



DENTAL LIFE

AUG'24

KATRINA SANDERS, RDH

THE DENTAL WINEGENIST

the smile

the smile





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48 COVER FEATURE: KATRINA SANDERS PART 3

Katrina Sanders is no stranger to the stage, the classroom, or the dental chair. As a passionate educator and advocate for excellence in dental care, she has spent her career transforming the way the industry views education, empowerment, and the pursuit of excellence. This October, Dente Magazine is proud to feature Katrina Sanders as our cover star—a dynamic voice who continues to challenge the status quo in dental education and patient care.

EDITOR'S LETTER



The Katrina Sanders Smile

When I first graduated and was trying to find my place in the world, both personally and professionally, I often found myself writing and reflecting. It was during one of those quiet moments that I stumbled across a podcast that would change the way I viewed dentistry—Tooth or Dare. Hosted by two energetic and entertaining dental hygienists, Irene Iancu, and our cover professional for this issue, Katrina Sanders, this was my first foray into the world of dental influencers and media. The podcast was filled with laughter, knowledge, and authenticity, and it opened my eyes to the power of connection within the dental community.

As I ventured into creating Dente Magazine, one infectious smile kept appearing on my timeline—the smile of Katrina Sanders. Her presence was magnetic, and I knew I had to work with her. It has been an absolute pleasure to explore her journey and share her wisdom with all of you in this issue.

This August issue is packed with exciting content, including our feature on Katrina. We delve into the evolving concept of fractional labor and what it means for the future of dentistry. We're also introducing our first-ever book review, exploring new perspectives on practice management and growth.

Our resident dietician, Rhodene, continues to bring fresh nutritional insights tailored for dental professionals and their patients. Plus, we have a particularly intriguing article by Stephanie Nightingale.

We're also thrilled to highlight GoodCheckup, a bold leap forward in the world of teledentistry. It's exciting to witness how technology continues to reshape our profession, and this is just the beginning.

Thank you for being part of this journey with us. As always, we hope these stories inspire, educate, and spark meaningful conversations in your own practice.

Here's to another month of learning and growing together.

CONTRIBUTORS



Steph Nightingale

*Founder and CEO,
Stimmie*

Stephanie Nightingale, the visionary behind Stimmie, transformed insights from over 34,000 dental appointments into a groundbreaking product designed to enhance oral hygiene. Launched in 2020, Stimmie reflects Stephanie's commitment to creating a durable, sleek, and convenient toothpick that now integrates sustainability into its mission. With sixteen years of experience in dentistry and a strong background in retail and business growth, Stephanie excels in product development and strategic partnerships. Her innovative approach leverages market research, data, and consumer insights to drive success, while her leadership ensures exceptional customer experiences and impactful business progress.

Cassie Tallon

*Founder and CEO,
The Fractional Match*

Cassie Tallon brings over 20 years of expertise in marketing and operations to the dental industry, specializing in optimizing workflows for Dental Service Organizations (DSOs). Known for her strategic integration skills, Cassie has driven significant growth and operational efficiency, including a 189% production increase at Branson Dental Center. Her career spans impactful contributions in team communication, marketing strategy, and patient care optimization, making her a highly respected leader dedicated to enhancing the field of dentistry.



CONTRIBUTORS

Marilyn Sandor

*Founder and CEO
GoodCheckup*



Dr. Marilyn Sandor Founder & CEO of GoodCheckup Corporation is a highly experienced pediatric dentist and private pediatric dental practice founder and owner. Bringing excitement & innovation to the field of dentistry! Her flagship dental invention, Zooby prophylaxis angles, inspired a full product line that is enjoying global success. Her current mission, is bringing Access to Care, Anywhere with GoodCheckup!

Rhodene Leydekkers

Registered Dietitian (SA)

Rhodene Leydekkers is a dedicated dietitian who believes in the power of mindful eating and developing a positive relationship with food. Through her private practice, she helps clients achieve their health goals while making nutrition an enjoyable experience. With a BSc in Dietetics from the University of Potchefstroom and experience in both public and private healthcare sectors, Rhodene specializes in diabetes management, weight loss, the gut-brain connection, and women's and mental health. As a CDE, DNALysis, and Optifast certified dietitian, she enjoys sharing her expertise with a wider audience through media contributions.



**Goodbye
yellow teeth.**

**Hello pearly
whites!**



salt.





By Carl Demadema

*The Future of Dental Practices: How
Fractional Labor is Revolutionizing the
Industry*

In today's rapidly evolving economic landscape, dental practices and Dental Service Organizations (DSOs) are increasingly turning to fractional labor as a strategic advantage. Imagine fractional workers as the "dating phase" of professional relationships—offering you a glimpse into what could be a long-term partnership, but without the full commitment or cost of marriage. This innovative approach is proving to be a game-changer, allowing practices to access top-tier expertise and resources at a fraction of the traditional expense.

Fractional Labor: The Perfect Match

In a conventional business setting, hiring full-time executives like Chief Financial Officers (CFOs), Chief Operating Officers (COOs), or Chief Marketing Officers (CMOs) can be a substantial financial commitment. For dental practices, especially those operating with tighter budgets or scaling up, this can be prohibitive. Enter fractional labor—a model where experts work part-time or on a contract basis, offering specialized skills without the hefty payroll burden.

Think of fractional labor as an extended "dating phase" in the professional world. Just as dating allows you to explore compatibility before making a lifelong commitment, fractional roles let you test-drive high-level talent. This approach allows dental practices and DSOs to benefit from the expertise of seasoned professionals without the long-term financial obligations typically associated with full-time hires.

Cassie Tallon, CEO and Founder of The Fractional Match, explains, "Fractional labor is a transformative approach for dental practices, providing access to top-tier talent on a flexible basis. It's like dating—where you explore compatibility before making a full commitment. This model helps practices test out expertise and fit without the full financial burden."

A Wealth of Expertise at Your Fingertips

Fractional CFOs, COOs, and CMOs bring invaluable experience to the table, often having worked with a variety of businesses and industries. This breadth of experience means they can offer fresh perspectives and innovative solutions tailored to your practice's unique needs.

-Fractional CFOs: These experts provide strategic financial oversight, help streamline operations, and drive profitability. They can optimize budgeting processes, improve financial reporting, and offer insights into financial trends that can significantly impact your practice's bottom line.

