



Snohomish County DENTAL SOCIETY



PRESIDENT'S LETTER, Dr. Tania Tran

Happy New Year! Like many of you, this is the time when I like to reflect on the previous year and plan for the one ahead. I've tried setting resolutions, but have never been able to stick with many. If you've had this experience, then I challenge you to join me in setting *intentions* this year instead.

We live in an incredibly fast-paced world with amazing technology that allows us to stay connected, instantly access information, and become highly efficient at everything we do. However, this also means that we can easily find ourselves overscheduled, overwhelmed, and constantly distracted. It becomes a challenge to find a moment of quiet — *to truly unplug and hit the reset button* — so that we can check in with ourselves and live intentionally both personally and professionally.

What might living intentionally look like? It could be saying "yes" to more opportunities that bring you excitement, joy, and meaning. It can also be saying "no" to commitments that do not align with your values. It's thoughtfully choosing how you want to spend your time, energy, and money. It's defining your purpose in this world and setting the boundaries to allow yourself to live it.

It's a big world, but life is short and our individual actions matter. How awesome would it be to live a life with no regrets that totally aligns with our values? Because when we live life true to ourselves, we can be the best dentist, spouse, parent, sibling, son/daughter, colleague, and friend to others who need us.

As you consider the events that SCDS is offering this year, I hope you will find a few that align with your purpose and values – and then please come out and join us!

SCDS GALA 2024 - MEMBER PARTY!

The Snohomish County Dental Society was well represented at the November 1 member party. We had nearly 130 attendees, and their guests, for an evening of fun, food and socializing with our dental community. Dr. Greg Fjeran paid tribute to our Special Recognition Award recipient, Dr. Dan Shaw. Dr. Fjeran was also the lucky winner of the Alaska Airlines tickets raffle item. The Foundation raised over \$9,000 from the event and member support. Special thanks to all



our vendors for their participation, along with the student volunteers from Sno-Isle Tech. Musical entertainment was provided by Trevor Owen, pop violinist. Trosvig Dental Labs sponsored our photo-booth which was a new addition to the evening. Special thanks to our "emcees" Drs. Tyler Rumble and Andrew Sholudko. Foundation President Dr. Stephen J. Lee shared a compelling ask for donations, highlighting several of the great organizations our foundation supports. It was fun to see so many members participating, and we are looking ahead to next year. Plans are underway for another great event.



VOLUNTEERS NEEDED

Toothapalooza: February 21, 2025, 5:00PM - 8:30PM. Are you interested in helping provide mini-exams at the community night at Imagine Children's Museum (ICM) in Everett? This is our Society's 18th year partnering with ICM



for Give Kids a Smile. All dentists are welcome to volunteer. If you are retired, this is a great opportunity to support our community and reach our youngest citizens with the message of good oral health. We will have Dental Assisting students volunteering, along with music, activities and the ever-popular tooth fairy! Contact Sandra at the SCDS office at info@scdentists.org or 360-419-7444.

NEWSLETTER CHANGES

What's new at the Dental Society? Our newsletter will now be a quarterly publication. Look for our printed newsletter in your mailbox in **January, April, July** and **October**. This change is being instituted as a way to conserve member resources. Printing and postage costs continue to increase. The printed newsletter has been published eight times a year in the past. Look for our weekly electronic newsletter posted every week, all year, at 9AM on Tuesdays. You can also find Society information on our website and on our Facebook page. As always, you can contact Executive Director Sandra Anderson at 360-419-7444 or by email at info@scdentists.org.



The Society leadership endeavors to make information easily accessible to all our members while also wisely managing dues resources.

Membership Renewal is Upon Us

This is the time of year when members ask "What am I getting out of this?" and I want to remind you of some of the great benefits that tripartite membership provides, along with some tips that might help keep your membership active.

CDE: Did you know that if you participate in all of the SCDS member meetings, over the course of the calendar year, you will earn a minimum of 16 continuing education credits – *at no additional charge!* Added perks are free dinners and fun colleagues.

Be a force for good: There are many ways to impact change at all levels of the tripartite. Locally, we offer volunteer opportunities both within the Society and in the larger community. WSDA (state level) and ADA (national level) also offer ways to grow as a volunteer leader and reach others with the message of good oral health. Make 2025 your year to volunteer!

Virtual Meetings & CDE: We're all really busy these days. Even if you can't attend in-person meetings, you can earn CDE credits, virtually, through all three levels of the tripartite. Many of the classes are free.

