S 上 当 り 女 上

June/July 2022

June 11Oral Pathology

June 16New Dentist Seminar

June 23Practice Lifecycle

July 10Day at the Ballpark

July 14BLS renewal

July 28New DDS Social

August 27
Shred-A-Thon



A N N I V E R S A R Y

SAN DIEGO COUNTY DENTAL FOUNDATION

1887 San Diego County Dental Society founded

1992

San Diego County Dental Foundation formed & Morena building purchased

2000

With the help of SDCDF, the Southwestern College Dental Hygiene Program is established

2008

San Diego fluoridates its water supply after more than 6 years of advocacy.

2015
The John Geis, DDS

Dental Clinic opens at Veterans Village of San Diego

2022

Gelebrating 30 Years
of Strengthening San Diego's
Smiles

PRACTICES FOR SALE IN SAN DIEGO

OVER 300 SAN DIEGO PRACTICES SOLD SINCE 2004. EXPERIENCE REALLY DOES MATTER, DOCTOR!

YOU CAN RELY ON OUR PROVEN RESULTS, EXPERIENCE, TRUST AND DEDICATION IN THE S.D. DENTAL COMMUNITY.

SELLING DENTAL PRACTICES IS NOT EASY, AND THERE ARE TONS OF MISTAKES NEWBIES WILL MAKE.

CALL US TO FIND OUT THE FACTS BEFORE SIGNING ANY LISTING AGREEMENT.

Current Listings:

CARLSBAD: Well established office with 30 plus years of goodwill being sold with standalone building. 10 ops. Highly visible, highly accessible, fwy close location.

RANCHO PENASQUITOS: 4 ops. 29 years of goodwill. Highly visible shopping center location. Office remodeled in 2016 and has digital xray and Cerec.

LA JOLLA: 5 ops. Over 40 years of goodwill. Mostly fee for service. Great location with easy freeway access.

VISTA: 5 ops. State of the art practice with Pano, Cerec, and digitial xray. Low overhead. Easy access with fwy close location. Seller must move away for family.

CARLSBAD: 4 ops. Nearly new buildout in superb retail location. Next to Panera Bread. Motivated seller wants to downsize.

SAN MARCOS: 6 ops. Highly coveted north county location in busy shopping center. Relatively new CT scan, digital xrays, and intraoral cameras. Invisalign and implants can be added.

KEARNY MESA: 5 ops. 29 years of goodwill. Centrally located in the heart of San Diego. Practice has excellent signage on one of San Diego's busiest streets. Long standing, large, loyal patient base.

ENCINITAS: 5 ops. Highly coveted North County coastal setting. Busy medical campus location with plenty of parking. Strong and loyal patient base. Well-trained skillful staff.

SORRENTO VALLEY: 5 ops. Excellent retail location in busy shopping center just off major freeway. Spacious, well lit, beautifully designed building layout, room for expansion and seller willing to associate.

POINT LOMA: 6 ops. Very nice well-kept modern office with top technology including Cerec, CT scan, 3D printer, implant and endo equipment. Located in the heart of San Diego. Plenty of parking.

WIN-WINS! Happy Buyers & Sellers



KEN RUBIN PRACTICE SALES, INC.





*SELLERS: ASK ABOUT OUR 30-DAY RISK FREE LISTING AGREEMENTS!

(619) 299-6161 www.krpracticesales.com



2022 Executive Committee

PresidentDr. Christine Altrock FabbPresident-electDr. Tyler JohnsonImmediate Past-PresidentDr. Tina BeckSecretaryDr. Lilia LarinTreasurerDr. Spencer MausethEditorDr. Megan ClarkeExecutive DirectorMike Koonce

2022 Board of Directors

Dr. Hoa Audette
Dr. Pamela MacPherson
Dr. Doug Cassat
Dr. Ghazal Navab
Dr. Jose Castillo
Dr. Lindsay Pfeffer
Dr. Jonathan Do
Dr. Chris Pham
Dr. Robert Frey
Dr. Ivin B. Silverstein
Dr. Mark Macaoav

2022 Council / Committee Chairs

Chair, CDA PAC: Dr. Robert Hanlon Communications: Dr. Christopher M. Maulik Continuing Education: Dr. Jonathan Do Continuing Education: Dr. Susan Nguyen Editorial: Dr. Megan Clarke Ethics: Dr. Ronald Garner Finance: Dr. Spencer Mauseth Leadership Development: Dr. Tina Beck Dr. Paul VanHorne Recruitment & Retention: Dr. Faith Barreyro Recruitment & Retention: Dr. Sarah Silverstein SanDPac: Dr. Doug Cassat SanDPac Treasurer: Dr. Mark E. Salamy Well-Being: Dr. William R. Britton

San Diego County Dental FoundationThe Charitable Arm of the Dental Society.

OFFICERS:
President Dr. Daniel Witcher
Treasurer Dr. Coleman Meadows
Secretary Ms. Laura Maly
Exec. Director Mike Koonce

DIRECTORS:
Dr. Matthew Ch

Dr. Matthew Chesler
Dr. Trang Chesler
Mrs. Sherry Mostofi
Mr. Justin Klingshirn
Dr. Leslie Strommer

www.sdcds.org



stay connected with us

FACETS PUBLISHED BY

San Diego County Dental Society 1275-B West Morena Boulevard, San Diego, CA 92110 Phone: (619) 275-7188 Fax: (619) 275-0646

EDITOR

Megan Clarke, DDS

MANAGING EDITOR

Fernanda Parra

EDITORIAL BOARD

Zeynep Barakat, DMD Yvette Carrillo, DDS, MS Tony Chammas, DMD Robert Frey, DDS Malieka Johnson, DDS Lillian Liberto, DDS Justin Messina, DMD, MD

Harriet Seldin, DMD, CDE Eric Shapira, DDS, MAGD, MA, MHA Brian Shue, DDS, CDE Gloria Tengonciang, DMD

Daniel Witcher, DDS

GRAPHIC DESIGNER Michael Metzger

SDCDS STAFF

Mike Koonce

Executive Director

Fernanda Parra Media/CE Coordinator

Meg Hamrick Membership Coordinator, Accountant

Marissa Kristy Development Operations Specialist

MEMBER PUBLICATION, AMERICANASSOCIATION OF DENTAL EDITORS

Facets will publish signed articles relating to all phases of dentistry, but assumes no responsibility for the opinions expressed by the contributors. The views expressed are those of the author as an individual, and do not necessarily reflect the positions or endorsement of SDCDS. Acceptance of advertising in no way constitutes professional approval or endorsement. SDCDS does not assume liability for content of advertisements.

