

STUDY LEADERSHIP

NOVEMBER
2018

Nov 2
Emergency Medicine

Nov 8
Tax Strategies

Nov 15
Mixer for
New Dentists

Dec 6
Holiday Party

Jan 17
BLS Renewal

Jan 26
Dental Practice Act

Feb 23
GKAS



San Diego County
DENTAL SOCIETY



stars and stripes soiree

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San Diego County DENTAL SOCIETY

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CHULA VISTA/BONITA AREA: Terrific opportunity. General Practice with 8 Fully Equipped Ops. Well-established practice in stand-alone building near busy section of Bonita with excellent visibility and parking. Office open 5 days and has 9 days of hyg./wk. Practice operated with SoftDent and digitized with Dexis Sensors and utilizes a Panoramic X-Ray, I/O cameras, and Laser. Patient base of FFS, Indemnity, and PPO patients. Most specialty work referred out. Practice going to move quickly. #CA476

LA JOLLA: General Dentistry practice with 8 Operatories, 7 Equipped. Utilizes Dentrix software with Digital X-rays and an I/O Camera. The practice has 11 days of hyg./wk. and the Gross Receipts are \$738K. **SOLD** **Adj. Net Income \$264K** Adjusted Net Income on a 4 day/wk. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. Great location in which to live and work. #CA477

NORTH COUNTY INLAND SAN DIEGO: **NEW LISTING!** 4 Operatory Prosthodontic Practice featuring Dentrix and Digital X-rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 Gross Receipts of \$737K with \$182K Adj. Net Income. #CA524

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Ken Rubin
CPA/PFS

The dental society

The Dental Society's mission is: Providing resources to help member dentists succeed and enhance professionalism. How many of you actually knew that? Many think it's about community service but that has become the primary function of our sister organization, the San Diego County Dental Foundation. The dental society is here to protect the essence of being a dentist, not as success is defined in the previous paragraph, but as it is defined by each individual dentist as their needs evolve, as their values change, as the economy changes. The recurring truth is, what is important today to dentists is different from previous generations. Whether it is purely a product of industry shift or demographics, it is a never-ending chicken or egg argument.

To summarize my previous article for context: Newer dentists value time, social causes, debt management, networking and self-development. They are concerned about debt and financial instruments and care deeply about doing good in their community. They are much less inclined to be status quo and tend to challenge social norms. They are much more of individualists and are less likely to just join a Dental Society purely because it's the right thing to do, especially when money is tight and high debts are balanced.

There is great importance of our role in political action and advocacy. The recent CDA triumph over Delta is a clear example of how organized dentistry serves us well. As objectively important as this issue is, the new age of dentists value a more direct correlation of benefit between their dollars spent and

how it impacts them in a more immediate sense. It is my firm belief that this is a critical component of making a shift in preserving our organization and profession. The dental society, to be a more effective organization, must focus more attention on those matters which are more directly impactful to the daily lives of dentists. The "wing" of the society that hosted some events you may or may not have attended at the last minute, facilitated some mandatory CEs which we always have scrambled to sign up for at the last minute, and where you volunteered — that is now all going to change.

**We must appeal to the
New Dentist, the lifeblood of any
Dental Society, like New Patients
to a dental practice.**

I don't mean to be critical of the quality of events of past, but what I mean to be is hyperbolic about the need to bolster that aspect of our society. These matters were not as important to previous generations, in fact previous generations wanted to minimize it, as they saw advocacy as the primary value of the dental society.

During our Board meetings, I am constantly impressed and often intimidated by the depth of knowledge and history that dentists like Doug Cassat and Joel Berick bring to our organization. Dentists like these served us unbelievably well and I am proud and relieved, even, they were the ones who navigated the policies and challenges to shape dentistry as we know it today. If you haven't had a chance to reflect on their experi-



Here I am enjoying the 2018 SDDHF Gala "Stars and Stripes Soiree" on September 29 on the deck of the USS Midway. Left photo standing by the Silent Auction table and on the right standing with Sean Sullivan wearing his 80's mulutie wig.

ences on how organized dentistry and our profession has changed locally, I encourage you take them to lunch and find out. We will continue to need dentists in this capacity, but to support those efforts, we must have a strong membership in which they represent. We must be an organization that provides direct value before it can succeed in bringing indirect value. We must appeal to the New Dentist, the lifeblood of any Dental Society, like New Patients to a dental practice. It is these things which will enhance the success of our organization and also our profession.

