

FACTS



San Diego County
DENTAL SOCIETY



2 bats,
or
a scary alien skull?



A monkey with hand puppets,
or
2 elves lifting a bowling ball?

DECEMBER
2021

January 20

BLS Renewal

January 22

DPA & Infection Control

January 25

Mastering Dental
Marketing in 2022
and Beyond

February 10

The Changing (and Cheaper)
Options for Dental Transitions

February 22

Professional
Speed Dating



Smokey the bear,
or
2 balloon animals sharing a taco?



A pack of wolves in a mud puddle,
or
a Costco pizza?

Addressing
Mental Health and Wellness

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Dentists – USA Section, awarded
Facets these publication honors
in Division 2:

2018 Newsletter Award,
2017 Newsletter Award,
Honorable Mention
2016 Outstanding Cover

DECEMBER 2021

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More Oktoberfest event photos on page 19

VOLUNTEERS NEEDED

Give Kids A Smile
see page 17

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emergency needs in their office.

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Tina Beck, DDS



Home for the Holidays

Wow! Can you believe it's December already?!? As I sit and write my final President's message to you, I can't help but reflect on how this pandemic has continued to affect our lives in unprecedented ways. The early months of 2021 were filled with such optimism and hope as we all rushed to get vaccinated, but then the delta variant emerged and caused a new wave of restrictions and regulations. Thankfully it seems that most of our patients feel safe to return to our offices for routine care, although we continue to struggle with new regulations requiring vaccinations of our team members and weekly testing for those who do not. For me, 2022 brings hope for a return to normalcy. As I write this, most experts are predicting an end to this pandemic next year, with a steady decline of cases into spring.

Needless to say, it's been another extraordinary year and personally, I am looking forward to some much-needed rest and relaxation over the holidays! In fact, for the first time I am going to take a prolonged vacation and actually close my office for a week over the holidays. Many of you may already do this routinely, but as a newer practice owner, I have always felt obligated to accommodate those patients who procrastinated getting their needed dental work until the end of year, when they finally realized their benefits will expire and rush to schedule before the year end. But with many of our patients not traveling for work again this year and having more flexible work schedules due to being forced to work from home, I think they have had ample opportunity to schedule treatment throughout the year and I plan to enjoy this holiday season like I rarely have before. After all, December has always been a month full of family time and holiday traditions that I plan to fully enjoy this year.

As a Sagittarius, I start off the month celebrating my birthday, quickly followed by my sister's, as her birthday is the day

after mine despite our 3-year difference in age. The following week we celebrate my parent's wedding anniversary. Although we would have liked to host a big party this year for their 50th, we will instead enjoy a small intimate celebration to honor their commitment to love and family. Soon after, my family gathers to enjoy a myriad of holiday traditions including multiple gatherings with friends and neighbors, many of which we had to forgo in 2020. December is usually a busy month of social activities and unlike last year, I plan to fully enjoy them all this year, without the added stress of working

overtime to accommodate non-urgent care for my patients that can easily wait until the new year.

How about you? Have the effects of this pandemic changed your holiday plans for the better this year compared to last? I hope everyone reading this can answer in the affirmative, and I hope that 2022 is a year filled with health, stability, and prosperity for you, your families, friends, and practices! And I sincerely thank you for allowing me to serve as your president these last 12 months. It has been an honor that I will never forget. •



Home for the Holidays with my Mom and Sisters



Birthday Golf with my sister Valerie



Holiday Golf fun with my Dad



Cheers to my amazing parents and 50 years of love!

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My Own Journey

I'm not going to lie—when I found out this month's journal issue was mental health I instantly became excited. Up until recently, I had plans to pursue a master's degree in Marriage and Family Therapy. (Ultimately deciding against it for many reasons) People have long asked me if I hadn't become a dentist, this would have been my career.

Mental Health by definition is a weighty topic in any profession but carries a significant gravitas when it occurs among those in the "healing professions". One commonly held belief is that to be a "healer" one needs to be "whole" and invulnerable to be able to heal. One who is suffering from depression or mentally unwell is thought of as being a lesser healer, unable to do what is required of them, lacking in something.

But first, some history.

I read an article several years ago with the title "Burnout", and if I am remembering correctly, it was written in a font akin to a 1950's era horror film. The writer made some salient points about a dentist lacking passion for the field and was suffering from something akin to burnout. The writer went on to describe how this particular dentist found their way back, which involved purchasing a quite pricey piece of equipment and through that the dentist found his way back to his calling. I don't remember the fine print, but I am sure this was subsidized by a company who made the piece of equipment in question.

