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OFFICIAL
PUBLICATION
OF THE
CHICAGO
DENTAL
SOCIETY

REVIEW

MARCH/APRIL 2006

Smile!
MIDWINTER MEETING
SETS RECORD »

PAGE ONE

JANUARY 11, 2006, REGIONAL MEETING MINUTES

The Regional Meeting of the Chicago Dental Society convened Wednesday, Jan. 11, at the Drury Lane Oak Brook, Oakbrook Terrace, when CDS President Thomas J. Machnowski called the meeting to order at 9:10 a.m.

Attention was directed to the minutes of the Regional Meeting of Wednesday, Sept. 28. Inasmuch as the official minutes of the Sept. 28 meeting had been published online only and were not yet published in the *CDS Review* a motion was entertained to dispense with reading and approving them until everyone has had the opportunity to review them.

MOVED by Alan Shapiro, DDS, seconded by Robert Banks, DDS, and carried to dispense with reading the Sept. 28 minutes at this time.

Attention was directed to the minutes of the Regional Meetings of Wednesday, Nov. 9, and Thursday, Nov. 17. Inasmuch as the official minutes of the Nov. 9 and Nov. 17 meetings have been published online only and were not yet published in the *CDS Review*, a motion was entertained to dispense with reading and approving them until everyone has had the opportunity to review them.

MOVED by Leo Finley Jr., DDS, seconded by Richard Holba, DDS, and carried to dispense with reading the Nov. 9 and Nov. 17 minutes until everyone has had the opportunity to review them.

There were no reports of the Board or standing committees and no unfinished or new business.

With no further business, Dr. Machnowski called on James Maragos, DDS, to introduce Christine Holton Cashen, who presented a program entitled "Get What You Want With What You've Got."

The meeting adjourned at 1:35 p.m.

SEPTEMBER 28, 2005, REGIONAL MEETING MINUTES

The Regional Meeting of the Chicago Dental Society convened Wednesday, Sept. 28, at the Drury Lane Oak Brook, Oakbrook Terrace, when CDS President Ronald G. Testa called the meeting to order at 9:07 a.m.

Attention was directed to the minutes of the meeting of Wednesday, April 20. Inasmuch as the official minutes of the meeting of Wednesday, April 20, were published in the May/June issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by Robert Banks, DDS, seconded by Edward Chavez, DDS, and carried to dispense with reading the April 20, minutes at this time.

MOVED by Dr. Chavez, seconded by David Kumamoto, DDS, and carried to accept the minutes of the meeting of Wednesday, April 20.

As there were no reports of the Board or standing committees and special committees and no unfinished business, Dr. Testa addressed the changes to Article XX of the CDS Constitution and

Bylaws that would define Branch Territorial Jurisdiction using a Zip Code method. These proposed changes were duly announced at the April 20, Regional Meeting in addition to being published in the May/June and the July/August issues of the *CDS Review* in accordance with the Bylaws.

Proposed change:

BRANCH SOCIETY ORGANIZATION, SECTION 1., Membership: Effective January 1, 2006, each Active member of the Chicago Dental Society shall be affiliated with a Branch Society.

A. Neighborhood Practitioners: Every Active member who practices in a Neighborhood community shall be affiliated with the Branch Society in whose zip code jurisdiction his/her office is located, as defined in the policy and procedures manual.

B. Downtown Practitioners: Every Active member whose practice is restricted to the downtown district of Chicago (zip code boundaries as defined in the policy and procedures manual) shall be affiliated with the Branch Society in whose zip code he/she practices.

C. Multiple Office Practitioners: Active members having more than one office and embracing more than one Branch Society's zip code jurisdiction shall be assigned to Branch membership by the Board of Directors with consideration given to the member's choice.

D. Transfer to Branch Membership: Upon request to and approval by the Board of Directors, an individual may be granted a change in his/her Branch.

Andrew Browar, DDS, of the West Suburban Branch, spoke against the motion, saying that the branches had not been contacted regarding the proposed change and that some members would have to travel 20 miles to their branch meeting if this change was approved. He recommended that the matter be referred back to the committee.

Douglas Kay, DDS, also a member of the West Suburban Branch, also spoke against the change. Dr. Kay said that in his opinion the change was illogical and set a hard precedent. He recommended that the membership study the area map as this affects all members and they could be split at any time.

At that time, Dr. Testa called for a vote on the proposed changes.

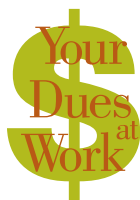
MOVED by Cheryl Watson-Lowry, DDS, seconded by Dr. Robert Banks, to accept the proposed changes to the Constitution and Bylaws that would change Article XX, Section 1, Membership.

