

EVENTS

**NOVEMBER
2021**

November 4

New DDS Social

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BLS Renewal

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Ken Rubin

Practice Sales Seminar

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January 20

BLS Renewal

January 22

DPA & Infection Control



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6th Annual Afternoon Tea | Women in Leadership Conference



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2017 Newsletter Award,
Honorable Mention
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VOLUNTEERS NEEDED

Give Kids A Smile
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Advocating for Us

Can you believe it's November already?!? Where has the year gone?! It seems like summer was just yesterday, yet soon it will be Thanksgiving, quickly followed by the mad rush of holiday craze, then 2022 will be here before we know it! But first, Thanksgiving. I appreciate the long lazy weekend filled with plenty of family time which allows us to pause and reflect on things we are thankful for. In that spirit, I can't help but think about how thankful I am for organized dentistry, as well as the opportunity to serve my colleagues as a steward for our profession. After over 15 years serving in various roles, many (most) of my family and friends still don't understand why I spend countless hours 'working' for free. Heck, many of our colleagues still question my sanity for doing so! But I strongly believe in the importance of advocacy and working to protect and improve both public health, and our profession, from entities that are otherwise motivated.

The subject of advocacy has been heavy on my mind lately because in a few days, delegates from every component in California will meet (virtually) to conduct the California Dental Association's Annual House of Delegates; during which we discuss how CDA should direct its advocacy efforts. As delegates, we determine how our organization will stand on various issues. Over the years I have realized that many of our members don't understand the role CDA plays in shaping legislation and making changes in Sacramento, so I'm going to take this opportunity to explain it. Contrary to what some believe, CDA does not make laws. It cannot tell Delta Dental or any other dental insurance company, how to operate. But it does have one of the most influential political action committees in the state, particularly in the healthcare realm.

Over the last few years CDA and our PAC has helped influence some major changes that directly benefit all dentists practicing in California. But our work is never done. We need to both maintain a strong presence in Sacramento and strong membership such that law makers will listen to our lobbyists and work with us to help keep our profession strong. Right now, our lobbyists are working with legislators to pass legislation to require dental insurance companies to reimburse healthcare providers for the rising costs of critical safety supplies (such as PPE), which is likely to be an ongoing financial burden well into the future. Without such influence in Sacramento, dentistry might be left out of the 'healthcare provider' umbrella. We will continuously fight to not let that happen. A similar bill passing thought the state assembly further expands this effort to apply to future catastrophic public health emergencies. Additional examples of CDA's advocacy efforts include the following:

- CDA advocated to influence the approved 2021-2022 state budget to fully fund the state Office of Oral Health so that our recently appointed Sate Dental Director can continue his efforts to support community-based oral health improvement initiatives.

To address the state-wide workforce shortage, CDA also successfully advocated to designate \$75 million to the High Road Training Partnership, an initiative of the California Workforce Development Board, to provide funding for the creation of training programs for entry-level jobs, including dental assisting.

- A piece of legislation that was strongly supported by CDA was just signed into law by Governor Newsome. It will allow dentists to administer the influenza and COVID-19 vaccines and enable us to conduct COVID-19 rapid tests to screen our patients and dental team members when "such tests become widely available and appropriate for use in the dental office".

- There is also a disturbing ballot measure that is set to be included in the November 2022 election to repeal MICRA protections. CDA has joined a coalition of physicians, nurses, hospitals, and other healthcare providers to educate the public and hopefully persuade Californians to oppose the measure. I strongly encourage all of us to become well-versed on this issue as it needs our support in the near future!

- CDA is also actively fighting for consumer protection for direct-to-consumer orthodontics, and to improve transparency from dental insurance plans to the public regarding their use of revenues from subscriber premiums.

The list of CDA's past and current advocacy efforts is extensive and impressive. As new challenges arise that may pose to threaten public health and our ability to provide quality care for our patients, it is imperative that we maintain strong membership in our local, state, and federal dental organizations involved in advocacy. We are truly fortunate to have such an effective team working for us!

Now, I bet I can guess one thing you might be thankful for this year,...only one more month of torture reading my random thoughts on this President's Page! •



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On Gratitude

With November rolling in, it becomes the time for my favorite holiday: Thanksgiving. For whatever the reason, Thanksgiving held the mantle of important holidays in my house growing up and being married to a Canadian (whose family celebrates it in early October) it continues to be so without the necessary splitting of holidays. Win-win! More than that, it is a time for getting together as a family, to look back on those things for which we are thankful.