This was what passed for meaningful dialogue on the topic in those days. What it did get right was that yes, there are many practitioners who find themselves on the proverbial hamster wheel of work with little joy in the process. And yes, in some cases, like this particular dentist, he (I think it was a "he") found his way back by finding something he enjoyed doing.

At the time of reading this I was in the process of deciding if I should retire. I had just received the news from my hand doctor that despite how much

progress I had made since breaking my scaphoid, that healing was not enough for me to resume my full duties as a dentist. I would be walking away from a career that I had spent the better part of 2 decades in, spending hundreds of thousands of dollars to get there, which encompassed so much of my identity. Through this all, I had to be in the office, tiptoeing around the truth to both my patients as well as my staff. I was stuck in limbo, and the prospect of reading an article about burnout was enticing. (I later learned it was more anxiety over my future but was intrigued nevertheless).

And that is why the topic of mental health became so clear and I immediately understood what practitioners with depression, burnout, other mental health issues endure. So much of our field requires us to "be in control", because to not be is an indication that the ground is shaky underneath the practice.

I fortunately had the help of a mental health care professional; someone I had seen since the early 2000's. The anxiety I experienced was typical of, well, anyone encountering what I encountered. There

was no shame in feeling reluctance at the change I was about to embark upon.

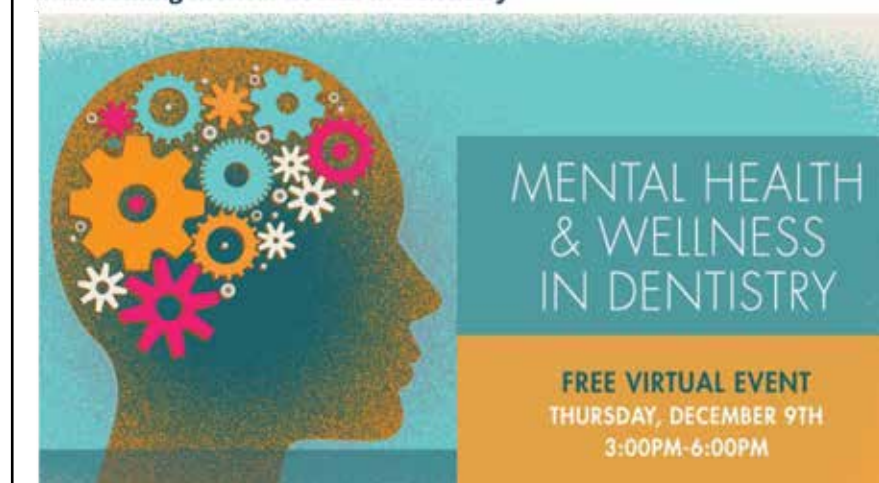
Let's face it. Dentistry can be a lonely profession. Those who work with other dentists may find this to be less so. But if you are a solo practitioner, who finds themselves surrounded by those whose livelihoods depend on your ability to hold a handpiece and close a case, who do you talk to about this when those around you are seemingly "fine"?

In one way, this is a blessing of Covid. The issue of mental health can no longer be reduced to a marketing tactic by companies. It is there, right in front of us. Health care professionals writ large are suffering, full stop. Whether this is from several years of heightened stress stemming from uncertainty, the imminent threat of Covid, seeing the deaths of their colleagues, I could go on. Many are retiring from the field to take care of themselves. One would hope they find their way back, as we need those people with a profound sense of empathy to take care of our patients. In the meantime, I hope that there is an increased focus and a lessened stigma around mental health. •

CDA to host live virtual event Dec. 9: Mental Health & Wellness in Dentistry



Speakers and specialists will openly discuss the challenges of maintaining mental health in dentistry





Credit Card Processing with a Bonus

If you're like me, you get lots of offers from various credit card processors who all have the "best deal" in town. But if you've tried to compare pricing, it's nearly impossible to see who comes out on top unless you're willing to analyze about a year's data. While one company may charge a set transaction fee and then a percentage of sales volume, another will charge a lesser fee but a larger percentage – with a volume discount. Good luck making sense of it all.

