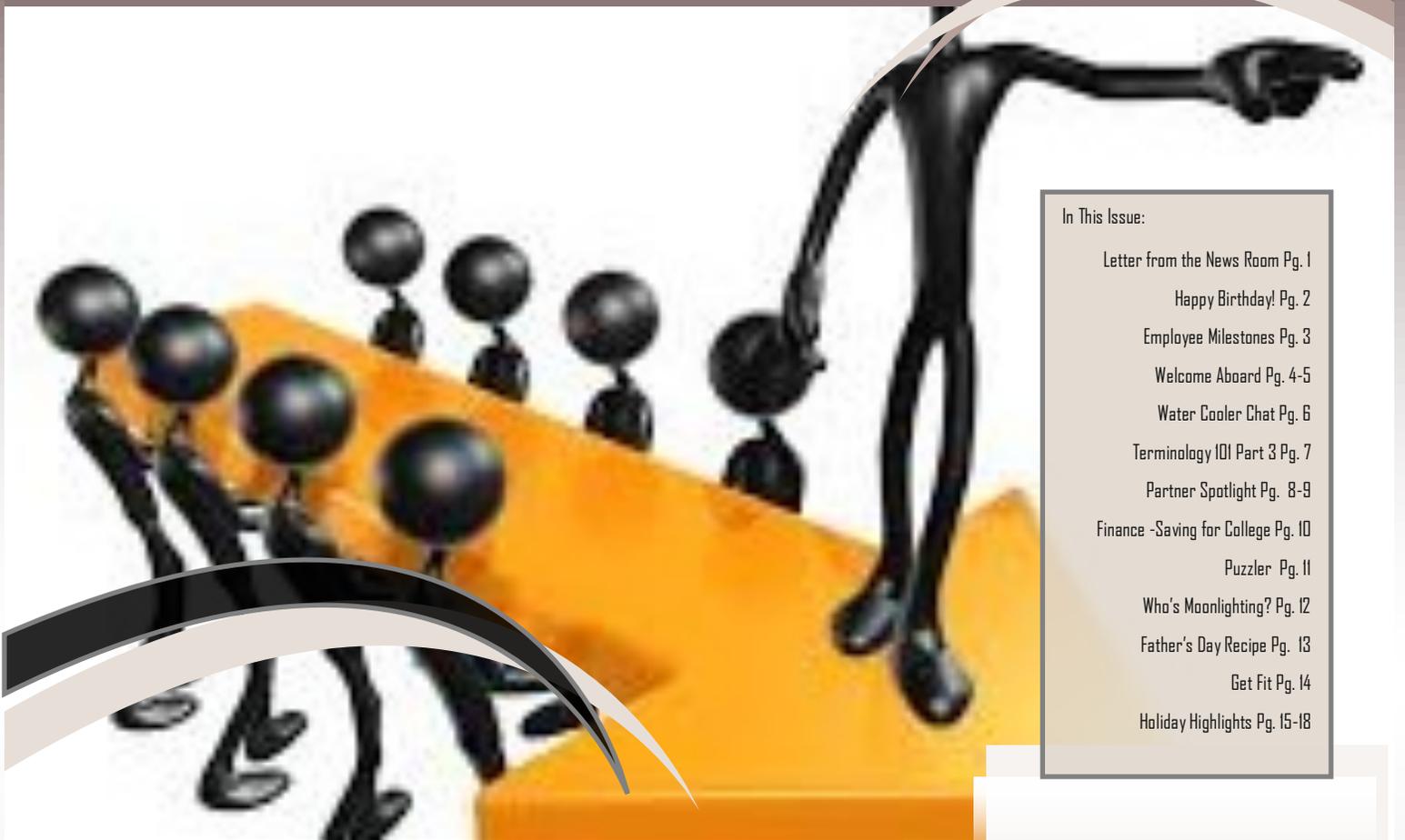


So Cal Dental Quarterly

Volume 2 Issue 02 April—June 2015



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Staying Connected.....

