



# Snohomish County

## DENTAL SOCIETY

### DATE CHANGE!

### In Person Member Meeting TUESDAY, October 17.

**Practice Management: Top 10 Mistakes Practice Owners Make During Their Careers from an Attorney & CPA's Perspective.** Practice Management can be tough!



Sharpen your pencils for a night of tips, tricks and Q&A on the legal and accounting aspects of the dental biz. We welcome attorney Tyler Jones and Dental CPA Brian Bray to speak on these aspects of running your business. This is consultation you have been wanting but haven't had time to schedule! Mr. Jones is a partner with the law firm of Hessel Fetterman in Seattle.



Mr. Bray is managing partner

of the Dental Accounting Group in Bellevue. **Key Take-aways:**

1. How to avoid legal pitfalls running your practice
  2. Essential tax deductions for practice owners
  3. Best practices to stay out of trouble with the IRS
  4. How to improve financial success in a post-Covid economy & more!
- See the full class description, and registration, on our website.

**PLACE:** Shawn O'Donnell's restaurant banquet room, 122 - 128th St SE, Everett. 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.

**Email:** [info@scdentists.org](mailto:info@scdentists.org) or text/call 360-419-7444. Vegetarian meals by advance request only. **Space is limited.**



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

Hello esteemed colleagues.

As I sit to write this month's newsletter, our local and state leadership are preparing to gather for the annual WSDA House of Delegates meeting. These meetings provide member dentists and local component societies an opportunity to collaborate with the WSDA on the most effective method of advocating for our profession and our patients. This year's top legislative priorities taken directly from the WSDA legislative agenda are twofold. The first item is to improve dental benefits policies and processes in our state that negatively impact patient care and to reduce detrimental interference by dental benefits carriers in the doctor-patient relationship. The second issue at hand is how to best mitigate the severe shortages of dental hygienists and dental assistants in Washington state. These critical issues affect everyone in our community on a daily basis. Whether you are a practice owner or an associate dentist, it is not hard to recognize the current challenges in dentistry as we seek to hold patient-centered care paramount in an evolving industry with increasingly tight profit margins. The SCDS is focused on making your voices heard. Please reach out to me or anyone on our executive committee with constructive input or if you are interested in becoming involved with our local or state leadership teams. I look forward to seeing you all at our October member meeting (**October 17th**) and at the annual Gala Friday, October 20 at Hotel Indigo on the Everett waterfront. Please RSVP by October 13 on the SCDS website. [www.scdentists.org/meetings-events/annual-gala](http://www.scdentists.org/meetings-events/annual-gala)

— Dr. Nicholas Conley

## Annual WSDA House of Delegates 2023



The 2023 HOD was held the weekend of September 21-23 in downtown Seattle. SCDS extends sincere thanks to our six member Delegates who attended. Those members included (left to right): Drs. Greg Fjerran, Michael Whelan, Tania Tran, Andrew Sholudko, ED Sandra Anderson, Aimi Mizutani, Naghmeh Izadi and Crystal Vo. Dr. Sholudko served as Speaker of the House for the second year. Dr. Vo campaigned for, and won, a seat on the WSDA Board of Directors. Other members in attendance included Dr. Jill Taylor, Dr. Tyler Rumble, Dr. Nick Conley and Dr. Kelly Anderson. The issues addressed at the House included the WSDA annual budget and legislative agenda, along with establishing new non-dues revenue options for WSDA, with the goal of reducing dues for members. The Citizen of the Year award was given to Drs. Neil Hanson and CR Anderegg for their years of volunteer dentistry both nationally and internationally. We offer special thanks to Drs. Naghmeh Izadi and Michael Whelan for both serving three 3-year terms at HOD delegates from our Society. Your volunteer contribution means a lot! See more photos on our Facebook page!

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## Why Every Dental Practice Needs an Advocate



Credit card spending has more than TRIPLED in the last

decade. And for merchants, including dental practices, that means billions and billions of dollars in processing fees. Processing may be big money, but very few people actually understand the ins and outs of this largely unseen (and unregulated) industry. This is the precise reason Merchant Advocate was founded.

And with 72% of businesses falling victim to overcharging, it's clear the processors are succeeding in unfairly driving their profits up.

Merchant Advocate was created to bring transparency to the processing industry, putting hard-earned money back where it belongs—your bottom line. Merchant Advocate is not a processor. We are a trusted independent partner with decades of auditing experience, having worked with hundreds of dental professionals to help mitigate the cost of doing business with credit cards. In addition, our team can help advise your practice on data-breach precautions and review whether you are PCI-DSS compliant. Healthcare is by far the largest sector targeted by cyberthieves.

Our approach is simple. We conduct a free statement analysis of your merchant statements to uncover potential savings. If you are overpaying, we negotiate with the processor to reduce rates and eliminate hidden fees. Every month, we continue to audit your account to ensure rates are not raised and no new fees are added.

Merchant Advocate operates on an entirely performance-based model and shares in the savings achieved. Since 2007, we've saved clients more than \$250 million in unnecessary fees. See what Merchant Advocate can do for you with a free, 15-minute consultation.

<https://merchantadvocate.com/scds/>

The credit card processing industry is fueled by a bloated ecosystem of more than 1,000 different credit card types and even more obscurely named fees. While a payment transaction's path is relatively straightforward, it is a costly one for those who accept payment via credit cards. Along its way to becoming revenue, the payment touches many hands, including the processor, card association, and bank issuer, each taking their cut.

Margins for credit card processors have shrunk, leading them to hide fees, raise rates several times a year, and make costly

### 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

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Website: [www.scdentists.org](http://www.scdentists.org)

## CLASSIFIEDS

■ **SEEKING ASSOCIATE** We are seeking an associate dentist for a part-time position (Wednesdays and Thursdays) who enjoys working in a fast-paced environment while making a positive difference in your patient's health. If you are a great communicator, patient focused, have a positive attitude and strong work ethic, then we are eager to hear from you. [monroewadentist50@gmail.com](mailto:monroewadentist50@gmail.com)

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

■ **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](http://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](mailto:frank@omni-pg.com) or call 425-985-8390. (WAD496)

■ **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.

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](mailto: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](mailto:frank@omni-pg.com), 425-985-8390 for more info. (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](mailto:frank@omni-pg.com); 425-985-8390. (WAD378)

■ **Poulsbo/Bremerton Area General Dental Practice** Annual collections over \$600,000. Four operatories, 2,100 sq. ft. with digital x-rays. Contact [frank@omni-pg.com](mailto:frank@omni-pg.com) or call 425-985-8390. (WAD415)

Multiple dental practices for sale by Omni Practice Group in and around Washington. Contact Omni Practice Group at 877.866.6053 / [info@omni-pg.com](mailto:info@omni-pg.com) for more details. Visit website <https://www.omni-pg.com>.

## SHOUT OUT TO SPONSORS

➔ Thanks to our October newsletter sponsor: Knutzen-McVay

➔ Thanks to our October Meeting sponsors: Big Sky NW Construction • Financial Freedom for Dentists • SPP Dental

➔ Check out our Corporate partners on our website! Remember these great vendors when you are looking for business services and providers.