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Welcome NEW *San Diego County Dental Society* Members

Frank Duran, DDS : Creighton Univ., 1991

Maher Atassi, DMD : Tufts 1996

Mona Adams, DDS: Int'l, 2004, Endodontics at Case Western Reserve Univ., 2021

Aaron Pitts, DMD : Boston Univ., 2009



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Demystifying Depression - Real Talk about a Subject with a Licensed Professional

By Megan Clarke

Full disclosure, if I hadn't become a dentist, I would have sought a career in psychology or marriage and family therapy. This is something that has always interested me, and over the years I have been drawn to the area, analyzing it from the standpoint of a health care professional and how we may be different. And over the years, after many patients asking me "Aren't dentists the most suicidal professionals?" intrigued me. Our mental health difficulties are nuanced, and many of us undergoing this disease are, by the DSM, or Diagnostic and Statistical Manual of Mental Disorders, functional.

Until we are not.

Over the years I've read articles that encounter the topic, and they all seem to run along a similar pattern, with very few speaking to a mental health professional themselves. And so when the prospect of writing about it arose, I knew just who to ask: Jennifer James, LMFT. Jennifer is a licensed Marriage and Family therapist here in San Diego.

MC: How are things right now in the field of mental health care?

JJ: The demand for mental health care among health care professionals is at an all-time high! We are seeing more patients than ever, in all networks of mental health care. We are dealing with a pent-up demand from over a year of the pandemic. And dentists are well represented among those individuals.

And from this, many mental health professionals are burnt out as well. There are simply not enough hours in the day to get all the work done that needs to be done. MHP are people too, with their own lives and problems of their own. Working in

MH is HARD, and in usual times, this can be managed. But, like medicine is seeing, many of the problems that were once manageable, have been delayed, and so as a result, they are sicker when we see them. This is all very overwhelming to the MH community.

MC: So like when a dental patient, who usually visits the dentist twice a year and has put off that small filling, is now needing a root canal and crown?

JJ: Exactly. We are seeing much higher rates of hospitalizations among patients, higher rates of burnout among physicians, people walking away from health care altogether, etc. What has been demanded of them, the prolonged stress of life-or-death issues, and in the case of dentistry, the hardships of operating under a new paradigm

MC: What are some things that you wished dentists knew about mental health professionals?

JJ: It is okay to not be okay. We don't see you as "Doctor So and So", we see you as a person. Our job as therapists is to help the individual work through what is bothering them, not to judge them for it. In fact, most therapists receive therapy themselves.

We understand that the last few years have been extremely emotionally taxing, and that this in itself is traumatizing.

MC: Have you run into any difficulty with treating health care professionals over the years?

JJ: I have noticed that doctors in par-

ticular tend to want to feel "okay", when objectively, they are not. There is something that sent them to my office. They are not doing themselves any favors by not making an honest effort in working through the trauma. You can't fake it in therapy. Pretending that you are okay is the wrong way to heal. But like anything, there is a period where things will feel worse, but over time, you will feel better. It's that fear of feeling worse that stymies the whole process. If your therapist gives you work to do outside of the appointment, do it! It's the work in between appointments where the real healing occurs. We only see you for an average one hour a week. That leaves one hundred sixty seven hours to do the work! Therapists are not psychics. We can only go off of what you as a patient tells us!

MC: How does depression present, aside from what most people in society believe?

JJ: Well, the stereotypical sign is "sadness", but this isn't always the only sign. Anxiety can present as a symptom of depression. In fact, anxiety and depression are like different sides of the same coin. Negative self-talk "I can't do it...", performance anxiety, etc. Other signs can be a lack of motivation, the feeling of being unable to do anything. I use the analogy of not being able to even simple tasks as similar to not being able to "lift a boulder".

It may also present as anger at little things-like snapping at staff members, or loved ones. That in itself may present as increased staff turnover. In some cases, people with depression may have the feeling that they want to run away and start over. Maybe this would be some-

thing with less responsibility. That being said, sometimes these feelings can surface when you're just overworked, and need a vacation, which is important to acknowledge as well.

MC: What are some of the things that can trigger a depressive episode?

JJ: The most common thing is to have a big life stressor, such as a death of a loved one. There can be one large life episode that can trigger this.

Other times it's cumulative. Health care professionals are known for putting the health and wellbeing above their own health. In the short term this is fine, but over time your needs are not being met! And this can lead to depression.

MC: What are some things, aside from therapy, that can help patients who are experiencing depression?

JJ: Exercise is key. And yet this can be very challenging to patients with depression. The very last thing one wants to do is to get up and move when that couch is so enticing! But it is necessary. Start with 2 minutes and increase duration.

Research is beginning to show that regular exercise can be equal or better than antidepressants in certain cases. Exercising for 30 minutes three to four times a week will greatly enhance mood.