The quality of our events provides a very direct value to dentists ultimately attracting New Dentists and stabilizing membership. It is a chance to network, socialize, and learn. The quality and effectiveness of these deliverables will be the future of our local component. These three things were among the highest ranked desires of our current membership. So how do we, as an organization, facilitate success and enhance professionalism? How about an actual physical place where all this is embodied and is the epicenter of all things important to the enhancement of the dentist life. How about a place with highly sought after speakers, a place for peer to peer learning and study, a hands on facility and lab to hold meetings and instruction, or high quality networking and social events hosted in a state of the art facility? What if the Dental Society was more than just an organizational and orchestrating body, but a physical provider and host of real needs for the everyday dentist? Your leadership is working hard to bring this to fruition.





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Use & Misuse of CBCT Radiographic Technology

Modern dentistry has seen an increased use of CBCT radiographs for endodontics, oral surgery and implant dentistry to name a few uses. CBCT scans give us the third dimension that standard radiographs do not. This is desirable in areas of pathology where we want to see the entire area around a tooth or around the lesion or in locating accessory canals for endodontics. As a result more dentists are purchasing and installing CBCT x-ray machines in their offices. These machines can also take panoramas, external periapicals, partial sinus CT scans as well as CBCTs. Utilizing this x-ray modality brings with it the very real possibility of increased levels of **radiation exposure** to the patient as well as the dental staff. The SDCDS Ethics Committee recently has received numerous complaints from member dentists concerning some of their colleague's alleged overuse of CT scans and the amount and levels of radiation patients are being exposed to.

The complaints generally fell into 2 categories

The first category concerned patient age. One complaint involved an office allegedly using full mouth CT scans on 4- 6 year old patients instead of standard bitewings and periapicals. The amount of radiation adolescent patients are being purportedly exposed to with full mouth CT scans is both excessive and presents very real ethics violations. Queries with some of the dental schools in our state shows a consensus that routine scans on pediatric dental patients are definitely not recommended. To note also with CBCT scans, the smaller scan volume or area produces higher resolution images compared to wide range or full mouth scans.

The second area of complaints involves offices ordering full mouth CT scans for all endodontic procedures, both diagnostic and treatment and not limiting the scope or focus (field of view, FOV) of the scan to one or two teeth. CBCT scans are being regularly ordered in some offices for all root canal procedures instead of common periapical radiographs. Some endo offices are taking in excess of 50% routine CBCT scans on all new patients in addition to follow-up post treatment scans. The justification is that the data gained with the CBCT scan is worth the risk of

excess/ hazardous radiation exposure to the patient. True there is a point at which accessory information is necessary to make a complete diagnosis, but where does the dentist draw the line between what amount of exposure is necessary and what constitutes unnecessary patient exposure? Patients are also complaining that CBCT scans are rarely paid for by dental insurance. A formal radiology report should be obtained from an Oral and Maxillofacial Radiologist for most large CBCT scans in order to identify radiologic pathology and also to protect the dentist medicolegally.

The American Academy of Oral and Maxillofacial Radiology (AAOMR) and the American Association of Endodontists (AAE) jointly produced position papers (years 2012 and 2016) on the recommended use of CBCT scans in endodontics and other areas of dentistry. Simply type in [AAE and AAOMR Joint Position Statement](#) on the internet to read these papers in their entirety. Their recommendations are that CBCT scans in endodontics should not be used for routine diagnosis of teeth requiring root canal therapy. They recommend a limited exposure and field of view to reduce the amount of radiation exposure to patients and staff. A list of guidelines for proper utilization of CBCT x-rays is presented in their joint paper. Because of the increased radiation patients and dental staff are exposed to (versus standard single films and panoramic x-rays) extra protection must be provided for both staff and patients. Proper patient/ parent consent should always be obtained prior to using any type of x-rays.

After checking with the AAE and the AAOMR, there appears to be no hard upper limits or specific guidelines with respect to maximums for patient radiation exposure when using CBCT machines. Therefore as professionals, common sense must prevail regarding overuse of CT x-rays and exposure limits. Always think first what is in the patient's best interest. The primary reason for installing a CT machine should to garner better information. If you utilize a CT machine in your office check with the manufacturer for their recommendations regarding the maximum recommended exposure limits.



