

FACETS

DECEMBER 2022



San Diego County
DENTAL SOCIETY

A photograph of three women standing on a red carpet. The woman on the left is wearing a green sequined dress with a high slit. The woman in the middle is wearing a black dress with horizontal stripes. The woman on the right is wearing a silver sequined strapless dress. They are all smiling and wearing jewelry. The background shows a blurred indoor setting with gold stanchions and red ropes.

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at the Gala

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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

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Megan Clarke, DDS

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First Marathon as a New Mom!

Can you believe we are already in December and 2022 is almost over?! This time of year we look forward and set goals for the upcoming year but also reflect on highlights, events and accomplishments of the previous year. For me, this year has been all about Carri and navigating motherhood (as you've seen from my articles!). However, I also was itching to get back to running and love the motivation signing up for a race provides. Never one to shy from ambitious goals, I combined my aim to return to fitness with one of my most inspirational previous experiences: running a marathon post-baby!



moms! This was such a huge relief! There would be tents at the start, along the course and at the finish for women to pump. And pumps would be provided! Amazing! The private tent set up at the start was perfect— ample pumps, outlets, private bathrooms and the opportunity to sit and talk to other moms (many 6 months to 1½ years post-partum). Although the milk isn't transported (they intend to in future races), your pump equipment was. I opted to bring a couple bags with me running to hand off to hubby.

Just after Carri was born, the lottery for the 2022 New York City Full Marathon opened. I love this race—the energy, the scenery, the excuse to travel back to NYC in the fall. So, in February I entered the lottery for the NYC Marathon with a brand-new baby girl in my arms. Maybe it was the sleep deprivation, but I didn't think twice entering it. After being pregnant for 37 weeks and 2 days, I set the crazy goal of potentially running a marathon 38 weeks postpartum. Although I was no stranger to marathon training, I knew it would be challenging with a newborn. But I also thought how cool of a story it would be to tell Carri down the road. On March 30th I found out I was in!



The goal this time around was to finish and just have fun. Training mirrored this and was about getting in shape and getting time outside with Carri. I was excited once Carri was strong enough to join me in her jogging stroller. She preferred faster speeds so she became the best running coach!

Training was one thing, but my biggest concern was figuring out the logistics of running a marathon while nursing. I sent numerous emails about pumping and transporting said pump but was not getting the answers I needed to feel confident walking to the start. Weeks before the marathon, New York Road Runners announced they had partnered with the not-for-profit organization &Mother to build equity for mothers in sports by providing lactation stations for nursing



Shout out to **Husband of the Year**- Brian Fabb. He brought Carri to meet me multiple spots along the route. Stop 1 was at mile 8: Hand off milk and plan was to nurse, but Carri was sleeping (Rule #1 of parenthood: do not wake the sleeping baby!). I knew there was a pumping station at mile 16 so plans changed to add a stop! Quick stop at the lactation tent to hydrate, pump just long enough to relieve some pressure (the moms out there feel me here!) and off running again. Next meeting point was about mile 19— Carri was awake and hungry, perfect! The love and support I got from random bystanders was amazing. This was that point I usually hit the dreaded wall but forgot all about this at that moment. Hug and kiss for Carri and the husband and back running again. Maybe it was all the hormones that accompany nursing and being a new mom but I was running with a huge smile on my face loving miles 19-23. Mile 23— last stop to see Brian and Carri. The final portion was a slow last 3.2 miles but I finished! This 26.2 miles was more difficult than ever before, but I set and achieved my goal!

As we complete 2022, I hope you were able to have a productive and rewarding year. Being President of the San Diego County Dental Society was the peak of my volunteer experience within our profession, and I enjoyed every minute of it! I thank each and every one of you for being tripartite members, supporting advocacy within dentistry and providing comradery to each other. I wish everyone the best in the new year and hope you set lofty goals and achieve them! •

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Recipe for a Holiday Toy Drive By Dr. Kevin Kenny