That being said, if your doctor says to take medications, by all means, take medications! Most take several weeks to take effect and to overcome any side effects. Follow your doctor's lead on this. And do not ever stop cold turkey. Be honest and forthcoming with your doctor who can help you either switch medications, adjust dosage, etc.

One thing I use with my patients is the **GRAPES**.

G: Gentle to self-eliminate any negative self talk, as well as "Should" from your vocabulary! Treat yourself with kindness and compassion!

R: Relaxation - this can include meditation, and can be as simple as unplugging for a few minutes every day

A: Accomplishments - most doctors are best at this part so it is best to focus on the other steps

P: Pleasure - this can be most challenging with highly depressed people - a guideline to use would be what gave you pleasure before depression

E: Exercise! Needs no further explanation

S: Social - this can be as simple as texting a friend to say hi, some kind of social connection to keep you connected to others.

MC: Thank you so much Jennifer! This is a lot of great information. Do you have any resources you recommend should readers want to know more?

JJ: Of course! To find out more about the GRAPES guide, the website is cogtoolz.com. There is also a psychologist, Dr. Kristin Neff who has a self compassion questionnaire at self-compassion.org. This is a helpful guide to help individuals through the difficult times. Also, my website at <https://jenniferjames-author.com/> •


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DENTAL SOCIETY

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The Golden Rule Reversed

Treat yourself the way you would treat others.

By Dr. Laura Brenner

In dental school and throughout our careers, we've always had the Golden Rule to guide us. As caretakers, it's crucial that we lead our teams with integrity and treat our patients as we would want to be treated. That applies to treatment choices and the personal relationships we create with our patients. Connecting and building relationships help everyone important, and it gives us the warm fuzzies we all want from our work.

The Golden Rule is great, but it lacks one key component.

The principle is so important, but I can't stop wondering... what about how we treat ourselves? It's great when we can help our patients. Being of service is crucial to creating life satisfaction. However, sometimes we can be of so much service, that we tend to neglect ourselves. When we leave out the self-care, our service to others becomes unsustainable over time.

**We need a second rule.
The rule should be:
Treat yourself the way you
would treat others.**

Think about it. We tend to be pretty hard on ourselves – especially as dentists! As caretakers, we create the need to be perfect or to be the hero who jumps in to save the day for our patients. We put so much pressure on ourselves that when anything goes slightly wrong, we beat

ourselves up for it. Many of us may waste hours of our time outside the office worrying about the root canal we did that day, wishing we had done something differently. We might even dip into our precious sleep, waking up at 2 am obsessing about the ledge we couldn't smooth on the box floor of the DO on #14 that we did while fighting with a fearful patient's tongue! Reading that sentence alone is exhausting, isn't it?

If we said out loud to another human what we thought to ourselves in these moments, we'd burn through a lot of relationships. The reality is, we're often so much kinder to others than we are to ourselves.

**Why do we do this to ourselves?
What are we trying
to accomplish?**

Somewhere along the way we were taught that we have to be perfect. Maybe it happened in childhood when our parents taught us the importance of getting straight A's in school. That was only highlighted in dental school. The constant emphasis on doing the perfect prep on a typodont tooth set us up to believe that all our preps had to be perfect – even in a world with lips, tongues and saliva – not to mention personalities. Many of us missed the memo that perfection in an imperfect world is impossible to attain.

I'll never forget a statement that was, ahem, drilled into my brain: once you touch a tooth, you own it.

For me and my career, that was the single most destructive lesson I ever learned in dental school. I've asked around, and many dental schools taught this. I get it. It's a really important message to share with green dental students. The point is we need to learn to choose our case acceptance wisely. However, for some of us, it also sends a damaging message. It tells us that we have to forever carry the sole responsibility over this tooth the minute we touch it.

This ideal created my need to be perfect, and I'm not alone here. From this lesson, we learn that if we can be perfect all the time in practice, then we will protect our patients and ourselves from consequences.

The problem, as we all know, is that nothing is ever perfect. And even when it is perfect, that is never a predictor of success in dentistry.

Perfection works out great when things go well. We can take credit and feel good about ourselves. However, when things don't go well, we believe that we now own the tooth we touched as well as the entire patient experience. This is a heavy burden for a human being, as we then begin to define our self-worth by our "failures." This is where we begin to sacrifice our own well-being by creating unrealistic expectations for ourselves to take care of our patients.