"OUR MISSION STATEMENT"

To serve our patients with unparalleled excellence demonstrated through the passion and integrity of our services;

To serve our Team Members by providing exceptional working environments, competitive benefit packages, and a philosophy of empowerment and personal accountability, that can create the potential for professional growth and fulfillment;

To conduct our activities with sound social and ethical values, to better guide our growth objective to be the dental services company that our competitors strive to emulate.

Water Cooler Chat With Veronica Villa



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For additional information or feedback on SCQ magazine, please contact Debbie or Denise via email:

dcanu@socaldentalpartners.com

deniseg@socaldentalpartners.com

From The News Room



So Cal Dental Partners Editors

Hi Team.

As many of you already know, Shannon has left the company in pursuit of taking her career in a different direction. So for the next 6 months, Ashley has agreed to join our team at corporate to fill in and help us get more organized. Additionally, Denise is expecting her first baby (a boy) in July, so Ashley will help us while Denise is out on leave in the summer. Lot's of exciting changes!!

This issue of SQ Quarterly has a couple of added pages, so let us know what you think. We have added a recipe section and a moonlighting section. If any of you have a special recipe that you would like to share, please send us the recipe along with a picture (if you like). For this quarter, to celebrate Fathers Day, I found a unique recipe online and tried it out. Additionally, if any of you have special talents outside of work, or second jobs (moonlighting), here is your chance for some free advertising. It helps get the word out and lets us get to know you better, too!

Since we distributed the last SQ at different times, the first person from each office that found the tooth was the winner of that office. Congratulations to last issues winners of finding the "tooth": Sandra from MDIC, Humberto from Specialties, Auri from Sea Country, Amanda from Highland and Paula G. & Donna W. from Heritage Court, for finding the tooth on page 9 on the girl's pocket (bottom right). Be the first person to email Denise this issue's tooth location and win a prize! See a sample to the right.



SC Q Editors-in Chief

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Denise Rodriguez	deniseg@socaldentalpartners.com

Email to: Deniseg@socaldentalpartners.com and put SQ MAG TOOTH in the subject line. Since we are getting so many responses, you must label the email exactly as above or you may not win.....Happy searching. Debbie



April

Amanda Seaberg
 Anastasia Montano
 Angelina Robitaille
 Bethany Foster
 Deborah Lassiter
 Elizabeth Shaw
 Erene Saad
 Ivette Ramirez
 Lisa Mukanos