Those in favor of the motion were asked to stand and be counted. Those against this motion were then asked to stand as well.

The motion, requiring a two-thirds majority vote of those present, was defeated with a count of 78 in favor and 60 opposed to the proposed change.

With no further business, Dr. Testa called upon John F. Moore, DDS, to introduce Joan Otomo-Corgel, DDS, MPh. Dr. Otomo-Corgel presented a program entitled "Systemic Perio: Floss or Die."

The meeting adjourned at 2:05 p.m. ■



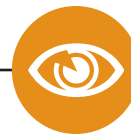
DO YOU NEED AN ASSOCIATE?

CDS members can connect with potential employees through our Associateship Program, another benefit of your membership.

Our Member Services department keeps two lists on hand: one list of dentists looking

to be associates in our members' offices, and another list of our member dentists looking to hire associates. Available to dentists at all stages of their careers, the rosters are updated every three months to help our members grow their practices.

Log on to the Members Only section of our Web site, www.cds.org, to apply for listing on either Associateship Program roster. Or, to get a copy of either roster, contact the members services department by calling (312)836-7300 or e-mail lhosley@cds.org.



UPDATE ON DENTAL PHARMACOTHERAPEUTICS: WHAT THE PRACTITIONER NEEDS TO KNOW

CINDY L. MAREK, Pharm.D

WEDNESDAY, APRIL 19

9 a.m. to 2:30 p.m. • Drury Lane, 100 Drury Lane, Oakbrook Terrace

CE CREDITS: 5 CE hours

TARGET AUDIENCE: Doctors, hygienists, assistants and office staff

ABOUT OUR PROGRAM:

This program provides dentists with the latest treatment recommendations for problems commonly encountered in clinical practice.

Dental team members who attend this program will learn:

- Treatments for cold sores, canker sores, candidiasis and non-microbial mucositis
- Appropriate antibiotic selection criteria for odontogenic infections
- Management of xerostomia
- Pain management for dentistry

ABOUT OUR SPEAKER:

Dr. Marek is an associate professor and clinical pharmacist in the Department of Oral Pathology, Radiology and Medicine at the University of Iowa College of Dentistry. She lectures on a wide variety of topics and operates an in-house pharmacy providing consultation to practitioners at the university.

Her research centers on continued development of a 1% chlorhexidine gel, topical NSAIDs and other innovative drugs and dosages for the pharmacotherapeutic management of mucosal diseases.

ABOUT CDS MEETINGS:

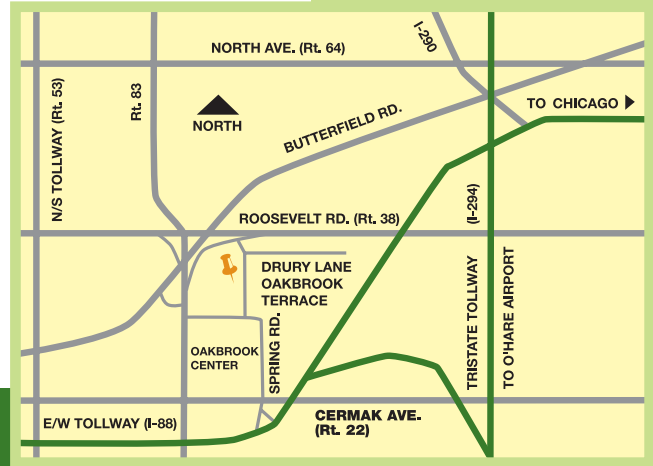
Regional meetings are **FREE** to all CDS members and their auxiliaries, as well as dental hygienist members of the Illinois State Dental Society.

A fee of \$250 is charged to dentists who are not CDS members, which may be applied to membership for the current year.

Advance registration is not required for any regional program.

DIRECTIONS:

For directions to Drury Lane, call (630)530-8300.



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Winter will end soon enough...

WHEN IT DOES, WE'VE GOT A FEW GOOD EXCUSES TO GET YOU OUT OF THE HOUSE.



Ticket sales for all events will take place online and online only at www.cds.org. Be sure to check out future issues of your *CDS Review* for announcements about ticket sales and other details for each event. And visit www.cds.org on a regular basis for announcements regarding special events.