“sorry, you are not perfect”

Do unto others as you would have them to do unto you

“give yourself a break”

**When I speak to dentists
who enjoy dentistry,
I see some common trends:**

- They've learned that it's “just a tooth.” Yes, they care about the patient and their health, but they've gained the perspective that things will be okay as long as they follow the Golden Rule.

- They commit to doing good work. I didn't say perfect work – I said good work! When we commit to perfection, we do it to try to protect ourselves from problems or consequences. That actually creates a situation where we are practicing defensively. Instead of practicing to help serve patients, we are practicing from a place of protecting ourselves. That can chip away at our self-confidence over time.

- They practice self-compassion. When things go wrong – which they do – they recognize that things just happen in life and in dentistry. Instead of berating and punishing themselves, they give themselves a break. They learn to let it go and forgive themselves.

**Next time you're spiraling in
worry, practice this: Think about
how you'd talk to a friend.**

If your friend called you up after a day of work blaming themselves and worrying about the implant that unscrewed while removing the healing cap, what would you say to them?

You'd be kind and try to convince them to simply let it go. Most likely you'd empathize and tell them that they did their best. You'd remind them that things sometimes happen in dentistry, and we can't control everything. You'd encourage them, cheer them on, and tell them that there's no sense in worrying and beating themselves up about it. You might even forgive them.

Basically, you would say the opposite of what you say to yourself when you are in this situation!

The next time you find yourself spiraling and thinking that worrying now will help you be perfect the next time, take a pause. Forgive yourself and think in your head exactly what you'd say out loud to a friend. This takes practice. You've likely spent years developing that habit of self-judgment, so give yourself a break if you don't even get this right the first time around.

And remember, you're not only doing this for yourself. You're doing this so you can give better care to your patients too. •

Dr. Laura Brenner is a graduate of University of Colorado School of Dentistry, iPEC Certified Professional Coach, blogger, career satisfaction mastermind. She can be reached at <https://www.lolabeescareer-coaching.com/>

LET ME INTRODUCE...

Interview by Dr. Malieka Johnson

...Dr. Stephen Lockwood



LET ME INTRODUCE...

I first met Dr. Stephen Lockwood volunteering with the San Diego County Dental Foundation. This is when I first learned about the authentically genuine heart that he has for serving in his community and treating not only patients, but all people. I had the opportunity to interview this talented and compassionate doctor and did not have enough room to contain all the greatness that I learned about him. I am honored to introduce you.

“Without further ado, please meet Dr. Lockwood.”

Where are you from originally?

Where did you grow up?

“I was born in New York and at the age of one, my mom and dad moved us out to California. I grew up in San Fernando Valley.”

Are you from a big, medium-sized, or small family?

“Big. There are 4 siblings. Four boys and one girl. All of us have college degrees. My sister has a degree in biology and she is also a Sister of St. Francis.”

What was your “aha” coming to dentistry moment? How did you choose this fine profession?

“I have a true passion for dentistry, a passion for people. I think a lot of dentists get burnt out because they stop tapping into their intellectual curiosity. I had braces as a 5th and 6th grader and I thought I can do this. It was an emotional thing. I always wanted to be a dentist since 6th or 7th grade, an orthodontist. I realized later that I wanted to help people feel better about themselves. So, I do a lot of ortho today but also when I make a denture for someone I am equally satisfied when someone says ‘I like my smile.’ I saw the power of dentistry to transform individuals.”

Where did you attend dental school and residency and what years did you graduate?

“Oral Roberts School of Dentistry in Tulsa, Oklahoma. I graduated in 1984. I completed a 1-year GPR at Loma Linda VA Hospital. The program had a good reputation and yes I wanted to get back to California. I also wanted to work with medically compromised patients and hone in on my surgery skills.”

Do you own your own practice?

“Yes, for 18 years and now I am in a partnership for 20+ years. The practice is Regents Dental Group in Regents Park in La Jolla. My staff has been with me for 28 years!!! That tells you something. You have to have your staffs back. Stand up for your staff, it goes a long way. It sets a tone.”

Are you married?

And do you have any children?

“Yes, to my wife Juli. I do. I have three. They are all graduates from college and two of the three are married. I’m not a grandpa yet but thanks for asking.”

What do you enjoy doing outside of dentistry?

I play trumpet from the time I was in

the 7th grade. I play in the Coronado Concert Band and I also play at church. My wife sings in the choir. I love to play golf, it’s very peaceful. I like to ski. I really love sports. My wife and I show dogs. We just got back from showing our Samoyed puppy.

What is one thing on your life bucket list that you have fulfilled and one thing yet to be fulfilled?

