



Snohomish County

DENTAL SOCIETY

REGISTER NOW For Next SCDS Meeting

DATE: Tues. Jan. 19th
TIME: 6:15PM–8:15PM
CREDITS: 2 **COST:** FREE

SPEAKER:
Dr.
John West
DDS, MSD



COURSE:
Regrowing Your Practice
Through Interdisciplinary
Dentistry: “*The Magic Wand.*”

This will be an inspiring course! Please view full details and speaker bio on our SCDS website.

Go to: www.scdentists.org
Click on Calendar of Events.

IMPORTANT:

REGISTRATION REQUIRED

To participate in this Zoom meeting **you'll need to register in advance.** You can find the registration link on our SCDS website calendar, and *it will also be emailed out with the Jan. meeting reminder.* Please be sure SCDS has your current email.

Stay Home, Stay Healthy CE.

We are pleased to continue our partnership in 2021 with Pierce County Dental Society to offer Virtual Zoom CE meetings to our members.

Note: **CE certificates** will be sent to your registration email within in 7 days after the course. AGD credit will be submitted if you provide your AGD # at registration.

PRESIDENT'S LETTER — By Dr. B. Ardi Pribadi



Hello everyone! If you're like me, you're ready to be done with 2020 and move onto 2021 already. This past year has been a year like no other. So many deaths, so much anger, and so divided. There were many opportunities for this pandemic to destroy dental offices and for those who are standing and thriving, congratulate yourselves, for it is your resilience and your sheer grit and determination that your practice has overcome the fate that is happening to many businesses around the country.

I want to thank the ADA and WSDA for advocating on our behalf, for making the government realize that dentistry is essential, for including us in the HHS CARES ACT and for lobbying the government to keep dentistry open. Many are quick to point out what our association is lacking, but let's take a step back and understand exactly what they really did for us this year.

The vaccine is just around the corner. Some of you may have already received the Pfizer vaccine and/or know people who have received it. Moderna's vaccine has just been approved for emergency use and is in the process of distribution. The ADA is working very closely with the Federal Government to ensure that those in the dental field aren't overlooked, and the WSDA is working very hard with the WA Department of Health to create a viable rollout plan for dentists. Meanwhile, the Dental Quality Assurance Commission has also given their blessing to allow dentists and dental hygienists the ability to provide vaccinations as part of their scope of practice. I encourage you, who are interested, to reach out and volunteer as a service to your community.

Presently, the demand for the vaccine far outnumbers the supply available, but after a few weeks/months, the supply will catch up and demand will dwindle, but not the need to achieve herd immunity. It is crucially important that misinformation and lies from the anti-vaxxer community does not become widespread. Pseudoscience is the biggest detriment in achieving herd immunity and I implore each and every one of you highly educated dentists to dig deep into your science background and educate your staff (many who may only have a high school science background) and inform them what a vaccine is, how it works, how it benefits everyone and that it is completely safe and effective.

Together, if we do our part, the possibility of eradicating COVID-19 is very much a reality. Happy New Year and have a safe and wonderful holiday season!

MAILING LIST ALERT & ADA PROFILE

The new year is a great time to double-check that your ADA contact info is listed correctly, and also review your public **Find A Dentist** profile (add your photo if you haven't done so). Log into www.ada.org and click on Member Center. Be sure to also indicate your *preferred* mailing and email address for all ADA/WSDA/SCDS mailings and notices. Or you may also email the SCDS office and we'll be happy to update it for you.

SCDS SPECIAL RECOGNITION AWARD —Nominate a SCDS Member!

Each May our Society recognizes one member dentist for volunteer activities or community service — either local and/or foreign. If you are aware of a dentist who is making a difference, please email the SCDS office with his or her name and why you think they should be nominated. *The deadline is April 1st.* See a list of past recipients by clicking the News tab on the SCDS website. We'd love to hear about and share some good news after the past year!

Practice Management Associates
 For info on the following 4 listings
 Email: info@pmaadvisors.org
 Call: (206)209-1990
 practicemanagementassociates.org

■ **University District, Seattle** – This established 2,400 sq. ft. general practice has 3 ops and plumbed for 5. Collections were \$717K in 2019 and on track to hit \$624K as of August 31st, 2020. Taking into consideration closure for COVID they would be at \$832K for 2020. Patient demand remains high and the schedule is full and stable. The practice has digital Xrays, pano, cerac, and laser. (#1-PMA)

■ **Gig Harbor Area - Healthy thriving general practice.** 6 operatories within a 2,600 sq. ft. stand-alone building. Three hygienists provide 76 to 86 hours of hygiene each week. The practice operates with a 40% net collecting \$1.2 million in 2019. 2020 on track to collect over a million despite COVID. Annualizing January - August minus 2 months COVID closure and practice would be at 1.3 million in 2020 (#2-PMA)

