
JANUARY 5, 2012

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **January 12** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jay Woidtke** of the Law Offices of Jay Woidtke and **Pleasanton Financial Advisors**.

The SPOTLIGHT will be on **Residential Pacific Mortgage** by **Dave Jones**.

The PROGRAM will be a discussion on the leadership methods outlined in the book **"Wooden on Leadership"** led by Joey Minahan.

There will be a BOARD MEETING following adjournment of the regular meeting.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$51.00**.

INVOICES:

Invoices for the first quarter dues went out a couple of weeks ago. Remember to pay by **January 20th** to save \$25.00.

DID YOU GIVE A REFERRAL THIS WEEK?

ELECTIONS:

It's time to choose a new Board. It's an easy gig – get involved!

Our President-elect is **Jay Woidtke** of the Law Offices of Jay Woidtke. If you are interested in getting more involved or want to know more how the organization works, please contact Cristin.

We'd like 2 or more new nominees for elections in March to replace outgoing members: Joey Minahan and Mike Peel.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING THIS WEEK?

CLASSIFICATION:

Dr. Endre Selmeczy (pronounced "shell"- "messy") was born in 1960 +/- in Hungary.

Dr. Endre has always loved a challenge and does not give up easily. Endre excelled in school, so the communist Hungary placed him in dental school, and then to work in a small village, where the patients treated him like a hero. He got married and had a son. He took up martial arts earning his black belts, and was selected as the back-up in Judo representing Hungary in the 1976 Olympics.

With the corruption in Hungary, Endre started to make plans to leave. He was able to secure a passport to Austria, where he crossed over into Germany, but his real goal destination was the U.S. So he applied for asylum to the U.S. During the year he was waiting for approval his second son was born; however, he wasn't allowed to work, so it was a tense time.

When he was accepted into the U.S., he moved to California and began the testing to get his dental license. While waiting for his license, he worked 3 full-time jobs and slept very little. He did everything from being a security guard and door-to-door sales to managing newspaper routes and owning a Chinese Food delivery restaurant (although he had never cooked Chinese Food).

After his third child was born, he got his dental license and started working with HMO & PPO patients. Because of the restrictions of care that he was able to provide, he decided to buy his own practice and has been in his current location since 1995. He admits that he made a lot of mistakes and it took a couple of years

to get the business-end of the practice straightened out. He affirmed that the TVEA has been a valuable resource, learning from the successes of the other members.

Dr. Selmeczy now loves the business-aspect of dentistry and has started consulting to help train other dentists. He found that dentists are educated in dentistry, but like himself, are never taught how to run a business. He has a long list of problems in a dental office, from scheduling to billing, that ultimately affect patient care. He is very experienced at running a very successful dental office and he offers dental office management consulting on a month-to-month basis.

At one point in his career, he was presented with a patient that was excessively fearful of dentistry. Wanting to help her challenged him to find a way to relax patients so that she could be treated. He now offers and administers oral or iv sedation. Always needing a new challenge, he and a partner recently started Hands-on Implant Institute to train dentists on the proper procedure of dental implantation.

A very serious challenge facing the medical industry today is gum disease. Researchers believe that gum disease is more deadly than smoking. The good news is that it can be prevented by having good oral hygiene and visiting the dentist for regular cleaning. He also recommends using an electric toothbrush, Oral-B or Sonicare, over manual brushing. Your oral health is 25% genetic, 25% your general health, 25% brushing and 25% seeing your dentist.

Dr. Endre has made it a point to always offer his patients dentistry with the latest technology. His most recent purchase is digital imaging equipment that makes it possible to create a crown while you wait – no more temporary crowns; definitely a benefit.

In addition to dentistry, Dr. Endre enjoys ocean fishing, hunting, firearms and martial arts. He was married last year to his long-time sweet-heart and between them, they have 5 children.

If you know of someone who needs pain-free dentistry, whiter teeth or a better dental practice, please call Dr. Endre Selmeczy at 447-8344.