MAJOR LEAGUE BASEBALL

CDS has purchased a limited number of tickets to five baseball games for the 2006 season. Members may purchase no more than four individual tickets from CDS for the entire baseball schedule. **Baseball tickets go on sale online May 1.**

BOSTON RED SOX VS. WHITE SOX

Sunday, July 9, 1:05 p.m., U.S. Cellular Field

CUBS VS. MILWAUKEE BREWERS

Sunday, July 9, 1:30 p.m., Miller Park, Milwaukee

HOUSTON ASTROS VS. CUBS

Wednesday, July 19, 7:05 p.m., Wrigley Field

PITTSBURGH PIRATES VS. CUBS

Sunday, Aug. 6, 1:20 p.m., Wrigley Field

YANKEES VS. WHITE SOX

Wednesday, Aug. 9, 7:05 p.m., U.S. Cellular Field

**PURCHASE TICKETS
ONLINE ONLY AT
WWW.CDS.ORG**

MAY 21 MONTY PYTHON'S SPAMALOT CADILLAC PALACE THEATRE, CHICAGO

Monty Python's Spamalot triumphantly returns to Chicago with the 2005 Tony Award for Best Musical. Telling the legendary tale of King Arthur and the Knights of the Round Table and the quest for the Holy Grail, *Monty Python's Spamalot* features a chorus of legless knights, men in tights, killer rabbits and dancing divas creating some of the most unforgettable musical numbers you will ever see. **Monty Python's Spamalot tickets go on sale online April 1.**

JULY 12 THE ANNUAL CDS FAMILY PICNIC SIX FLAGS GREAT AMERICA, GURNEE

CDS returns to Great America for its annual Family Picnic. Tickets will include admission to the theme and water parks, and a meal in the picnic area. **CDS Family Picnic tickets go on sale online April 1.**

AUG 5 MYSTIC BLUE FIREWORKS CRUISE NAVY PIER, CHICAGO

The setting is laid-back, yet contemporary. The view is amazing. Imagine the beautiful Chicago skyline as it reaches for miles with the lake resting at its feet. Add fireworks, and you have a very special CDS event. Experience the fun of a boat ride on Lake Michigan with Mystic Blue Cruises. **Fireworks Cruise tickets go on sale online April 1.**

JULY 22 & 23 KING TUT FIELD MUSEUM, CHICAGO

More than 3,000 years after his reign, King Tutankhamun returns in a new exhibition at the Field Museum, *Tutankhamun and the Golden Age of the Pharaohs*. See nearly 120 dazzling Egyptian treasures. CDS has a limited number of tickets available for tours of the exhibit at 11:30 a.m. and 1 p.m., Saturday, July 22, and 11 a.m. and 11:30 a.m. Sunday, July 23. **King Tut tickets go on sale online June 1.**

NOV 5 THE PIRATE QUEEN CADILLAC PALACE THEATRE, CHICAGO

The Pirate Queen, a spectacular new musical by Tony Award winners Alain Boublil and Claude-Michel Schönberg, the authors of *Les Misérables* and *Miss Saigon*, will play a pre-Broadway, World Premiere engagement at Chicago's Cadillac Palace. **The Pirate Queen tickets go on sale online July 1.**

ONLINE TICKET SALES BEGIN AT 9 A.M. FOR EACH DATE LISTED.

About those political parties. . .

I have read the January/February *CDS Review* Vox Pop, and I applaud Dr. Waldrop for putting the issue on the table. I think we can all agree that CDS politics is confusing, even to those involved. But, we must separate politics from governance. Politics is how we select those who will govern and to that end let me offer the following.

First: the Board of Directors governs CDS, not the three political parties. The nine directors are elected by their respective CDS branches and, in most branches, the political parties play no role. In the few where they do, the office of director alternates between the parties. CDS officers are elected by the general membership at an open meeting, not by the political parties. The parties do tender agreed upon officer nominees, similar to the primary system we see at most political levels.

Second: CDS selects its ISDS delegates/alternates at the branch level, again without regard to political parties. CDS' allocation is distributed to each branch proportionate to its membership number, following the one man, one vote theory.

Third: Yes, there is a great range in the membership numbers of the nine branches. However, this is not unlike the size differential in the Northeastern District between the Fox River Valley Dental Society and the Kankakee District Dental Society, or in the Central District between the Peoria District Dental Society and the Prairie Valley Dental Society. CDS recently spent a great deal of time and resources on a branch redistricting plan with the hope of achieving a more even distribution.

Fourth: There is no mechanism in the ADA, of which I am aware, for a single state district to be divided into two. There are multi-state districts but not multi-district states.

Fifth: Membership in the political parties is welcome and open to any CDS member in good standing. All parties actively recruit and welcome new members. The political parties do provide additional avenues to and rotation of leadership roles. But, most importantly, they provide three separated streams of volunteer recruitment needed to man the Midwinter Meeting.