SDCDS Member Milestones

25 year Anniversary

Susan DeLeon-Barlis, DMD
Kenneth M. Berrin, DDS
Jaime J. Breziner, DDS
R. Douglas Campbell, DMD
Daryl F. Catherwood, DDS
Michael B. Copp, DDS
Purita B. Ebbay, DDS
Gregory L. Friedman, DMD
Maria C. Galdiano, DMD
Henry H. Hermes, DDS
James H. Isaacson, DDS
Mitra Javidan, DMD
Raymond J. Kieffer, Jr., DDS
Evelyn G. Lagda, DMD
M. Dennis Lee, DDS
Derek M. Licher, DDS
Sherman S. Lin, DDS
Rob S. Low, DDS
Tom Massarat, DDS
Safoura Massoumi, DDS
James F. Misleh, DDS
Dennis L. Nappen, DDS
Mark J. Olson, DDS
Allan K. Patch, DMD
Neal M. Pham, DDS
Parvathi Pokala, DDS
Kendell H. Ricks, DDS
Mark E. Salamy, DDS
Kevin Swartzberg, DDS
Azita Vakili, DMD
Anita Varzi, DDS
John F. Weston, DDS
Shahriyar Zandkarimi, DDS
Ann M. Zimmerman, DDS

30 year Anniversary

Nicholas Beye, Jr., DDS, MAGD, FICOI
Jerry M. Chalupnik, DMD
Stephen R. Dankworth, DDS
Paul E. Dougherty, DDS
R C. Henderson, DDS
David D. Keen, DDS
Kwang J. Kim, DDS
Michael C. Maksim, DDS
Robert D. Romers, DDS
David A. Sabourin, DDS
Blake N. Synowski, DMD
Rick S. Takahashi, DDS
Brian T. Tanaka, DMD
Paul H. Velton, DDS
Jaye S. Venuti, DDS
Gary J. Wokuluk, DDS

45 year Anniversary

Mark W. Burgett, DDS
Wendell A. Cox, DDS
Michael D. Crawford, DDS
Paul D. Gimby, DDS
Robert D. Heitzman, DDS
Lee D. Landes, DDS
Robert J. Malone, DDS
Jim A. McFaul, DDS
Allen M. Moffson, DMD
Terence B. Pegel, DDS
Robert V. Reznichek, DDS

50 year Anniversary

Calvin W. Borchardt, DDS
John C. Deal, DDS
S. Gary Hollander, DDS
Richard F. Macie, DDS
Vytautas R. Mockus, DDS
David A. Smith, DDS
John G. Walters, DDS

55 year Anniversary

Donald E. Baron, DDS
J. Thomas Gentry, DDS
Richard A. Tierney, DDS
Robert N. Woodall, DDS

40 year Anniversary

Kent F. Davis, DDS
Christine Javier Evans, DDS
Gary L. France, DDS
Joseph B. Gordon, III, DDS
Don R. Graham, DDS
Eugene C. Hanson, DDS
James M. Lovell, DDS
Michael J. Mahaffey, DDS
George S. Matosian, DDS
Herminia M. Messier, DMD
Jacob Russell, DDS
Robert J. Santoro, DDS
William J. Saris, DDS
Bruce C. Smith, DMD, MS
David L. Tagge, DDS
Gerald P. Weiner, DDS
Charles W. White, DDS

60 year Anniversary

Lawrence F. Andrews, DDS
Vincent R. Bacino, DDS
James M. Benson, DDS
Louis M. Bishop, DDS
Paul I. Denver, DDS
Harmon L. Easton, DDS
J. Peter Fitzpatrick, DDS
Irvin H. Forbing, DDS
David R. Martin, DDS
Robert J. Saffian, DDS
Robert C. Salisbury, DDS
Grant M. Vincent, DDS

65 year Anniversary

Joseph P. Drazek, DDS
Donald L. Gerber, DDS
George W. Miner, DDS

SDCDS Member Milestones

In this issue, you'll see the names of your fellow dentists who have been members of our organization from 25 to 65 years. If your anniversary date (in 5 year increments) falls on this calendar year, you'll find your name among those listed. I'd be willing to wager that some of you didn't even realize you have been a member of organized dentistry for that long.

So here's to you! But we're not merely calling out your name to say hello. We're celebrating your dedication to all that we stand for. You have honored the pledge to uphold a high degree of ethical standards. You have helped us advocate for the profession of dentistry while advocating for the patient as

well. You may have gotten involved in the leadership of the society through committee work or by serving on our board. Many of you have supported our foundation by donating funds or your valuable time. However it is you've been involved, we salute you.