AWARD WINNING FACETS



The International College of Dentists – USA Section, awarded Faecets these publication honors in Division 2:

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

June/July 2022

4 SDCDS President: Dr. Christine Altrock

6 Editor: Dr. Megan Clarke

9 Executive Director: Mike Koonce, MA, CAE

10 30th Anniversary - SDCDF: Dr. Daniel Witcher

14 SDCDF Gala

16 Let Me Introduce: Dr. Malieka Johnson

20 Classifieds

22 Events

VOLUNTEERS NEEDED



Adopt A Patient

Dentists willing to "adopt" patients (adults and children) for immediate or emergency needs in their office.

Community Events

Dentists, hygienists and assistants to volunteer as needed at community events.

Health Fairs and School Screenings

Dentists, hygienists and assistants to provide and assist with screenings and education.

get more information at support@sdcds.org





Wishing you the best of luck Mike!

As many of you have heard, our Executive Director, Mike Koonce, will be retiring this month. 2 He has been a driving force in the success of our San Diego County Dental Society for almost a decade and a half! And since this is the final issue of Facets he sees before he departs, I wanted to dedicate this article to thanking him for all that he has done for our SDCDS.

My first introduction to Mr. Koonce was at a New Dentist Social event at Rock Bottom Brewery, back in 2013. I was moving after completing my General Practice Residency at USC and wanted to check out the local dental society, since I eventually would become a San Diegan. I was hoping to not only meet other new dentists in the area but to also find out the best way to start my job search. Although I knew Dr. Brian Fabb would be there, I did not know anyone else and was nervous walking

into the event. Well, I was greeted by Mike right away, and after chatting for a moment, he introduced me to the Patterson reps hosting the event and the other new dentists. Instantly I felt comfortable and at ease! One of Mike's greatest qualities- his friendly demeanor. At that event, I was able to make new friends amongst my new dental colleagues and even got interviews for jobs! After my introduction to SDCDS, I wanted to stay involved! Mike encouraged me to apply for committee chair positions, as a Board of Director, and ultimately president of our beloved Society. I may not have had the honor to be your president today without his support! I am sad to see such an exemplary positive influence on our Society go, but I am happy he gets to travel more and spend more time with his husband, Andy! Thank you for being a great leader and friend, and best wishes in your retirement!





Political fundraiser with Todd Gloria, Dr Brian Fabb, Me Dr Robert Hanlon, Mike Koonce and Andy Nelson.



lou're a true renais sance man who has been instrumental to SDCDS' growth into a model for all societies. Quite an accomblishment and I will miss working with you!

> Chris Pham, DDS, SDCDS Pres. 2018/19

"No one has done more for the San Diego County Dental Society than Mike Koonce. A great deal of our strength as an organization comes directly from his leadership."

Melanie Parker, DDS SDCDS Pres. 2006





You've gone to great lengths to keep us classy and relevant. Now, enjoy life to the max and 'Keep Movin' forward! - "Dr. Dave"

David G Milder, DDS, MD, SDCDS Pres. 2013 Simply the best! Godspeed, Mr. Koonce :)

Scott Szotko, DDS, BOD

Mike, you are going to be sorely missed. You have demonstrated compassion, knowledge in numerous areas, and have been able to bring many people together to work as Irvin B. Silverstein, DDS, BOD

Thank you for your leadership & stewardship. We all aspire to have your level of dedication & professionalism. lose Castillo, DDS, MA, BOD

Mike, I thank you from the bottom of my heart for going above and beyond even when you didn't have to, you will be missed by so many of us.

Ghazal Navab. DMD. BOD



Mike, you have been engaged and committed to taking our SDCDS to new levels of success. Your skills at organization, money management and staff leadership have made significant contributions to our success. We, as members, are very grateful and wish you all the best and joy in your retirement. Doug Cassat, DDS, BOD

Mike, I will always remember the day you introduced yourself to me with a warm smile at a SDCDS event during the CDA convention several years ago. I wish I could have worked alongside you for a more extended time frame. Best wishes my friend! Mark Macaoay, DDS, BOD

Thank you for you service, Mike! Enjoy your well-deserved retirement! Jonathan Do, DDS, BOD

Warmest congratulations! Thank you for all of your hard work and contribution for the betterment of our dental profession. Hoa Audette, DDS, BOD



Mike has been a great Executive Director for SDCDS over the years. I had the privilege to be in leadership when he first came to our society. As a former President I can't tell you how important Mike was to me during that time. Over the years he has continued to be an Executive who gives wise counsel to our leaders with his years of experience in organized dentistry. I consider Mike a good friend and will miss him at our events and meetings. My friend, I wish you fair winds and calm seas as you head into your retirement. Thanks for all you have done for the society and me over the years.

> Kurt Stormberg, DDS, MS SDCDS Pres. 2011



Mike Koonce has had the greatest impact of any person I know. His leadership lifted us all up. Forever

> Lester Machado, MD DDS, FACS, SDCDS Pres. 2008



I would just like to say: You are a class act Mike. I have really enjoyed working with you, and wish you and Andy the best in retirement.

Tom Brant, DDS, SDCDS Pres. 2017/18



When we hired Mike, I feared he was too good to be true and wouldn't last. I was wrong on both counts. He is truly that good and made quite a run of 14 years! I have always enjoyed having him at the helm and will treasure showing him the ropes of the House of Delegates. Нарру Retirement, Mike!

> Barbara | Kabes, DDS, MS, SDCDS Pres. 2007



Mike is truly special, having the uncanny ability to make you feel at home and yet motivated, like a good friend or family member, from the very minute you meet him

Lindsay A. Pfeffer, DMD, MBE, MS, BOD



It is a testament to your tenure at SDCDS that you are departing having built our component into a component that others are envious of. Your gracious and inviting warmth will be sorely missed by every volunteer and member of this outstanding organization.