As we near the end of yet another difficult year, the thought has occurred to me on multiple occasions: should the practice of feeling gratitude be limited to once a year?

A high school friend of mine years back began this exercise on Facebook, whereby, for a week- long stretch he listed 5 things for which he was most grateful during that day. Those things ranged from those of great importance (family, friends, health) to the mundane such as coffee (although on some mornings this may take on an entirely different level of importance!), a green light when he got to the intersection, a hug from his daughter as he dropped her off at school.

In turbulent times like these, it is easy to lose sight of so many of the wonderful things we have in our lives and to focus on the negative. This constant negativity tends to breed despondency, so several months back, with a hope of bringing some lightness to my life and to those around me, I tried this little experiment. The key components are as follows: you must do it early in

the day (hence the coffee example) before you have a chance to become inundated with the frenzy of your life, you must write it all down somewhere (I just used the Notes app on my phone in the name of simplicity) and no repeats!

My first day, I awoke in my comfortable bed with the sun shining on me on a beautiful San Diego morning. My daughter who wanted to snuggle had just come in. (A checkmark for great weather, comfortable bed, my family) Next came the coffee, our home in a safe neighborhood. This would be easy!

The second day came a refrigerator full of food that I could use to pack my daughters' lunches, my car that was full of gas, dropping my daughters off at a school that had (so far) managed to have very few Covid infections unlike other parts of the country, a hug from my husband as he set off to "work" (aka our home office), and my being physically healthy enough to take it all in despite that pesky pain in my foot.

You get the picture. At the end of the week, I felt a certain lightness that despite all that lurks in the corners of the world, I had all the elements that I would need to survive it all. My family had weathered the storm and came out stronger and more resilient as a result. And that belief in oneself is what will allow us all to recover and live a full and happy life.

I hope you will all give it a try!
Happy Thanksgiving! •

Grateful for art, no matter the painter





Our Favorite New “gadgets”

Just as in your dental office, we at the dental society have to stay on top of our technology. While you may need a new laser, or a milling machine that delivers crowns in a day, we need software that manages our member data and helps us stay in contact with you. On a daily basis, we use tools for designing collateral materials, association management, accounting, and more.

Our foundation had been limping along using Excel to track our donors for years. This year we researched a right-sized donor database, and we implemented it several months ago. It is already making a difference in the way we maintain data, manage grants and events, and the ease with which we engage with you – our donors.

For membership data, we share systems with CDA. Ideally it is member focused and helps you do everything from register for courses, buy products, and pay dues. Beyond that, it should

help us with governance, and meeting management. We are currently in the process of bringing on a new association management system – Fonteva – that will ultimately help us more effectively help you.

MobileUp produces a custom app you'll download on your phone so that you have all the dental society information you need in the palm of your hand. By the time this article publishes, we will have rolled out ours so that you get notifications, newsfeeds and information about our events to keep you on top of everything we do. It will also connect you to other members based on your and their special interests. If you haven't got the app yet, contact us so that we can help you get started.

Stay tuned from more technology as we strive to make our relationship with you simple, seamless effective and fun. •

Welcome NEW *San Diego County Dental Society* Members

Edward Vuong, DMD Western Univ. of Health Sciences, 2020

Kaylee Jamison, DDS Univ. of Minnesota, 2016

Alyssa Ybarra, DDS USC, 2021

Bethany Englund, DDS USC, 2014

Stephen Wehrle, DDS USC, 2021

James MacDowell, DDS UCSF, 2001

OMS at Naval Medical Center San Diego, 2015

Mona Jabari, DMD Case Western Reserve Univ., 2021

Catherine Tan, DDS USC, 2016

Youngseob Kim, DMD Midwestern Univ., 2021

Tulsi Mali, DMD Boston Univ., 2021



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Lessons learned: Dental practice owners reflect on the COVID-19 era

Reprinted with permission from California Dental Association; December 11, 2020 | 3 4029

Quick Summary:

Reflecting on their experiences over the last few months, CDA members Faith Barreyro, DMD, Cynthia Brattesani, DDS, and Zoe Huang, DDS, share what they've learned as practice owners who are leading their dental teams through the pandemic.

No one could have predicted what this year would have in store as the world celebrated the beginning of a new decade 12 months ago. The COVID-19 pandemic disrupted the personal and professional lives of millions of people, including dental practice owners who are still adapting and learning to navigate their way through the various challenges that have threatened the safety and well-being of their patients, staff and dental practices.