As you reflect on your years with the ADA, CDA and our local society, we hope you'll see value in what we provide. From continuing education, to practice management support; from patient referrals to networking opportunities; from peer review to journals and newsletters. Our goal is to help you achieve your goals. Together I hope we've been successful.

Welcome New Members

New Member	Address	City	Education
Ankur Gandhi, DDS	2619 Clairemont Dr	San Diego 92117	UCSF '16
Kate Decker, DDS	No Primary Office		Univ. of North Carolina '16
Codruta Fosman, DDS	501 W Felicita Ave	Escondido 92025	Instit de Medicina Timisoara, Romania '95
Elise Hurrell, DDS	No Primary Office		Univ. of Pennsylvania '11
Dung Pham DDS	No Primary Office		Univ. of Maryland '03
Derrick Call, DDS	630 Alta Vista Dr Ste 108	Vista 92084	First Dental Battalion-Camp Pendleton '13
Ajay Amin, DDS	No Primary Office		UNLV '16
Christopher Comfort, DDS	895 Santa Fe Drive	Encinitas 92024	University of Buffalo '86
Diana Heineken, DDS	9862 Mission Gorge Rd Ste E	Santee 92071	Western University of Health Sciences '18
Mark Warner, DDS	3638 Ocean Ranch Blvd	Oceanside 92056	Tufts College Dental School '13
Ali Motanabbeh, DDS	1415 Ridgeback Rd Ste 26	Chula Vista 91910	Roseman Univ. of Health Sciences '17
Wallis Andelin, DDS	No Primary Office		Georgetown University '84
Brian Evans, DDS	4125 Sorrento Valley Rd	San Diego 92121	Naval Dental Center-San Diego '16
Tracy Welc, DDS	No Primary Office		USC '14

Reach 1950 Dentists

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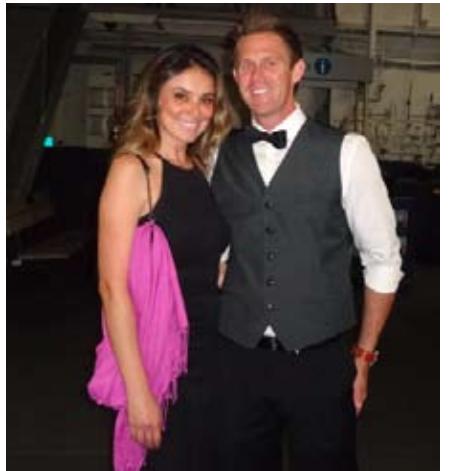
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Soiree aboard the *USS Midway*

With 380 guests aboard the *USS Midway*, our foundation's gala this year broke all records! We had a great time celebrating the success of the Geis Clinic at VVSD and raised over \$100,000 to ensure its continued operation. Our thanks to all who attended and contributed so generously to our mission.





SDCDS Golden Heart Award given to Irv Silverstein, DDS for local community service

By Tom Olinger, DDS
An excerpt from the presentation on the USS Midway

Tonight, I would like to present the first annual **Golden Heart Award** to Dr. Irv Silverstein for excellence in the area of community service to San Diego County. This award also recognizes his success facilitating pre-professional students towards gaining admission to dental schools nationwide.

Since Irv has been such a giant in his work promoting oral health through the UCSD Free Dental Clinic system and promoting the success of aspiring dental students, it just doesn't seem fitting to present this award just once. The San Diego County Dental Foundation and the San Diego County Dental Society decided to name the award itself in Irv's honor and each year will give one local dentist the **Irv Silverstein Award for outstanding community service**.

Working under the umbrella of the UCSD Free Clinic system, Irv has demonstrated a unique, dogged determination to inspire Pre-professional students to their full potential of becoming dentists.

More importantly, these young, idealistic people are guided to not only become professionals but to do so with an understanding that they MUST work with a firm commitment to the community in which they practice.

Because of Irv's direct efforts over the years, there have been over one thousand students accepted into dental and

other professional schools all over the United States. Thousands of San Diego County's most vulnerable residents have received the dental care they so desperately need.

It started in 2003, when Dr. Silverstein had the foresight to recognize the monumental need to add dental care to the UCSD Student-run Free Clinic Project. With intense perseverance, Irv did the all but impossible task of raising enough funds to open, equip and, with the help of many giving volunteers from the membership of the San Diego County Dental Society, fully staff 5 free dental clinics at sites where they were most needed all around San Diego County. These clinics have provided a total of over eight million of dollars worth of free dental care.