Steve Krieger
 Tina Becerra
 Yessenia Ramirez-
 Herrera

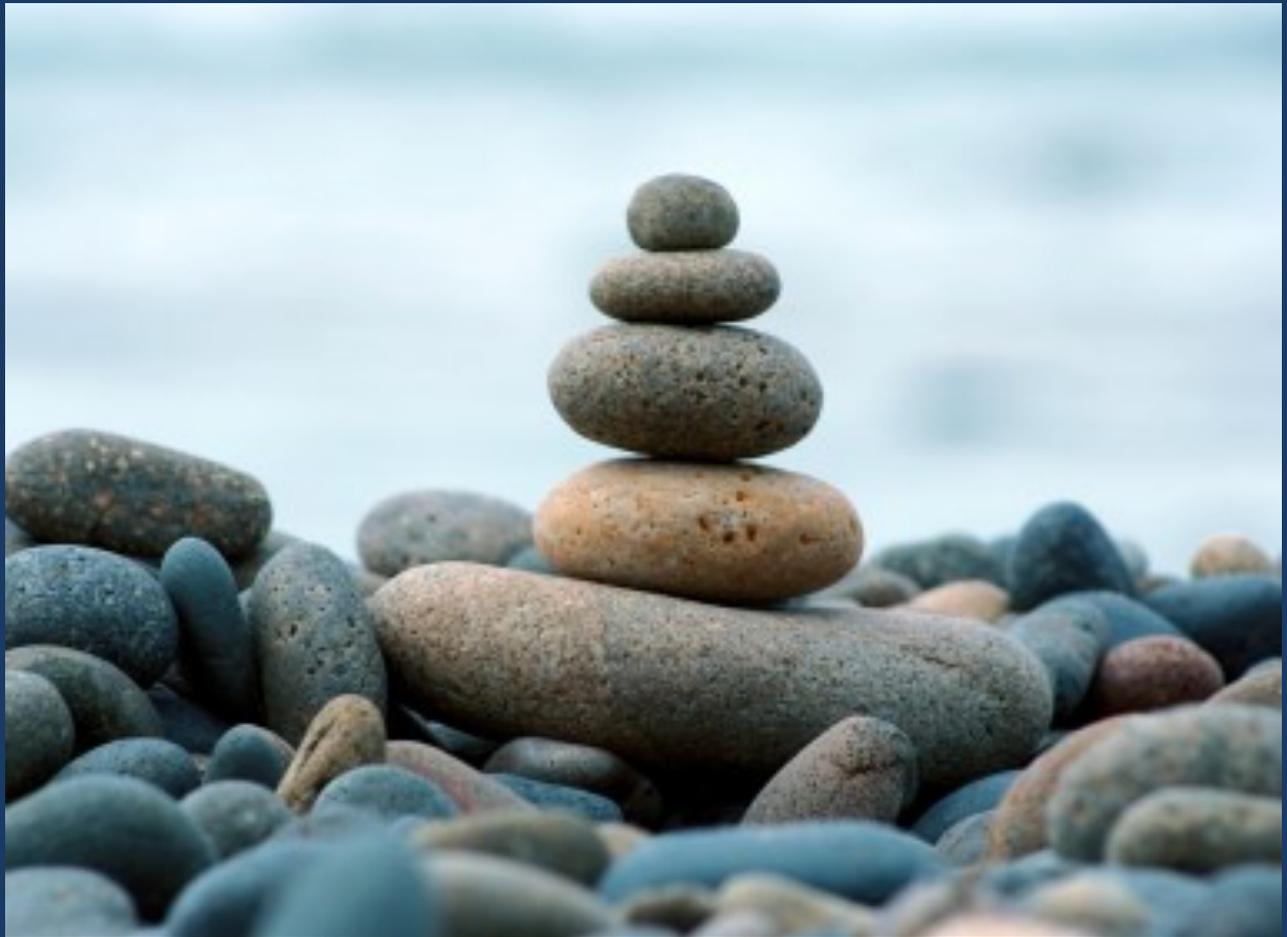
May

Caroline Boyd
 Christelle Chavez
 Iliana Calvario
 Jenny Dales
 Kimberly Swanson
 Kimberly Eddy
 Kristyn Bennett
 Mary Stay
 Rodney Boyd
 Susan Monahan

June

Andrew Vela
 Breanna Young
 Casey Stewart
 Cynthia Morris
 Humberto Briceno
 Julie Bocox
 Kim Vu
 Laura MacDougal
 Vivian Hjort

Lauren Avila
 Luann Perez
 Priscilla Williams
 Rachelle Roark
 Stephanie Harris



MILESTONES

So Cal Dental Partners recognizes that you have a choice where you spend your time. We are proud to recognize the following employees this quarter who will celebrate their milestone anniversaries. Congratulations!

10 Year: *Phyllis Soltis (South Coast Dental Specialties)

15Year: *Regina Meza (IDC-Highland)

Welcome

ABOARD!



Aaron Fuentes

Heritage Court
Dental Assistant



Angelica Padilla

Highland
Pedo Assistant



Ashley Johnston

Corporate
Office Assistant



Fabiola Van Deren

Rancho
Dental Assistant



Hilario Santillanes

Heritage Court
Dental Assistant



Judy Barba

Inland Dental Center
Front Office

Welcome ABOARD!