Reflecting on their experiences over the last few months, CDA members Faith Barreyro, DMD, Cynthia Brattesani, DDS, and Zoe Huang, DDS, share what they've learned as practice owners who are leading their dental teams through the pandemic.

You must be a trustworthy leader

Having a strong team dynamic begins with a trustworthy leader who is able to keep staff safe, cohesive and productive. The pandemic has highlighted the need for practice owners to be honest, empathetic and able to take a nonbinary approach to problem-solving.

For Dr. Barreyro, who owns Diamond Dental Studio in San Diego, being a trustworthy leader meant prioritizing the health of patients and staff, setting up proper COVID-19 protocols and maintaining a safe environment.

"As a new practice owner, I had the challenge of gaining the trust of my team members as well as my patients during COVID," Barreyro said. "We've all shown patience and understanding toward each other during this time because we recognize that we're all in this together."

Barreyro is achieving her goal of maintaining a safe dental practice by implementing various **COVID-19 safety procedures**, including conducting daily staff screenings, enforcing social distancing by asking patients to wait in the car until their appointment and checking their temperatures.

Reflecting on the challenges may reveal a positive outcome

"Leadership skills in the best times can be challenging and in the worst times — daunting," said Dr. Brattesani. "During the pandemic, we had the opportunity to pause, reflect and then launch skills within us we thought we never had."

Like many practice owners, Brattesani redirected her time and efforts to ensuring her San Francisco private practice would be a safe space for patients and staff amid the pandemic. She implemented new safety protocols, invested in the latest dental technologies and continues to train staff on how to best care for patients.

As the pandemic continues to shape the future of the dental profession, she believes it's important to acknowledge the good that has come out of the crisis.

"Patients trust us, and their health is now more important to them. Dedicated team members now remain with us for authentic reasons and the clinical culture is now safer," she said. "No one said this was easy but, in the end, it is what makes us professionals."

A healthy work culture can be the key to success

Effectively managing a dental team during a pandemic is no easy task, but it can be an achievable goal when employees have **a positive work culture** to thrive in. A healthy work environment was the key to success for Dr. Huang, who said the challenge of getting back to practice during the pandemic weighed her down with fear and anxiety.

"I felt an overwhelming amount of love and support from my team as we worked together to safely reopen the practice," Huang said. "My staff puts their heart into their work without first considering their own benefits or needs and I'm overwhelmed by the contribution and sacrifices they have made."

Huang runs a private practice in Dublin that specializes in general dentistry and orthodontics. As a practice owner, she said that "having a team that embraces the same vision and works toward the same goal makes every team member feel happier, healthier and more purposeful."

Huang also said that facilitating a culture that helps the dental team understand the business aspect of dentistry has been critical. Educating staff on business needs can make it easier for employers to implement changes and communicate with employees on why certain decisions were necessary to support the vitality of the practice.

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Tips for Office Staff when Seeking that Perfect Job

Nicole Arana, a local San Diegan and front office veteran with 10+ years of experience. Nicole created SD Dental Fill-Ins in 2019 to help "fill-in" the gaps in the industry and build a stronger dental community. SD Dental Fill-Ins aids offices with temping and permanent placement, a front office training, accounts receivable, and insurance verification services.

What would you say to dentists who ask, "What the number one quality in an office that candidates (temps, assistants and hygienists, support staff) are looking for?"

Compensation and benefits. The benefits package is an attention grabber. Uniform allowance, bonuses, and continuing education are how candidates are comparing offices to one another when applying for jobs.

What is the number one quality doctors are seeking in team members?

Attitude! Show up smiling, eager to learn, and an all-around positive attitude will set candidates apart.

What advice do you have for someone wanting to make a career or office change?

Know what you want, but be flexible. Set your goals but understand that they don't happen overnight — there will be a

little work in the beginning but if it is your ideal situation, it will be worth it in the end.

What are 3 tips for rocking your first working interview?

1. Be early. Shows you are reliable.
2. If you are asking for a high-end salary, show your worth. Apply the customer service you would like to receive. *For example:* Did you make eye contact with the patient when greeting them? Did you educate the patient? Did you ask the office questions to show you are eager about how they run their practice?
3. Be a team player. Ask if any of the staff needs help if you have some downtime.

How can offices and temps contact you?

Phone 858-750-0223

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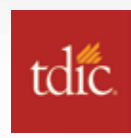
SDCDS's 6th Annual Afternoon Tea | Women in Leadership Conference



SDCDS's 6th Annual Afternoon Tea | Women in Leadership Conference was one that would make even Queen Victoria jealous.

