, applicant Must: - Have or be willing to attain an Arizona Dental License. - Certification by an accredited pediatric dental residency. - Certification in oral conscious sedation. - Ability to work at both office locations. - Availability to see patients during set office hours. *** This is a Part Time to Full Time opportunity. Compensation is based on experience and your ability to manage a busy patient schedule. Earning potential to exceed 350K+ Recent graduates of a Pediatric Dental Residency or anyone who wants to take the next step in advancing their career should apply. Take the first steps in your new career by submitting your Resume directly to: walterv3000@ gmail.com For more info check us out at www.kidiatricdental.com. We can't wait to hear from you! Water Villanueva DDS Kidiatric Dental & Orthodontics

FORT DEFIANCE SEEKS STAFF DEN-TIST!—FDIHB Dental program is looking to add Staff Dentists to an ultramodern facility with strong administrative support. Fort Defiance, AZ offers year-round outdoor activities with four seasons and a mild winter. From breathtaking red rock scenery and thrilling outdoor adventures, to endless cultural attractions. Arizona is a premier destination, exploring the local trails of the Colorado Plateau, including Canyon de Chelly National Park, mountain biking, hiking or trail running is in full abundance! Fort Defiance Indian Hospital Board. Inc. (FDIHB) is a NHSC and Indian Health Services (I.H.S.) Loan Repayment site offering up to \$50,000 towards qualifying educational loans. LRP can be used as part of your Public Service Loan Forgiveness (PSLF) strategy. The payments you make while working could potentially be applied towards your 120 qualifying payments for PSLF. One-to-four-bedroom homes offered to permanent Medical Staff. The nearest airport is 30 minutes away; scheduled daily flights from Sky Harbor to Gallup, NM. For more information on this opportunity, contact ophelia.anthony@fdihb.org or visit us at www.fdihb.org. I exclusively recruit for Fort Defiance Indian Hospital Board, Inc., and subsidiaries with no cost to those seeking a Dentist position (DMD, DDS). All inquiries are strictly confidential.

Contact: ophelia.anthony@fdihb.org



Feel like the Arizona State Board of Dental Examiners (BODEX) is kind of a mystery? Wonder how it really works and what to do if you're contacted by them. In this episode, we're featuring two dentists who know it inside and out.

If you haven't already, be sure to listen to AzDA's podcast on "What dentists can do to prevent and be prepared to respond to a Board complaint" This was recorded by Dr. Anthony Herro and Dr. Anthony Caputo (picture L-R in the photo above).

Visit azda.org/podcasts

DENTAL TEAM POSITIONS

EXPANDED DUTIES FUNCTION ASSISTANT—We are excited to be expanding our team in Northern AZ at Just For Kids Dentistry. We are looking to hire a full time Expanded Duties Function Assistant (EFDA). We have 4 office locations; Kingman, Bullhead City, Lake Havasu City. This team member will be expected to travel between the various office locations working with our 4 providers. We practice both general and pediatric dentistry. Paid will be discussed at the interview. There is a \$5000 sign on bonus. Other benefits include: Medical and Dental Insurance, Simple IRA, PTO which includes Vacation, Sick and Holiday. Travel pay is included for travel between office locations. Resume is required, Bilingual is a nice qualification Please send resume to just4kidsregional@yahoo.com or you can outreach to the office at 928-718-7188 please ask for David. You can also mail your resume to Just For Kids Dentistry located at 2401 North Stockton Hill Road Ste 1 Kingman, AZ 86401

PROFESSIONAL SERVICES

PAULA D. AGUAYO, PLLC - AT-TORNEY—Call (602) 686-5016 and visit online at www.PaulaAguayo.com Professional entity formation, employment agreements, contract preparation, review and negotiation including commercial lease and practice sale/purchase agreements. Affordable, experienced and responsive representation

PRACTICES/SPACE & REAL ESTATE FOR RENT. SALE OR SUBLEASE

N AZ PRACTICE FOR SALE—Fully digital practice for sale in N AZ. Collections \$620k/yr, owner operator gross of \$320k/year. 85 new pts per month without advertising. Excellent reputation. Intra oral scanner, tabletop scanner, 3D printer and exocad. Bread and Butter practice- all specialty work referred. Asking Price \$550k. Contact nazpracticeforsale@gmail.com for more info