> Misako Hirota, DMD, SDCDS Pres. 2016

Continued on the next page..

4 FACETS 2022



Choosing Dentistry and the Value of a Legacy

When I was in dental school, a large percentage of my classmates were what I would call, dental legacies, those who are the children of dentists, dental hygienists, etc. For these people, dentistry was literally in their blood! I can only conclude that for my dental legacy classmates, their pursuit of dentistry was understood. I was no such person, being the daughter of a dietitian mom and a, shall we say, multi-careered father.

I came to the decision of pursuing dentistry myself after my first year at UCSD, after having spent some quality time around a hospital and found it to be a less than ideal environment for me. I would later come to the realization that all those years of being pre-med and imagining my future career in medicine I was imagining my dentist's office. And it didn't hurt that while everyone I met in the hospital were moving closer and closer to burnout (a real problem for sure) my dentist gleefully encouraged me to pursue dentistry. The choice was clear.

When I retired, the potential for my daughters to grow up in my dental practice was lost. I had had visions of them spending parts of their summer vacations learning how to pour models, how to hold the suction, and getting a front row view to how the "bread is buttered". Because of my retirement and their no longer having that front row seat to dentistry (although I know plenty of society members who'd love to take on a volunteer should they wish to learn more about the profession? Wink, wink) it has made me think fully and clearly whether being in dentistry is a path I would want my children to take.

As anyone with children knows, our children are not us, and they are ultimately going to be who they are going to be, though we can influence and tactfully nudge them carefully along the way toward what is going to lead them to a good life.

One factor to consider is the cost. When I graduated, I emerged with the debt level that I did. (Regardless of when you graduate, it will always seem less than the present) Knowing that it nearly costs double in certain cases, more than double in others, gives me pause. I really enjoyed the profession, and especially practice ownership and yet I read about dentists who feel saddled with a crippling amount of debt. Should either of my daughters decide on dentistry, I will strongly encourage them to spend at least a year working in a dental office, to learn every aspect of the field, so that they are 100% sure about what they are getting



Evelyn observing an exam on her babysitter

into. Who knows, maybe they will learn how to make beautiful temporary crowns before dental school and have an edge over their classmates!

Another factor for them to consider is whether being a dentist can provide them the flexibility that so many jobs have. In this age of working remotely, dentistry does not have the flexibility that other careers have.

If they ultimately choose dentistry as their profession, I would have them think clearly about what path within dentistry they take, whether it be practice-ownership, a partnership, or staying an associate. If they choose practice ownership, knowing what I know now, I would encourage them to wait a little longer than I did to buy a practice, at least until they've had children. I was able to purchase my own practice at the age that I did (28, yes, I know, it was early) and began earning a great income and was able to build on it early on. (There's a physician mom at my daughters' school who has just finished her fellowship who is at least a decade older than that) I had to go back to work when my daughter was a mere 6 weeks old, but in contrast to many types of business, my newborn came to work with me! I had a nursery in the back of the office where our amazing nanny stayed with her. It became a little harder to do this when child number 2 came along. when I went back after 8 weeks, but the option was always there. The pressure to return to work was quite difficult on my recovering body, and I was envious of my colleagues who had been associates at that stage of their life.

Dentistry of course has so many positives, and I would definitely choose dentistry again. I was able to set my own schedule. When I bought my practice, the previous doctor worked Tuesday to Friday. I didn't want to work Fridays anymore, and since those were the days with the highest cancelation rate, I switched! Problem solved. There were certainly production goals to maintain and overhead costs to contain, and if I wanted to take a vacation, I had to take accounts receivable into consideration. But, most importantly, and I had no one to answer to but myself.

Of either of my children, my older daughter has the highest probability of becoming a dentist. She is the most anal retentive 11 year old I know, something we dentists know a few things about. She is equally artistic and science minded. Time will tell.



Future dentist, perhaps



Evelyn as a guinea pig for learning ortho photography



Avery having her x-rays taken



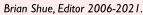
Avery during the office buildout



Mike, I feel so fortunate to have served our society the last 12 years with you. Thank you for your unending support, guidance, and friendship. I wish you a lifetime of health and happiness. Enjoy your retirement!!

> Tina M. Beck D.D.S., M.S. SDCDS Pres. 2021

Mike, you have been our George Martin for all these years. Your outstanding leadership brought out the best in us. And your reputation crossed county lines; folks always mentioned your name to me, whether it was at the ADA or CDA level. You will be missed. I just hope we don't end up with a Phil Spector.







It's difficult to put into words the gratitude we all have for what you have done for the SDCDS over the past

- · You have certainly taken the organization to a level none of us could have predicted.
- We are all a little bit better for having had the opportunity to work with you.
- I wish you and Andy the best of luck on the next bhase of life.
- · And if you ever need a good donut, you know where to get one.

Bob Hanlon, DMD SDCDS President 2009

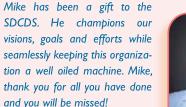


Wishing you a relaxing and carefree retirement filled with all the things you love. Thanks for all your hard work, you will be missed!

Lilia Larin, DDS, Secretary



¡Felicitaciones y los mejores deseos para una jubilación feliz y saludable! Enjoy! Linda Lukacs, DDS, CDA Board,



Spencer Mauseth, DDS, SDCDS Treasurer



6 | FACETS 2022 FACETS 2022 | 7





A simple way for dental offices to manage patient payments

Union Bank® Merchant Services, provided by Elavon, makes payment transactions quick, convenient and easy. Our medical office solution is the flexible and secure web-based product that enables your dental practice to manage all patient payments from a single platform.¹

Increase opportunities for payment collection

- Enable online payments: Allows patients to make online payments, set up a digital wallet and sign up for eStatements
- Cut costs: Decrease paper processing costs, reduce patient phone calls and eliminate manual posting
- Get paid more: Customized patient payment arrangements make it easy for your clients to pay
- Most trusted: Payment card data tokenization ensures information remains secure
- Dental software integration: Interfaces seamlessly into any practice management system

To learn about our merchant solutions to help your practice grow, contact:

Jessica Johnson

Assistant Vice President, Small Business 619-990-7671 jessica.johnson@unionbank.com





Subject to business and credit approval. Merchant Services provided by Elavon. Union Bank and third-party Merchant Services vendors are separate legal entities, which are not affiliated with each other in any way by common ownership, management, control, or otherwise. The content, availability, and processing accuracy of their websites and products are the responsibility of each respective company. Union Bank makes no representations or warranties as to the suitability, accuracy, completeness, or timeliness of the information provided, including any information provided by third parties.