- Fractional COOs: They bring operational excellence to the forefront. With their help, you can implement efficient systems, enhance workflow, and manage day-to-day operations with a focus on growth and scalability. Their expertise ensures that your practice runs smoothly and can adapt quickly to changing conditions.

- Fractional CMOs: These professionals craft and execute marketing strategies that can elevate your practice's brand presence. From digital marketing campaigns to patient engagement strategies, fractional CMOs help attract and retain patients while driving growth and enhancing your market position.



Cassie Tallon adds, “By leveraging fractional talent, dental practices gain access to a broad range of expertise without the long-term commitment. It’s about finding the right fit for your needs, much like dating—you get to see how well the expertise aligns with your practice before making a full commitment.”

The Value Proposition in Today’s Economy

In today’s dynamic economy, where agility and cost-efficiency are paramount, fractional labor presents an attractive value proposition. It allows dental practices and DSOs to:

1. **Access Top Talent:** Gain the benefit of high-caliber professionals without the full-time salary, benefits, and long-term commitment.
2. **Enhance Flexibility:** Adjust your team size and expertise based on current needs and projects. This flexibility helps in managing costs while optimizing performance.
3. **Drive Innovation:** With fractional experts, you infuse fresh ideas and innovative strategies into your practice, which can lead to new revenue streams and improved patient care.
4. **Reduce Overhead Costs:** Lower your operational costs by avoiding full-time salaries, benefits, and other employment-related expenses, which is particularly advantageous for growing practices.
5. **Focus on Core Competencies:** By leveraging fractional professionals, you can concentrate on providing exceptional patient care while your fractional team handles specialized areas of the business.

Cassie highlights, “Fractional labor allows practices to focus on their core mission of patient care, while the fractional experts handle the specialized areas. It’s about creating a harmonious partnership where expertise meets practice needs effectively.”

Fractional labor is reshaping the way dental practices and DSOs operate, offering a cost-effective and flexible solution to access high-level expertise. Just as the dating phase allows for exploration and compatibility testing, fractional roles offer a trial period with industry experts, ensuring that your practice benefits from top-notch talent without the long-term financial commitment. As Cassie Tallon of The Fractional Match puts it, “Our goal is to pair the right fractional talent with the right dental vendors, DSOs, and practices, ensuring a perfect fit and successful outcomes. In an era where efficiency and innovation are key, embracing fractional labor might just be the strategic move your practice needs to thrive and grow in the competitive dental landscape.”



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**The Hidden Dental Dangers of
Undereating: How Insufficient
Nutrition Can Lead to Dental
Problems and Halitosis**



There is no denying that maintaining a balanced diet is crucial for overall health, including oral health. We often hear about the dangers of a diet high in processed foods and overeating, but did you know undereating can also have significant negative effects on your health. Many people, in their pursuit of weight loss, may turn to overly restrictive diets, believing they're doing their body a favor. However, cutting back too much can do more harm than good. Insufficient nutrition can not only cause harm to the body, but can also lead to various dental problems, including weakened teeth, gum disease, and bad breath (halitosis). In this article, we will explore how undereating can impact your dental health and what you can do to prevent these issues.

The Importance of Nutrition for Dental Health

Your mouth is a window to your overall health, and proper nutrition plays a vital role in maintaining it. Nutrients from the foods you eat contribute to the strength and health of your teeth and gums. Essential vitamins and minerals are required for the formation, maintenance, and repair of dental tissues. When your diet lacks these vital nutrients, your dental health can suffer.

How Undereating Affects Dental Health

1. Nutrient Deficiencies and Tooth Health

Undereating often leads to nutrient deficiencies, which can weaken your teeth. For instance, calcium and phosphorus are crucial for the development and maintenance of tooth enamel. A lack of these minerals can result in weakened enamel, making your teeth more susceptible to decay and cavities. Additionally, vitamin D is essential for calcium absorption. Without sufficient vitamin D, your body cannot effectively use calcium, further compromising your dental health.

2. Weakened Immune System and Gum Disease

A balanced diet supports a strong immune system, which is essential for fighting off infections, including those in your mouth. Undereating can weaken your immune system, making you more prone to gum disease (periodontal disease). When your body lacks the nutrients needed to support a healthy immune response, your gums become more vulnerable to bacterial infections.

3. Halitosis: The Unpleasant Breath

Halitosis, or bad breath, can be linked to undereating. When you don't eat enough, your body starts to break down fat stores for energy, leading to the production of ketones. Ketones have a distinctive, unpleasant odor that can cause bad breath. Additionally, a lack of food intake means less chewing, which reduces saliva production and contributes to dry mouth, further exacerbating bad breath.

Preventing Dental Problems and Halitosis Through Proper Nutrition

To maintain good dental health and prevent bad breath, it is essential to consume a balanced diet that provides all the necessary nutrients. Here are some tips to ensure you're getting the nutrition you need:

1. Eat a Balanced Diet

Ensure your diet is diverse, incorporating foods from all the major food groups. Prioritize an abundance of fruits, vegetables, whole grains, lean proteins, healthy fats, and dairy products. These choices are rich in essential vitamins and minerals that contribute to your overall health, including your dental well-being. When preparing your meals, aim to fill half your plate with vegetables, a quarter with lean proteins, and the remaining quarter with high-fiber carbohydrates to achieve a balanced and nutritious plate every time.

2. Stay Hydrated

Drink plenty of water throughout the day to maintain adequate saliva production, which is essential for oral health. Staying hydrated not only helps wash away food particles and bacteria, reducing the risk of tooth decay and bad breath, but it also neutralizes acids in the mouth that can erode tooth enamel. Make water your go-to beverage of choice to keep your mouth clean and refreshed.

3. Include Calcium and Vitamin D

Incorporate calcium-rich foods such as dairy products, leafy greens, and fortified plant-based milks into your diet. Additionally, ensure you get enough vitamin D through sun exposure and foods like fatty fish, egg yolks, and fortified cereals.



1. Avoid Crash Diets

Avoid extreme dieting or skipping meals, as these practices can lead to nutrient deficiencies and negatively impact your dental health. Aim for a consistent, balanced eating pattern.