“I would like to lecture more on clinical aspects of dentistry and I am doing that more. I will be giving a lecture, put on by the San Diego AGD and sponsored by Patterson, on October 23rd.”

Do you have a guiding or favorite quote?

“Yes I do. I always tell my patients, ‘Don’t let anyone or anything steal your joy.’ Find ways to maintain your joy. We have to stay curious. Find things, try things. Exposing yourself to new activities. Intellectual curiosity. Don’t give up on stuff. This is where you find your joy.” I like to think of myself as a perfectionist with a sense of humor. Don’t let your self steal joy from yourself. Find activities that bring you joy so that you can have peace. We must find balance in our lives to help offset the pressure of what we do.”

continued on next page

LET ME INTRODUCE... *...continued*

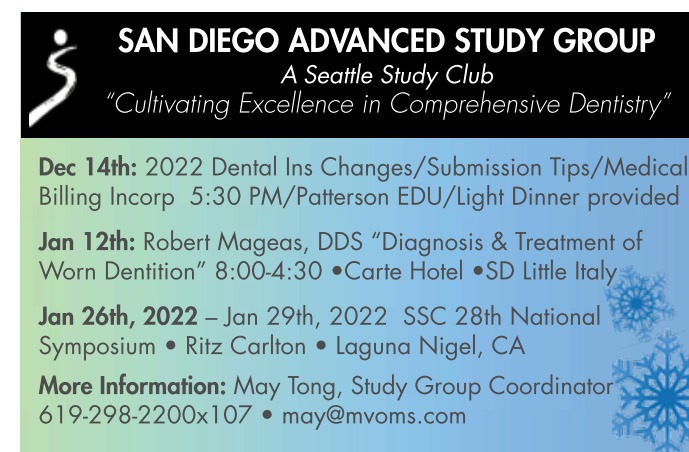
Is there anything else you would like to share with our readers?

“We have been given a great privilege in our education. There comes a level of responsibility to do the best we can and have strong ethical practices. It’s important that we find ways to give back to our community and give back to people. Creative ways to love your neighbor. Be creative in how you give back. You don’t have to toot your horn, just go about doing things to help others. Social justice sometimes starts in the family, it is a part of our practice, and we must demonstrate it on every level. It’s every social injustice we must stand against. We have been given great privilege and responsibility to demonstrate social justice on every level.”

Thank you Dr. Lockwood for taking the time to allow us to get to know you better. If a fellow dentist wants to reach out to you or refer a patient to you, can they email you?

“Thank you. Yes, contact me at drsteve330@hotmail.com.”

The more we learn about one another and the more we come together around our commonalities and our diversities the more we grow and thrive as a community. That’s how we build not only our collegial network but it is one way we can build friendships. We hope you like this new series. Enjoy getting to know someone new each issue. We are indeed better together!



Here’s what one dentist had to say regarding their mentor experience:

“I am learning more from them than they are from me. They have such energy. I have had a mentor for 20 years and it is my time to pay it forward. Very rewarding.”



MENTORSHIP PROGRAM

The San Diego County Dental Society’s Mentorship Program, launched in 2018, aims to connect seasoned and experienced dentists with our newer member dentists. We are so proud of how our members have come together to share their wisdom and skills with the upcoming generation. So far, over 100 members have participated as either mentors or mentees.

All members are welcome to participate in this program. If you are interested in being matched with someone or want to learn more, please visit: sdcds.org/mentorship-program/ or email Meg Hamrick, Membership Coordinator at membership@sdcds.org or call (619) 275-7189.

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DEL MAR: *New Listing!* 4 Ops, Digital, Open Dental, Conservative Practitioner, Approx 4 days of hygiene per week. Seller is eager for a quick sale. Refers out specialty work. Excellent opportunity in a very desirable location. #CA2724

LA MESA: 7 Modern Ops, 4 Equipped, Digital X-Rays, Eaglesoft in an excellent stand-alone location with easy freeway access. **SOLD** \$696K with room to grow with specialties. Don't miss this rare opportunity. #CA1915

SAN DIEGO: *New Listing!* Rare Opportunity – Seller Retiring! Beautiful 4 Op, GP Practice in a highly desirable location. Situated in a Medical Building, Good Cash Flow, Reputable dentist doing quality work. Dentrix, Digital X-Rays. #CA2851

SAN DIEGO: 4 Ops with Adec equipment and computers in each op with I/O Camera and ScanX. Modern and beautiful office, good collections. Highly desirable area, this listing will go quickly. 2019 GR \$881K. **SOLD** #CA1601

SAN DIEGO: Rare opportunity in a prime location. Solid practice with 17 years of goodwill and 5 days of hygiene per week. 100% equipped, digital X-rays, Pano, Datacon software. Seller refers out most specialty work. #CA1448

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Give Kids A Smile
Countywide Sealant & Varnish Event



GKAS



**Give Kids a Smile is coming in 2022,
but it will look a little different!**

Are you in?

