

MAY 15, 2014

THIS WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be held on **May 22nd** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Bob Olsen** of Olsen Painting and **Dan Brown** of Onstad's Insurance.

There are 2 SPOTLIGHTs this week:

- **Big O Tires** by **Lawrence Ling**
- **Tiger Carpet Cleaning** by **Dr. Endre Selmeczy**

The CLASSIFICATION will be given by **Mike Peel** of Keller Williams Tri-Valley Realty.

BEST OF:

Here is the Icon for you all to vote in the annual Pleasanton Weekly's Best Of:



If you don't see your category or name just click on the "Write In" in the drop down than next line enter the person in our Group.

Also, don't forget to "Yelp" a member of the group when you use their service... each 5-star rating can make a huge difference! www.Yelp.com

SPOTLIGHT:

BY JIM PEASE

Darlene Crane-Peel, a mortgage advisor at Opes Advisors, has a great deal of experience in mortgage lending. She is an advocate for her clients and put together an underwriting package to get her clients that new home mortgage, equity line or refinance at the best rate in the quickest amount of time. If a purchase is your mortgage need, your loan will get priority over

refinances and equity lines. Since there is so much more documentation required because of the recent mortgage crisis, it can take 30-45 days to process. But not to worry, Darlene is there to coach you through it.

For any information on a home loan program or to refer Darlene, call her at 925.474.2951 or dcrane@opesadvisors.com.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$43.00** with 9 white marbles (\$5 each), 1 blue marbles (\$10 each) and 1 red marble (winner takes all).

CLASSIFICATION:

Dr. Endre Selmeczy (pronounced "shell"- "messy") was born in 1961 in Budapest, Hungary to a father who was an engineer and a mother in the medical field.

As a young man, he learned that there were two careers that could be very lucrative in Hungary: construction and medicine. He worked hard to help out his parent, and was able to help move the family to a really nice apartment; he even bought them a car.

Dr. Endre has always loved a challenge and does not give up easily. He took up martial arts earning his black belts, and was selected as the back-up in Judo representing Hungary in the 1976 Olympics.

In Hungary at the time, very few made it through high school (the equivalent to college in the US). Dr. Endre, however, excelled in school, and when he scored a 99% on the college entrance exam, he was accepted as one of 86 students out of 1,500 applicants. With his mother in the medical field, he found it interesting and was fortunate that the communist Hungary placed him in medical school, where after two years he was given the choice to go on to become a doctor or a dentist.

When he refused to join the communist party, he (unlike all of his colleagues who had joined) was sent to work in a small village, where the patients treated him like a hero. He got married to his high-school classmate

and they had a son, Daniel, who started out as a preemie and is now a 30-year-old teacher at a private school in Pasadena, CA.

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 destination goal was the U.S. So he applied for asylum. During the year he was waiting for approval his second child, Deanna was born; however, he wasn't allowed to work, so it was a tense time.

When he was accepted into the U.S., he drove straight from Pennsylvania to Pleasanton, 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, Dennis 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. After being divorced for many years, he was married on 10-10-10 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, a better dental practice, or a lesson in firearms, please call Dr. Endre Selmeczy at 447-8344 or visit www.livermorededation.com.

NEW MEMBER:

Classification: **Business Consulting**

Member: **Sales Acceleration Consulting**

Represented by: **Pat Patterson**

Phone: 925.735.1778

E-mail: pat@instituteforsalesacceleration.com

A'S vs. GIANTS:

Cory Pinter of Logo Boss has come up with a **commemorative shirt** design for the game. The price will be \$30-45 depending on how many are ordered. Please let him know ASAP if you will be ordering a shirt.

Tickets for the A's vs. Giants game on July 8th have been distributed. If you did not receive yours, you were not here, you left them on the table or you haven't paid for them yet. Please see Cristin.

There were no extra, so if you have some you don't need or need more than what you got, let her know and she'll list it in the Newsletter.