A Salute to Our Staff

Before I move on to new adventures, I'd like to take a moment to recognize our exceptional staff. While the boards of our organizations craft a vision for our future, it's the staff that put that vision into action. With a team like ours, success is the only option!



Meg Hamrick, Membership Coordinator: Hired in August of 2017, Meg came to us with the work experience she'd gained while putting herself through college. In her nearly five years with us she has worked her way through many of the roles in our office. Now she is responsible for recruitment and retention, new dentists, the career center, bookkeeping and leadership development. Meg has been described as small but mighty.



Fernanda Parra, CE/Media Coordinator: Fernanda has almost three years with us and has been the lead for our continuing education program. She has also been responsible for print and digital communications, our website, advertising, and sponsorships as well as our new SDCDS App. This last year, she has taken on the business management of our newsletter, Facets. Fernanda can be quiet, but don't let that belie her true strength.



Marissa Kristy, Development Operations Specialist: Our newest employee, Marissa is nearing the 1.5-year mark. She arrived with some much-needed fund-raising skills, and her tech knowhow was a bonus. Marissa splits her time between the society's ethics, wellbeing, and mediation functions, and all the foundation's programs including the fund-raising to support them. Marissa worked remotely from Boston during her first six months.

Two of our staff are engaged to be married and two are in master's degree programs. All of them have birthdays in March, and I'm not sure how that happened. Most importantly, they are all very capable and fun to work with. I can't imagine leaving the new executive director with a better team. I'll miss them all!

Welcome NEW San Diego County Dental Society Members

Mehrnegar Lotfi DDS: University Autonoma del Estado de Mexico, '96

Kevin Tran, DMD: Midwestern University, '19; Orthodontics at University of Colorado, '22

Brian Diep, DDS: USC, '19

Mirtha Gomez, DDS: Univ. Autonoma de Guadalajara, '82

Kevin Chalk, DDS: Washington University, '87

Jonathan Wong, DMD: Roseman University, '22

Thao Nguyen, DMD: Roseman University, '22

Vivian Huynh, DMD: Western Univ. of Health Sciences, '22

Brian Luong, DMD: Western Univ. of Health Sciences, '22

Suryadeep Mankatala, DDS: UOP, '22

Ali Ghassemi-Aval, DDS: International '90. Periodontics at Non-Dental Grad Program, '93

April Martinez, DDS: UCSF, '22 Periodontics at UCSF, '25

SAN DIEGO COUNTY **DENTAL FOUNDATION** EDUCATION, ACCESS AND ADVOCACY







ANNIVERSARY

Gary & Mary West Senior Dental Center, Cura Smiles JCSD Free Dental Clinics. Project Homeless Connect Women's Resource Fair, Childrens Dental Health Assoc., and many more.

SUPPLY DONATIONS

Toothbrushes for kids and adults distributed during education events that focus on the value of oral hygiene.

GIVE KIDS A SMILE

Helping THOUSANDS of children in San Diego County through partnerships with generous volunteers and local organizations.

GEIS DENTAL CLINIC

Provided over \$1.5 million in free dental care to veterans since opening in 2015.

About the foundation

We believe in the unique ability of dental health to empower individuals to live their best lives. By creating low-barrier programs for dental health education, operating a free clinic for formerly homeless veterans, partnering with local organizations to treat children and seniors in underserved communities, and distributing grant funding to local dental students and dental health initiatives, we aim to bring brighter smiles to the greater San Diego community. SDCDF's goal is to ensure a positive future for oral health in San Diego County.



YOUNTEERING YMCA's Healthy Kids Day 2022

A Threat and a Portuguese Fisherman

SCHOLARSHIPS

More about our 2022

recipients on page 13

The Story Behind the Early Days of the San Diego County Dental Foundation

by Dr. Daniel Witcher, Foundation President 2022

It's not at all a stretch to say that very few San Diego dentists know much about the San Diego County Dental Foundation (SDCDF). I must admit that I, myself, knew very little of the Foundation before becoming a Board Member several years ago. So to start off, for those that don't know, SDCDF is the charitable arm of your San Diego County Dental Society (SDCDS). The Foundation is responsible for organizing and funding a host of charitable projects, aimed at increasing access to dental care for San Diego residents from all socioeconomic backgrounds. SDCDF has helped administer care and distribute oral hygiene supplies to communities in need, as well as awarded scholarships to pre-dental students, and even helped open a dental hygiene school at Southwestern College. The flagship program of SDCDF is the John Geis, DDS Dental Clinic, where free dental care is administered to San Diego Veterans in need. When you see all the amazing work being performed at the Geis Clinic, or read about events like the Foundation Gala raising over \$100,000 for charitable causes, it's hard to believe that the Foundation actually comes from very humble beginnings. But it's true. In fact, some would say that the Foundation we know today can all be traced back to a threat, and a Portuguese fisherman.

Before 1992, the SDCDS lacked a physical place to call home, and was forced to hold meetings and events at different locations around San Diego. This obviously became a costly endeavor, with a large portion of what little money they had being spent on renting space to gather. A small group of dedicated Dental Society leaders decided there was a better, more effective way to approach things. Their idea was to purchase a building to host Dental Society events and serve as a home base for the Society's administrative team. With this approach, instead of using members' dues to rent commercial space, payments would be made towards owning an asset that they felt would appreciate over time. In addition, they were specifically looking for a building that allowed for the potential to rent a portion of the space to an outside tenant, creating a source of passive income for the organization.