Kirra Garvey

Sea Country
Treatment Coordinator



Rocio Lopez

Alicia-Mission Viejo
Manager



Selina Moreno

Heritage Court
Hygienist

Welcome Aboard...

So Cal Dental Partners...

New Employees Not Pictured:

Jacqueline Ashlyn—Heritage Court Registered Dental Assistant



Water Cooler Chat With Veronica Villa

Veronica Villa has been managing the back office at Inland Dental Center-Highland for over 7 years now, but that is not where she got her start. She started as a dental assistant at Inland Dental Center in San Bernardino, eventually working her way up to an assistant supervisor. Altogether she has worked a total of 10 years for the company.

Veronica was born in Compton, California and grew up in the city of Pomona. She has four brothers and one sister. While attending Gary High School, she met her now husband, Arsenio Villa. He also happened to be a very good friend of one of her brothers. Although not thrilled at the idea of his sister dating one of his friends, he eventually came around. After high school, Veronica went to study Dental Assisting at Azusa Community College. Finally, she did her externship for Dental Assisting at the University of Southern California.

She now resides in Victorville with her family. Veronica & Arsenio will be celebrating their 25th wedding anniversary in June. They have three daughters: Vanessa, 22; Arianna, 16; and Sarah, 15. Her daughter Vanessa is currently majoring in Speech Therapy at Cal State Fullerton. She is also a Folklorico Dancer and an employee of Disneyland Theme Park. Her two other daughters, Arianna & Sarah, are both exceling in their academic studies and have big plans for college.

As a family, they do a lot of outdoor activities. They ride bikes, go on hikes, and go to the beach. Some of her favorite beach spots are Santa Monica and Venice Beaches. They also took trip to Yosemite, which Veronica expresses as one of her most memorable vacation spots. Her entire family went on the trip, including her brothers and sisters. So, although two of her brothers have moved out of state to Oregon and San Jose, they all remain extremely close. Veronica also goes to Baja about 2 or 3 times a year to visit with her family in San Felipe and Ensenada.

While interviewing Veronica, she shared a few fun facts about herself and her family. Although her husband is a fabulous cook who practically makes dinner every night, they do enjoy eating out. In-N-Out and Chili's are a couple of her favorites. Some of her favorite movies include Top Gun, The Breakfast Club, and Pretty in Pink. She is a big fan of movies from the 80's. Her favorite candies are Kit-Kat and Twix. Veronica's first language was Spanish and she is now lucky enough to be bilingual.

When I asked Veronica what she loved the most about working for the company, Veronica said "We are like a family! We all work together and genuinely care about each other. Everyone here is a team player."





DENTAL TERMINOLOGY 101



Verbal Skills for practice results

TRY THIS

INSTEAD OF THIS

1. My Pleasure	1. Sure
2. Our professional/clinical/business team	2. The girls
3. Jennifer, our treatment coordinator (title & expertise)	3. Front desk (object or person?)
4. Instruments	4. Probe, etc.
5. High speed/low speed	5. Drill
6. Infection	6. Bad gums, deep decay, a problem
7. Observation appointment	7. Adjustment appointment
8. Will that be cash, check, or care credit?	8. How do you plan to pay your bill?
9. Jennifer will give you a receipt for today's visit	9. Check out
10. Courtesy	10. Discount
11. Restorations	11. Fillings
12. Please make yourself comfortable	12. Have a seat
13. Lobby, front room, reception area	13. Waiting room
14. Treatment room	14. Operatory
15. One moment please	15. Can you hold?

Sometimes it's the simple way we convey information to our patients that is the difference between an acceptance of a case and a declination.

Perception is reality.

The examples above from Sky's the Limit Production Consulting Firm can help with using terminology, which all team members should practice.

Fun Facts with

Dr. Gary Mar



What is your favorite type of food?

Asian Cuisine

Who is your Celebrity Crush?

I don't really have one.

Where is your favorite place to vacation?