Sunshine is the best antiseptic. Let's check our emotions at the door and bring an open mind to the Capital Conference's Members' Governance Forum.

—H. Todd Cubbon, DDS, CDS Secretary
Crete



LET'S HEAR FROM YOU

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The *CDS Review* reserves the right to edit or reject any letter submitted to the editor. All submissions are edited for grammar and style in accordance with the *Associated Press Stylebook and Briefing on Media Law*.

Daily disasters need you too

It seems that dramatic natural disasters like Hurricane Katrina tend to bring out the best (and occasionally the worst) in us. But it is the mundane and daily "disasters" that often fail to hold our attention or move us to action. Yet their cumulative effects certainly cause a great deal of suffering and pain.

This rumination was triggered by the announcement from St. Basil's secretary that on one September day there were 60 calls from people needing dental care. They are not statistics, but real people with real needs, including relief from pain. Obviously, a volunteer staff like that at St. Basil's cannot begin to meet such demand.

Other safety net clinics are in trouble. The Chicago Board of Health has ceased to exist as a viable resource for low-income adults. There is only one dental school in Chicago, where there used to be three, and its fees have increased significantly because the cost of operating a dental school is enormous.

While volunteer efforts are not the answer to the problem of access, they do have a positive impact on the lives of the people who are fortunate enough to get an appointment. Donating three hours of your professional time and skills to the less fortunate can be a very rewarding experience. For further information, call me at (773)667-3232.

—Edward Schaaf, DDS
St. Basil's Free People's Clinic, Chicago

Correction

The Snap Shots column published in the January/February issue of the *CDS Review* incorrectly described the activities of Marianne Schaefer, DDS, during a volunteer trip to identify victims of Hurricane Katrina.

Some of her colleagues broke into flooded offices to retrieve dental records; she did not do this.

We regret the error.

Do you have a story to tell?

The *CDS Review* seeks member dentists to profile in future installments of Snap Shots. We are looking for dentists who have interesting hobbies, unusual passions outside of dentistry or who volunteer time working in their communities. If you know of any members that have an interesting story to share, please contact staff writer Joanna Brown at (312)836-7323 or jbrown@cds.org.



Relax

(again!)

NORTH & NORTHWEST SUBURBAN BRANCHES **AFTER-WORK** **SPA PARTY**

Tuesday, April 18

4-9 p.m.

Sasha G Salon & Day Spa

371 E. Dundee Road, Wheeling

[at Milwaukee Avenue, in Riverside Plaza • (847) 215-7033]

You work hard. You deserve to be pampered. Join your friends and colleagues of the North and Northwest Suburban branches at the Sasha G Salon & Day Spa for an exclusive evening of relaxation you won't forget.

Unwind between spa treatments with refreshments and enjoy great conversation with friends. Larrisa and her Sasha G beauty team have created many spa packages just for you. Wine, coffee, hors d'oeuvres and desserts will be available throughout the evening.

Reserve your arrival time early and then get ready to relax. There is no need to rush through your spa experience! Attendees may enjoy some of their services at the Spa Party and use the balance of their treatment package at a later date.

RESERVATIONS

For spa package information and reservations, contact:

Dr. Julie Laverdiere
(847) 998-8959

Dr. Julie Parry
(847) 381-5110

COST: \$125

Includes choice of spa packages and refreshments (gratuities not included). Space is limited. Priority reservations will be accepted for branch members/staff through April 8.

The Sasha G Salon & Day Spa will close its doors to the public for this exclusive event.



Reputations: Victims of the marketing machine

Ya know, it seems that everyone is a cosmetic dentist nowadays. Many of us (including myself) are attending these high priced institutes, learning all these advanced techniques and promoting our practices in print, on the radio, on television, or on the internet in an attempt to attract that elusive “boomer” market that we are told is going to invade our offices and demand our cosmetic skills. Some have turned their offices into “spas,” while others are turning back the ravages of age with a smile makeover.

There seems to be a swagger currently among many of these cosmetic clinicians. When I attend some lectures, there is a noticeable absence of humility on the podium. Many clinicians have a reason for their swag-

**THE IMAGE YOU
PROJECT IS DETERMINED
BY HOW YOU WISH
TO SEE YOURSELF;
YOUR REPUTATION
WILL BE DETERMINED BY
HOW OTHERS SEE YOU.**

ger. They are performing full-mouth rehabs that I would never even think of touching. I am in awe of their work. But I can't say that about all who take the podium. Some are prepping down virgin teeth just to give the patient that “Hollywood” smile. I hope the patient has been informed that those teeth may have to be redone down the line due to normal wear and tear. Those 10 units of veneers may not last a lifetime.