Furthermore, Irv has almost single handedly raised the status of the UCSD Pre-dental Club to national recognition.

He interacts regularly with the leadership of national organizations such as the American Dental Association, The United States Navy and multiple dental schools to give his charges real insight into their chosen profession and allow them to make wise choices about their future careers.

So please stand and join me in hearty applause as I present the first ever Golden Heart Award for service to the community to Irv Silverstein!!!

Zeynep Barakat, DMD, FAGD

Dr. Barakat graduated from Boston Univ. School of Dental Medicine, completed an AEGD residency in Detroit and practiced in New England before moving to San Diego. She is currently in private practice and recently joined the board of the San Diego AGD component. She is a regular contributor to the AGD's Daily Grind blog.



Vacations: Distant Childhood Memories

Last year, a good friend of mine confessed she had a dilemma: She was trying to figure out where to spend her remaining two weeks of vacation for the year. Wait ... what? Remaining?! I asked how many weeks of vacation she had started with, and she casually replied, "Five." At first, I was stunned. Then, I was jealous. Now, mind you, she has degrees in chemical and mechanical engineering and works for a top pharmaceutical company where important drugs are being developed to combat big diseases. But she doesn't work on the weekends and doesn't stay past 5 or 6 p.m. during any typical workday. And did I mention the five-week vacation?

I'm aware of how notorious Americans are for leaving unused vacation on the table, and recent research confirmed that we don't seem to be thrilled about taking time off. In fact, we seem to applaud the all-work-and-no-play mindset.

When I took my rare two-week vacation two years ago (after not taking any more than five days for several years), I received many astonished reactions. True, it's about economics for many. But imagine if we were able to train our psyches to take a few days off in the midst of a long work streak. I would argue we would have more productive days following those days off, not to mention a more positive work atmosphere and better focus. In other words, we might actually reduce burnout and do our backs and hands a favor.

However, do those things really matter to us when we have packed schedules and can't even afford to have our assistants call in sick because they have the flu, let alone a quick getaway? Besides, I wonder if my friend can empathize with dental practice owners or dentists with a solid patient base. Maybe she wouldn't understand that even if we have a backup

dentist to take care of our patients when we're gone, we still keep those patients in the back of our minds regardless of how far away we travel. When I was staring at the Pacific Ocean during my holiday, I'll admit I had thoughts of a bridge I had just delivered or a surgery I might have done before I left. "I hope the patient's bite feels good and my stitches are intact ..."

Besides, each day away from the office is a loss for the dental business. Practice owners can't simply unplug from the office mentally and financially, as my friend in the drug industry may be able to.

As the holiday season came and went, I rolled up my sleeves and got to work as dental insurance benefits came to a close, while my dear friend browsed the travel section at the bookstore to plan her final fortnight of adventure for 2018. Lucky gal. Reprinted from AGD blog, 2018



Above:

Photos from our Stars and Stripes Soiree aboard the USS Midway (more photos throughout this issue). This was our most successful event to date, raising over \$100,000. **WOW!**

Thanks to all who participated in this fun event. With your continued loyal support, we are able to continue our mission to fund oral health education and access in our community.



Why We Give

The dynamic husband and wife duo, Dr Scott & Kimber Szotko, honor a personal pledge to support the San Diego County Dental Foundation. "The truth is, each of us has unique talents we can contribute." Well-known professionals in the San Diego dental community and actively involved on the Dental Society Board, among others, Scott and Kimber have been passionate supporters of philanthropic work across the tri-partite. Most recently, Dr Szotko's efforts have been focused on supporting the CDA Foundation by volunteering in the CDA Cares event throughout the state. They have also participated in the ADA's 'Give Kids A Smile' and the American Academy of Cosmetic Dentistry's 'Give Back A Smile' programs in years past. Yet, this year, the couple wanted to give back to the community they call home. "I want to support our efforts locally. Supporting the John Geis DDS Dental Clinic at Veteran's Village is the perfect way to do that!"

The Szotkos Care.

"We (SDDHF) really are out there doing great things for the community, for veterans, and for dentistry. Through all our combined efforts, more people will see we really are a membership that cares for people!"