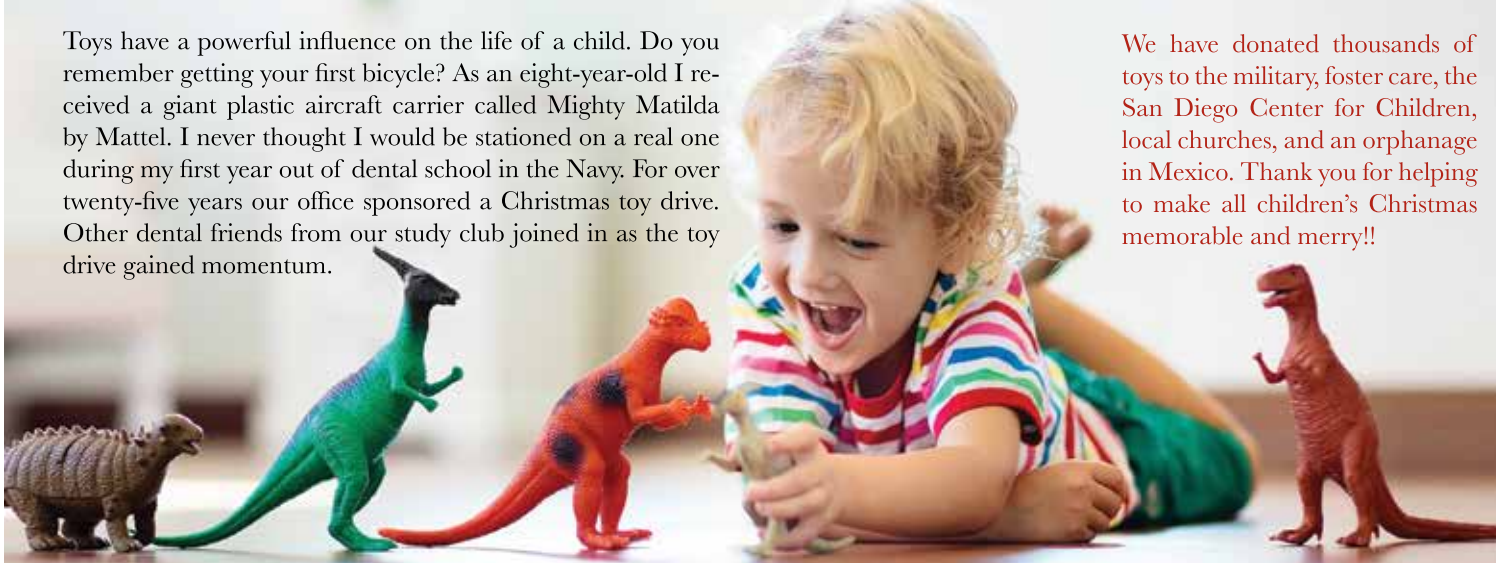
Sponsor an office toy drive this Christmas!! Every dentist in America should do this and make it part of the culture. Patients love this, your staff will love it, and most of all families and children in your community will benefit and love it the most.

Here is the recipe:

- 1) Obtain a large cardboard box and decorate with wrapping paper.
- 2) Print a toy drive sign and place both the sign and box in your reception room around November 15.
- 3) Send out an email blast notifying all your patients that your office is sponsoring a toy drive and accepting donations.
- 4) Stop by Target, Walmart, or Rite Aid to buy some toys and place the unwrapped gifts in the box.
- 5) Contact your local churches and children's hospital to see if they can use the donated toys.
- 6) Take pictures and post on your office web site before you drop off the toys around December 18.

Toys have a powerful influence on the life of a child. Do you remember getting your first bicycle? As an eight-year-old I received a giant plastic aircraft carrier called Mighty Matilda by Mattel. I never thought I would be stationed on a real one during my first year out of dental school in the Navy. For over twenty-five years our office sponsored a Christmas toy drive. Other dental friends from our study club joined in as the toy drive gained momentum.

We have donated thousands of toys to the military, foster care, the San Diego Center for Children, local churches, and an orphanage in Mexico. Thank you for helping to make all children's Christmas memorable and merry!!



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Keep these thoughts in mind when you are asking for change

1. Accept that to make a change, and what we dentists conceive of being a new start, this is an ending of something. In the case of the new owner dentist, in the simple act of changing the way one answers the phone with the new doctor's name, this is an ending to a way of how things have been in the past. See a statement of "this is how we have always done things" not as a repudiation of your efforts, but as a way of your staff feeling loss.

2. In making any change, there is a feeling of a loss of competence, and resistance to change can be a representation of your staff wanting to feel like they know what they are doing. There is ample research to support that people will cling to the old ways not because they are resistant or don't believe in the new ways, but because doing the new thing requires that there is something they go through – a period of incompetence.

3. We as dentists need to be specific and clear about the changes we want to make. No one wants to venture into a change if they don't understand the end goal.