The original members of the new building search committee were Dr. Douglas Cassat, Dr. Russell Haag, Dr. Richard Hancock, Dr. Andrew Severson, and Dr. David Tagge. These dedicated gentlemen searched high and low for a place that the Dental Society could call home, and eventually came upon an 8000 square foot building on Morena Blvd. that was being used as a boat showroom. The building was owned by, you guessed it, a Portuguese fisherman.

When dealing with real estate ventures, the ease of a transaction is often determined by the temperament of those involved in the deal. This proved to be

continued on next page



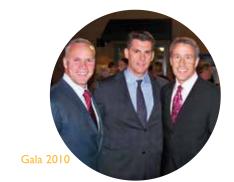
Dr. John Geis & his wife Geri at the 2008 Gala

Celebrating 30 years of Strengthening San Diego's Smiles



Drs. Leslie & Scott





A Threat and a Portuguese Fisherman continued.

true for this situation, as the old fisherman worked with the search committee to ensure that the building was the right fit for the Society. After completing their due diligence and research, the committee became confident that the building on Morena was the future home for the SDCDS. They brought their findings back to the Society, and were actually met with some opposition. Some board members felt it was too great an expense, while others felt that owning property in that location was a poor decision. In the end, the members of the committee felt so strongly about the deal that they let the other members of the Society know that if they didn't purchase the building as an organization, that the members of the search committee would pool their personal assets and purchase the build-



1275 West Morena Blvd in 1992

ing themselves! I am told that while they may have only been half serious about buying the building on their own, this "threat" was enough to convince the remaining members of the SDCDS board to move forward with the purchase of the building on Morena.

At the same time the Society was forming the New Building Committee, Society members were also looking to form a charitable arm of their organization. To make things more official, the San Diego Dental Health Foundation (name later changed to SDCDF) was formed, and registered as a 501(c)3 charitable organization. In doing so, monetary contributions to the Foundation could be classified as tax deductible expenses. This was especially helpful for the fundraising



Early Foundation Board Members: (L-R) Drs. Andrew Severson, D. Douglas Cassat, and Russell Haag

campaign to purchase the new building. Working hand in hand, the SDCDF and SDCDS raised enough money to put a down payment down towards the purchase of the building, and the Society has rented space in the building from the Foundation for the past 30 years. And from there, the Foundation has continued to grow by leaps and bounds. Initially the Foundation Board consisted of the past presidents of the Dental Society, but now has a full team of elected Board Members, dedicated to representing the charitable aspirations of San Diego County dentists. Now, over the last 30 years, the Foundation has shown just how giving and hardworking members of the Dental Society can be, and as any Foundation board member will tell you, we're only just getting started.







Dr. Hoa Audette volunteers at the Geis Dental Clinic at Veteran's Village



THANKS

A big thank you to all donors, volunteers and board members who have helped make these last 30 years a success.



CONTRCT U

Scholarship Awards 2022

Each year, the Foundation awards scholarships to San Diego college seniors who have been accepted to dental school. Of 19 applicants, five were selected based on their outstanding academic achievement and service to the community.

Matthew Nguyen -

UCLA School of Dentistry

Having come from a family of Vietnamese immigrants, I understand some of the barriers to care people can face. By pursuing a more culturally literate approach in dentistry, I hope to be able to detect and navigate information disparities to give patients the best care possible.



Ashley Sofia Flachner -

UCLA School of Dentistry

Dentistry is the only career I can imagine that incorporates science, medicine, health care, art and aesthetics using my hands to create things, and the ability to empower people on a daily basis.



Sabrina Chan

University of the Pacific Arthur A.Dugoni School of Dentistry

With hands that are fluent in detailed work through years of practicing nail art and a heart that empathizes with those who hide their smile, I know that dentistry aligns with my value to improve the physical and mental health of others.



Geon Woo Kim - Western University of Health Sciences College of Dental Medicine Interacting with patients as a clinic manager has developed my confidence, leadership, and communication skills, which are integral when gaining patient trust and teaching them about maintaining oral hygiene.



Jessenia Maciel

Loma Linda University School of Dentistry I plan to focus on giving back to the communities that are most in need, impoverished, and marginalized; the ones I grew up in and have shaped me into who I am today. I want my community members to be confident in themselves, their opportunities, and their smile.





GET YOUR TICKETS OLD HOLLYWOOD TO BENEFIT THE JOHN GEIS, DDS DENTAL CLINIC

SATURDAY, SEPTEMBER 24, 2022 TICKETS: SDCDS.ORG/SDCDF/GALA/



CALL FOR DONATIONS

DO YOU HAVE...

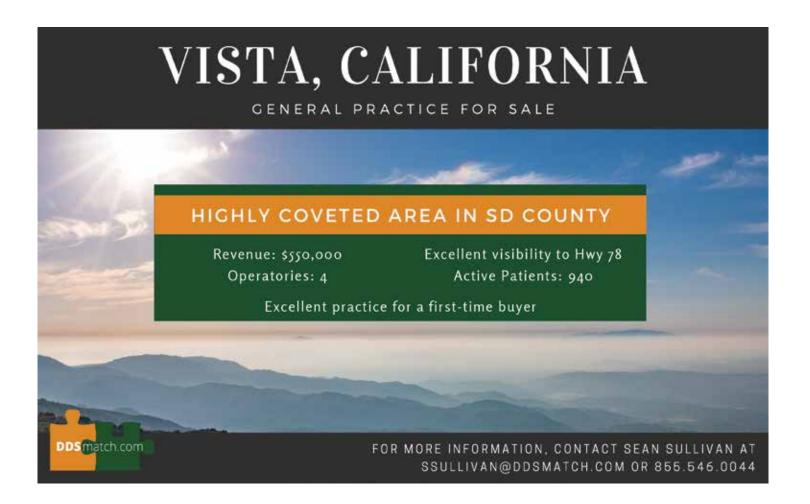
- A BOTTLE OF WINE WORTH MORE THAN \$25?
- A FRIEND WITH AN AWESOME VACATION HOME?
- MEMBERSHIP AT A GOLF COURSE?
- SEASON TICKETS TO THE PADRES?