Way back in the late 1990s, I was using an indirect system for inlays and onlays which had been heavily promoted by my cosmetic colleagues when it suddenly and inexplicably disappeared from the marketplace. Later on, my esthetic colleagues started promoting new materials with their PowerPoint presentations, never once educating me as to why the old system needed to go. Tell me, Dr. Expert, who paid your honorarium?

Along with the swagger comes image. Andre Agassi says, “image is everything.” That is true when you are

taking a photograph. But in professional life, an image can be misleading. That image can be manufactured, contrived, influenced and developed by the media. Sometimes that image is determined by how you wish to see yourself. What image are you promoting? What glossy, color advertisements are promoting your practice in our local lifestyle magazines? In a way, things were simpler when we, as dentists, could not advertise our services. The patient who came to you via word of mouth or who was referred to you by another patient always was—and will continue to be—your finest patient.

So where is this all going?

My chairside dental assistant brought in a *Life's Little Instruction Calendar* for 2005. It's one of those calendars with a daily inspirational quote. On Dec. 23, it said “Take care of your reputation; it precedes you like a marching band.” We as a profession have a great reputation. Let's not confuse a profession's reputation with an individual's reputation. I'm sure we all know colleagues with real “reputations.” Dentistry enjoys a great reputation because of our colleagues who went before us. Don't ever forget that! People may dislike going to the dentist because of the operative procedures we perform, not because our profession is considered dishonest or untruthful. Can the same be said about other professionals?

A good or bad reputation, you see, is built. A reputation is factual, real, concrete and earned. The image you project is determined by how you wish to see yourself; your reputation will be determined by how others see you. If you want to build a positive reputation, you need bricks for building. Those bricks should include humility, truth, transparency and accountability, which will then build character and integrity. Those, ultimately, equal an admirable long-term reputation. Then, the marching band will herald you, the leader and director of our profession's reputation. ■

Contact Dr. Machnowski at tommachnowski@msn.com.



Politics in dentistry

pol•i•tics *n.pl* 1. The science or art of political government. 2. The practice or profession of conducting political affairs.

—*The American College Dictionary*

Do politics have a place in dentistry? Twenty years ago I would have naively said, “No.” I would have argued our proud profession as a division of science and healthcare and that there is no place for politics here. Well, I was naïve. Our profession is controlled at all levels by government entities. Just think about it: federal, state, and local licenses and taxes; HIPAA; OSHA; IRS; FTC; BNDD; IDFP; IEM; ad infinitum. And who controls these institutions? Politicians, that’s who.

Our livelihood is intertwined with politics in every facet; we had better recognize it and study it and participate in it. If not, you will be practicing dentistry for the government, not for yourself and your patients.

What’s that? You don’t have the time or expertise to get involved. Wrong answer! You must be involved at some level. You would be astonished at the influence phone calls from constituents have on lawmakers, and it doesn’t take many. Politicians have very limited knowledge of dental issues and see you as an expert—which, by the way, you

are. You are also a conduit to their voters and can be seen as an ally or foe, but you are definitely someone whose opinion is important to them.

Politics are fueled by money and votes. How do you think the insurance industry gets so many favorable decisions? Why do you think that the political action committee (PAC) for the trial lawyers heads the list of contributors? How can dentistry compete? Surprisingly, quite well on very limited resources. One of our

strengths is that we have more than 70% of licensed Illinois dentists as members of the ISDS. This fact grabs politicians’ attention. We also have an extremely well-run PAC, with a diligent staff and core of volunteers who are able to get considerable mileage out of the limited supply of fuel (money) we donate to it.

What must you do? Get involved. Supply the fuel. Give to Dent-IL-PAC. Let them do the legwork for you, but give them the resources they need to do your bidding. You can sit at home and just write a check. Thank you.

Want to do more? Great! Up your contribution to the Governors Club level, about the fee for a three surface composite per year. Still want to do more? Even better. Get to know your state senator and representative. Attend a few fundraisers, bring a little of that fuel and bend their ears on dentistry’s (your) issues. Become a Dent-IL-PAC contact dentist. We are fortunate to have State Rep. David Miller (D-Dolton), a Kenwood/Hyde Park Branch member, and State Rep. Renee Kosel (R-Mokena), the wife of South Suburban Branch member Al Kosel, DDS, in Springfield, speaking on behalf of the entire state’s dental concerns. They represent both sides of the aisle and both have gained the respect of all legislators as a source of sound advice on dental issues. For this we are extremely fortunate, and we need to support them to the limit. But that’s not enough. We need to have the ear of as many elected officials as possible, and we need you to do that.