READY TO GO DENTAL SUITE IN MODERN OFFICE/RETAIL PLAZA-Perfect start up or add-on location in a known location. Three patient rooms, work rooms, office, lobby, and reception. Practitioner benefits from great weather, economical housing, and growth opportunities. Landlord improvement funds available. Call Gary 520-220-4279

SHARED CO-OP OPPORTUNITY IN CENTRAL PHOENIX—A unique opportunity for the right dentist looking to sublease a space to jumpstart their small private practice. Shared co-op opportunity in central Phoenix. Flat rate for use of ops, equipment, and more. SERIOUS inquiries only.

Email: BFHealthGroup@gmail.com





WILL YOU SURVIVE A MALPRACTICE LAWSUIT?

As a dentist, you've learned to be prepared for new adventures. But do you take along the right equipment for malpractice lawsuit survival? Carry malpractice coverage through **Dentist's Advantage**, protection that provides extensive coverage for the services you perform. You never know what risks are around the corner, but you're smart enough to be prepared.

Your current coverage may provide valuable benefits, but it may not be enough. That's why dentists nationwide depend on malpractice insurance from **Dentist's Advantage.**

SURVIVE A LAWSUIT WITH A PROGRAM CUSTOMIZED JUST FOR YOU!

NEW PREMIUM
DISCOUNTS AVAILABLE

CHECK IT OUT! NO OTHER COMPANY GIVES YOU MORE!

- Choice of coverage limits from \$100,000 up to \$5,000,000
- Separate limits for your corporation or partnership
- A.M. Best Rating of "A"
- ▶ Retirement "tail" benefits
- Exceptional customer service
- Optional business plans available
 - Business liability insurance
 - Property protection
 - Workers' compensation
- Discounts available
 - New practitioner save 75%
 - Part-time save up to 75%
 - Many other discounts available
- We won't settle without your consent no strings attached (unlike other carriers)

DENTIST'S ADVANTAGE POLICIES ARE AVAILABLE THROUGH DESERT MOUNTAIN powered by INSZONE INSURANCE SERVICES







Malpractice, Property, Health, Life, Disability, Home and Auto Insurance

CALL 866.467.3627 FOR A QUOTE TODAY! www.desertmountaininsurance.com



This advertisement is for informational purposes only. Al conditions of coverage, terms and limitations are defined in the policy. Policy features may vary by state. Dentist's Advantage is a division of AIS Affinity Insurance Services, Inc.

YOU AND YOUR PATIENTS DESERVE ONLY THE FINEST ENDODONTIC TREATMENT, CHOOSE



THE OFFICE OF DR. TROND U. HEGLE

- . FAMILY-OWNED AND OPERATED (NOT DSO/CORPORATE OWNED OR AFFILIATED)
- . SAME-DAY EMERGENCY APPOINTMENTS
- . OPEN 5 DAYS A WEEK (WEEKEND ON-CALL EMERGENCY AVAILABLE)
- . ACCEPTS MOST PPO PLANS
- . ACCEPTS PATIENTS AGES 6-106
- . GENERAL ANESTHESIA (BY DENTIST ANESTHESIOLOGIST)
- . PRACTICE LIMITED TO ENDODONTICS (ALL EXTRACTIONS/IMPLANTS REFERRED BACK TO DENTIST OR PERIODONTIST/OMFS)

ALL CASES ARE PERFORMED UTILIZING

- . 3D CBCT IMAGING
- . SURGICAL OPERATING MICROSCOPE WITH 4K VIDEO AND 24MP PHOTO CAPABILITIES
- . GENTLEWAVE MULTISONIC ULTRACLEANING®
- . THE HIGHEST QUALITY/BRAND-NAME MATERIALS

6930 E. CHAUNCEY LANE PHOENIX, AZ 85054

FOURPEAKSENDO.COM

480-630-0000