4. Understand that in adopting the new way of doing something, there is going to be a "gray zone", or a time where our staff are trying to figure out what old patterns will stay and what will remain. Be consistent and supportive in your leadership approach to guide them through this phase.

5. When making a change, be sure to have buy-in from your staff. Statistically, for a change to take effect, one needs to have at least 70% from the staff for it to take effect. Spend time before change takes effect making the case as to why. If possible, enlist the help of another staff member who believes in the change to act as a "change agent", to help the other staff members in the transition.

6. There is work to be done even after the change has taken place. Understand that there may be a reversal to the old ways of doing things without encouragement.

Putting Change into Action

The month of December is a month that marks the end of the year, a conclusion of sorts. It's also the month that marks the time where one creates those New Year's resolutions, where one wants to make a change in their life.

Anyone who has owned a practice knows that any change we make does not happen overnight. To change any simple thing, this change can take many attempts and tweaks to have it become a natural thing for our staff. And why is this? It turns out, there is an entire science devoted to studying just that.

In the world of change management, there is ample theory to support that making any kind of change, whether it be personal change, financial change, or in the world of dentistry, a change in our practice, many attempts can result in failure if not done properly.

The good news is, especially in the world of dentistry, a series of steps can help you, dear dentist, in making the needed changes in your practice.

At the end of the day, any change, no matter how small, should not be taken lightly. Be thoughtful about the change and why. Any work you can make before the change will ensure a smooth transition.



2022 POLITICAL ACTION AWARD

In recognition of his outstanding contributions and expertise as the CDA Political Action Committee chair (2013-2022), leading its efforts to identify and support candidates for elected office who are champions for oral health and help address the challenges experienced by the dental profession and their patients.



Robert Hanlon, Jr., DDS
 San Diego County Dental Society
 CDA PAC Board of Advisors/
 Executive Committee
 Government Affairs Council

Congratulations Dr. Hanlon,

from the
 San Diego County Dental Society
 Board of Directors.

Your dedication to the
 San Diego County Dental Society
 and the CDA Political Action
 Committee is appreciated by many!

A Delegation of Impressive Members

When I envisioned my first visit to the California Dental Association House of Delegates, I knew there would be policies to review, new people to meet and potentially conflicting points of view. I understood from my many conversations with past and current delegates that some years are more contentious than others. It was also made clear to me that resolutions are sometimes like that robo-call asking you to update your car insurance – they keep coming back again and again.... But the element of this experience that made it exceptionally memorable was the opportunity to see the SDCDS delegation in action. Seventeen delegates and one alternate made up our delegation of knowledgeable, accomplished, well-spoken individuals who came prepared and willing to represent their members who elected them. The members of the 2022 CDA House of Delegates addressed 10 resolutions ranging in topics like hygiene staff shortages, dental benefits, barriers to oral health care for special health care needs patients, and the returning call to action for providing home sleep apnea testing to patients. These and 6 other resolutions required our delegates to take a position which demanded a clear understanding of the resolution topic, familiarity with the supporting documentation and reading beyond the words to understand the greater impact that these decisions

could have on the dental profession. As we gathered in Sacramento on November 18th to caucus in Carmel Room B at the Hyatt Regency Hotel, the discussion was robust, respectful and reflected a group of dental professionals who were committed to progress, effective application of rules and regulations and policy that will impact positive change. To say the least, I was impressed with what I was witnessing. Each delegate exemplified excellence in not only their field, but in a process that is much bigger than any one individual. It was evident that the 2022 CDA House of Delegates from San Diego County Dental Society represent some of the best. As one of the new Executive Directors attending this year, it was my honor to travel alongside this distinguished group of professionals. To learn more about the resolutions that were addressed at this year's CDA House of Delegates, log in to your account on the CDA website. As always, if you have any questions, please feel free to reach out to the friendly staff at the San Diego County Dental Society.

If participating in this process is something that interests you, the SDCDS holds nominations for delegates each year. Please scan the code below to apply and learn more about this and other leadership and volunteer opportunities.