It’s your future. Don’t wait until it’s too late. Don’t just think about it, act on it. Get involved or, at the very least, help fuel up Dent-IL-PAC. ■

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**WHAT’S THAT?
YOU DON’T HAVE THE
TIME OR EXPERTISE
TO GET INVOLVED.
WRONG ANSWER!
YOU MUST BE INVOLVED
AT SOME LEVEL.**

Many reasons to smile

141st MIDWINTER MEETING SMASHES ATTENDANCE RECORD

Elizabeth Giangreggo and Joanna Brown

34,449 dental professionals and exhibitors attended the 141st Midwinter Meeting in February—making this the most successful in CDS history. What's more important, the number of dentists attending the meeting increased from 7,500 in 2005 to 7,836 in 2006. In fact, all but two of the categories of attendees increased in 2006: the number of office personnel attending went from 2,700 in 2005 to 2,693 in 2006, and the number of press representatives who attended the meeting went from 130 to 121. Among them, camera crews from three Chicago networks were on the floor filming the meeting for the nightly news.

The Exhibit Hall was crowded with shoppers. As is always the case with the Midwinter Meeting, some exhibitors unveiled new merchandise or improvements on trusted products and product lines. Certainly, CDS members who pre-registered for the meeting had many opportunities to use their CDS Cash for rebates on a variety of products and services.

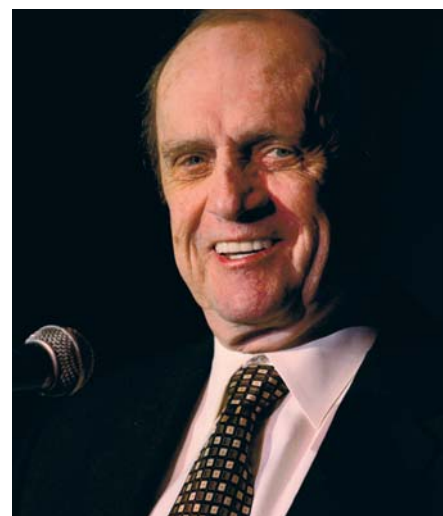
The meeting was successful in many ways. Of course, the ever-increasing attendance figures continue to draw exhibitors to the meeting—and more exhibitors mean more benefits for CDS members from the meeting. However, the educational content continues to outshine comparable dental conclaves, attracting the attention of dentists from all parts of the globe

As the sun set on the 141st Midwinter Meeting, planning was well underway for the 142nd Midwinter Meeting, themed “The Spirit of Generosity. . . The Generosity of Spirit.”

FINAL ATTENDANCE

Dentists.....	7,593
Graduate Students/Residents	243
Dental Students	862
Hygienists	4,137
Assistants.....	3,890
Office Personnel.....	2,693
Laboratory Technicians	892
Hygienist/Assistant Students.....	1,197
Guests	2,088
Trade	1,186
Press	121
Exhibitors	9,547

TOTAL34,449



OPENING SESSION >>>

The 141st Midwinter Meeting opened with giggles and guffaws as Oak Park native Bob Newhart regaled the audience with his off-beat take on ordinary life.

However, before the world-famous television and silver screen star took the stage, there was a little Society business to handle before the Opening Session record crowd of 1,500.

Master of ceremonies William Kleiber, DDS, kicked off the evening by recognizing the generous support of Nobel Biocare. The company partnered with CDS in the production and distribution of the *Make Me Smile* musical CD, which was provided to all attending dentists when they registered.