In balancing work and philanthropic efforts, Dr Szotko wants his enthusiasm to rub off on more dental professionals so they truly understand the mission of the Dental Foundation and its impact in the greater San Diego community.
to donate or volunteer, go to sddhf.org



Live Surgery Course All Performed by YOU on Live Patients:

**Sinus Lift Surgery * Advanced Bone Graft Techniques * Ridge Split Techniques * Implant Placement
Piezo Surgery * Treatment Planning Cases * CGF Membrane, and Sticky Bone**

This intensive 3-day Live Surgery is limited to eight clinicians and gives you the opportunity to practice innovative approaches to bone regeneration, tissue engineering, sinus lift techniques, implant placement, and other surgical procedures. Patients are pre-selected with various levels of surgical complexity and matches to your clinical skills. All surgeries are performed at the free dental clinic. All participants receive temporary work permits from Mexican Department of Health. Participants place between 15 to 35 implants depending on complexity of cases.

For more information, please visit:
www.instituteofmegaimplant.com

COURSE DATES: Nov 9, 10, 11 (FRI-SUN)

For Course Reservations Call: Martin Sanchez (650) 207-9251



Certificate of Attendance
40 Hours CE Credits
Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement



Dr. Sharilyn Moniz, Dr. Neena Patel, Dr. Jenna Lau, Dr. Zeynep Barakat



Angela Surdilla (staff), Dr. Sara Naderi, Dr. Mariflor Duhaylungsod, Dr. Eleanor Lumahan



Dr. Harold Portilla, Dr. Jose Laluz, Dr. Sukhman Panag



Dr. Jenna Lau, Dr. Zeynep Barakat, Dr. James Kohner



Dr. Jenna Lau, and Dr. Kim Nguyen



Dr. Conrad Drinkwater, Dr. Lilia Larin, Dr. Eric Ho



Dr. Leila Khansari



Dr. Hossein Saadatmandi, and Dr. Mahtab Saadatmandi



Dr. Conrad Drinkwater, and Dr. Eric Ho

For Sale/Lease**Attention Dental Practice Buyers!**

Our Dental Practices for Sale are listed on the inside cover page of this issue. Attention Buyers: Most of our listings are sold in less than 30 days. Get added to our Buyer Notification List so you can find out about our newest listings before they appear in ads. Ken Rubin Practice Sales, Inc. Call 619.299.6161 or krpracticesales.com

North County Excellent Location Great Price

Remodeled with new chairs. Available for sublease 3 days a week, great parking. 3 operatories, lab, sterilization, utilities and maintenance included. Please email: bitadds88@gmail.com 760.791.9356.

Medical/Dental Space**For Lease/For Sale in La Jolla**

Medical or Dental related Practice suite or business in a small boutique office space located in the center of beautiful La Jolla, CA. Perfect opportunity for psychiatrist, psychologist, counselor, dentist, physician, surgeon, any dental or medical related occupation welcome. Located in medical dental building. Come join these great practices. 612 sq feet, classy second floor suite with elevator. Perfect for entrepreneur. Partially equipped for dental practice, surgical practice. Terrific opportunity. \$4.90/sf per month triple net lease. Contact: Kevin Gott, dynamold@aol.com

PB Dental office for sale. Leaseholds

Price Reduction -- Dental office for sale in PB. Remodeled office, equipment is 2 years old. 2 dental ops fully equipped. Sedation equipment and machine available. 35k OBO. call 425.306.2579 or delisledds@gmail.com

Equipped Encinitas Dental Condo for Lease-ROFR in 10

Encinitas- Ready to go for start-up. 4 fully equip'd ops, all w/x-ray, N2O, flat screens. Vac/compressor. 1520# (opt'l CBT lease). Easy I-5 access. Lots of free parking. ROFR +/- 10 yrs. Contact: 858.395.3080 or EncinitasWestwinds@gmail.com

Practice For Sale by Owner

Only \$199,000. High end practice with 25 yrs of Goodwill, no HMO, no PPO except one, refers out, lots of room for growth, beautifully built condo priced to sell as well in the South Bay. drsamheals@gmail.com

Sublease in Banker's Hill

Sublease 1-3 equipped OPS in Bankers Hill. Superb patient parking for area, solid Adec units, digital Xrays. Good location for GP or Specialist. Starting a practice or tapering toward retirement? It'll be easier to sublease the space & equipment. 415.343.5863 sdparkwestdental@gmail.com

General Dentistry Practice and Real Estate For Sale

Established General Dental Practice and 780 sq ft building and 200 sq ft of storage or sale. Great visibility with 2 ops working 3 days a week with average of \$390 past 3 years. Private insurance, PPO and Cash, No HMO's. Be your own boss and landlord! brassington@cox.net.