QR CODE FOR LEADERSHIP AND VOLUNTEER FORM



QR CODE FOR CDA

Welcome NEW *San Diego County Dental Society* Members

Yasaman Sardari, DDS: UCSF 2020

Tudor Chertes, DMD: Univ. of Illinois at Chicago, 2016

Shireen Tabatabai, DMD: AZ School of Dentistry & Oral Health, 2021

Nadine Ayouty, DMD: Roseman Univ., 2020

Olivia Prehodka, DDS: NY-Touro College, 2021

Sharareh Sabet, DDS: U Penn, 2012
 Orthodontics at LLU, 2014

Benjamin Harouni, DDS: UOP, 2022

Rana Ghazala, DMD: Univ. of Kentucky, 2022

Desiree Hsiou, DDS: UCLA, 2018,
 Orthodontics at Harvard, 2022

Ryan Hoang, DDS: LSU, 2017

Natalia Alvarez Maldonado, DDS: International, 2018

Matthew Gotaas, DDS: LLU, 2022

Sura Al Obaidy, DDS: UCLA, 2022

Holly Jafarzade, DDS: UOP, 2015
 Orthodontics at Eastman Dental Center, 2017

Rebecca La, DMD: Missouri School of Dentistry & Oral Health, 2022

Matthew Hobbs, DMD: UNLV, 2022

Jennifer Cacho, DMD: Univ. of Illinois at Chicago, 2022



(R-L) Back Row: Drs. Robert Frey, Rick Hagstrom, Nick Marongiu, Bob Hanlon, Tom Olinger, Doug Christiansen, Tyler Johnson, Doug Cassat, Erick Sato, Robert Gandola. Front Row: Drs. Rick Bialick, Tina Beck, Pamela MacPherson, Susan Nguyen, Lindsay Pfeffer, Christine Altrock, Hoa Audette, Diana Heineken, Linda Lukacs. Not pictured: Executive Director, Angela Lansberg



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SAN DIEGO COUNTY
DENTAL FOUNDATION
EDUCATION, ACCESS AND ADVOCACY

AN EVENING IN OLD HOLLYWOOD TAKE II



This event was planned by a dedicated committee of volunteers. If you would like to help plan next year's Gala, please email Marissa at support@sdcds.org.

Thank you to our Gala Committee!

- Dr. Ann Marie Zimmerman
- Dr. Mary O'Connor
- Michele Hagstrom
- Dr. Hoa Audette
- Dr. Trang Chesler
- Dr. Diane Milberg
- Gene St. Louis
- Michael Metzger
- Deborah Dentico-Olin
- Dr. Tamara Schneidmiller
- Dr. David Rens
- Dr. Heta Bhansali



Q & A with Dr. Coleman Meadows, the Treasurer of the San Diego County Dental Foundation



What is the San Diego County Dental Foundation? How is it related to the San Diego County Dental Society?

The San Diego County Dental Foundation is the charitable arm of the San Diego County Dental Society, and is dedicated to supporting oral health initiatives and outreach for San Diegans. SDCDF was founded in 1992 and provides funding assistance for like-minded non-profits, scholarships for dental students, and participates in local health-focused initiatives like Veterans Stand Down.

What is the John Geis DDS Dental Clinic at Veterans Village? How is it related to the Dental Foundation?

The John Geis DDS Dental Clinic provides comprehensive dental care for the residents of Veteran Village of San Diego. VVSD began in 1981, and serves vulnerable members of San Diego's veteran community struggling with homelessness, substance abuse, PTSD, traumatic brain injuries, or other significant medical issues. The Dental Foundation has wholeheartedly supported the Geis Clinic since its inception in 2015,

fundraising on behalf of the clinic, and providing supplies and manpower for the clinic and affiliated programs.

Do patients pay to receive services at the Geis Clinic?

Since the establishment of the Geis Clinic, all services rendered are provided to patients free of charge. SDCDF fundraises on behalf of the clinic in order for this to continue.

What's the dollar value of treatment given at the clinic each month?

Like most dental offices, the Geis Clinic was shuttered to non-emergent patients for a period of time during the COVID-19 pandemic. As part of reopening the clinic and expanding its vision and treatment capabilities, SDCDF has hired a full-time patient care staff to ensure continuity of care for deserving veterans that are treated at the clinic. Since reopening, we have provided an average of \$26,000 per month in direct patient care.

If the patients are treated for free and we provide an average of \$26,000 in services each month, how do we keep the clinic funded?

To date, clinic funding is reliant on the charitable donations of supporters of the Geis Clinic. Most

of these donors are local dentists and dental groups who believe in the mission and scope of the clinic, and support it through charitable giving.

Why do we have a Gala?

For the past few years, the Foundation Gala has been the major annual fundraising event for the Dental Foundation, and has a tremendous impact on the financial resources available to the Geis Clinic. On behalf of the Foundation Board, I would like to thank the dentists of San Diego for the outpouring of generosity at this year's Gala, and we're already looking forward to next year!