It's a tie between Vietnam & Alaska (Alaska Peninsula)

If you could travel anywhere in the world, where would it be?

Maldives

What is your favorite movie?

Caddy Shack

What kind of candy do you like?

Swiss Dark Chocolate

Tell me something interesting that most people don't know about you.

When I was right out of school, I worked for a Dentist in Westwood and I got to work on a few different celebrities, including Raquel Welch & Dick VanDyke!

On his iPod:

- Count Basie
- Empire of the Sun
- Earth Wind & Fire
- Beethoven Symphony#6



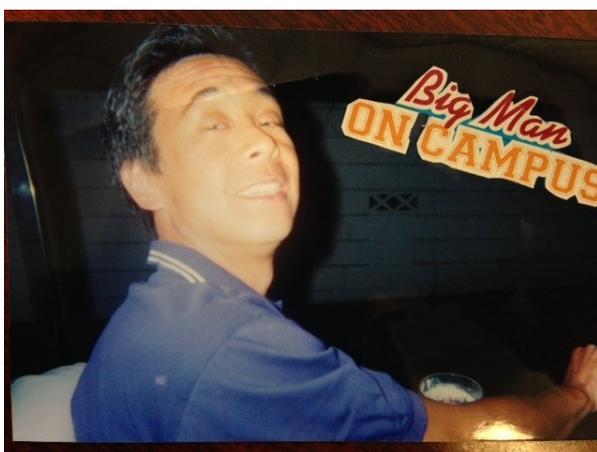
A Conversation With Dr. Gary Mar

Dr. Gary Michael Mar is one of the five partners of So Cal Dental Partners. He also happens to be one of the founding partners of Rancho Niguel Dental. After graduating with a Doctorate from the University of Southern California, he began teaching in the Department of Periodontics at the University of Southern California. It was there that he met a dentistry student by the name of Rodney Boyd who was just as eager as he was to open an office. They began looking for office spaces, and during the process, started talking to suppliers. It was through one of these suppliers that they were introduced to Dr. Hugh Murray, and as good fortune would have it, he was also very interested in opening an office. The three joined as partners, and before you knew it, they opened an office in Laguna Niguel and formed Rancho Niguel Dental.

Prior to his college years, Dr. Mar grew up in Fresno, California and attended Herbert Hoover High School. He has an older sister named Pat. Pat is now married with 3 daughters. His mother and father, Earl and Barbara, were married 52 years when his father sadly passed away in 2011. His mother Barbara continues to live in Fresno, and Dr. Mar visits her frequently. Before transferring to the University of Southern California, Dr. Mar attended the University of California, Berkley and transferred to the University of California, Davis. It was at Cal Berkley that Dr. Mar received his Bachelor's degree in Food Science and Technology. Dr. Mar lived in West Los Angeles for about five years during his college days.

After receiving his doctorate degree from USC, Dr. Mar held several jobs, some of which he held at the same time. One of his jobs was working as the staff dentist for Merle Norman Cosmetics. He also happened to work for a Dental office located in Westwood, who at the time was one of the only offices who accepted SAG insurance. SAG is the Screen Actors Guild, which was an American labor union that represented film and television performers. It was at this office that he worked on very well-known actors such as Raquel Welch and Dick VanDyke.

Dr. Mar has lived in Laguna Beach since 1994. He spends a lot of time living a healthy and active lifestyle. He enjoys cooking and entertaining at his home with his close friends and family. When asked about his favorite thing about the company, Dr. Mar said, "it is the people I work with and the ability to make a difference in the lives of my patients and my co-workers."



ARE YOU SAVING FOR YOUR CHILDREN'S COLLEGE?

WHAT IS A 529 PLAN? READ MORE.....

Many of our teammates have small children and college seems so far away, but the time will be here before you know it! Will your child have enough money for college? There are many ways to save for college and a 529 plan is a great place to start.

With a 529 plan your investment grows tax-deferred, and distributions to pay for the beneficiary's college costs come out federally tax-free. The tax-free treatment was made permanent with the Pension Protection Act of 2006.