Our female SDCDS members enjoyed tea, a light lunch and meeting together in person after such a long time. Jennifer Tyson of Fortune Mgmt. gave such a great presentation on how to create a positive work/life balance, a topic that is so important to someone who is a mother, spouse, business owner on top of being an dentist!

SDCDS thanks our generous sponsors who helped us to put on this event:
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LET ME INTRODUCE...

Interview by Dr. Malieka Johnson

Dr. Erick Sato



I have had the privilege of knowing Dr. Erick Sato for close to 2 decades. We met in undergrad at UCSD in the notorious Pre-Dental Society. I would describe Dr. Sato as neat and interesting. He might describe himself as 'random'. One thing is for sure, having had this opportunity to interview and learn more about him at this time in his life was so much fun. Hey Erick, we are grown-ups now!

“Without further ado, please meet Dr. Erick Sato.”

Where are you from originally? Where did you grow up?

“I am from the LA area. I grew up in Walnut.”

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

“Small family, I am an only child.”

What was one of your favorite childhood memories or activities?

“Every Memorial Day and Labor Day the family would take a trip to June Lake in Mammoth Lake. The whole family knew that was what we were going to do. I believe this is where I learned my patience for dentistry; from all the fishing we did. You have to have a lot of patience to fish.”

Where did you complete your undergraduate studies and what did you major in?

“I went to UCSD and majored in General Biology. That made it a lot easier for me to study abroad and ensure all my credits would transfer. I studied abroad in Germany in one full year.”

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

“I was involved with the UCSD Pre-

Dental Society, mostly for social reasons. I was introduced to PDS through my roommate, Wilson, and he would invite me to hang out at the meetings. I was the weirdo, the extra guy. I watched Wilson go through the whole process of applying and getting accepted to dental school. Irv Silverstein said, ‘You are in a dead-end job, what are you going to do with the rest of your life? You can do it but you have to want to do it.’ I had to make the commitment. Nothing else was very appealing to me. It was a logical decision for me. I was like, just do it.”

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

“I went to UOP for dental school and graduated in 2008. I did a GPR in Virginia at UVA for 2 years and then completed my endo residency in 2012 at OHSU in Portland, OR.”

What do you love most about dentistry and specifically endodontics?

“I take people out of pain.” (My reply: After laughing at the way he said this. Well put Dr. Sato)

Do you own your own practice or Associate?

“I am an associate at Ocean Micro Endodontics since 2015.”

What do you enjoy doing outside of dentistry?

“I am random. I went to the escape puzzle room recently, but I am really into DIY projects around my new house like landscaping.” (This is where we decided we are grownups now.) :-)

What is one thing on your life bucket list that you want to see fulfilled?

“Financial independence by 55. I am not looking to bail on the profession at all, I just want the peace to know that I can do what I want to do.” (My reply to that is — Amen!)

Do you volunteer in dentistry? Are you involved in the dental society or other form of organized dentistry or dental missions?

“I give presentations to dental students and dentists. I have an upcoming presentation that I will be giving to the San Diego Advanced Study Club (*see page 17 for details on November 9th event*). I have volunteered on the CDA House of Delegates for the past year and since it is during the pandemic everything is on Zoom. In 2013 I volunteered in Jamaica and Dominican Republic.”

continued on next page

cda Lessons Learned...COVID 19continued

Overall patient wellness is important

The stress of the pandemic has revealed itself in a variety of physical ailments, including cracked teeth. Since resuming preventive care, **49% of dentists have reported an increase in patients with both fractured teeth and signs of bruxism.**

With dentists being one of the first health professionals to identify signs of stress and anxiety in patients, Huang says her team is looking for ways to incorporate

more wellness initiatives into her dental practice to encourage patients and staff to live a healthier lifestyle.

“Some patients mentioned that our office was the first public place they had been to since shelter-in-place,” she said. “In our conversations with our patients, I realized that it’s more imperative than ever to understand proper self-care and stick to healthy daily routines, healthy eating, ergonomics, healthy emotions and mental health.”

Huang is also making sure to **focus on her own wellness** during the present time and says she’s grateful for the opportunity to pause and reconsider the priorities of her life and the meaning of work.

“I’ve honestly never felt happier as a practicing dentist,” she said. “I have the support of a wonderful team that brings their ideas and their hearts to the practice, who support one another and genuinely care for our patients.”

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DENTAL SOCIETY

Mobile App Coming Soon!