What does the future hold for the Clinic?

In 2022, SDCDF created a strategic partnership between the Geis Clinic and the UCLA School of Dentistry as a way to improve the resources available to the VVSD population and at the same time provide UCLA's 4th year students with a tremendous opportunity to gain valuable experience providing high impact care on challenging and complex patients. It is our hope that by doing this, we can expand the treatment capabilities and capacity of the Geis Clinic to have a positive impact on the homelessness crisis in San Diego, particularly as it affects those who have served our country.



An Evening in Old Hollywood: Sept. 24, 2022
SDCDF's Annual Gala to raise funds for
the John Geis DDS Dental Clinic at Veterans Village.

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TABLE CAPTAINS

- Dr. Daniel Witcher
- Dr. Ann Marie Zimmerman
and Dr. David Rens
- Dr. Lester Machado and
Mr. Robert Pedersen
- ROAM Commercial Realty



Congratulations to
Dr. Lester Machado, winner
of the Golden Heart Award!

As a Past President of both the San Diego County Dental Society and the San Diego County Dental Foundation, Lester Machado DDS, MD brought new energy and talent to both boards. An Air Force veteran, he was instrumental in the creation of the John Geis DDS Dental Clinic at Veterans Village and oversaw the capital campaign to create and outfit the clinic there. We recognized Dr. Lester Machado at the Gala for his tireless contributions to oral health in the San Diego community.





An interview with Malieka Johnson, DDS

Let me introduce... is an ongoing column in Facets that focuses on one doctor each issue 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. Erika Kullberg*

I initially met Dr. Erika Kullberg at one of the San Diego Dental Society Afternoon Teas. Two words that I would use to describe Erika are inspiring and talented. She is determined to take life by the horns and live with no regrets. After interviewing her, I was challenged, as she says, “to look at life backwards”, in order to keep pushing forward. Enjoy meeting and getting to know Dr. Kullberg.

So, tell us a little about yourself.

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

I was born and raised in Gastonia, NC (a suburb of Charlotte, NC) and lived there through high school. Gastonia entertains four beautiful, distinct seasons throughout the year and a unique southern charm amongst the locals. My parents still reside there today.

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

My dad is from Sweden and my mom is from the Philippines, so most of my extended family is abroad. I have two younger brothers, Hans and Stefan, and friends would refer to us as 1st generation “Sweda-pinos”. I am the oldest, but we’re close enough in age that we had the opportunity to all go to high school together. Stefan now lives in New York. Hans moved here from Oakland during the pandemic and currently lives in the house in front of me. He wrote a children’s book in honor of his daughter Aviva who he lost at 10 months on

11/18/2020. It’s titled, “Baby Aviva the Orangutan Diva” and you can buy it on Amazon.

What was one of your favorite childhood memories or activities?

I had a very active childhood, filled with all types of sports and activities. My mom put us in a lot! I did dance (ballet, tap, jazz, modern and pointe), tennis, swimming, soccer, diving, gymnastics, basketball, cheerleading and piano. I would have at least 2, sometimes 3 practices every night and often travelled [even out of state] for competitions. I would complete my homework in the car while driving from one practice to the next. I believe this is where I learned to multi-task. Despite the number of activities, we always ate dinner together as a family...which could be as late as 10pm by the time we all got home!

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

I graduated from Emory University in Atlanta, GA in 2005. Both of my par-

ents have a PhD in Chemistry, so I naturally followed and majored in Chemistry. After graduation, I completed one year of a PhD program in Biomedical Sciences at The Medical University of South Carolina (MUSC) in Charleston, SC. It was a back-up plan that propelled me into dental school as I knew dentistry was what I ultimately really wanted.

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

I loved my orthodontist. He had five children; the twins were my age and we would play tennis together. I would see him happy with his wife and kids at tennis tournaments and happy at work too. I admired his lifestyle. I knew I could have a family. I also liked science and more so how dentistry offered a chance to develop meaningful relationships with patients. I claimed dentistry in 7th grade when asked what I ‘wanted to be’ when I grew up, but it wasn’t until college that I solidified my decision.

Where did you attend dental school? What year did you graduate? Residency?