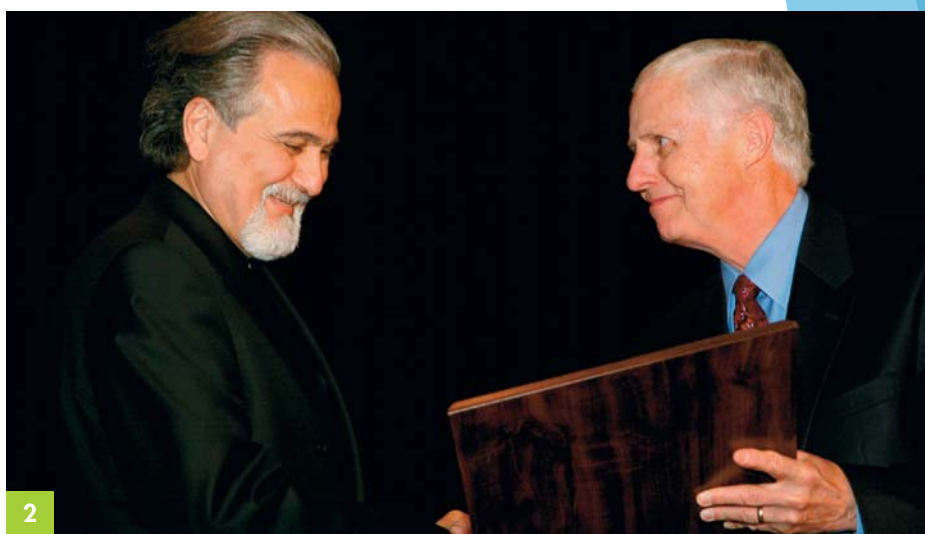
CDS President Tom Machnowski joined Gordon J. Christensen, DDS, MSD, PhD, in presenting this year's Gordon J. Christensen Recognition Lecturer Award to Joseph Massad, DDS. Dr. Massad, an internationally renowned prosthodontist, is well known to Midwinter Meeting audiences. The award recognizes Dr. Massad's many contributions to the profession, particularly as a respected Midwinter Meeting lecturer.

Dr. James Bramson, executive director of the American Dental Association, commended CDS for its generous contribution of \$100,000 to the ADA Foundation's Disaster Response Fund. He also lauded CDS for its commitment to education with its contribution of an "impressive \$1.6 million to fund professorships at the University of Illinois at Chicago College of Dentistry and the Southern Illinois University School of Dental Medicine."

The Opening Session was also funded in part by a generous grant from the ADA Foundation.

The Society's largess was also evident when Dr. Machnowski and Dr. Bramson presented the Salvation Army Harbor Light Dental Clinic with \$10,000 to continue its work among the city's indigent.

Dr. Machnowski, with Jason



1. (L-R) Dr. James Bramson, ADA executive director, and CDS President Tom Machnowski presented Gerald Ciebien and Maj. Geoffrey Allan with \$10,000 to help the Salvation Army Harbor Light Dental Clinic continue to provide dental care to Chicago's indigent.

2. (L-R) Joseph Massad received the Gordon J. Christensen Recognition Lecturer Award from its namesake.

3. UIC's Siddi Doshi (center) received one of the two Senior Dental Student Recognition Scholarships. She is pictured with CDS President Tom Machnowski and Jason Anderson, vice president of marketing from GE/HPSC Financial Services.

4. SIU's Anthea Schwalbe was the other scholarship winner.



Anderson, vice president of marketing for GE/HPSC, presented Senior Dental Student Recognition Scholarships to Anthea Schwalbe, of the Southern Illinois University School of Dental Medicine, and Siddi Doshi, of the University of Illinois at Chicago College of Dentistry.

The business portion of the evening closed with the announcement of Dushanka Kleinman, DDS, Chief Dental Officer of the U.S. Public Health Service, as this year's recipient of the Cushing Award. Dr. Kleinman, who was unable to attend, was instrumental in creating Surgeon General David Satcher's groundbreaking report "Oral Health in America," the first ever report on oral health from a Surgeon General.

The Cushing Award is presented annually to individuals who raise public awareness about the importance of oral health.

<<< FASHION SHOW

More than 300 guests at the annual Fashion Show and Luncheon found new ways to express their personal styles as designers from 11 local fashion houses showed off their latest offerings. The fashion show followed the theme "Make Me Smile—Color My World."

And color was everywhere. Highlighting creations best described as soft, femme and flowing, fashion show guests saw the best of the designers' spring lines. Ellen Tracy featured hues of blue, including aquamarine and navy; St. John Sport offered lime green knits; and Dana Buchman floated jackets of every color in the rainbow, especially petal pink, turquoise and teal green.

Skirts skimmed both the knee and the ankle and filled every width: straight lines, tulip styles and full skirts each appeared from different designers, proving there will be something for everyone this spring.

Women in the audience were relieved to see that black is always in style, as models traversed the catwalk in black and white suits, button-front dresses, halter tops and evening dresses, some accented with bright red embellishments.

The highlight, as always, was the final run by Mira Couture, when Chicago Dental Society officers John Fredricksen, H. Todd Cubbon, David Kumamoto and Michael Stablein each lead an evening gown-clad model down the runway. Described as our "Men in Black," the officers made the membership proud.



