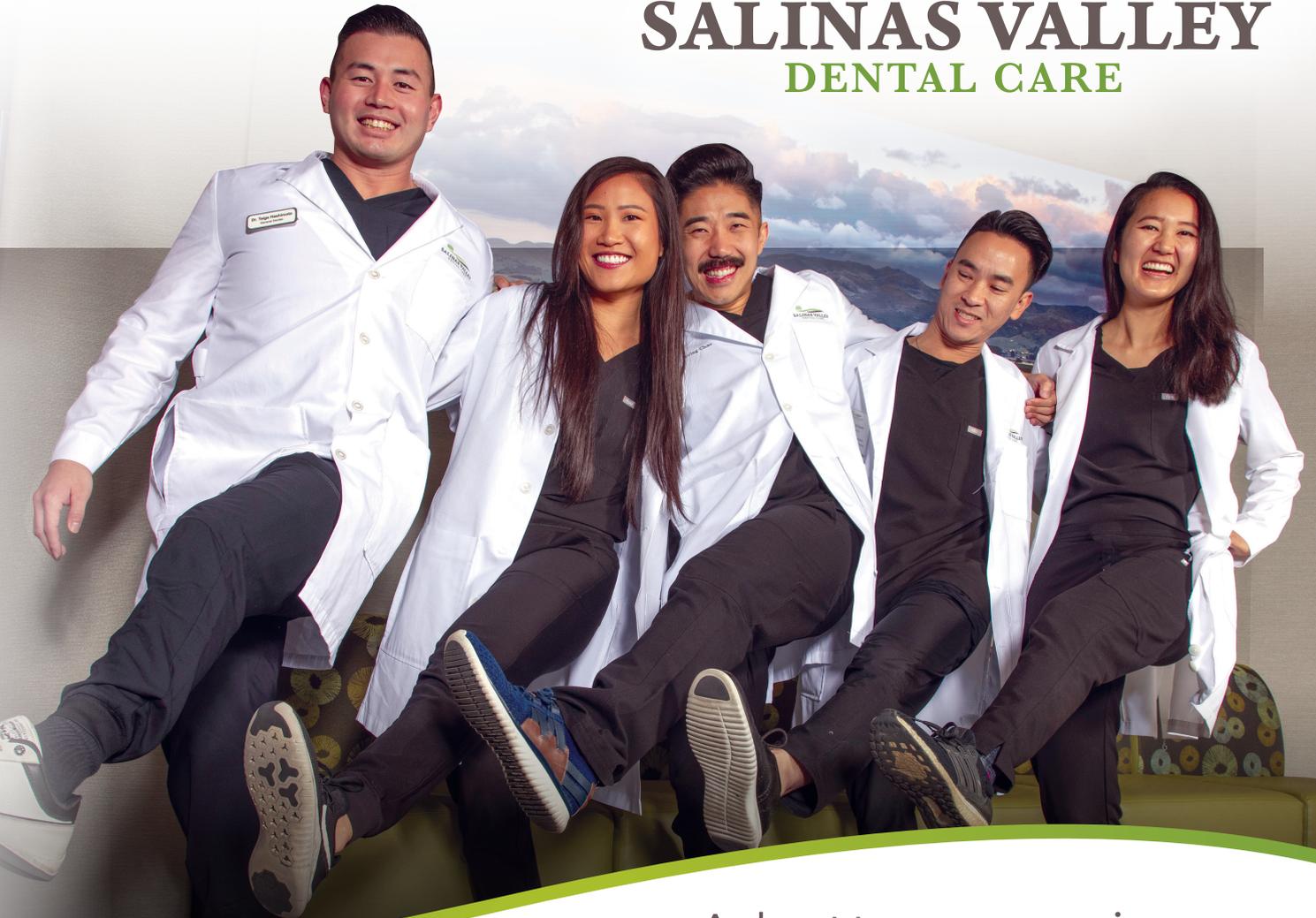


SALINAS VALLEY DENTAL CARE



A better experience.
A better choice.

M E E T

DR. CHAO



I graduated from UOP during the housing market crash of 2008, so not a lot of places were hiring except big corporate chains. I was thrown into treatment on the first day, with no onboarding or training.

As a new-grad dentist, I didn't know what I didn't know! I had no one to show me the ropes so I was learning as I went. I left the corporate chain as soon as my two-year contract ended and found an associate position in a beautiful private practice in the suburbs of San Jose, California. I was excited to have someone teach me how to be a dentist in private practice.