I went to Boston University Goldman School of Dental Medicine. I received my acceptance on Valentine’s Day 2/14/2006... #bestValentinesLetter-Ever. My parents were super thrilled but being realistic my mom asked how I would pay for it. I had no affiliation with the military and honestly had never even thought of it as an option, but I encouragingly applied with no expectations. Fastforward, I commissioned as an officer with the US Navy at the beginning of dental school, graduated in 2010 and went straight to five weeks of Officer Candidate School (OCS) or bootcamp in Rhode Island. Thereafter I completed a one-year AEGD at 32nd street in San Diego, followed by a one-year hardship tour to Diego Garcia, a tiny Island in the middle of the Indian Ocean. I chose to return to San Diego as my next duty station for the opportunity to further develop my dental skills and network with colleagues. I separated as a Lieutenant in 2015, forever grateful for my Naval experience and in preparation for my next chapter in life.

What do you love most about dentistry?

I love building relationships with my patients. We have a unique opportunity to positively impact a person’s life, not just

in their smile but how they feel about themselves. I find a lot of enjoyment doing Invisalign. Clinically, it is rewarding to set up a functional occlusion, but the real joy comes in giving a newfound confidence to someone.

Do you own your own practice? Or Associate?

I have done both. I associated the first three years after the Navy. In September 2018, I bought an existing practice, Integrity Dental, located in the De Anza Medical Center (Balboa Ave. exit off I-5). I had always dreamt of practice ownership, but like many new owners, felt very nervous and anxious to accept the challenge of running a practice. As daunting as it seemed, my final drive to own was two-fold. First, I periodically like to look at my life backwards and my ‘90 year old self’ would tell me to just do it. Second, my husband Mike was [and still is] my rock of support and encouragement. He believed in me and made me realize there was nothing to lose, no failure in trying. So I jumped. And I’m so happy I did! I wholeheartedly found my definition of success in overcoming what I feared impossible and maximizing my true potential.

Are you married? Have kids?

Yes, Mike and I had the most epic wedding in Costa Rica in May 2017 – we wish we could celebrate that day on re-

peat! The following year I found out I was pregnant with my first child the day before I closed on the practice. The boys are my joy – my real success story. Leo is 3 1/2 years old. Maddox is 6 months.

What do you enjoy doing outside of dentistry? Family, Hobbies, Talents, etc.

I love my family time – just being a mama, traveling, beach days, going for walks & exploring San Diego. Whenever I get an ounce of downtime, exercise is my favorite (barre class, spinning, yoga and running). Chocolate & deep tissue massages are my indulgences. A true hobby of mine is working with photos, like making holiday cards, photobooks or videos. I love capturing happy memories.

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

I ran 2 marathons! The first one was in Cape Cod, MA where I surprised myself and ran it in 3 hours & 17 minutes. I placed 4th in Women’s & was awarded money and the honor of qualifying for the Boston Marathon, which I finished in 4 hours. My future bucket list contains a world tour adventure, starting in one direction and going from country to country at my own pace.

continued on page 19



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SDCDS App 101 - Webinar

SCAN QR CODE TO REGISTER

The official app for members of the San Diego County Dental Society launched January 2022. It is available in the Apple and Google app stores by searching "SDCDS app". This member benefit is exclusively for the use of SDCDS members. Our goal for the app is for you to connect better with other members through groups based on your specialty, committee involvement, volunteer opportunities and much more! It is a safe space to hear from other members who have similar issues, questions, and interests.

We are continuing to develop the app to its full potential, so we can encourage you to download the app and join us Tuesday, January 10, 2023, at 6pm! We will be hosting a SDCDS App 101 webinar to review the app, all it has to offer, and answer any questions you may have!

By the end of the webinar, you will be able to:

- Communicate with other members through our groups feature
- Register for CE courses and social events
- Quickly share a referral
- Access our latest e-blasts that contain important state and local dental news/regulatory issues
- Navigate our Member Recommended Directory

If you have trouble logging in, please contact me, your Media & CE Coordinator, Fernanda at (619) 275-7188 or admin@sdcds.org.



continued... LET ME INTRODUCE... Dr. Ronald Fritz

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

I used to be very active with SDAGD. I was Secretary, VP and then President in 2018. My time is naturally more limited now with kids. I also served on the Retention & Recruitment Committee for SDCDS. I continue to do Give Kids A Smile as it is easy and fun to incorporate in our office.

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

Well, there is a YouTube/Tik Tok/Instagram influencer who has the EXACT same name as me!! The other Erika Kullberg is an attorney and social media star known for posting finance content. We look like we could be related; she is half-Asian like me and we're both Capricorns. It's really weird, but hey, if I have to share my name, then I'm inspired by what she's done with it.

Do you have a favorite life quote?