2. Practice Good Oral Hygiene

In addition to a healthy diet, maintain good oral hygiene practices. Be sure to visit your dentist regularly for check-ups and cleanings. Undereating and poor nutrition can have serious consequences for your dental health, leading to weakened teeth, gum disease, dry mouth, and bad breath. By ensuring you consume a balanced diet rich in essential nutrients, you can support your oral health and prevent these issues. Remember to also stay hydrated, include calcium and vitamin D in your diet, and maintain good oral hygiene practices. Taking these steps will help you maintain a healthy mouth and a confident, fresh smile.



FEATURE ARTICLE

KATRINA SANDERS

"There was a stronger opportunity in dentistry—an opportunity for a voice, perhaps a provocative one, to begin normalizing excellence."

FEATURE ARTICLE

Katrina Sanders is no stranger to the stage, the classroom, or the dental chair. As a passionate educator and advocate for excellence in dental care, she has spent her career transforming the way the industry views education, empowerment, and the pursuit of excellence. This October, Dente Magazine is proud to feature Katrina Sanders as our cover star—a dynamic voice who continues to challenge the status quo in dental education and patient care.

"My name is Katrina Sanders, and it is an honor to be your cover girl for October," she begins with a smile. "So, I'm going to start by saying a hello and cheers!" Sanders' light-hearted, engaging style instantly sets the tone for our conversation, one that blends humor with profound insights into the profession she has dedicated her life to.

We dive into the core of her mission—elevating the dental profession through education, encouragement, and empowerment. When asked about the pivotal moment that led her down this path, Sanders reflects deeply. "I don't know if there was a precise moment," she shares thoughtfully, "but I do remember, as a practicing dental hygienist, fresh out of hygiene school, just in love with the profession. And then, entering a clinical practice where things were done...differently. I was told, 'that's just the way we do things here,' as if that was an excuse for delivering less than the standard of excellence we should always aim for."

That realization was a turning point for her. "For me, that was an eye-opening moment. It told me there was a stronger opportunity in dentistry—an opportunity for a voice, perhaps a provocative one, but a voice to begin normalizing excellence."

Inspiring others to join her pursuit of clinical excellence became central to her work. Today, Katrina Sanders leads a growing community of dental professionals who believe in constantly pushing the boundaries of their knowledge and practice. "I hope that by sharing my story and experiences, I can remind others that we are never finished learning, growing, or striving for the best," she says.

Through her role as an international speaker, Sanders has been able to touch the lives of countless dental professionals. "I fell in love with dental hygiene from day one of hygiene school," she recalls with nostalgia. "And I fell in love with it all over again when I began teaching. Being able to influence the next generation of dental hygienists—it showed me the power of legacy, the importance of passing on what was once taught to me."

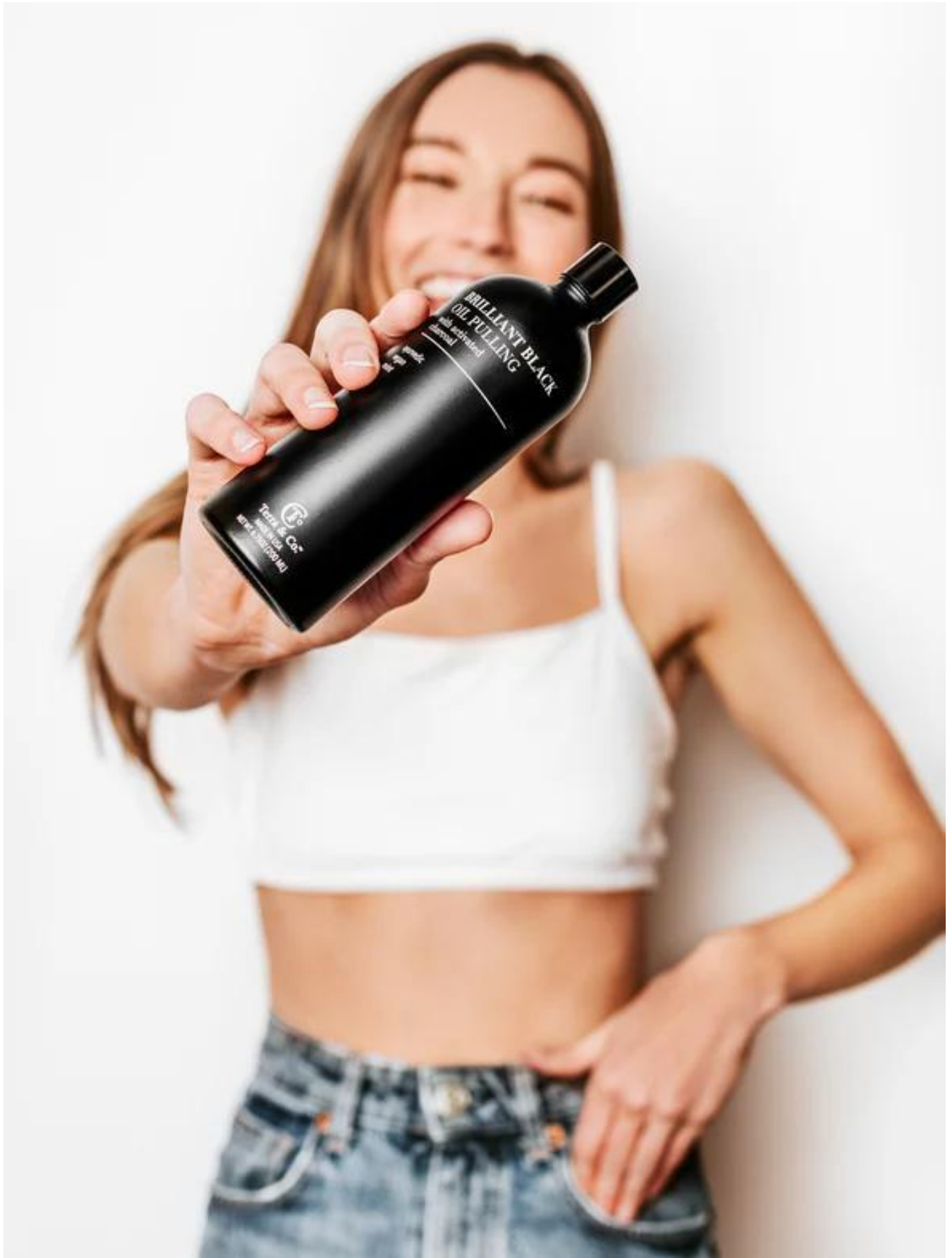
Her teaching style, much like her speaking, is both engaging and deeply meaningful. With every lecture, she aims to empower her audience by reminding them of their intrinsic value in the healthcare system. "We, as providers, need to feel empowered to do what we do best. I tell my audiences—every time—that they have all the tools they need inside them. They got into this profession for a reason: because they care, because they want to make a difference."