Types of 529 plans

529 plans are usually categorized as either prepaid or savings plans.

Savings Plans work much like a 401K or IRA by investing your contributions in mutual funds or similar investments. The plan will offer you several investment options from which to choose. Your account will go up or down in value based on the performance of the particular option you select.

Prepaid Plans let you pre-pay all or part of the costs of an in-state public college education. They may also be converted for use at private and out-of-state colleges. The Private College 529 Plan is a separate prepaid plan for private colleges.

Educational institutions can offer a 529 prepaid plan but not a 529 savings plan (the Private College 529 Plan is the only institution-sponsored 529 plan thus far).

Donor retains control of funds

You, the donor, stay in control of the account. With few exceptions, the named beneficiary has no rights to the funds. You are the one who calls the shots; you decide when withdrawals are taken and for what purpose. Most plans even allow you to reclaim the funds for yourself any time you desire, no questions asked. (However, the earnings portion of the "non-qualified" withdrawal will be subject to income tax and an additional 10% penalty tax). Compare this level of control to a custodial account under the Uniform Transfers to Minors Acts (UTMA) and you will find the 529 plan gives you much more say in how your investment is used!

For example, if you have a 5 year old child, he/she will be eligible for college in 2028. Given inflation and rising school costs, for an in-state public 4 year college your child's tuition and books for four years are estimated to total approximately the following:

Tuition: \$50,626 Books/supplies: \$8,230 Room & Board: \$59,144 (optional)

Start Saving Now.....

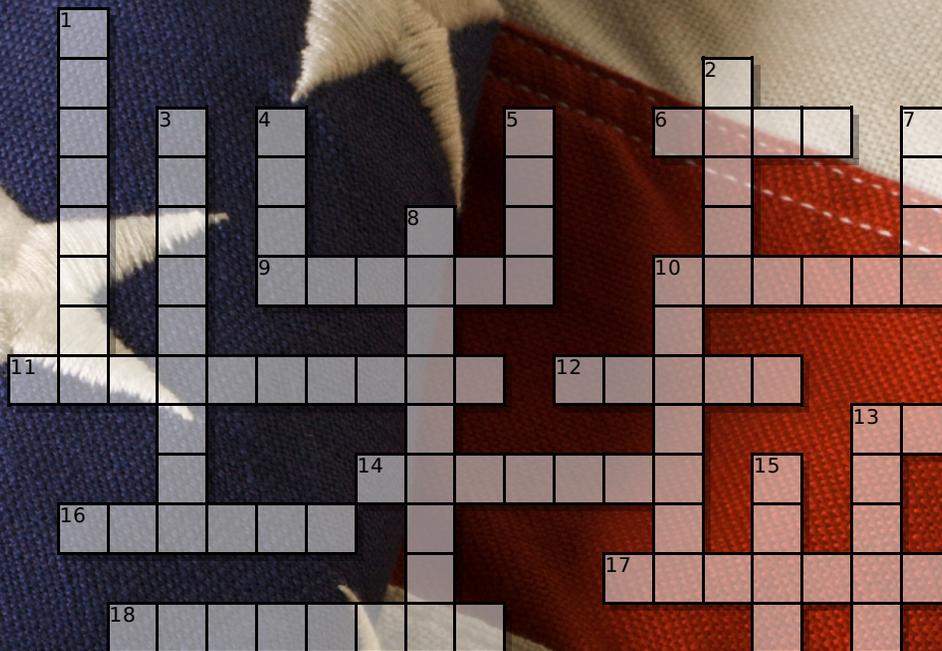
Go to www.savingforcollege.com for the full story of this article and to calculate different scenarios of college costs based on your families needs and wants.

Any savings is better than no savings.....

To start your child's savings talk to any financial advisor, (i.e. Edward Jones, Merrill Lynch). You can go online and *google* financial investors in your area.