The Isolation Antidote: Have you heard, isolation is an epidemic. Sure, you see your family and co-workers. But it is important to stay connected to the larger community too. SCDS offers networking at monthly meetings as well as seasonal, social gatherings just for fun. Meet your future Associate, or your future boss... maybe your future spouse! Who knows. But you won't know, if you don't attend.

Waivers: Did you know that you can apply for a membership waiver if you are experiencing things like financial challenges (we have all been there!) or health issues that impact your ability to practice? Whatever the situation, we urge you to inquire about a waiver. We want to keep you active in organized dentistry even in the hard times.

Retirement: Did you know that if you have been a member for 30 consecutive years you will qualify as a Life Member? **Retired Life** Members pay zero dues. So, stay involved!

Finally, a word to our recent grads and young practitioners. This is time the time to get on board. You are at a crossroads in your career and this is the place to meet the friends and colleagues who will travel with you along the way. For more information on membership renewal, go to www.wsdarenew.com or contact our friends at the WSDA by calling (800) 448-3368.

THANK YOU TO THESE EXCEPTIONAL SPONSORS FOR THEIR SUPPORT!

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WINTER MEMBER MEETINGS

Always free to members, including dinner at our in-person meetings!

JANUARY

WEDNESDAY, JANUARY 15

INFECTION CONTROL

TRAINING,

VIRTUAL MEETING



All members and their teams, are welcome to participate. This class will be presented

live, via Zoom, on Wednesday, January 15, 2025, from 7:00 - 8:30 PM. After January 15th, it will be available for members and their staff to view at their convenience until January 31. Those who participate in the recorded class will need to answer 3 - 4 questions at the end of the class to indicate they completed the session. CDE credits will be emailed to the email addresses provided the first week of February. This class meets the state requirement for infection control training.

About our Speaker: Our featured trainer is Erin Gallegos. Erin has an extensive history with the Dentsply-Sirona company, working as a Regional Specialist for Preventive, focusing on the infection control aspects of dentistry. She is a member of the Organization for Safety, Asepsis and Prevention (OSAP) and OSAP DALE Foundation for Dental Infection Prevention. In 2020, Erin earned her OSAP Control Certificate. Her knowledge helps the dental clinician become more efficient in their daily duties while ensuring they are following CDC and State Dental Infection Prevention guidelines/laws.

Register for the class on our website, www.scdentists.org. After January 15 you can access the recorded class through our website on the Classes and Events page. Thanks to our sponsors Dentsply-Sirona and Merchant Advocate for their support of this program.

FEBRUARY

WEDNESDAY, FEBRUARY 19

REPUTATION MANAGEMENT

WITH A DIGITAL-AGE

PERSPECTIVE,

IN PERSON MEETING



Beyond Google reviews, your reputation is inseparably connected to your career in dentistry. And ignoring current

technologies now common in reputation management can give competitors an advantage. This course will expand on the latest trends in online reviews from Google and Facebook, to Yelp and Healthgrades and how you can foster and manage your reputation with advanced technology and simple internal systems. Best practices for interacting with online reviewers will be explored in detail. Evaluate critical online review factors that influence decision making and inspire trust. Explore current trends in the way people now rely on reviews particularly in healthcare. Identify what factors matter most to online consumers looking for a dentist. Understand professional protocol for responding to online reviews.

OBJECTIVES

- Learn how reputation management technologies can impact Search Engine Optimization (SEO) and how to maximize those benefits.
- Capitalize on significant changes at Google that impact your visibility in Search.
- Simplify complex technologies to understand how to achieve a critical advantage in dentistry.

About our Speaker: Cory Roletto co-founded WEO Media in 2009 and has helped thousands of dental practices implement successful online growth strategies. Cory builds and trains the very work teams that deliver award winning results as an expert in online marketing strategy, lead conversion, and practice growth. Learn more on our website and register for this class at www.scdentists.org.

MARCH

WEDNESDAY, MARCH 19

LOW SALIVA & GERIATRIC

DENTAL PATIENTS,

VIRTUAL MEETING



All members and their teams are welcome to participate. This class will be presented live, via Zoom, on Wednesday, March 19, from 7:00 - 9:00 PM.

This clinical class will look at treating senior patients. When you are treating older patients with xerostomia, whether medially induced or Sjogren's, what can you do to stimulate saliva flow? Dr. Jeffrey will look at products to recommend and best practices for treating these patients. She'll also look at prevention techniques to keep from getting root caries. With polypharmacy patients becoming more and more common, it's difficult to prevent caries. Dr. Jeffrey will address this and more.