Class "A" Dental Condo for Sale or Lease

San Marcos - 1,873 SF - 4 ops - Brand new! First class finishes. Centrally located off SR-78 near major retail & schools. Prominent building-top & monument signage. Contact: Paul Braun 858.410.6388 (RE Lic#00891709)

Support Services**Anesthesia Associates**

I.V. Sedation and General Anesthesia in your office. Board Certified Drs. Marco Savittieri and Carl (Chip) Miller. Providing 18+ years of anesthesia services to San Diego Dental Society Members. Call Brigitte 760.451.0582 or 760.419.4187. *We thank you for your continued support!*

Dental Computer Training

Specializing in Dentrix, EagleSoft, SoftDent and OpenDental, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in two forms, In-Office, at your location, or at the ADPC training facility in Kearny Mesa. Call Becky Gerber, 858.274.4777 or DentalPracticeCareers.com

Successful Invisalign Day Consulting

Free 2 Hour Consultation to see how you can earn up to \$50K in one day. Learn how to start 10-15 cases in 1 day. Coordination & Implementation of Invisalign Day In-Office Training Session, Complete Protocol Manual, Unlimited Email, Phone, ClinCheck Assistance for 3 Months. 858.461.9010 clearconsultdoc@gmail.com

Dental Equipment Repairs

All makes and models, 35 years experience. U.S. Navy retired Dental Equipment Repairman. San Diego Dental Equipment Service and Sales. Steve at 619.200.2023

General Anesthesia or IV Sedation

General Anesthesia or IV Sedation for your patients. Both adult and pediatric patients welcome. Dr. Lee has been practicing for over 20 years. Please call 858.472.3024. Thank you

Office Based Dental Anesthesia

Board-certified, licensed, insured. Anesthesiologist available to provide general anesthesia (or IV sedation) to patients in your office, pediatric or adult. Please contact me for more info or questions. Contact 206.948.2468 or 40winksanes@gmail.com

Available For Hire**In-house Implant Surgeon/Prosthodontist**

Misch Implant Institute Faculty; available 1-4 days/mo, including evenings and Saturdays. Implant placement; grafting; extractions. 25+ years of private practice and in-house surgical experience. 818.359.2076, See website, inhouseimplantdentistry.com for additional details and dentist testimonials.

Business Opportunities**Need Dental Office Space to Share**

Specialty Care Dentist looking to share dental office space 2-3 days/month. Doctor established in Orange County looking to rent space in San Diego, Oceanside, Carlsbad, Vista, and La Jolla, not restricted to the above areas. 323.639.3469, info@goto.dental.

Help Wanted**Dentist/ Associate**

Looking for part time associate for Kearny Mesa and National City Office. Newly remodeled (6) op Dental Office. One dentist, one hygienist, digital, paperless environment. E-mail jberrydds@yahoo.com or contact Marian at 858.571.3534.

Advertise in Facets: Classified Ads: "Classified Ads" start at \$40. Ad posts here & online at SDCDS.org, ad deadline for the January issue is December 1, 2018 – 619-275-7188 or advertising@sdcds.org



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SAN DIEGO ADVANCED STUDY GROUP
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RSVP for events to Vicki Ball 619-298-2200 Ext. 121

November 7th: 6pm/Sheraton SD Hotel & Marina. Jeff Rouse, DDS "Could it be an Airway Problem? The story of three patients."

November 27th: 6pm/Scripps Mercy Hospital. CPR Recertification

December 11th: 2018, 6pm/ Scripps Mercy Hospital Laurie Owens "Medical Billing for Dental Practices"

• National & International Speakers • CPR Certification • Live Patient Treatment Planning Sessions • OSHA/Infection Control • 47 CE Credits/Academic Year



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**Help is one
call away.**

**The CDA
Well-Being Program**

If someone you know or love
may have an alcohol or chemical
dependency problem, contact
a support person near you for
24-hour confidential assistance.