We are recruiting dentists in private practice and community clinics who are interested in applying fluoride varnish and dental sealants to kids under the age of 18 – at no cost to families!

When?

The program will run between the dates of **February 14 – March 7.**

We will supply

varnish and sealant material to participating dentists.

You will have the flexibility

to choose when patients are seen – all on one day, or interspersed in your schedule.



- You will make your own appointments.
- We will help to promote the event with flyers and a website.
- In addition to technical assistance, there will be information sessions for interested offices.
- Glass ionomer sealants will be used.
- Some PPE will be provided to participating offices.
- You will report on numbers of kids seen and treatment rendered.
- You don't have to be a pediatric dentist to participate.



Provider Registration Deadline: Dec. 17th.

Please join us for this nation-wide **Give Kids a Smile** event. We have the opportunity to treat hundreds of kids and to help them find a dental home. Contact us at 619-275-7188 or support@sdcde.org to register.

October 29th CE

Dr. Steven Olmos presented *Technology in Dentistry & Providing Optimal Dental Therapy for Obstructive Sleep Apnea* at Admiral Baker Golf Course Clubhouse. Visit www.sdcds.org/events to find out what we have planned for 2022. Thank you to our sponsors for their support!



Oktoberfest

SDCDS's Annual Oktoberfest Celebration took place on October 7th at Harland Brewery. Members enjoyed traditional German fare and a special Oktoberfest brew. Thank you to our generous sponsors for their help in making this event a success: Menlo Transitions, Straumann



FOR SALE/LEASE

Attention dental practice buyers!

We've sold over 350 San Diego dental practices since 2004. 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, krpacticesales.com

Dental Space in Walmart Oceanside Center

1,600 sq ft dental office space located in Oceanside Walmart and Vons anchored power center. For more information please contact Reg Kobzi | CBRE | Lic. 00917639 | Tele. 858.546.4604 | reg.kobzi@cbre.com

Existing Dental Office Available in Scripps Ranch For Lease

Existing Dental Office of approx. 1,500 SF now available for lease in Scripps Ranch Supermarket Anchored Center. For information contact Reg Kobzi | CBRE | Lic. 00917639 | Tele. 858.546.4604 | reg.kobzi@cbre.com

Pediatric Leaseholds for Sale

Previous pediatric dental office. 3 ops, 1000 sq ft in Escondido. Re-built in 2018. 2 years remaining on a 5 year lease. X-ray station, portable N2O tank, miscellaneous computers and laptops. Please contact Tom Herrington for further questions and showings. 619.723.1833 or tom@thetransitionadvisors.com

Location, location, location!

Busy North County San Diego dental office with room to grow! This private dental practice is located in a country setting yet is close to the city amenities. 5 Ops, 3 1/2 days/week. Practice revenues in 2021 to be over \$750K with a profitability over 40%. Many specialties referred out. No HMO's or Medical. Owner willing to stay on, PT, for a year if desired. Send resume to pobox12545@gmail.com. (No corporations please.)

Fully Equipped Dental Office for Lease in Chula Vista

2,000 sf, 5 ops + 4 chair ortho bay, fully plumbed for nitrous oxide, stand alone building. Practice here for > 23 years. Active 350-400 charts. 1 day/week and making \$18k/month. Dentist retiring to FL. Can lease dental building with all chairs and dental equipment for \$6,500/month. Contact Dr. Vin 619.405.6307 or vsnnk@yahoo.com

High Owner Income (+/- \$900K per year)

Incredible Northern AZ | Yavapai County Practice.