"I fell in love with dental hygiene from day one of hygiene school, and I fell in love with it all over again when I began teaching."

"Every time I stand in front of an audience, I hope to remind them of the power they already have."







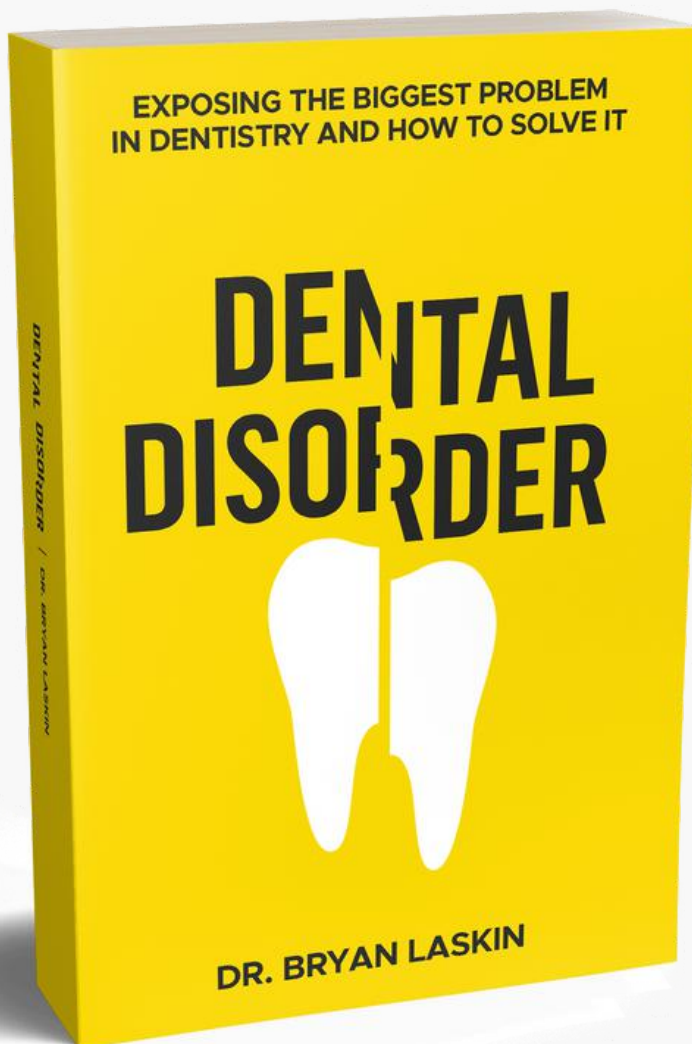
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BOOK REVIEW



BOOK REVIEW

DENTAL DISORDER: EXPOSING THE BIGGEST PROBLEM IN DENTISTRY AND HOW TO SOLVE IT

By Dr. Bryan Laskin

Dr. Bryan Laskin's *The Dental Disorder* offers a deeply insightful and eye-opening exploration of the inefficiencies and outdated technology that plague the dental industry. Laskin, a pioneer in dental innovation with over 20 years of experience, uses his book to lay bare the barriers that prevent effective patient care and complicate dental professionals' workflow.

Drawing on his extensive background as the creator of numerous cutting-edge dental solutions (including Upgrade Dental, Digital Nitrous, and OperaDDS), Dr. Laskin makes a compelling case for the urgent need to modernize dental practice management. Through vivid, sometimes humorous storytelling—such as the memorable "Molar Muffin Mishap"—he contrasts the ideal future of dental care with the grim reality many patients and providers face today. The story illustrates the frustrations of slow communication, fragmented technology, and poor coordination between healthcare providers that compromise patient outcomes.

The book's greatest strength lies in its practical approach. Laskin doesn't just critique the current state of dentistry; he offers solutions. He proposes the adoption of interoperable, connected systems that improve communication, reduce medical errors, and enhance patient experience.

His passion for putting the patient first shines through, as does his frustration with dental technology vendors that continue to use outdated systems to maintain control of the market.

Laskin also shares insights gained from his involvement with dental standards organizations, where he advocates for more intelligent, patient-focused systems that offer seamless integration of data across healthcare providers. This advocacy is supported by his technical expertise and his experience with companies like Vyne Dental and ToothApps.

Ultimately, *The Dental Disorder* is a call to action for both dental professionals and industry leaders. Laskin urges the adoption of innovative tools and practices that can transform the industry, reduce stress for both doctors and patients, and eliminate the unnecessary hurdles that have been allowed to persist.

If you are a dental professional looking for a candid discussion on the inefficiencies of modern dental practice and practical ways to fix them, this book is a must-read. Dr. Laskin's passion, expertise, and forward-thinking approach make it both informative and inspiring. Highly recommended for anyone in the dental industry, from seasoned practitioners to new professionals eager to improve their practice.



PRACTICE SPOTLIGHT

PASTE DENTAL



PASTE DENTAL

Located in Toronto's King Street West, Paste Dental offers a unique blend of advanced digital dental technology and high-end hospitality. Founded by Dr. Derek Chung, Paste redefines the dental experience, focusing on patient comfort with features like noise-cancelling headphones and touchless services. The practice emphasizes sustainability, using cutting-edge air filtration and reducing environmental impact, while offering same-day services such as night guards and digital cosmetic bonding. Paste is as much about aesthetics and care as it is about eco-consciousness.



"I hope to change the narrative around the traditionally unpleasant dental experience and instead help our guests reach their oral health goals through an experience that is both beautiful and enjoyable,"

-Dr. Derek Chung B.Sc (Dent), DMD





Services

At Paste Dental, precision and efficiency are paramount. Their carefully curated digital technology ensures you receive top-tier care in minimal time. Offering a variety of services, their expertise covers:

- **Invisalign:** Straighten your teeth with advanced clear aligners.
- **Digital Cosmetic Bonding:** Quick and accurate cosmetic enhancements.
- **Veneers:** Aesthetic transformations with custom-made coverings.
- **Cosmetic Dentistry:** Tailored solutions for a flawless smile.
- **General Dentistry:** Comprehensive care for all your dental needs.
- **Cleanings & Check-Ups:** Routine maintenance with a luxury touch.