More details will be announced in our weekly email updates.



LET ME INTRODUCE... ...continued

Do people ever tell you that you look like someone famous?

“Well, I was walking at the beach one time and a little girl came up to me and said ‘Jackie Chan!’ I don’t look anything like Jackie Chan. And, not someone famous but, I am a dead ringer for Dr. Yatsushiro, a faculty member at OHSU. Apparently, he is my doppelgänger. I

have seen him, and I don’t think I look like him but people have mistaken me for him many times.”

Thank you Dr. Sato 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, they can contact me at sedation@gmail.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!



“Art is not what you see, but what you make others see.”

—Edgar Degas

They say when you buy a practice, leave everything the way it is for a minimum of one year. “They” may be correct, but as I discovered for myself, there is one thing that we should be allowed to be changed in an instant – the artwork in an operator. I feel that the treatment operatories are the sacred rooms of the dental office. Unless the patient is facing a window as they sit in the dental chair, the walls they face should not only reflect the owner dentist and the practice brand, but should also be soothing and pleasant to the eyes of the patient. Therefore, when the time came to bring down my predecessor’s wall art, what came next was quite surprising.

Looking back on my associate years, I remember wishing that I could have a say in what went on the walls of the rooms I worked in for 9 hours every

day. When the day came for signing my practice papers, the reminders came flooding in. “Don’t change anything in the office for at least one year” by which I faithfully obliged. And 8 months later, COVID-19 came, forcing us to close 2 and a half months. During that time I reconfigured the waiting room and decided to paint it, which led me to the wall art. 8 months was close enough, I thought, and down came the pictures. Naturally, within days of reopening, patients noticed the pictures were gone. I hadn’t yet replaced them. Now came the fun part. Along with my own ideas and my team’s, I kept it as a conversation piece with patients, asking them what they would like to see when seated in the dental chair. Which is when they told me what they would NOT like to see. •



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 is the Pres. of the San Diego AGD component. She is a regular contributor to the AGD’s Daily Grind blog.

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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 Adeco equipment and computers in each op with I/O Camera and ScanX. Modern and beautiful office with 1000 sq ft and collections. Highly desirable area, this listing will go quickly. 2019 GR \$881K. #CA1601 **SOLD**

SAN DIEGO: Rare opportunity in a prime location. Solid practice with 17 years of goodwill and 5 days of hygiene per week. 1000 sq ft, 5 equipped, digital X-rays, Pano, Datacon software. Seller refers out most specialty work. #CA1448 **SOLD**

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San Diego County
DENTAL SOCIETY

New Advertisers Wanted

Advertise in January Facets
and reach 2000 San Diego Dental Professionals
Deadline: Submit ads by Dec. 1 for the January issue.
619.275.7188 | admin@sdcds.org.

CLASSIFIED AD

starting at \$40
Ad appears both
in Facets & online at
SDCDS.org

DISPLAY AD

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



SAN DIEGO ADVANCED STUDY GROUP

A Seattle Study Club

“Cultivating Excellence in Comprehensive Dentistry”

Innovative Study Group seeking “Collaborators”
... check out this academic year’s offerings: www.mvoms.com

Nov. 9th: Specialty Showcase-Endodontics with Drs. Eric Sato, & Sheena Howell. 5:30PM/Patterson EDU*/ Light Dinner

Dec. 14th: 2022 Dental Ins Changes/Submission Tips/Medical Billing Incorp. 5:30PM/Patterson EDU*/Light Dinner provided
*4030 Sorrento Valley Blvd. #A, SD, CA 92121

More Information: May Tong, Study Group Coordinator
619-298-2200x107 • may@mvoms.com



San Diego County
DENTAL SOCIETY

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You won't even need to leave the comfort of your own office!



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@sdcds.org to register.



September 18th CE Course

Dr. Anthony Cardoza presented *Dispelling the “CSI Effect” Myth: An Overview of Contemporary Forensic Dentistry* at the Handlery Hotel. Visit www.sdcds.org/events to find out what we have planned for 2022!



SPONSORS

Thank you to our sponsors for this event
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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, krpracticesales.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

Specialty Dental Office For Lease in Sorrento Mesa

3 equipped dental operatories w/ sterilization room – Brand New office w/ New Equipment. Can be expanded to 4 - 5 treatment rooms. No General Dentistry /Ideal for Endodontist / Orthodontist to move existing or grow a new practice. Call 858.354.4062 to set up viewing appt. and discuss terms.