About our Speaker: Dr. Susanne K. Jeffrey is a UW SOD faculty member in the Restorative Department and practices in the Faculty Clinic. Her areas of specialty include geriatric dentistry, dental clearance for surgery, caries risk assessment including preventive care recommendations, and consultation and treatment of dry mouth patients, among other things. She received her DDS, from the Karolinska Institute, School of Dentistry, Stockholm, Sweden, and her PhD, in Odontology, also at the Karolinska Institute, School of Medicine, with a focus on Immunobiology.

You can register for this class on our website at www.scdentists.org. Thanks to our sponsor, Columbia Bank for supporting this program.



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SEATTLE KING COUNTY CLINIC 2025

In six months (Apr. 24 – 27), the **Seattle/King County Clinic** will once again open the doors at Seattle Center to those in our region who struggle to access and afford healthcare. This is the tenth year for this regional, free clinic.

Founding Director Julia Colson says “Initially, we didn’t envision the Clinic lasting more than a year, let alone a decade. However, it quickly became clear that we had tapped into something special. As we welcomed more individuals and organizations into our coalition, we witnessed the formation of relationships, the blossoming of ideas, and the development of initiatives aimed at benefiting those in need of healthcare, both within the Clinic and beyond.”

The dollar figures only hint at the ripple effect created by the Clinic. Consider patients who can see clearly again after receiving prescription eyeglasses or cata-

ract surgery, those who can eat comfortably after having an infected tooth removed, and individuals who can now pursue job opportunities with confidence because their smiles are complete thanks to temporary partial teeth. The clinic has helped patients find answers to debilitating pain through diagnostic imaging and lab tests, as well as connected them to additional resources that support their ability to lead healthy, productive lives.

The impact extends beyond patients. Healthcare professionals on the brink of burn-out have reconnected with their passion for the field, college students have gained valuable insights into their career paths.

Everyone involved in the Clinic understands it is not an ideal form of healthcare or a long-term solution, but as long as substantial barriers to care persist, we are committed to doing our part

to address these needs and build a better future for our community.

An estimated 14% of clinic patients are from Snohomish County. Our own Snohomish County Dental Foundation has awarded funding to the clinic, and we are very proud to say that the dental directors are our



own members, Dr. Brittany Dean and Dr. Ivy Lin, pictured here. **Volunteer Registration opens Monday, January 6, 2025. Go to seattlecenter.org/volunteers.**

YOUR SCDS OFFICERS:

President:

Dr. Tania Tran

President-Elect:

Dr. Tyler Rumble

Secretary:

Dr. Ivy F. Lin

Treasurer:

Dr. Andrew Sholudko

Past-President:

Dr. Nicholas Conley

Executive Committee:

Dr. Jason Bourne

Dr. Matthew D. Lee

Dr. Aimi Mizutani

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

Dental Action Day, January 30, 2025

Everyone has a part to play in effecting change for our profession. One of the best ways to influence our elected state officials is to participate in Dental Action Day (DAD) on **Thursday, January 30** from 7:00 AM until 2:00PM, in Olympia. Join other members of organized dentistry, from all over Washington, to meet directly with lawmakers. It’s ok if you are not a “political wonk!” WSDA will brief all participants on what to say and who to speak to. In addition, WSDA will hold a reception for all WSDA members the evening before Dental Action Day. Arrive on Wednesday, January 29, 6:30 PM, and enjoy a social hour at Anthony’s Homeport where attendees will be briefed on issues. This is yet another great chance to meet with your legislators face-to-face! Complimentary, heavy hors d’oeuvres and drinks will be provided. Register for Dental Action Day on the WSDA website at www.wsda.org. *One Profession, One Voice!*



SCDS Attendees 2024: Drs. Crystal Vo, Brittany Dean, Stephen Lee & Greg Fjeran.



Classifieds

Beautiful stand alone dental building in Mountlake Terrace - in the Mountlake Terrace Town Center Revitalization Zone. Centrally located close to Transit Center with lots of traffic daily. Newly built out office space with modern, neutral finishes. 2200 sq feet of usable space featuring open entry waiting/reception area, four open concept operatories, plus three other flex/exam rooms, sterilization area, kitchen and 2 restrooms. Been a general dentist office for past 15 years with local patient base. Ideal for general dentist or specialty satellite office. Includes 7 dedicated parking spaces plus ample street parking. \$17.00 per s.f. plus low NNN. Contact Charles Caplice at charles.caplice@kidder.com or at 425-450-1160. <https://www.loopnet.com/Listing/22905-56th-Ave-W-Mountlake-Terrace-WA/33056897/>