Each service is delivered with the perfect balance of speed and excellence, redefining what it means to visit the dentist.

THE DIFFERENCE



Paste Dental, nestled in Toronto's vibrant King Street West, is more than just a dental clinic—it's a luxurious reimagining of oral care. Founded by Dr. Derek Chung, the practice combines state-of-the-art digital technology with an emphasis on patient comfort. Every detail is designed to ease anxiety, from noise-cancelling headphones to touchless systems, ensuring a seamless experience.

Paste Dental's commitment to sustainability sets it apart. The practice implements eco-conscious practices like advanced air filtration systems and minimal waste production, making luxury feel responsible. Their same-day services, such as night guards and digital cosmetic bonding, blend efficiency with elegance, allowing patients to receive high-quality care without the wait.

Dr. Chung and his team pride themselves on offering a hospitality-driven experience, breaking away from the sterile feel of traditional dental offices. Patients can expect personalized care in an environment that mirrors the aesthetic and comfort of a boutique hotel.

Paste Dental isn't just elevating oral care; it's transforming the entire patient experience. This is luxury dentistry done right.



STEPH NIGHTINGALE, RDH

DEAR DENTIST, OUR
PATIENT DOESN'T WANT
ME SHARING THIS WITH
YOU...SINCERELY, YOUR
HYGIENIST.



The Smith family has been going to the same dental practice forever. Even the children of Mr. and Mrs. Smith, whom you've watched grow up in your chair and start families of their own. Now somehow their kids seem to be getting older, and somehow you still feel like a new grad out of school. Like many long-term patients, they boast to family and friends, "We've all been going to the same dentist for years!"

In most cases, these loyal patients, when in good health, rarely need to see the dentist and spend most of their time at their appointments with the hygienist.

Patients generally really like their hygienist, chat with us, open up to us, and sometimes even cry to us. But the overarching theme here is that patients wholeheartedly trust their hygienist.

"When patients show up for a dental hygiene appointment with a financial estimate or treatment plan in hand, many times they need further validation on whether to proceed. When it comes to tooth integrity and issues impacting health and function, I always defer to the dentist's recommendation; It's a no-brainer! But when there's a treatment plan in place for something strictly cosmetic, it's subjective. It's ultimately up to the patient whether to proceed with their dream "Hollywood smile" makeover. We can't make those decisions for anyone; it's so personal."

- Steph

"I think I'm going to travel to X to get the procedure done there instead. I don't want Dr. X to know I'm doing this. Please don't say anything—but what do you think?"



The veneer epidemic...

Gone are the days of people travelling abroad for affordable plastic surgery only. This is still very much prevalent, if not booming, due to IRL experiences being shared on TikTok. But now there's another layer to the beauty-bargain shopping craze. And it's those promoting "more affordable veneers."

On September 6th, 2024, The CUT published an article on this very topic. Although their readers took their comments to Instagram and the comments were quite controversial, the main point of this article was to share the traumatic experiences of those affected by unfortunate cosmetic dental treatment. Those who opened up to the magazine are some incredibly brave souls and sadly only a handful of many out there with similar stories.

In my experience, patients who are either thinking of travelling abroad for cosmetic dental work or even have the appointment booked, tend to hide this from the dentist. Patients feel like they're 'cheating' on their dentist. However, they do in fact share these upcoming plans with their trusty hygienist, sounding like this:

"I think I'm going to travel to X to get the procedure done there instead. I don't want Dr. X to know I'm doing this. Please don't say anything—but what do you think?"

This is when hygienists can feel caught between a rock and a hard place. But it shouldn't be this way. Leading this conversation can actually be pretty simple.

I've come up with a simple formula to navigate these conversations that's in the best interest of everyone, but ultimately, in the best interest of the patient.

The Formula: Naturally You. Obviously We. Ultimately I.

The Sound Bites: "Naturally, you want these veneers done at the lowest price. Obviously we want to make sure you're happy with the results and financially comfortable. But ultimately, I need to be sure you understand the implications and potential short and long-term risks that are associated with this."

Having worked in both General and Periodontal practices, I've treated many mouths (and tears) from those who are suffering physical pain and emotional regret going down this price shopping path for the perfect smile.

The reality is, no one has a magic 8-ball to predict the outcome of veneers done by a technician or a dentist with a more affordable, innovative technique. And we can't grow money trees in our backyards that fit the bill of modern dentistry. But ultimately, any problems following treatment do fall into the hands of that patient's long-term dentist and hygienist. We're not just there to manage and fix problems. We're in the profession to care for someone's ability to eat, chew, speak, and smile seamlessly for the rest of their lives.

Expensive porcelain veneers don't have to be the end-all, be-all. Some offices may offer payment plans that work within your lifestyle. In either scenario, if the patient values the treatment and the warranty that comes with it, the outcome is typically favourable.

In conclusion, there are many ways to tweak a smile and boost confidence that don't involve veneers. Realigning the teeth, whitening, manicuring the gums to promote symmetry, a lip flip with Botox, contouring tiny defects. So much can be done creatively to enhance a smile.

At the end of the day, pink, flat, healthy gums can be the most attractive part of a person's smile. Having been elbow deep in plaque and perio my entire career, that's just my own personal POV! :)

Katrina's Top 5 wines:

1. To enjoy by the pool: A South African Chenin Blanc
2. As a Mid-Week Sipper: A New Zealand Sauvignon Blanc
3. Her Must-Order if it's on the menu: A Sancerre from Loire Valley, France
4. Pairs perfectly with everything: A Pinot Noir from Willamette Valley, Oregon
5. Perfect for celebrations: A sparkling Torrontes from Argentina





KATRINA SANDERS



FEATURE
PART 2



Inspiration Behind Sanders Board Prep

When asked what inspired her to create Sanders Board Prep, Katrina reflects on her time as a faculty member and the impact her students had on her. She explains, "I left my faculty position, and the students who were still at the school were so nervous about preparing for their boards." Several of those students reached out to her, asking for guidance. "They asked, 'Katrina, can we come hang out in your dining room and drink wine and eat Cheetos while we study?'" she recalls with a laugh.

