

EAGA Business Builder

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February 18, 2020

Today's speaker was Dr. Gary Sanchez—Sanchez Dental Associates



Doctor Sanchez has lived in Albuquerque all of his life (except for a couple of travel periods to college). As a matter of fact, he is the third generation to live here. Gary's father was also born in Albuquerque in 1929, and his grandfather arrived from Las Vegas at a very young age—in 1901. The elder Mr. Sanchez opened Manuel's Food Market in 1924. If you are a New Mexico history buff, you will recognize the name Manuel Sanchez as someone with a long term political influence in the state. Manuel was a part of the New Mexico legislature for nearly 68 years and a substantial amount of that time was as Democratic Ward Chairman. Anyone wanting to get elected to some political office would first have to get the endorsement of Mr. Sanchez. Gary remembers that when he reached voting age, his grandfather was there to let

Gary know how he (Gary) was going to vote. Gary's father attended Albuquerque High, the University of New Mexico and then received a degree from Northwestern University in Chicago. Gary's Dad was the guy that started Tom Young Health Club. He probably opened the club for some other reason, but it did give Gary a place to start his professional life—from the ground floor. And that floor needed sweeping and cleaning—which janitor Gary was able to accomplish quite satisfactorily. He also worked the snack bar in an spectacular manner. After a reasonable amount of time, the younger Mr. Sanchez was able to climb the ladder to the coveted position of Racket Ball Court Scheduler. The prestige of that position was impressive, but the opportunities it provided were much more beneficial. Gary now formally knew when a court was available, so he could use it for practicing his sport of choice. Gary became a very good racket ball player. He even traveled world wide, playing in tournaments. Somewhere during those years, Gary attended Our Lady of Fatima through the fifth grade; then to the Albuquerque Academy; before CU Boulder; and finally on to USC where he earned a Dental Degree. Gary also earned a wonderful family, too. Wife of 28 years, Julie, and children Bella and Jack. In 1988, as a newly graduated dentist, Mr. Sanchez returned to Albuquerque and went to work in his Father's dental business. In 1990, Gary's brother returned with a dental degree of his own, and the two siblings formed Sanchez Dental Associates. Dr. Sanchez (although both brothers, and their father, share the same philosophy for patient care, and concerns for patient's well being, the rest of this article means Gary when referencing "Dr. Sanchez") operates his dental facility with this belief: People have a thousand dreams, if they have good health, but only one if they have poor health. Dentist have an ability to affect the entire health of their patients, particularly via three of the most promising recent advances in their industry. 1- Conscious Sedation. This method of moderate sedation allows the patient to be 'awake', but in a state where they won't even remember what happened during the session. This process is beneficial for those that are extremely anxious about visiting the dentist; or those that need an extensive amount of work, but don't want to take time for multiple visits. Procedures that will use conscious sedation should be planned ahead of time for the most beneficial outcome for the visit. 2- Heart Attack Hygiene. It has been discovered that there is a connection between what is going on inside the mouth and one's overall health. In the realm of cardiovascular health, research indicates that over 70% of people with cardiovascular issues also have gum disease; 50% of heart attacks are caused by something going on in the mouth. Gum disease is likely to allow for places where germs and other diseases can get directly into the blood stream, so improving a person's dental health can decrease opportunities for problems to occur elsewhere within the body. In addition to 'standard' dental procedures, Dr. Sanchez can also use their 3D cone-type scanner to get a three dimensional view of the patient's neck and jaw. That gives him a chance to see if there are any indications of joint disease in those areas. 3-Stem Cell Therapy. Stem cells have the ability to replicate themselves or to change themselves into the types of cells that are needed to repair or restore a specific set of cells. The research in this field has been taking place for awhile and, in recent years, has had major advancements. Dr. Sanchez has had specific experience in this procedure when he had two injections in his shoulder in order to repair rotator cuff damage. In his case, surgery was suggested, but that would be an invasive procedure with a relatively long recovery period. The stem cell procedure only required two shots (one on each side of the shoulder) and a three month period of relatively non-use of the shoulder. In Gary's case the procedure appears to have been completely successful. He has full range of motion and the ability to use his shoulder is back to normal, painless activities. The only drawback has been that it cost \$6,000. Dr. Sanchez had his procedure done a few months ago, and the price for the same procedure is now about 25% less than then. Sanchez Dental Associates has an affiliation with the stem cell companies. The procedures can be done at his facility here in Albuquerque. As stem cell research continues, it is likely that, in the very near future, there will be a pill that can be ingested periodically in order to have the stem cells travel throughout the body, repairing and rejuvenating damaged tissues as they are encountered. It is apparently approaching a Brave New World out there. If you are interested in any, or all, of the many beneficial things that Dr. Sanchez has going on at his dental facility, give him a call at 505-268-2741. He will be glad to explain, in any amount of detail, any particular procedure, or technique, or technology to which they have access and expertise. If you have an opportunity, it would also be interesting to find out the truth about rumors that, while attending CU Boulder, Gary could periodically be seen with friends eating and drinking in the Buff.

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Business Leads:

STONE AGE CLIMBING GYM will go into the building at 6300 Alameda Blvd.
VALUE PLACE,13001 Central NE, will become WOODSPRING SUITES

- Lionel Specter—Zeon Signs

Brock Carter has a company that needs an Outside Salesperson. If you know of anyone that would be interested in applying, please contact Brock at 505-881-1112

Reciprocity:

Thanks to Darryl Moreland—DLM Collision. We recently had an incident where the bumper was separated from the body of our car. Darryl used his "special tool" to pop it back on. When asked the cost, Darryl said "just give me a good review".

Thanks to Chuck Mitchell—Ethrige Tire. Chuck did a great job fixing my son's truck and gave him the EAGA discount.

- Dr. Jack Zipper

- ◆ We will not have a speaker for our meeting on March 3rd. This date has been kept open for table discussion and giving us an opportunity to learn more about the members at our respective tables. If you would like to learn more about a fellow member, please arrange to sit at the same table.
- ◆ March 17th will be "Prospective Member Day". We request that you bring someone who you feel would be a positive addition to our organization. We are looking for quality members. Remember that the By-Laws require representatives be an owner or upper level management of the organization. Please let Mario know if you intend to bring a guest. He wants to be able to make sure that there is a sufficient amount of food and space available.
- ◆ We are in the early stages of getting our annual golf tournament planned. Look for more information in weeks to come.
- ◆ Rick Reese is heading up this year's printed membership directory. Please see Rick for any edits to your profile.

Badge Board Greeters

Mar 3rd Gary Sanchez—Sanchez Dental Associates
Mar 10th Tim Baca—Kangen Water Center
Mar 17th Steve Grant—Downtown Historic Bed & Breakfast
Mar 24th Bruce Hoover—Business Environments
Mar 31st
Apr 7th

Upcoming Speakers

Mar 3rd Round table Discussions
Mar 10th Nestor Romero—The Payroll Company
Mar 17th Randy Baker—DRB Electric
Mar 24th Jeff Bentley—Bentleys Auction
Mar 31st
Apr 7th

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