SAN DIEGO COUNTY DENTAL FOUNDATION IS SEEKING DONATIONS FOR LIVE AND SILENT AUCTION ITEMS. THESE CAN BE STAYS AT VACATION PROPERTIES, LOCAL EXPERIENCES, GOLF FOURSOMES, SPORTS TICKETS, SPORTS MEMORABILIA, ETC. PROCEEDS FROM THE 2022 GALA WILL BENEFIT THE GEIS DENTAL CLINIC, WHICH RESTORES THE SMILES OF FORMERLY HOMELESS VETERANS.

CONTACT:

SUPPORT@SDCDS.ORG OR (619) 275-7190 IF YOU CAN CONTRIBUTE!



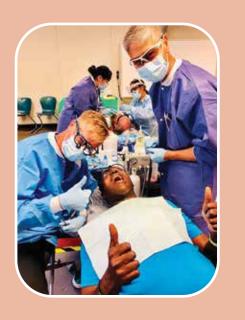






YOU CAN **DONATE NOW**

treat veterans, children, and seniors and scholarships tha encourage the next generation of doctors. sdcdf.org



Let me introduce... is a new column featured in Facets as a way to introduce us to the many members that make up the depth and breadth of the San Diego County Dental Society. We hope you enjoy getting to know your colleagues better.

LET ME INTRODUCE...

Dr. Zeynep Barakat

Wildlife Wonderland Safari Park in SD



Dr. Zeynep's office team



I met Dr. Barakat while serving on the San Diego County Dental Society's Editorial Board. She is not only a dentist, but without question, a cleverly creative writer. Perhaps you have been enjoying her Chairside Musings, which are featured regularly in Facets. I know I certainly have. She is an international woman who has varied interests and talents. We had such a great conversation that it could have lasted for hours. I am excited to share more of what I learned about our colleague Zeynep.

Without further ado, please meet Dr. Zeynep Barakat...

So, tell us a little about yourself. Where are you from originally? Where did you grow up?

I am a Turkish Sudanese transplant. I was born and raised in the United Arab Emirates in Abu Dhabi. I lived there through high school. I moved to New England (Boston) for college. My mom was an exchange student in the 1960's and had a dream that maybe her kids would go there someday. My brother also lives there.

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

Small family. I grew up with my mom, dad and one brother. My brother still lives in New England and my mom is in Turkey.

What was one of your favorite childhood memories or activities?

The beach. I loved the beach in the Abu Dhabi and would hang out with my mom, brother, grandparents and my school friends. My dear dad didn't know how to swim so he walked and ran along on the coastline.

Where did you complete your undergraduate studies? What did you major in?

I went to Boston College and majored in Biology.

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

When my braces came off, no joke, I was like whoa! My orthodontist inspired me. He and the dentists who treated me were amazing clinicians, they were happy and seemed to love what they do. They represented the field. No one in my family is a dentist and they really impressed me.

Where did you attend dental school? What year did you graduate? Did you complete a residency?

I went to Boston University and graduated in 2006. Yes, I did a residency at Detroit Mercy, a Surgical AEGD.

What do you love most about dentistry?

The fact that there are so many layers to it. That is the best part of the field. I love the people, love the patients, and appreciate that no 2 patient cases are exactly the same. I see and meet everyone from a scientist, to a chef, to a gardener, every hour of the day. I use writing, speaking, and business skills all day. Everything is in there. This may also be why it can be so challenging.

Do you own your own practice?

I do, I dove deep! I own 32 Dental Arts in Carmel Mountain Ranch since 2019. It's a small practice with a small team and I love it. It's satisfying to be able to set your own team culture and really enjoy having laughs with my staff during long work days.

Are you married? Do you have kids?

Not married, with my beloved longtime boyfriend, Bryan. No kids, just a semi-pet lizard named Lulu.

What do you enjoy doing outside of dentistry?

- Family, Hobbies, Talents, etc. I know you are a writer.

I love animals. I love wildlife. I love sports. I love watching sports, playing them. I love running, tennis, and swimming. I enjoy watching the Olympics, professional cycling, and basketball. I recently joined the Academy of Sports Dentistry. It is an organization that educates our patient athletes about what to look out for to prevent oral trauma while playing their sport.

What is one thing on your life bucket list that you have yet to fulfill?

I want to go where my parents went in Kenya for a safari. My mom said it was one of the best trips to go on and I really want to do that.

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

I am on the SDCDS Editorial Board. I am a member of the Academy of General Dentistry (AGD) and the California Academy of General Dentistry CAGD. I served as President of the San Diego chapter of AGD. I was the Secretary and now, I am the Vice-President of CAGD.

Do you have a life quote?

Yes, it is an original of mine: "Take life one small, slow step at a time and cover long distances."

Thank you for this interview, Zeynep! It has been great to get to know you better. If a fellow dentist wants to reach out to you, can they email you?

Thank you. Yes, for sure! Email me at zeynep.barakat@gmail.com.

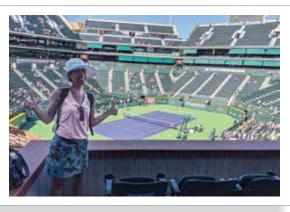
The more we learn about one another and the more we come together around our commonalities and our diversities, the more we grow and thrive as a community. That's how we build not only our collegial network but it is one way we can build friendships. We hope you like this new series. Enjoy getting to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



LULU the pet Lizard



Pro Tennis Event in Indian Wells



Paradise Pro Tennis Event in Indian Wells



Mom and Dad - Biggest supporters of my dental caree



Aunty Z helping twin nephews get their hygiene on

16 | FACETS 2022 | 17

Download the official SDCDS app today!

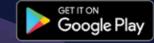
(Exclusively for SDCDS Members)

With our new app you can connect with other members through groups, search volunteer opportunities, find quick referrals, easily register for upcoming CE courses and social events, scan our member-recommended vendor directory and more! Try it out now, it's free.



6 Quick Steps

- 1. Open the app store on your smartphone, search for SDCDS and download the free app.
- 2. Click "Log In" on the top right.
- 3. Enter the same email address you use to log in to sdcds.org.
- 4. You will then receive an email with a verification code.
- **5.** Enter the 6 digit code in the app when prompted.
- **6.** Explore all the great features this app has to offer.