This informal study group turned into a profound learning experience. "Every single student who studied with me passed their national boards on their first try." This small dining room gathering eventually evolved into a national and international resource. "We no longer host dental hygiene students in my dining room," Katrina shares. "Sanders Board Prep is now available online through a virtual study lounge where students from around the world can access our content."

The growth of Sanders Board Prep goes beyond just being a study tool. Sanders emphasizes, "My proudest achievement is how Sanders Board Prep is helping to emulsify programs globally." The program has donated lectures to dental therapists and providers in underserved countries across Asia, Africa, and South America, ensuring they receive high-level education akin to what students in the United States have access to.

Addressing Modern Educational Challenges

In recent years, dental hygiene students have faced unprecedented challenges. Sanders points out that the shift started in 2020 with the COVID-19 pandemic.

"Prior to that, students were quite accommodating to whatever teaching style their faculty used," she notes. However, the pandemic forced educators to transition quickly to virtual learning models. "For didactic content, digitizing is possible. But clinical practices, like how to hold an instrument or perform injection techniques, presented a unique challenge."

One solution to these challenges is the adoption of a "flipped classroom" model, which Sanders Board Prep has embraced. This model allows students to review didactic content from home, and then come to class ready for interactive discussions. "Instead of a professor delivering a one-way lecture, the classroom becomes an interactive conversation," Sanders explains. "Students now come in with questions, and I act as a facilitator."

Looking forward, Sanders sees continued integration of new learning technologies, such as virtual reality (VR) for visualizing anatomy and more bite-sized, easily digestible content. "It's an exciting future for dental hygiene," she says, "and for what these highly educated individuals will do for the profession."

Innovative Role as Clinical Liaison at AZPerio

As a clinical liaison for AZPerio, Sanders works closely with board-certified periodontists. Her role is a unique blend of clinical and educational responsibilities. "I have the best job in the world," she says proudly. "I get to educate patients, assist in surgeries, and work alongside incredible doctors, dental hygienists, and other staff."



Sanders also plays a significant role in coaching and mentoring dental hygienists. “We work with top referral practices across Arizona, providing coaching, chart audits, and identifying opportunities for clinical excellence,” she shares. Additionally, AZPerio collaborates with dental hygiene schools in Arizona to coach students as they prepare to enter the workforce.

Her clinical work also involves assisting with advanced surgical procedures. “We help with LaNap surgeries, phlebotomy for PRP/PRF, pre-anesthesia needs, and perioendoscope treatment,” Sanders explains. This comprehensive approach allows doctors to focus on complex surgeries while the hygiene team manages preparation and support. “It’s about efficiency and achieving the best outcomes for our patients.”

Through her multifaceted role, Sanders is shaping the future of dental hygiene and contributing to high-level patient care at AZPerio.



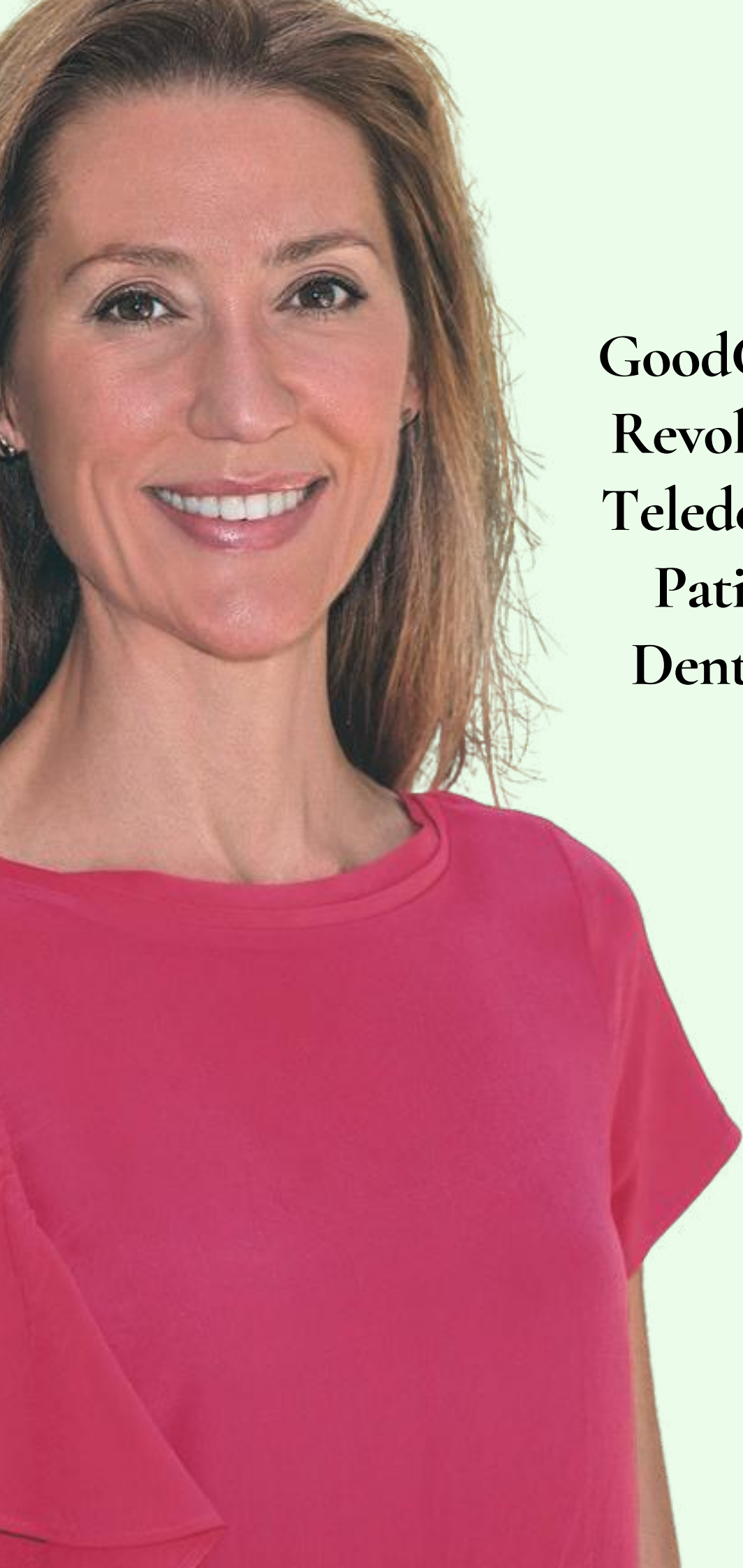
L'ATELIER FORTE



The Original Reusable
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**GoodCheckup[®]:
Revolutionizing
Teledentistry for
Patients and
Dentists Alike**

GoodCheckup®: Revolutionizing Teledentistry for Patients and Dentists Alike



Have you tried Virtual Care in your practice? As telemedicine becomes more widespread, it is evolving. Virtual Care is emerging as a game-changer in dental care, making finding and retaining new patients easier, and appointments more accessible, convenient, and effective for patients everywhere.