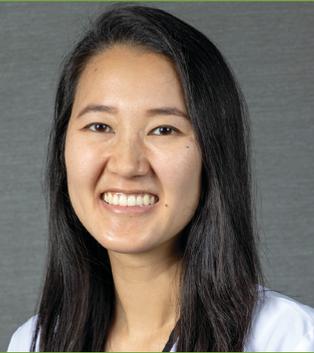
The owner doctor didn't mentor me; he didn't give me guidance. When I had to redo a crown, he deducted the lab fee from my salary. I once had a patient

complain and she asked for a refund; the owner doctor refunded the UCR fee to the patient and subtracted the entire fee from my paycheck—almost three days' worth of work!

I bought my first practice in January 2014. I wanted to be the opposite of big dental chains and the previous private practice I had worked for—I wanted to be the best place to work and create a great culture where it was ok to make mistakes and learn.

I hired my first partner dentist in 2016 and have since developed my version of a mini residency for new doctors.

I INVITE YOU TO COME VISIT OUR OFFICE AND SEE WHAT MAKES US DIFFERENT ...



“Over the last 6 years, I have seen Dr. Chao support and train multiple associates so that they are successful. He has now given me the opportunity to develop my leadership skills by working with different coaches to lead our team. I am proud of the culture we have built and happy to call Dr. Chao my colleague and friend.”

SALINAS VALLEY DENTAL CARE

PATIENT DEMOGRAPHICS

The Salinas Valley is responsible for growing 75% of the country's lettuce. Our patients are different than most Bay Area patients who question doctor recommendations or haggle for a lower price. They are blue collar workers who trust doctor recommendations and are grateful for the care that they receive. The majority of our patients are Hispanic and have dental insurance through local agriculture companies.



ABOUT OUR PRACTICE

Our practice has built a reputation of trust and quality in our community for the last 10 years. Our managing doctor, Dr. Bui, was the first doctor in our Private Practice Mini Residency in 2017. She was fresh out of her GPR from the VA and was eager to learn. Dr. Bui now oversees a team of over 50 staff members.

We develop effective leaders by providing tools to make them successful. We have an emotional intelligence coach and quarterly, off-site leadership retreats. We identify individual goals of our team and give them the support they need to reach it. We encourage career development and have sent team members back to school.

6 DOCTORS
including a Managing Doctor and an Oral Surgeon

8 HYGIENISTS

15 ASSISTANTS

12 BUSINESS TEAM MEMBERS

15 TREATMENT ROOMS

7 REASONS WHY YOU SHOULD WORK FOR SALINAS VALLEY DENTAL CARE

1 PRIVATE PRACTICE GENERAL DENTISTRY MINI-RESIDENCY



What they didn't teach you in residency and dental school!

Ongoing one-on-one training with Doctors and Staff

Patient Management Topics:

- Overcoming Patient Barriers
- Preparing The Schedule For A Smooth And Productive Day,
- Case-Acceptance: Importance Of Handoffs And Co-Diagnosis Through Pictures, Building Trust And Rapport
- Setting Patient Expectations And Handling Upset Patients
- Identifying Red Flag Patients And Case Selection

Clinical Topics:

- Treatment Phasing To Increase Acceptance
- Smile And Prep Design
- Material Selection
- Clinical Protocols To Reduce Sensitivity
- Protocols For Success In CAD/CAM Dentistry
- Sedation Dentistry
- Predictable Clear Aligner Treatment



2 LATEST TECHNOLOGY

CAD/CAM scanning, designing and milling

Digital extra oral and intra oral photography for case presentation

3D printing

• night guards • study models • smile designs • surgical guides

CBCT Implant and Endodontic planning software

Electric handpieces



“Dr. Chao hired me even before I got my license to start training me. He took time to teach me the verbiage to use to develop rapport with the patient so I can help them reach their dental goals through recommended treatment. We role-played difficult case presentations until I was confident. Recently, Dr. Chao helped me manage a patient who was upset, and I learned a lot about case selection and setting expectations.”

DR. QUYNH NGUYEN



4 ADVANCED LEARNING PATHWAYS

Implant Track

- Place 25+ implants in Mexico followed up with chair-side mentorship with experience local implant rep

Endo Track

- Endo mini-residencies with CDOCS in Scottsdale or Dr. Buchanan in Santa Barbara

Comprehensive Restorative /Cosmetic Track

- Workshops at Koi's in Seattle, Spear Education / CDOCS in Scottsdale



DR. SHELBY JENNINGS

“Being new to private practice, I really appreciate how Dr. Chao takes time to answer my questions. Whether it be how to check if an impression coping is fully seated or how to take a bite registration for a denture, or how to give feedback to an assistant, he’s always available to help me out. It’s reassuring that Dr. Chao is here to support me and help me be successful.”