SQ MAG PUZZLER

VOL. 2 ISSUE 2 by Deb Canu. Answers at the So Cal Dental Website. www.socaldentalpartners.com



ACROSS

- 6 FIRST NAME OF THE MOONLIGHTER IN THIS SQ ISSUE
- 9 NAME OF NEW TEAMMEMBER WHO HAS AN INTERNSHIP AT THE CORPORATE OFFICE
- 10 LAST NAME OF AUTHOR OF 'OPTIMISM SAVES THE DAY' IN THE LAST QTR SQ NEWSLETTER
- 11 CITY WHERE THE CORPORATE OFFICE RESIDES (2 WORDS)
- 12 FIRST NAME OF THE NEW MANAGER AT THE ALICIA MV ORTHO AND PEDO OFFICE
- 13 WHICH OFFICE WON THE THANKSGIVING CONTEST?
- 14 WHO WAS THE WINNER OF THE FIRST ANNUAL HALLOWEEN COSTUME CONTEST?
- 16 LAST NAME OF THE MAN FEATURED IN THE 1ST QTR SQ NEWSLETTER FOR "KEEPING AMERICA SAFE"
- 17 NAME OF FOOD ITEM FEATURED IN THIS FATHERS DAY RECIPE
- 18 WHAT IS JP LEMANN'S FAVORITE SPORT?

DOWN

- 1 FIRST NAME OF AN EMPLOYEE THAT HAD A BDAY IN JAN & HIS/HER NAME HAS THE SAME FIRST LETTER IN THE FIRST AND LAST NAME. I.E. BOB BAYFIELD (B & B)
- 2 LAST NAME OF THE WATER COOLER CHAT TEAM MEMBER IN THIS ISSUE
- 3 COUNTS YOURS STEPS THROUGHOUT THE DAY AND WAS AN ITEM IN THE FITNESS BAG
- 4 LAST NAME OF A DOCTOR AT INLAND DENTAL-SB THAT IS THE SAME NAME OF A TYPE OF ALCOHOL (NOT SPELLED THE SAME THOUGH)
- 5 FIRST NAME OF THE PARTNER WHO JUST RETIRED
- 7 FIRST NAME OF THE PERSON WHO CELEBRATED THEIR 10 YR ANNIVERSARY FROM THE 1ST QTR 2015 SQ NEWSLETTER ISSUE
- 8 ONE OF DR. ANDY BOYD'S FAVORITE MOVIES?
- 10 MIDDLE NAME OF THIS ISSUE PARTNER SPOTLIGHT
- 13 WAS THE LOCATION OF THE 'TOOTH' IN THE LAST ISSUE OF THE SQ NEWSLETTER
- 15 FIRST NAME OF ONE OF THE NEW TEAMMEMBERS AT ADS IN THIS ISSUE

Did you know that our very own
 Gina Martin also sells health
 and weight loss products?
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 her new moonlighting adventure.

For more details

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Cell: 949.433.3147




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Results will vary. These testimonials are not necessarily representative of all those who use our products. All participants giving testimonials utilized the FITworks!™ is the Ultimate Body Applicator™, It Works! dietary supplements, physical activity, and a reasonable diet. These testimonials are not intended to make claims that used to diagnose, treat, cure, mitigate or prevent any disease. These claims have not been clinically proven or evaluated by the FDA.

Healthier Father's Day Recipe

Ingredients

- ◆ *Original recipe makes 12 mini burgers)*
- ◆ 3/4 cup soft bread crumbs
- ◆ 1 (5.3 ounce) container Nonfat Blueberry Greek Yogurt
- ◆ 1 tablespoon Dijon-style mustard
- ◆ 1/4 teaspoon salt (optional)
- ◆ 1/4 teaspoon black pepper
- ◆ 1 1/2 pounds lean ground beef
- ◆ 4 ounces Brie cheese, sliced
- ◆ 12 cocktail buns, split and toasted
- ◆ 1/3 cup thinly sliced red onion



Prep time: 20 minutes—Cook Time: 10 minutes

Directions

Combine bread crumbs, Nonfat Blueberry Greek Yogurt, mustard, salt, and pepper in a large bowl. Add ground beef, mix well. Shape mixture into twelve small patties.