General practice Yavapai County, AZ - \$945,000 sales price. Beautiful location; Strong outdoor lifestyle in area. Collections - \$1,260,000 (2020), \$1,360,000 (2019), \$1,350,000 (2018). Email info@menlotransitions.com for more details or CA listings. (MDT 359)

SUPPORT SERVICES

Anesthesia associates

I.V. sedation and general anesthesia in your office. Dental Anesthesia Associates - Board certified Dr. Marco Savittieri, Dr. Tyler Tomkinson and Dr. Regina Dowdy. Providing anesthesia services to San Diego County Dental Society members. Dentalanesthesiaassoc.com. Call Brigitte at 760.451.0582. *We thank you for your continued support!*

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

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ADVERTISE IN FACETS

Classified Ads start at \$40. Ad posts here & online at SDCDS.org, ad deadline for the February issue is January 1st, 2022, 619.275.7188 or admin@sdcds.org



San Diego County
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New Advertisers Wanted

Advertise in February Facets and reach 2000 San Diego Dental Professionals

Deadline: Submit ads by January 1. 619.275.7188 | admin@sdcds.org.

DISPLAY AD

Full page: \$1050
1/2: \$578
1/4: \$400
1/8: \$200

CLASSIFIED AD

starting at \$40

Ad appears both in Facets & online at SDCDS.org




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THURSDAY

DEC 09

Holiday Party



Summary: Join us as we celebrate the season

Time: 6 - 8:30pm

Location: La Gran Terraza Restaurant at USD 5998 Alcala Park, Hahn University Center, Level 1, San Diego, CA 92110

Register: sdcds.org | (619) 275-7188 | Membership@sdcds.org

Price: Free for members +1 guest

Includes: light appetizers and drinks

Sponsor: Menlo Dental Transitions



TAKE ME TO EVENTS

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QR CODE:
Open the camera on your phone and hover it over the QR code. The phone will automatically pick it up and a link will pop up. Then touch the link and it will take you to the SDCDS website with links to upcoming events.

THURSDAY

JAN 20



BLS Renewal for Healthcare Providers
*FREE CE**

Summary: Register early if your CPR card is expiring; limited spaces available.

Time: 5:30-9:30pm (5pm check-in)

Location: SDCDS Office

Register: sdcds.org 619.275.7188 or admin@sdcds.org

Pricing: member \$50... (or use your *1 free member benefit CE for 2022). nonmember \$70, member staff \$60

Includes: Dinner & refreshments provided during registration (please indicate special dietary needs when registering).


Sponsors: Kunau & Cline, INC



4CE units

SATURDAY

JAN 22



Dental Practice Act and Infection Control *FREE CE**

Summary: This all-in-one course meets the requirements set forth by the Dental Board of California to renew a professional dental license. Each segment of this class provides the most-up-to-date information in a dynamic, informative and interesting presentation.

Time: 8am-1pm (7am check-in)


Location: Handlery Hotel 950 Hotel Cir N. San Diego, CA 92108

Register: sdcds.org | (619) 275-7188 | admin@sdcds.org

Price: member \$95, (or use your *1 free member benefit CE for 2022). nonmember \$150, member staff \$95

Includes: Continental breakfast provided during check-in and light refreshments during breaks

Speaker:
Nancy Andrews Dewhirst



4.5CE units

TUESDAY

JAN 25



Mastering Dental Marketing in 2022 and Beyond

Summary: This webinar by Dental Marketing Guru Naren Arulrajah will focus on the best ways to achieve the financial satisfaction you desire by master dental marketing and investing in a comprehensive done-for-you marketing plan.

Time: 6:30pm-7:30pm

Location: Zoom Webinar

Register: www.thrivingdentist.com/webinar/scdsmw/ or use the QR code below.

Speaker:
Naren Arulrajah






Price: Free
Hosted By: The Thriving Dentist

THURSDAY

FEB 10



The Changing (and Cheaper) Options for Dental Transitions

Summary: See how data is trending on dental transitions in the US, what new options dentists have to transition their business and how they can save money and avoid common mistakes.

Time: 6-8pm

Location: SDCDS Office



Register: sdcds.org | (619) 275-7188 | admin@sdcds.org

Price: Free

Includes: Dinner & refreshments provided during check-in (please indicate special dietary needs when registering).

Sponsor: Bank of America and Dental Buyers Advocates

Speakers:
Brian Hanks and Justin Klingshirm



1CE unit

TUESDAY

FEB 22



Professional Speed Dating

Summary: Are you thinking about selling your practice? Or looking to buy a practice? On the hunt for your next job? Looking for new associates? If so, this is the event for you! Come and meet your perfect match at Professional Speed Dating!

Time: 6 - 8pm (5:30pm check-in)

Location: AleSmith Brewery 9990 AleSmith Ct, San Diego, CA 92126

Register: sdcds.org | (619) 275-7188 | Membership@sdcds.org

Price: FREE for members!

Includes: Light appetizers and drinks

Sponsor: Patterson Dental





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