3 BEAUTIFUL FACILITY

Modern 7,100 SF building with:

- conference room
- full kitchen
- private doctor's office
- private doctor's restroom
- employee lounge / lunch room
- canvases of the Monterey Bay throughout office

Spacious treatment rooms with doctor and patient facing monitors



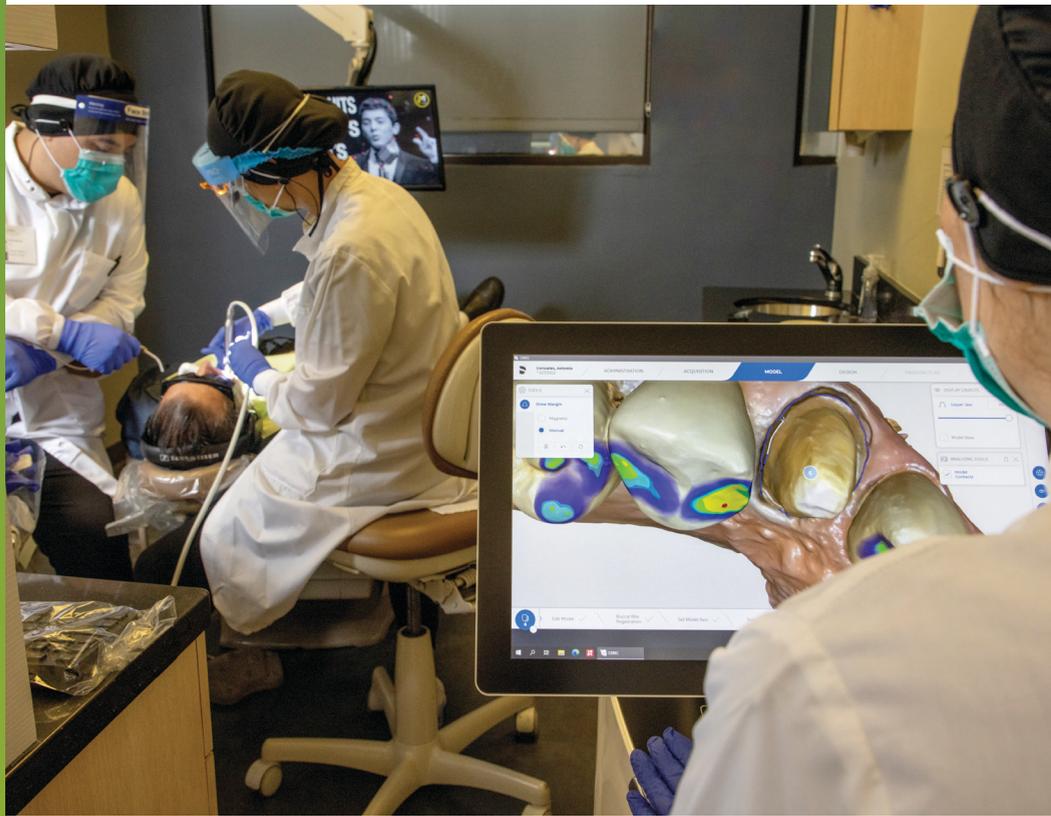
WORK HERE!



“My goal was to be proficient in placing implants. Dr. Chao took me to a course in Mexico with him where we placed 25+ implants each. After I got back, Dr. Chao helped coordinate a full day of implant patients and had the implant rep right next to me to make sure I was comfortable. What a great learning experience!”

5 UTILIZATION OF EXTENDED FUNCTION DENTAL ASSISTANTS

Delegation of composite placement, cord packing, scanning, designing, milling, and cementation so you can maximize your time and production by preparing teeth.



6 OFF-SITE TRAINING AND TEAM BUILDING

Learn best practices from the best consultants and get to know the team outside of the office during quarterly sessions!



7 BENEFITS (eligible after first year of employment)

- 401k match • profit sharing • medical/dental/vision insurance
- continuing education allowance • paid vacation/sick time



SALINAS VALLEY
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1211 S. Main Street Salinas, CA 93901
831.424.1535

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