Mentors Mentees

MENTORSHIP PROGRAM

Join SDCDS's Mentorship Program which aims to connect seasoned and experienced dentists with new dentists.

"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."

The San Diego County Dental Society's Mentorship Program, launched in 2018. 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.



- Build and cultivate relationships with fresh faces
- Exchange ideas and perspectives on various issues going on with your practices
- Practice troubleshooting and problem-solving with your mentees
- Unique, tailored support and encouragement from a trusted mentor
- Get the latest ideas, techniques and best practices from established and experienced dentists
- Share knowledge and expertise

✓ HENRY SCHEIN® DENTAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE Making your transition a reality.

PRACTICE SALES • VALUATIONS/APPRAISALS • TRANSITION PLANNING • PARTNERSHIPS • MERGERS • ASSOCIATESHIPS



Christy Conway, MBA LIC #02143744 18 Years in Business (619) 889-6492

Christy.Conway@henryschein.com

CARDIFF-BY-THE-SEA: Amazing location, legacy practice open 60+ years, 4 Ops, are to be year, your choosing and grow income stream by keeping specialties in-house. GR 5686K.

EL CAJON: East County highly productive practice w/modern facility. Digital, seller refers specialties, primed for future growth. 2021 GR \$1M+. #CA2975

EL CAJON: New Listing! 5 Ops, Oral Surgery, Standalone building, 2021 GR \$413K, #CA3115

ESCONDIDO DENTAL REAL ESTATE: New Listing! 5 fully equipped Ops, purchase this 2,200 sq. ft Craftsman stand-alone building. Corner lot, busy street with parking. #CA3031

N. COUNTY INLAND FACILITY ONLY: Excellent location solid anchor stores in a busy shop ctr. 5 Ops, 4 equip + 4 chair ortho bay. Great space for GP looking to expand or specialist wanting 2nd loc. #CA2840

N. SAN DIEGO COUNTY: 4 Ops highly desirable location in busy strip mall. Digital, clean, and modern, with an excel layout. Consistent year to year collections. #CA2961

SAN DIEGO: New Listing! Long established practice with 6 plumbed Ops, 4 equipped. Digital Pan, soft tissue laser, specialties referred. Room for add'l hours and procedures. #CA3005

SAN DIEGO: Beautiful practice in affluent area with 4 Ops, CEREC, CBCT, Digital, and paperless. Room to grow keeping specialties in-house, #CA2896

SAN DIEGO: New Lating! Beautiful GP Practice in highly desirable location in busy strip mall. 5 Op, 1,970 sq. ft., CEREC, CBCT, paperless with EagleSoft. GR \$615K. #CA3054

SOUTHERN CALIFORNIA OFFICE

www.HenryScheinDPT.com

619-889-6492

Henry Schein Corporate Broker #01230466

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 or email krpracticesales.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 | reg.kobzi@cbre.com | Tele, 858,546,4604

Pediatric Leaseholds for Sale

Previous pediatric dental office. 3 ops, 1000sf 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. tom@thetransitionadvisors.com or call 619.723.1833

Dental office for lease in Carlsbad

I-5 and the 78 Fwy, 4 Ops, Fully plumbed ready to go. 4 Ops, Fully plumbed+nitrous, 1500 sq/ft, \$2.75/ ft plus \$.53 NNN or about \$5k/mo call Brent 760-889-4961 or brenthurst 247@ gmail.com Located at 2515 Pio Pico Dr. Suite B, Carlsbad, CA 92008. Great freeway access by I-5 and 78 fwy. Located in Carlsbad near Oceanside and Vista. Lots of history and goodwill. Dental equipment not included.

Dental office space for lease

Beautiful office space available for lease. Perfect for specialty office, or 2nd satellite office. 4 fully equipped office, each with Xray unit . ocean view north county San diego. Flexible terms. contact us at oceandentalsandieog@gmail.com

Escondido General Practice

For Sale - Escondido general practice of 35 years approx. 200k, on three days call 760.310.3773.

Dental Office for Sale in Las Vegas

Established dental practice in same location in Las Vegas, Nevada for 30 years (two different owners). Dentist is leaving practice to get his specialty certificate. High potential for growth with a full-time dentist and attention to marketing. Office located along major street, closest competition is a few blocks away. The asking price for the practice is \$150,000. The dental office includes 3 operatories, decent-sized waiting room, private business office, large employee room/doctor's office, one restroom, one sterilization room. dark room, and a supply room. Perfect for new or recent graduates. Email chewbitesmile@yahoo.com or call 702.860.4317

Pacific Beach - San Diego GP w/ Real Estate for sale dev

4 eq. ops. in a 1,342 sq. ft. main floor, suite w/ Excellent signage and exposure. 50+ Yrs Goodwill. PPO/Fee for service. Retiring seller. Buyer has the potential to recapture income from services that are currently referred out, implement a marketing plan, and be open 5 days a week. Collected \$326,986 in 2021 on a 3.5 day work week. www.gregbeamer.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 & autoclaves; Space for Pano system; Furnished reception; Private office; Tools&Supplies; COVID updates; For General/Perio, Endo & Surgery. Call 619.548.2436 or bernet@pacbell.net.

Dental space steps from the beach in Del Mar

Ideally located on Coast Hwy this fully stocked and recently remodeled turn key dental space has all the equipment you need to ensure success - 1315sf (\$4500/ mo). Call Richard at 970.390,7026 or email richcardow@yahoo.com

Incredible North Park Dental location

On the corner of 30th and University. 30+ year operation that is fully buildout with plumbing and fixtures. Dental and/or orthodontic space that is about 5,000sq. ft. This space can be split for dental and orthodontic operations. If interested, please call 858.692.3182 or email allpropertyman@yahoo.com

Turn-key Dental Space Coastal North County San Diego!

3-chair practice, 1,300 sqft, lobby, consult, lab, and reception, in corner suite of a medical building facing a beautiful courtyard. Lease is active through Dec 2024 (\$4,474 /mo) with 2 five-year options. \$152,000. Please contact Jared at 760.215.1353.