**San Diego
Well-Being Committee**
858.692.4862 (cell)

**San Diego County
Dental Society**
619.275.0244

**California Dental
Association**
800.232.7645



CALENDAR PLANNER
2018 SDCDS EVENTS**Nov 02** FRIDAY Emergency Medicine**Nov 08** THURSDAY Tax Strategies**Nov 15** THURSDAY New DDS Seminar**Dec 06** THURSDAY Holiday Party**Jan 17** THURSDAY BLS Renewal**Jan 26** SATURDAY Dental Practice Act**Feb 23** SATURDAY GKASMore info about these courses and more
on our events page at sdcds.org

FRIDAY

**NOV
02****Emergency
Medicine****Summary:** 10 Minutes to Save a Life. Prevention and preparation of medical emergencies involving office staff and a review of the office emergency kit (drugs and equipment).**Time:** 9am-4pm (8am check-in)**Includes:** Cont. breakfast & lunch, (please indicate special dietary needs when signing up).**Location:** Handlery Hotel
950 Hotel Circle North**Note:** No refunds after Oct 31**Pricing:** member/staff \$75
nonmember \$99**Register:** sdcds.org
619.275.7188 or admin@sdcds.org**Sponsored by:**
Avitus Group, Carestream,
Docible, Bank of America, The
Doctors Insurance Broker, Ken
Rubin Practice Sales**Speaker:**Dr. Stanley Malamed,
Dental Anesthesiologist

THURSDAY

**NOV
08****Tax
Strategies****Summary:** Year End Tax Planning Strategies for Dentists. Income taxes are the biggest expense you have. Most dentists are paying the government over 1/3 of the profit from their dental practice. It doesn't need to be that way!

Learn how your dental colleagues are legally and safely reducing their taxes without increased audit risk. 12 reduction strategies that dentists and their CPAs are missing.

Time: 6-9pm (5:30pm check-in)**Includes:** Dinner**Location:** SDCDS office
1275 - B West Morena Blvd**Pricing:** Free**Register:** Vanessa 619.299.6161
or vanessa@kenrubincpa.com**Hosted by:**
Ken Rubin Practice Sales**Speaker:**Ken Rubin
CPA

WEDNESDAY

**NOV
15****Speakers:**
Dr. Erik Stalder
DDSDr. Chris Peterson
DMD**Seminar
for New
Dentists****Topic:** Partnering with Specialists to Grow your Practice.**Summary:** A laid back panel style presentation to help you deliver an exceptional client experience.

- Communication techniques
- Effective referral protocol
- Creating a united front
- Ways to work through sensitive and difficult situations
- How to get to GREAT results

Location: SDCDS office**Time:** 5:30-8:30pm**Includes:** light dinner**Register:** sdcds.org
619.275.7188 or
membership@sdcds.org**Sponsored by:**
Burkhart Dental Supply
Pricing: Free for members

THURSDAY

**DEC
06****Holiday
Party****Summary:** Come celebrate the Holiday Season with fellow Dentists**Time:** 5:30pm-8:30pm**Includes:** Drinks and appetizers**Location:** La Gran Terraza on the USD campus**Pricing:** Free to members and 1 guest**Register:** sdcds.org
619.275.7188 or
membership@sdcds.org

THURSDAY

**JAN
17****BLS
Renewal
FREE CE*****Summary:** Register early if your CPR card is expiring; limited spaces available.**Time:** 6-9pm (5:30pm check-in)**Includes:** Pizza and salad**Location:** SDCDS Office**Register:** sdcds.org
619.275.7188 or admin@sdcds.org**Pricing:** member \$35 or take advantage of your 1 free member benefit CE for 2018.
nonmember \$55 | staff \$45

SATURDAY

**JAN
26****Dental
Practice
Act and
Infection
Control****Summary:****Time:** 8am-12:30pm (7am check-in)
Includes: Cont. breakfast, (please indicate special dietary needs when signing up for workshop).**Location:** TBA**Register:** sdcds.org
619.275.7188 or admin@sdcds.org**Pricing:** member/staff \$75
nonmember \$99**Sponsored by:**

SATURDAY

**FEB
23****SAVE
THE
DATE
Give Kids A Smile****Summary:** We need volunteers to help us make this a great event. If you have never done this before this is a good year to give back. San Diego has shone brighter and brighter each year we participate in this huge event and no volunteer had ever regretted the experience. If you have some time you can give to help, then our chair people will help make it an easy and rewarding experience for you.**Time:** give us 4 hours or 8, we will work with your schedule.**Locations:** Multiple locations throughout San Diego but not posted yet**Register:** sdcds.org
619.275.7190 & support@sdcds.org



San Diego County DENTAL SOCIETY

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Soiree event photos inside!

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