Pura Vida. It's a common Costa Rican phrase, simply translated into a pure or simple life. It's an emotion, it's an atti-

tude, it's happiness, it's the best way of life worth living.

If a fellow dentist wants to reach out to you can they email you?

Yes! Feel free to email me. My address is ekullberg@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!

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. 1,500sf 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

Former Dental Office Available in Poway For Lease

Former Dental Office of approx. 1,152 SF now available for lease. Located in central Poway along Poway Rd. For information contact Reg Kobzi | CBRE | Lic. 00917639 | T+1 858 546 4604 | reg.kobzi@cbre.com

Pediatric Leaseholds for Sale

Previous pediatric dental office. 3 ops, 1000sf in Escondido. Rebuilt in 2018. 1 year 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 619.723.1833

I am looking for a Dental Practice

Hello, I am a well-qualified and experienced dentist looking for a dental practice to purchase. Looking forward to hearing from you soon. Contact: sddental2@gmail.com

Escondido General Practice

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

3-chair practice Coastal San Diego - Turn-key

1,300 sqft, lobby, consult, lab, and reception, in the corner suite of a medical building facing a beautiful courtyard. Asking \$75,000 for all equipment. Buyer to assume lease through Dec 2024 (\$4,474 / mo). One five-year option. Please contact Jared at 760.215.1353.

Two General Practices For Sale in Southern California

This is a spectacular opportunity to buy 2 dental practices in Southern California! 14 & 7 Operatories, Fully digitalized office, Amazing interiors, Strategic locations, Current doctor willing to stay on for up to 2 years. This property/business is co-listed with Haven Real Estate, CA DRE #01103581. Contact Patrick Roberson at patrick.m.roberson@gmail.com or 919.559.6916 for more information.

Dental Office For Lease Beautiful Del Mar

Fully plumbed, ready to move in, ocean views, 2 operatories, Lab, Waiting Rm, Priv. Office, 635 Sq Ft. Contact Craig Dewitt 619.465.5851

Dental office for sale

General practice in Escondido/San Marcos area. Main floor with excellent signage and exposure. 40 years of goodwill. PPO/Fee for service. Collected 467k in 2021 on 3.5 day work week. Three ops. 1,200 sq. ft. at \$2,200/mo. Call 619.884.0866

Dental office for lease in Carlsbad

1,208 - 1,546sf 4 Ops, Sterilization room, Fully plumbed + nitrous, \$2.85/ft plus \$.53 NNN. Call Selina 760.209.1140 or email: selina@lee-associates.com. Located at 2515 Pio Pio Dr. Suite B, Carlsbad, CA 92008. Great freeway access by I-5 and 78 Fwy. Shared common area breakroom and balcony with ocean views. Located in Carlsbad near Oceanside & Vista. Lots of history and goodwill. Dental equipment not included.

Specialty Space Lease with TI

Sorrento Valley, great location, next to Qualcomm and other giant tech companies. Space is suitable for specialist. There are multiple general dentists in the building. It's about 1000 sqft, designed for 4 ops. email: rzprop2021@gmail.com.

Dental Practice with Real Estate For Sale

Escondido. Great location with good parking. Established for over 25 years. 5 ops, 1,680 sf. Free standing building also for sale. Ground floor dental office with two second floor offices generating additional income. Please call 858.395.6438 for details.

Space Share/Sublease Del Mar

Beautiful remodeled, state-of-the-art office space right off the 5 freeway. 2,100sf space in a professional building. Utilities included. Great opportunity in desirable area. Ideal for start up or satellite location. Call 858.342.3104

Dentist/Associate

Newly remodeled (6) op Dental Office with hygienist, digital, paperless environment. Space available for established dentist with patient base or start up practice. Hours: Monday-Friday Flexible hours. E-mail jberrydds@yahoo.com or contact Marian at 858.571.3534. Cost will be established on percentage of collection determined by type of expense sharing, if any that you want to do.

General Dentist office for sale

PPO Dental practice for sale in east county. 22 years good will. 4 operatories with 4-day work week. \$360K in collections. Email: dental3366@yahoo.com

Distress Sale : El Centro

Well established Practice very busy profitable low rent overhead and long-term staff 50% Ins, 50% Denti-cal 70yrs GoodWill 2000 active patients 3ops & 1 plmbd digital 2022 Proj Rev 750K. Text/ Call 760.791.9392.