For charcoal grill, place patties on the grill rack directly over medium coals; cover and grill for 8 to 10 minutes or until done (160 degrees F), turning once halfway through grilling and topping each burger with cheese the last minute of grilling time. (For gas grill, preheat grill. Reduce heat to medium. Place patties on grill rack over heat. Cover and grill as above.) Serve patties on buns with sliced onion.

Footnotes

Tip: To broil sliders prepare patties as directed above. Place meat on unheated rack of broiler pan. Broil 3 to 4 inches from heat for 8 to 10 minutes or until done (160 degrees F), turning once halfway through cooking time and topping each burger with cheese the last minute of broiling time.



Recipe taken from www.allrecipes.com

Food Critic: by Debbie Canu

So my husband and I decided to make these sliders and try it out before we published the recipe. We found that the blueberry yogurt brought out a different flavor of the sliders. We weren't completely sure why the recipe calls for it, but it was a nice change. Additionally, Brie cheese is pretty expensive, so you could substitute it for any cheese. We also added some bacon on the top, because how do you go wrong with bacon?

Overall, the recipe is worth trying for your Father's Day outing.

The picture to the left is my husband cooking the sliders.

Enjoy!

Debbie

Spring Back Into Shape

Spring welcomes change and renewal, creating an opportunity to cleanse ourselves of hibernating winter habits and find inspiration in nature as wildflowers bloom all around us. Now more than ever, yoga seems the perfect escape from our increasingly complex, technology-driven, distracted modern lives. Yoga is a great way to work on your flexibility and strength. Just about everyone can do it, too -- it's not just for people who can touch their toes or want to meditate. Some types of yoga are about relaxation. In others, you move more.

Yoga for Flexibility

Yoga poses work by stretching your muscles. They can help you move better and feel less stiff or tired. At any level of yoga, you'll probably start to notice benefits soon. In one study, people improved their flexibility by up to 35% after only 8 weeks of yoga.

Strike a Pose for Strength

Some styles of yoga, such as ashtanga and power yoga, are very physical. Practicing one of these styles will help you improve muscle tone. But even less vigorous styles of yoga, such as Iyengar or hatha, can provide strength and endurance benefits. Many of the poses, such as downward dog, upward dog, and the plank pose, build upper-body strength. The standing poses, especially if you hold them for several long breaths, build strength in your hamstrings, quadriceps, and abs. Poses that strengthen the lower back include upward dog and the chair pose. When done right, nearly all poses build core strength in the deep abdominal muscles.

Better Posture From Yoga

When you're stronger and more flexible, your posture improves. Most standing and sitting poses develop core strength, since you need your core muscles to support and maintain each pose. With a stronger core, you're more likely to sit and stand "tall." Yoga also helps your body awareness. That helps you notice more quickly if you're slouching or slumping, so you can adjust your posture.

Breathing Benefits

Yoga usually involves paying attention to your breath, which can help you relax. It may also call for specific breathing techniques. However, yoga typically isn't aerobic, like running or cycling, unless it's an intense type of yoga or you're doing it in a heated room.

Less Stress, More Calm

You may feel less stressed and more relaxed after doing some yoga. Some yoga styles use meditation techniques that help calm the mind. Focusing on your breathing during yoga can do that, too.

Good for Your Heart

Yoga has long been known to lower blood pressure and slow the heart rate. A slower heart rate can benefit people with high blood pressure or heart disease, and people who've had a stroke. Yoga has also been linked to lower cholesterol and triglyceride levels, and better immune system function.



Strike A Pose!

2014 Holiday Highlights



2014 Holiday Highlights



2014 Holiday Highlights



2014 Holiday Highlights