South Everett Dental Clinic for Lease - 3 fully equipped operatories, 3 more for expansion. Visible office across the street from Everett Costco in a high traffic area. Please contact Kevin DangDDS@gmail.com

Campbell's Handpiece Rescue - repairs and maintains handpieces at affordable prices. Over 15 years experience and we come to you! (425) 303-8822

Snohomish County Orthodontic Practice For Sale - 6 ops Well-established 6-chair Snohomish County Orthodontic office for sale, grossing \$780k in collections. The practice is in a growing population near major highways. Great parking and access. Contact Steve Kikikis at 425-905-6920 or steve@omni-pg.com for more information. Lic.#94563 ([WAD579](#))

Snohomish General Dental Practice - 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. Seller willing to work back 1-2 days/week if needed. Contact Frank Lic 130877 - 425-985-8390 or frank@omni-pg.com. ([WAD496](#))

Pediatric Dental Office and Building for sale in Beautiful Whatcom County, WA Escape the Hustle and bustle and enjoy practice in beautiful and growing Whatcom County, WA. Annual collections of approximately \$600,000. Plenty of room for growth in this 6 op, 2,500 square foot building. Contact Rod - 206-979-2660 or rod@omni-pg.com Lic.#24938 ([WAD546](#))

Well-Established Luxurious General Dental Practice with Amazing Island Lifestyle Rare opportunity to own a successful, well-respected practice on beautiful San Juan Island overlooking Friday Harbor. Motivated seller willing to carry portion of financing. Over \$700K in only 15 working days per month. 3 ops with potential for four. Contact Rod - 206-979-2660 or rod@omni-pg.com Lic.#24938 ([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 Lic 130877 - 425-985-8390 or frank@omni-pg.com. ([WAD429](#))

Well Established Everett Practice Grossing 700K ready to Grow Very well established 4 operator practice with 2 additional ops plumbed. Refers out many procedures so a lot of growth potential. High visibility location. Contact Frank - 425-985-8390 or frank@omni-pg.com Lic.#130877 ([WAD552](#))

Gorgeous Everett Family Practice High-producing Everett Family practice grossing 1.8MIL\$ with real estate for sale as well. Practice averaging 40 new patients/month. Acquire this profitable practice and or move your current practice into this 10 op facility and take this practice to the next level. Contact Frank - 425-985-8390 or frank@omni-pg.com Lic.#130877 ([WAD540](#))

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). Over \$1.4 Mil in Production YTD. Contact Frank - 425-985-8390 or frank@omni-pg.com Lic.#130877 ([WAD513](#))

Price Reduced - Motivated Seller - Practice and Real Estate Priced at less than 65% of 2023 collections. Located at the gateway to the San Juan Islands on the busiest street in Anacortes. Over 16,000 cars per day pass by the office with great visibility. Higher than average educational level and household income. Four operator practice with room to expand. Consistently over \$1 million in annual collections. Great staff, digital technology, dentrix software. Only 20 minutes West of I-5. Anacortes is a fast growing, beautiful community. Price reduced to \$650,000 for a quick sale. Contact Frank Sciabica at 425-985-8390 or frank@omni-pg.com Lic.#130877 ([WD300](#))

East Snohomish County Practice in Prime Location 14 new patients per month; 100% referral from existing loyal patient base. Over \$500K in collections for past three years working three days per week. 4 fully equipped ops + 1 additional op. Real estate also for sale. Contact Frank Lic 130877 - 425-985-8390 or frank@omni-pg.com. ([WAD524](#))

Stunning Practice Available in Kitsap County Over \$1 mil in collections past three years. 5 fully-equipped ops; 2 hygiene and 3 clinical. Practice is in a prime location, a beautiful, modern professional business complex with easy access, ample parking, and great visibility. Contact Frank Lic 130877 - 425-985-8390 or frank@omni-pg.com. ([WAD506](#))

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 for more details. Visit website <https://www.omni-pg.com>.

CLASSIFIED ADS - Place a classified ad on the SCDS website, and it will be included in our print newsletter for FREE during the months one is mailed (January, April, July and October) **SCDS Member rate:** \$10 for up to 30 words. **NON-Member rate:** \$15 for up to 30 words. Newsletter Sponsorships are also available. Contact the SCDS office for availability and details. Email your ad wording to the SCDS office. Make your check payable & mail to: Snohomish County Dental Society, 6204 4th Ave NW, Seattle, WA 98107 Questions? Call (360)419-7444 Email: info@scdentists.org





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