



# Snohomish County

## DENTAL SOCIETY



**Save the Date:**  
**FEB. 21**  
**In-Person**  
**Member Meeting**

### See It, Sell It, Collect It.

**See It** - Business Snapshot. Discuss & Review where your practice is today.

**Sell It- Hygiene.** Case acceptance.

**Collect It** - Claim Submission & Billing Systems. This practice management presentation will provide tips and tricks to enhance your daily procedures.

**Michael Dinsio** has spent a decade learning the business of dentistry. As a banker he generated loans for doctors, guiding more than 500 dentists through starting or building a practice and also via practice acquisitions. Michael found that his passion was in helping doctors navigate the complex process of getting into ownership. As a result he started Next Level Consultants and now advises clients in all stages of ownership. See the full class description, and registration, on our website.

**PLACE:** Shawn O'Donnell's restaurant banquet room, 122 - 128th St SE, Everett, WA 98208. Free parking located in the back.

**TIME:** 6:00PM meet & greet, no-host bar and sponsors, followed by buffet dinner, meeting, and program, ending by 9:00PM.

**CREDITS:** 2

**COST:** Complimentary for SCDS member dentists, \$40 pp for all guests. Payable by cash or check at the door (no debit/credit).

**NOTE:** No Shows or cancellations after deadline will be invoiced.

**RSVP by Monday, February 19**

**Email:** [info@scdentists.org](mailto:info@scdentists.org) or text/call 360-419-7444. Vegetarian meals by advance request only. Space is limited. Thank you to our Sponsors: Align-Tech, BEST for Dentistry and Burkhart Dental.



### PRESIDENT'S LETTER, Dr. Nick Conley

Greetings Dentists of Snohomish County!

As we enter into the month of February, we are constantly reminded of the importance and power of love, so I would like to reflect for a moment on this theme. When I think of how love impacts our profession, I am reminded of the efforts we take to provide a comfortable space to provide quality dental care for our patients.

The stresses that come along with providing excellent patient care and maintaining a profitable dental practice can often weigh us down. There are times when we might begin to focus on negative interactions with patients and lose sight of the positive impact we can make in the lives of so many. It is helpful to empathize with patients who challenge us. Recognizing that more than 60% of Americans are living paycheck to paycheck is a reminder that many of our patients are under stress when they arrive in our offices, may feel even more vulnerable in a dentist chair, and should be met with a compassionate response.

As we know all too well, the combination of financial cost and a potentially pain inducing procedure is enough to keep a patient from following through with a treatment plan or even seeking a consultation. This month let us focus on empathizing with those patients who challenge us, remembering to take a deep breath in the heat of the moment and do our best to provide compassionate and loving care.

Let us also remember to take time to care for ourselves, for when we are at our best our families, staff, and patients will benefit.

February is a time to reflect on what is really important--and to more fully experience the power of love.

Warmly, Nicholas J. Conley

## What Are You Missing Out On?

In case you have *not* been receiving our weekly enews, check your junk email! SCDS sends out a weekly e-newsletter full of information about member meetings, resources you can use, WSDA and ADA information and news about the local dental



community. The email is issued at 9AM every Tuesday. We know you receive *a lot of emails* so the goal is to provide you with a quick read that can enhance your membership value. Want more information? Contact Sandra at [info@scdentists.org](mailto:info@scdentists.org).

## SHOUT OUT TO SPONSORS

### ➤ Thanks to our February newsletter sponsors:

Elite Sleep and Omni Practice Group

### ➤ Thanks to our February Meeting sponsors:

Burkhart, BEST for Dentistry and Align Tech

### ➤ Corporate partners on our website!

Remember these great vendors when you are looking for business services and providers.

## SCDS PROGRAMMING OVERVIEW

**M**ark your calendars for the great programming that we have coming up between now and July. This month we will have an in-person member meeting on **February, 21** at Shawn O'Donnell's (see page 1). **February 15** is the 17th annual Tooth-apalooza event at the Imagine Children's Museum in Everett. Volunteers are welcome.



**February 14-18** is the Seattle-King County Clinic at Seattle Center. Volunteers are needed for this community-wide event.