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Board-certified anesthesiologist specialists providing anesthesia services in your office. Coordinate care at DentalAnesthesiaAssoc@gmail.com, 858.414.1293, or visit www.dentalanesthesiaassoc.com

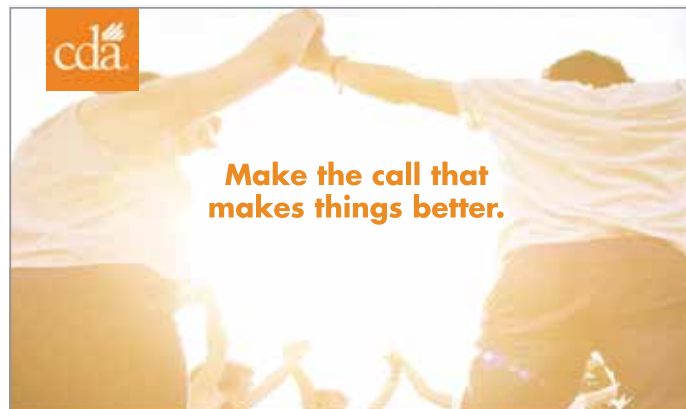
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Board-certified, licensed, insured. Anesthesiologist available to provide general anesthesia (or IV sedation) to patients in your office, pediatric or adult. Please contact me for more info. or questions. 40winksanes@gmail.com or call 206.948.2468

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starting at \$40. Ad appears both in Facets and online at SDCDS.org. Advertise in February Facets and reach 2000 San Diego Dental Professionals. Deadline: Submit ads by 1-1-23. 619.275.7188 | admin@sdcds.org.

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SAN DIEGO COUNTY DENTAL SOCIETY EVENTS

SDCDS is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. SDCDS designates each activity for a specified number of C.E. Units.

ADA CERP® Continuing Education Recognition Program

DEC 09
FRIDAY

3CE units



Communication, Care and Clear Protocols: Ensuring Safety for Patients of Every Age

Summary: This course examines actual TDIC cases and Advice Line calls to highlight dentistry-focused risk management strategies to reduce the potential for complaints, claims or lawsuits.

Policyholder Benefits: Get expert advice, earn C.E and lock in a 5% Professional Liability premium discount for two years upon completion of the full-length seminar.

Time: 9am-12pm (8:30am check-in)

Location: Handlery Hotel, 950 Hotel Circle N, San Diego, CA

Register: Scan QR Code

Hosted By: TDIC

JAN 12
THURSDAY

4CE units



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, CA 92110

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

Pricing: member \$55 *(or use your 1 free member benefit CE for 2023). nonmember \$77, member staff \$66

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

JAN 18
WEDNESDAY

3CE units



Ken Rubin, CPA and Jonatham Ingalls



Ken Rubin Practice Sales Seminar

Free

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.

Location: SDCDS Office, 1275 W Morena Blvd. Ste B San Diego, CA 92110

RSVP: vanessa@kenrubincpa.com or call (619) 299-6161

Price: Complimentary course

Includes: Dinner and Refreshments

Hosted by: Ken Rubin Practice Sales

JAN 28
SATURDAY

4CE units

Nancy Andrews Dewhirst



Dental Practice Act & Infection Control

Free CE*

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

Time: 8am-12:30pm

Location: Zoom Webinar

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

Price: member \$53, (or use your *1 free member benefit CE for 2022). nonmember \$83, member staff \$53

FEB 02
THURSDAY

3CE units



California Dentists' Guild Seminar

SAVE THE DATE

FEB 16
THURSDAY

PROFESSIONAL Speed Dating

Free

SAVE THE DATE



FEB 25
SATURDAY

6CE units

Jean Wu, DDS



The Modern Prosthodontic Practice

Summary: Prosthodontic principles from diagnosis, sequencing and treatment execution will be shared to facilitate the best treatment outcome for the complex patient.

Time: 9am-4pm (8am check-in)

Location: Handlery Hotel 950 Hotel Circle N. San Diego, CA

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

Pricing: member \$150 nonmember \$225, member staff \$150

Includes: Continental breakfast provided during check-in, lunch and light refreshments during breaks. (please indicate special dietary needs when registering).

Sponsors: Dentsply Sirona, California Dentists' Guild, Garfield Refining, General Refining Corp., Fortune Management, Ken Rubin Practice Sales

MAR 16
THURSDAY

4CE units



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, CA 92110

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

Pricing: member \$55 *(or use your 1 free member benefit CE for 2023). nonmember \$77, member staff \$66

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



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