
OCTOBER 24, 2013

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **October 31st** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jim Pease** of Pease Tax and Accounting and **Allen Eddy** of Cal Coast Plumbing.

The SPOTLIGHT will be on **Amador Valley Property Management** by **Bob Olsen**.

The CLASSIFICATION to be determined.

THE WEEKLY "POT" REPORT:

This week, TVEA's 50/50 raffle is at **\$51.00** with 10 white marbles (\$5 each), 1 blue (\$10 each) and 1 red marble (winner takes all).

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?

SPOTLIGHT:

BY DR. BARRY WINSTON

QES = Quality Efficient Service, but we all know that it's Quality *Excellent* Service. Lawrence Ling has been in business on Hopyard for 15 years and has 7 full-time employees, which speaks to the demand that he has created for his level of expertise.

QES Computers sells new PCs, Laptops, Tablets and Televisions by industry-leading manufacturers such as HP, Lenovo and Sony. The biggest changes in the industry have been size and speed; computers are getting smaller and faster. They also sell point-of-sale systems and surveillance systems with very powerful software.

A good lead for Lawrence is anyone with computing needs, especially someone looking to buy a computer

with only the programs that they need, not one that comes with many programs that are unnecessary and will never be used.

Call Lawrence Ling at QES Computers to find out about the latest equipment and what would best fit your needs: 463-8100 lawrence@gescorp.com.

DID YOU GIVE A REFERRAL 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. He did very well in martial arts, earning his black belts, and was selected as the back-up in Judo representing Hungary in the 1976 Olympics.

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.

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.

Endre firmly believes in being the best at what you do and helping people. 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.

Dr. Endre has made it a point to always offer his patients dentistry with the latest technology. There have been great advances in dental technology, and Dr. Endre Selmeczy keeps up with all of it at his state-of-the-art dental office.

Precision technology can now create ceramic restorations and porcelain crowns all in a same-day appointment; only 8% of dental offices have this technology.

Only 2% of dentists offer 3D imaging. 3D imaging allows the dentist to correctly plan a procedure and know exactly where the sinus and nerves are. Without this technology, other dentists doing implants build the foundation first, without consideration to what needs to be built on top. With the 3D imaging, Dr. Selmeczy can plan the appropriate implant and then build the correct foundation to support it.

The office of Endre Selmeczy DMD offers a unique array of services that are high-tech and personalized. They focus on making their patients comfortable and educating their patients so that together they can make the decision that suits their particular situation.

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.

His newest endeavor is Effective Text Communication. Texting is the newest form of two-way communication and is growing in popularity due to the instantaneous and concise response. The one drawback is its inefficiency for conversation. However, customers have responded favorably to this form of contact. There is new software being developed, in beta testing, that will allow someone to text (or "ping") directly from their computer. If you would be interested in being a test account, please get in touch with Dr. Endre to find out more information.

If you know of someone who needs pain-free dentistry, whiter teeth, a better dental practice, computer texting or a lesson in firearms, please call Dr. Endre Selmeczy at 447-8344 or visit www.livermoresedation.com.

DID YOU GIVE A REFERRAL THIS WEEK?