**March 1** is the Annual Seminar at the Lynnwood Events Center.

The speakers are Drs. Gillespie and Brown. They are presenting on *Anterior Aesthetics: Minimally Invasive for*

*Maximum Impact*. Earn 7 CDE. There will be a large vendor fair, as well. On **March 13** we are offering another virtual class featuring periodontist, Dr. Brad Weinstein. On **April 17**, we meet in person and Dr. Steve Carstensen will be speaking on sleep apnea for the general practitioner. **May 15** is our last in-person meeting and we will be hearing from WSDA President Dr. Nathan Russell and honoring our newly elected officers. In June, we are welcoming UW SOD grads with a New Grad Happy Hour. In July, the baseball game is back! If you missed this social gathering last year, you'll want to check it out. Stay tuned for more information. Refer to our website for more details and registration links.

### YOUR SCDS OFFICERS:

#### President:

Dr. Nicholas Conley

#### President-Elect:

Dr. Tania Tran

#### Secretary:

Dr. Tyler Rumble

#### Treasurer:

Dr. Andrew Sholudko

#### Past-President:

Dr. Clio Samia-Lindenauer

#### Executive Committee:

Dr. Dr. JiWon Gwak

Dr. Matthew D. Lee

Dr. Ivy F. Lin

Dr. Chung Tsen

Dr. Stacey Sype

#### Executive Director:

Sandra Anderson

#### SCDS Mailing Address:

6202 4th Ave NW  
Seattle WA 98107

Phone/TEXT: (360) 419-7444

E-mail: info@scdentists.org

Website: www.scdentists.org

## CLASSIFIEDS

■ **Dental Office for Lease** - Medical Office Building (Build for Dental Office) First Time on Market for Lease, 2934 SF - Move in Ready (Previous Owner Retired). 3327 Colby Ave Everett. Call 425 230 7538

■ **Custom-built Operatory and Sterilization Cabinets** - Cascade Custom Cabinets in Arlington WA sells custom-built operatory and sterilization cabinets. Direct to doctors. Avoid the huge markups by buying direct. 20 year warranty. By appointment only cascadecustomcabinets.com Office: 360-572-2329

■ **Snohomish General Dental Practice** with annual collections over \$300,000. 3 fully-equipped ops with option to lease an adjoining vacant office which would give you up to 7 total operatories. Located in family friendly residential area near local schools and shopping. Seller willing to work back 1-2 days/week if needed. Implants and molar RCT referred out. Ample patient parking. Contact frank@omni-pg.com or call 425-985-8390. (WAD496)

■ **Snohomish County General Dental Practice** Snohomish County General Dental Practice. Beautiful stand-alone building with excellent visibility in a residential neighborhood. Strong hygiene program - 6 hygiene days per week. 7 fully-equipped ops (4 hygiene and 3 clinical). Ample patient parking. Over \$1.4 Mil in Production YTD. Open Dental Software, KAVO CBCT. Contact Frank Sciabica at frank@omni-pg.com; 425-985-8390. (WAD513)

■ **Well-Established Luxurious General Dental Practice with Amazing Island Lifestyle** Rare opportunity. Own a successful, practice on San Juan Island overlooking Friday Harbor. Motivated seller willing to carry portion of financing. Over \$700K in only 15 working days per month. Three ops with potential for 4. Heavy C&B and restorative. Most endo, perio, OS, and pedo referred. Huge potential for additional income if you book 5 days/week or add in above procedures. Two hygienists FULLY BOOKED! Knowledgeable staff willing to stay. Waterfront home with mooring and beach available to rent if desired. Contact rod@omni-pg.com; 206-979-2660. (WAD397)

■ **Whidbey Island General Dental Practice** Long established, stable, nicely appointed island general dental practice grossing 550K with high net. Great location in growing area. 3 day a week practice running at 40% overhead - room for growth! Contact Frank Sciabica, DDS at frank@omni-pg.com, 425-985-8390 for more information. (WAD429)

■ **Thriving General Dental Practice in Charming Poulsbo** Near the Bay Practice on busy street for sale in Poulsbo. Four operatories are fully equipped. Shared space with four additional plumbed ops available. Averaging 35 new patients per month in 2021. Annual Collections over \$850,000. Room to grow. Contact Frank - frank@omni-pg.com; 425-985-8390. (WAD378)

■ **Beautiful Well Established Marysville Practice** Well established general dental Marysville practice for sale. Great location in the middle of town. Easy access with a nice parking lot available on site. Beautiful building with great visibility from the street. Contact Frank at frank@omni-pg.com or 425-985-8390. (WAD486)