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. Email us at Dentalanesthesiaassoc.com or 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

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. 40winksanes@gmail.com 206.948.2468

HELP WANTED

Associate Dentist

Looking for a part-time (one or two days) Associate Dentist for a family general Practice in Mission Valley area. Motivated, skilled and friendly manner is definitely appreciated. Must be familiar with E-Max preps. Completion of Spear education courses is a plus. Email epanah2000@yahoo.com or call 858.245.2426.

Periodontist and Endodontist

Periodontist needed Mondays for busy practice. Fee for service. Productive office with competent staff. For more information call 760.352.1371 Endodontist also needed. Call us.



When a dentist professional is suffering from alcohol and chemical dependency, the practice, patients and peers are suffering, too. Make a connection to receive support, treatment and recovery today.

Call or text for 24/7 confidential assistance

San Diego 619-275-7190

SAN DIEGO ADVANCED STUDY GROUP

A Seattle Study Club "Cultivating Excellence in Comprehensive Dentistry"

SDASG 2022-2023 Academic Year Kick Off

is on Tuesday, Sepember. 13th, 2022 at 6pm. Up to 48 CME opportunities. Let's not forget the fun, the learning, and the collaboration!! Check it out at www.mvoms and click "San Diego Advanced Study Group" tab to learn more about the program.

LOOKING TO BUY

I am searching for an office

Dear experienced dentists, I am searching for an office worth investing my future into. Whether you are looking for a partner to gradually take over, or if you are ready to sell, I am your person! I have four years of clinical experience, and I pride myself in practicing with complete transparency and thoroughness. I'm an energetic and compassionate individual seeking an opportunity to invest myself, efforts, and skills for an office that I can one day call my own. If you have been searching for a sincere and ethical person to care for your patients and team members, please don't hesitate to reach out to me! blessed88blessed@gmail.com

ADVERTISE HERE

New Advertisers Wanted/ Reach 2000 local Dental Pros

Classified Ads start at \$40. Ad appears both in Facets & online at SDCDS.org. Display Ads, Full page: \$1050, 1/2: \$578, 1/4: \$400, 1/8: \$200. Deadline for August issue: July 1st. call 619.275.7188 or email admin@sdcds.org.

TRANSITION ON YOUR TERMS WITH **DDSMATCH**

- PRACTICE SALES
- SUCCESSION PLANNING
- ASSOCIATE PLACEMENT
- FORMULATION OF **PARTNERSHIPS**
- DSO NEGOTIATIONS
- PRACTICE VALUATIONS
- AND MORE



SEAN SULLIVAN Cal DRE #02084505

JASON OWENS Cal DRE #02037346

We have 45 years of combined leadership and dental industry experience and 30 years of caring support for San Diego area dentists. We've developed collaborative partners, resources, and business connections in every corner of the dental industry and feature a robust web presence and a nationwide footprint of associates.



Successfully connecting the dentist's present with their future.

CONTACT US AT: DDSmatch.com | 855-546-0044

FACETS 2022 21

An Update on Oral Cancer & Approach to Clinical Oral **Pathology**

Summary: This talk gives an oral cancer update and discussion on triaging clinical pathology. The presentation will introduce the provider to the clinical pathway when faced with a clinically detectable lesion.

Time: 9am – 12:30pm (8am check-in) **Location:** Handlery Hotel, 950 Hotel Cir N., San Diego, 92108 **Register:** sdcds.org | (619) 275-7188 admin@sdcds.org

Pricing: \$48 member/member staff | \$75 nonmember

Includes: Breakfast and light refreshments (please indicate special dietary needs when registering). Sponsors: California Dentists' Guild,

Fortune Management, Garfield Refining, Ken Rubin Practice Sales, Union Bank



New Dentist Seminar: **Making Smart Decisions with your Student Loans**

Summary: This course will give recent grads a basic understanding of the various IDRs (IBR, PAYE, REPAYE, ICR). Attendees will learn when to consolidate or refinance loans and considerations relating to the purchase of a dental practice and the PSLF Program.

Time: 6 - 8:30pm (5:30pm check-in) **Location:** SDCDS Office 1275 W Morena Blvd. Ste. B San Diego, 92110

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

Pricing: Free Includes: Dinner

Sponsored by: Henry Schein







The Practice **Life Cycle:**

Deciding When to Sell, Exit Options, Valuations, and Maximizing Your Practice Goals

Summary: This presentation will outline what the future holds for private practices, how you can best be prepared, run a successful practice, and increase the value of your business and sell for a maximum profit when the time is right.

Time: 6 - 8:30pm (check-in 5:30pm) **Location:** SDCDS Office, 1275 W Morena Blvd. Ste. B San Diego, 92110 **Register:** sdcds.org | (619) 275-7188 | admin@sdcds.org

Price: Free

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

Hosted by: Menlo Dental Transitions



Day at the Ballpark



ΕV

Summary: SD Padres vs. SF Giants **Time:** First Pitch 1:10 PM Location:

Pacifico Porch inside Petco Park

Register: sdcds.org | (619) 275-7188 | membership@sdcds.org **Pricing:** \$100, TICKETS LIMITED

to 2 per member *All guests must be accompanied by member dentist* Includes: "Baja" Menu, domestic &

craft beer options

Sponsored by: First Choice Business Brokers, Union Bank





Allan Dovigi, DDS, MS

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 1275 W Morena Blvd. Ste. B San Diego, 92110

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





New DDS Social

Summary: Talk, toast and make new friends.

Time: 6-8:30pm Location: TBD

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

Price: Free

Includes: light refreshments **Sponsor:** Patterson Dental





David Haynes, MBA

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 1275 W Morena Blvd. Ste. B San Diego, 92110

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



SATURDAY

Shred-A-Thon

North County – Encinitas

Summary: Join us for this exclusive members-only event while we lighten your office load! We will accept up to 10 (ten) boxes per member. Certified destruction will occur offsite. Please visit our website for what we will and will not accept. ** X-rays need to be separated prior to drop off **

Time: 9am - 12pm **Location:** Encinitas Pediatric

Dentistry, parking lot, 135 Saxony Road, Encinitas, CA 92024

Pricing: Free for SDCDS Members

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



22





1275-B West Morena Blvd., San Diego, CA 92110