At the forefront of this transformation is GoodCheckup®, based in Naples, Florida. Founded by Dr. Marilyn Sandor, DDS, MS, an award-winning pediatric dentist with over 20 years of experience, GoodCheckup® was born from her desire to build stronger relationships with her patients and bridge the gap between in-office care and the convenience of virtual consultations. Drawing from her experience as both a dentist and a mother of three, Dr. Sandor developed a mobile-to-mobile app that connects patients with their dentists in just a few simple steps.

The GoodCheckup® Experience: Dental Care Made Simple

With GoodCheckup®, connecting patients and their dentists has never been easier. Whether you're a parent scheduling a check-up for your child, an adult seeking a second opinion, or someone managing a small dental emergency, GoodCheckup® streamlines the process. All you need to do is:

- Download the app.
- Sign up and find your dentist.
- Make an appointment and connect with your dentist in minutes.

The platform offers a variety of HIPPA-compliant features, including appointment scheduling, video consultations, document sharing, payment processing, and even a seamless e-prescribe feature to ensure that any prescriptions are sent to your pharmacy in minutes—all through your phone. Its simplicity and functionality make it a seamless experience for both patients and dental professionals.



Dr. Marilyn Sandor is a distinguished pediatric dentist, renowned entrepreneur, and visionary inventor in the field of dental care. With over two decades of experience, she has made a significant impact on pediatric dentistry through her innovative contributions.

Dr. Sandor founded the award-winning Naples Pediatric Dentistry in 2001, establishing a clinic dedicated to providing exceptional care and education to young patients. Her influence in the field expanded with the launch of the Zooby® prophylaxis angle in 2009, a globally successful product that inspired her to continue pushing the boundaries of dental innovation. This drive led to the creation of GoodCheckup®, the first fully mobile-to-mobile teledentistry application, which she launched in 2020. As the Founder and CEO of GoodCheckup® Corporation, Dr. Sandor has revolutionized dental care, enabling virtual consultations and promoting health equity.

Her academic journey began with a Doctor of Dental Surgery degree from the University of Illinois at Chicago, followed by a specialty certification in Pediatric Dentistry and a Master's in Oral Biology. These achievements laid the foundation for a career marked by excellence and innovation.

Dr. Sandor's trailblazing work has earned her numerous accolades, including being voted Top Dentist in Naples, FL, for the past fifteen years and receiving the title of Top Doctor for the USA in the Doctor-To-Doctor World's Top 100 Class of 2024. Her contributions to the field were highlighted in The University of Chicago's Polskyko publication, which named GoodCheckup® a start-up to watch. Additionally, she was nominated for the Denobi Award at the 2024 National Mobile and Teledentistry Conference. Dr. Sandor's global impact is further evidenced by her co-authorship of influential books such as **Leadership - Changing the World from a Dental Chair** and **Alpha Dentistry Volume 3: Pediatric Dentistry FAQ**.

Dr. Sandor is an active member of several professional organizations, including the American Academy of Pediatric Dentistry, the American Dental Association, the Florida Academy of Pediatric Dentistry, the Florida Dental Association, the American Dental Society of Anesthesiology, and the West Coast Dental Association.

Beyond her professional achievements, Dr. Sandor is committed to community service through her philanthropic efforts, supporting charitable organizations, local schools, and extracurricular programs. Her passions for animals, music, and art enrich her life, reflecting a well-rounded individual dedicated to making a positive impact both personally and professionally.

With a vision to inspire positive change and transform pediatric dental care, Dr. Marilyn Sandor continues to lead with compassion, innovation, and a commitment to excellence.

What Can Virtual Care Really Do?

While some dental issues will still require an in-office visit, a lot can be accomplished virtually. Through GoodCheckup[®], dentists can conduct visual exams, offer advice, prescribe medications, and discuss treatment plans. Patients can upload images for review, ask questions, and receive guidance from the comfort of their homes. If more advanced treatment is needed, dentists can schedule an in-office visit as a follow-up, ensuring that nothing gets overlooked.

The Vision Behind GoodCheckup[®]

Dr. Sandor's vision for GoodCheckup[®] is clear: to break down barriers to dental care. "GoodCheckup will provide a platform for patients and dentists to connect quickly, safely, and securely, ensuring no one suffers from dental pain or disease due to physical or emotional barriers," she shares.

The app was designed with both patients and dentists in mind. For patients, it offers convenience, efficiency, and accessibility, allowing them to receive care without leaving their homes. For dentists, it provides a structured and independent platform to expand their practice beyond the traditional office setting.

Key Features for Dentists: "Your Office in Your Hand[®]"

One of the standout features of GoodCheckup[®] is its ability to allow dentists to essentially carry their office in their hands. Dentists can onboard new patients virtually, review medical and dental histories, access images and documents, conduct video consultations, dictate notes, write prescriptions, and handle billing—when you choose and without the need for additional staff. It's a comprehensive solution that empowers dentists to offer high-quality care, even remotely.

GoodCheckup[®] for Kids: Meeting the Needs of Young Patients

Pediatric dentistry is uniquely suited to Virtual Care, and GoodCheckup[®] Kids was developed to provide on-demand dental advice and care tailored to young patients. From providing guidance on prenatal dental health to offering virtual consultations for toddlers and children, the app offers a convenient alternative to in-person visits, especially for parents with young children.

Dr. Sandor emphasizes the benefits of this service: "The convenience of not needing to swaddle a baby and travel through inclement weather for a valuable conversation with your dentist is undeniable." In cases of dental trauma or infection, the platform also offers timely advice, which can be critical for young patients, especially when local emergency rooms aren't equipped to handle dental issues.