CLASSIFIEDS

■ **SW Washington** - Well-established dental practice collecting around \$350K - on three days per week. Three chairs and plumbed for a fourth with room to expand. A stable employment base, veteran staff, and growing community will support further expansion. Arts, cultural activities, outdoor recreation, and water sports are abundant in this ideal location. Seller is motivated and willing to assist in transition if desired and will offer favorable lease terms or purchase terms for the stand-alone building to qualified buyers. (#3-PMA)

■ **Mill Creek, WA** - Great opportunity for this high demand location. Digital X-rays, Cone-beam/Pano. Three computerized treatment rooms plumbed for 4, located in a 2,000 sq. ft. office. Collected \$380K in 2019 and 2020 numbers remains stable with 2019 on 3 days per week. #4

■ **LYNNWOOD DENTAL OFFICE FOR LEASE** 2000 sq ft / or PURCHASE BUILDING Also, Adec Cabinets, 5 Operatories, 2 Private baths, Laboratory, Beautiful Tiled floors, Private Office, Gorgeous front office. Call 425-218-7211 or Email Toothdale10@gmail.com

■ **Need help with your high fear patients?** I have treated over 4000 patients with IV Sedation. I am local, flexible and can accommodate your schedule. You can also refer your patient if you choose not to treat them. Aubrey Carter Jr., DDS (425)501-9555.

■ **10% Off Handpiece Repair for SCDS Members.** NO NEED TO MAIL OR WAIT FOR HANDPIECE REPAIR – We come to you! We're MOBILE – Best Service and Prices, serving Snohomish County and surrounding areas. Campbell's Handpiece Rescue, Call (425)303-9822.

Thank you to our Jan. Newsletter Sponsors

**Big Sky Northwest Practice Management Associates
 WDIA**

How May SCDS Help You?

If you have a question you're not finding an answer to, be sure to contact the SCDS office and we'll help find the information you need.

REMINDER:

Visit www.ada.org/virus
 New content is still being added and updated to help you and your practice navigate all things COVID-19 related. Check it out!

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YOUR SCDS OFFICERS:

President Dr. B. Ardi Pribadi

Pres-Elect Dr. Daniel Brady

Secretary

Dr. Clio Samia-Lindenauer

Treasurer Dr. Andrew Sholudko

Past-President Dr. Alexis Apatoff

Executive Committee:

Dr. Nicholas Conley

Dr. Jennifer Chan

Dr. Ji Won Gwak

Dr. Tania Tran

Dr. Allan Wattimena

Executive Director:

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ANNOUNCEMENTS

► **Help our Snohomish County Dental Foundation Earn Cash throughout the New Year!**

1) Fred Meyer Community Rewards – Take 2 minutes to link your Rewards card and earn a donation for our Foundation every time you shop. Go to www.fredmeyer.com/community_rewards search by our name or non-profit #UJ743 This is an easy way to support our Foundation!

2) SHOP www.Smile.Amazon.com

Next time you place an Amazon order, simply search & select Snohomish County Dental Foundation. Amazon donates 0.5% of the price of your eligible AmazonSmile purchases to the charitable organization of your choice. AmazonSmile is the same Amazon you know. Same products, same prices, same service. Thanks to everyone already donating! \$1 = 1 toothbrush kit for 1 child.

3) Make a tax-deductible donation. You may add a donation of any amount when paying your WSDA 2021 dues statement. Or mail a check to:

Snohomish County Dental Foundation, 1214 Alpine View Drive, Mount Vernon, WA 98274-8722. The Foundation is a 501(c)3 non-profit organization. Tax ID #91-1630893. A tax receipt will be sent. *MANY THANKS to our SCDS Members and Corporate Partners who have donated!*

► **Volunteer Dentists needed** in Snohomish County for Medical Teams International dental van. Just 6 hours one time per month. Scheduled visits are still being cancelled in our county due to lack of volunteer dentists. For more details please contact Cassandra Phillipsen, DMD, 503-593-9599 or email: Cphillipsen@medicalteams.org

► **SAVE THE DATES** for our **2021 Zoom CE Meetings** co-sponsored with Pierce Co. Dental Society. Tuesdays, 6:15PM–8:15PM. 2 CE Credits.

Jan. 19th (Dr. John West), **Feb. 23rd** (Dr. Thomas Gessel), **March 16th** (Dr. Peter Van der Ven), **April 20th** (Mike Shelly), **May 18th** Melissa Sanchez/TDIC Risk Management course –Will qualify TDIC insured dentists to 5% discount on premium. WATCH FOR DETAILS.

THANK YOU FOR BEING AN SCDS MEMBER!