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

Furnished Ready to Occupy Dental Office in Hillcrest for Lease

2 Furnished ops -DCI chairs, +2 more ops; Lab w/grinder & impression tools; Prep area w/Peri-Pro III processor & auto-claves; Space for Pano system; Furnished reception; Private office; Tools & Supplies; COVID updates; For General/Perio, Endo & Surgery, 619.548.2436, bernet@pacbell.net

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

SUPPORT SERVICES

Anesthesia associates

I.V. sedation and general anesthesia in your office. Dental Anesthesia Associates – Board certified Dr. Marco Savitieri, 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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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. 40winksanes@gmail.com or 206.948.2468

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BUSINESS OPPORTUNITIES

UTC Area Office for Lease

UTC Area Medical or Dental Office Space 2000 sq. ft. Recently renovated corner office space in La Jolla Medical & Surgical Center 8929 University Center Lane Beautiful building with ample free parking. One mile from UCSD Jacobs Health Center and Scripps Memorial Hospital. Across from Hyatt Regency La Jolla Prime location. Competitive rent. Contact 858.337.3768

HELP WANTED

Associate Dentist Wanted

Join a friendly Private Dental Practice where the patients are like family. The position is 1-2 days per week. A min. of 3 years experience is required. This is a family and cosmetic dental practice. Please submit a resume if you have interest in joining a fun and patient oriented practice in Ramona. Resumes can be sent to ramonadentalcare@gmail.com.

ADVERTISE IN FACETS

Classified Ads start at \$40. Ad posts here & online at SDCDS.org, ad deadline for the January issue is December 1st, 2021, 619-275-7188 or admin@sdcds.org



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Hey Members, there is a new learning platform at: CDA Presents 360
Find ways to learn, connect and earn C.E. year-round with CDA's newly expanded educational offerings. CDA has launched an innovative destination for ongoing education. Now you can access on-demand courses, webinars and also CDA Presents recordings in an immersive, easy-to-use platform. Go to: <https://www.cda.org/online-learning>

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THURSDAY

NOV 04

New DDS Social




Summary: Catch the sunset with us in Pacific Beach
Time: 6-8pm
Location: Waterbar: 4325 Ocean Blvd. San Diego, California
Register: sdcds.org | (619) 275-7188 | Membership@sdcds.org
Price: FREE
Includes: 2 free drinks and apps
Sponsor: Patterson Dental



THURSDAY


NOV 11

BLS Renewal for Healthcare Providers



4CE units


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 \$40... (or use your *1 free member benefit CE for 2021). nonmember \$60, member staff \$50
Includes: Dinner & refreshments provided during registration (please indicate special dietary needs when registering).
Sponsors: Kunau & Cline, INC and TDIC



THURSDAY


NOV 18


2021 Annual Practice Transition Seminar



3CE unit

Everything You Need to Know Now About Your Dental Practice Transition (Planning today for a successful transition tomorrow)
Summary: Just as rapidly as dentistry is changing, so is the environment for dental practice sales. If you are considering selling your practice anytime in the next 5 years, you will find this content-rich seminar to be extremely valuable.
Time: 6-9pm
Location: SDCDS Office
Register: Please RSVP to Vanessa Alvarez: vanessa@krpracticesales.com
Pricing: Complimentary
Includes: Dinner & refreshments provided during registration (please indicate special dietary needs when registering).
Sponsor: Ken Rubin Practice Sales


Speakers:
Jonathan Ingalls and Ken Rubin



THURSDAY

DEC 09

Holiday Party



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



THURSDAY


JAN 20

BLS Renewal for Healthcare Providers



4CE units


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 \$40... (or use your *1 free member benefit CE for 2021). nonmember \$60, member staff \$50
Includes: Dinner & refreshments provided during registration (please indicate special dietary needs when registering).



SATURDAY

JAN 22


Dental Practice Act and Infection Control




4.5CE units

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, *Eligible for 1 FREE Member Benefit*, nonmember \$150, member staff \$95
Includes: Continental breakfast provided during check-in and light refreshments during breaks

Speaker:
Nancy Andrews Dewhirst




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Bronze - \$1500+
Dr. Irvin Silverstein & Dr. Donna Silverstein | Dr. Hoa Audette | Dr. Jonar Bonifacio | Dr. Marc Dentico-Olin | Dr. Misako Hirota | Keane Studios | Dr. Joy Bonifacio Lockwood | Dr. Pamela MacPherson | Mostofi Law Group



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22

23



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