Supporting Caregivers with GoodCheckup[®] Caregiver

GoodCheckup[®] Caregiver addresses the challenges faced by individuals in long-term care settings, such as nursing homes. Caregivers can use the app to connect with dentists on behalf of their patients, providing them with access to dental care that might otherwise be difficult to obtain. The app offers a lifeline for patients with limited mobility, ensuring they receive timely advice and care when needed.

The Role of Technology in GoodCheckup[®]'s Success

GoodCheckup[®] leverages real-time and offline virtual consultations to accommodate different patient needs. For non-urgent concerns, patients can submit questions and images for their dentist to review at their convenience. For more pressing issues, live virtual visits allow for real-time discussions and immediate feedback.

Accessibility is another key aspect of the platform. GoodCheckup[®] works via cell phone, eliminating the need for Wi-Fi and making it available in areas with limited connectivity. This helps to break down geographical and socioeconomic barriers, ensuring more patients have access to dental care.

A Growing Impact

The dental community has responded positively to GoodCheckup[®], with a growing number of clinicians integrating it into their practices. The platform's ability to offer flexibility, independence, and new revenue streams has been a key driver of its adoption.

Looking ahead, Dr. Sandor is excited about the future of GoodCheckup[®]. "We have many new and exciting features in development," she hints, including innovations in at-home diagnostics and care provision using AI technology. With Virtual Care rapidly evolving, GoodCheckup[®] is at the forefront of this transformation, making dental care easier, more accessible, and more convenient for patients and providers alike.

GoodCheckup[®]: Your Office in Your Hand[®]. Get started today and experience the future of dental care. Learn more at [goodcheckup.com](https://www.goodcheckup.com)



Katrina Sanders
Feature Part 3

In response to the question on how she approaches curriculum development to meet the evolving needs of dental hygiene education, Katrina Sanders exudes passion. "Curriculum development is my passion," she declares. As an educator, Sanders fell in love with the process during her graduate studies, which focused on educating adult learners and aiding them in their learning journey.

She emphasizes the importance of adaptability in her role, stating, "I'm expected to develop curriculum through multi-module series, for companies, or in response to problem-based situations." For Sanders, the crux of her work lies in identifying the pain points—whether it's a company seeking to boost product sales backed by research or a dental practice struggling with underdiagnosed periodontal disease.

"I don't like to call them problems; I like to call them opportunities," she clarifies. Her approach begins with understanding the barriers dental professionals face and designing education that fills the gaps. She believes her responsibility is to empower learners by keeping their needs at the forefront of every solution she proposes.

Her advice to dental professionals aiming to expand their roles and make a broader impact begins with acknowledging the leadership they already embody as clinicians. "You're already a leader as a clinician, leading your patients and colleagues. But stepping outside those clinical roles requires additional layers of leadership—it requires resilience, innovation, and creativity," she states.

Sanders' journey, especially her transition to becoming the Dental Winegenist, showcases her belief in exploring personal and professional alignment. Reflecting on her career, she shares an anecdote about how a guided journal led her to consider what she would do if money were no object. Her answer? "I would sip wine, talk about dentistry, and save homeless animals."

Though this vision seemed improbable at the time, Sanders transformed it into a reality. Over the past eight years, she built a career centered around drinking wine, discussing dentistry, and making significant contributions to underprivileged communities across the U.S. and globally. "The irony is that I've built a career on that very vision," she adds with a smile, as one of her rescued dogs curls up beside her.

When asked how her interests in wine and animal welfare contribute to her professional life, Sanders reflects on the importance of balance and multi-dimensionality. "We're more than just dental professionals. We're athletes, artists, travelers, and much more," she says. The birth of the Dental Winegenist came from creating a space where dental professionals could feel comfortable sharing challenges and solutions.

By hosting continuing education courses in informal settings, such as wine bars, Sanders noticed an extraordinary shift. "Participants would feel comfortable raising their hands, sharing pain points, and learning from their peers," she explains. This peer-to-peer learning fostered authentic conversations and real opportunities for problem-solving, in an environment free from the traditional confines of a clinical setting.

For Sanders, sipping wine while discussing provocative topics allows for tackling the uncomfortable truths in dentistry. "If we're not going to talk about the uncomfortable things, we won't progress," she emphasizes. Through these candid conversations, she seeks to challenge the "way things have always been done," which she believes is holding dentistry back from true innovation and excellence.

With a wine glass in hand, Sanders has created a platform that not only addresses issues but also inspires professionals to take action and shape a brighter future for dentistry.



Balancing a demanding position with personal passions can be challenging, and Katrina Sanders is refreshingly candid about the fact that she hasn't quite figured it out yet. "When I do, I'll let you know," she laughs. However, she is deliberate in creating routines that help her navigate the constant ebb and flow between professional commitments and personal passions.

One of her key strategies is self-care. "I wake up in the morning and instead of hitting my email inbox, I set aside time every single day for journaling, creating an opportunity for personal reflection," she shares. This practice allows her to ground herself before diving into the day's demands. Another staple in her routine is exercise. "I'm an avid jazzerciser, so I jazzercise as frequently as I can," Sanders says, highlighting the role of physical activity in maintaining her energy levels.

Her two dogs also play a significant role in helping her manage stress. "In between stressful meetings, I'll step aside, grab one of my dogs, and we'll run around and play," she explains. Living in Phoenix, she often dips her toes into the pool just to take a break and reset.

Katrina's husband, who also works with her as her Chief Operating Officer, accompanies her on most of her work trips. This dynamic allows them to enjoy some of the beautiful locations her career has taken them to, including Napa Valley, Jamaica, and Aruba. "If we are in a city we really want to explore, we do," she says, grateful for the opportunity to merge work and personal adventures.

However, the true source of balance and renewal for Sanders comes from her humanitarian work. "That's where my soul overfills to the brim," she shares. Whether it's working with underserved communities just across the border in Mexico or in tribal areas of Rwanda, it's through service that she finds gratitude, humility, and balance. "The best way I've found balance is through stepping away from all the noise just to serve."

For Sanders, these humanitarian experiences provide a sense of purpose and meaning that recharges her both emotionally and spiritually. They serve as a powerful reminder of the importance of her work, not just within the U.S. but globally. By contributing to communities with limited resources, she's able to step back and reflect on the broader impact of her work, giving her the energy to continue her journey.



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