1. Models from ZZAZZ Productions presented the latest spring fashions.
2. (L-R) Nicole Curtin and Nancy Machnowski showed off the latest addition to the Machnowski family, Caitlyn Curtin.
3. The annual Fashion Show and Luncheon attracted all generations.
4. CDS Treasurer Michael Stablein took a stroll down the runway in what has become a MWM tradition for CDS officers.

PRESIDENTS' BREAKFAST >>>

Community service and the future of the profession were at the forefront of the Breakfast with the Presidents.

The annual event, which honors the presidents of the Chicago Dental Society and the Alliance of the Chicago Dental Society, also serves as a venue for both organizations to recognize student achievement.

ACDS presented scholarship awards to Allison McMahon and Russell M. Verbic, dental students at the University of Illinois at Chicago College of Dentistry (UIC).

"CDS has done so much for us," Ms. McMahon said, commenting on CDS' funding of a professorship at both Illinois dental schools. "We truly appreciate your commitment, and I thank you on behalf of the dental students at UIC."

Mr. Verbic observed that the Alliance award "raises the awareness of all students to community involvement." He also commented on the financial woes of dental students at a time when State and Federal support to schools declines and tuition increases. "We thank CDS for financial support for the future of the profession."

Samantha J. Johnson was a scholarship award recipient from Kennedy-King College Dental Hygiene Program. She thanked the Alliance for the award.

The second dental hygiene scholarship award was presented to Jill Wolff, a student at the Kennedy-King College Dental Hygiene Program.

CDS President Tom Machnowski acknowledged the ongoing support of students by Dentsply International and presented plaques of recognition to Dentsply Student Clinician award winners. This year's recipients are Aaron Cregger and Megan Robl, University of Missouri-Kansas City and Lee D. Pham, University of California Los Angeles.

ACDS President Monica Sullivan presented a special recognition award to Pat Ciebien, director of the Peoples Resource Center Dental Clinic in Wheaton.

The clinic depends on volunteer



1. ACDS honored (L-R) Samantha Johnson, Russell Verbic and Allison McMahon Saturday morning at the Breakfast with the Presidents. They are pictured with ACDS President Monica Sullivan.

2. Dentsply International Vice President of Professional Relations George Rhodes (second from right) presented Dentsply Student Clinician Awards to Aaron Cregger, Megan Robl and Lee Pham.

3. ACDS Dental Hygiene Scholarship winner Jill Wolff with Kathy Holba





dentists to provide much-needed dental treatment to uninsured, low-income DuPage County residents. In addition to volunteer dentists, physicians, nurses and dental hygienists contribute their skills. Several area hospitals provide laboratory and radiology services at no cost.

Mrs. Ciebien thanked her husband Gerald, a CDS member who is also the dental director of The Salvation Army Harbor Light Dental Clinic in Chicago.

ACDS also presented Dr. Machnowski with an engraved crystal decanter to commemorate his presidential year. Although she will not retire from office until May, Mrs. Sullivan received a stunning wristwatch to mark her year as the Alliance's top officer.

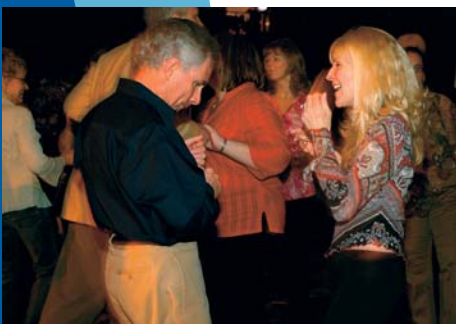
DINNER DANCE >>>

Dr. Machnowski and his wife, Nancy, were wreathed in smiles as the 141st Midwinter Meeting drew to a close with the always-elegant President's Dinner Dance. CDS officers and directors joined distinguished guests Feb. 25 in the Imperial Ballroom of the Fairmont Hotel.

Entertainment chair John Gerding, DDS, as master of ceremonies, thanked the many volunteers who made the 2006 meeting a successful reality. He introduced the CDS officers and members of the Board of Directors and their spouses, and thanked James Discipio, DDS, the program chair, who attended the dinner dance with his wife Nancy, and Dr. Kleiber, general chair, who was accompanied by his wife, Diane Kleiber, DDS.

Dr. Gerding acknowledged the international guests who journeyed to Chicago to participate in this year's meeting, welcoming representatives from the Journees Dentaires de Nice, France Dental Meeting; the Sao Paulo Brazil Dental Meeting; the Associazione Italiana Odontoiatri; the Asocacion Dental Mexicana; and the American Dental Society of Europe.

Dr. Gerding greeted Robert Brandjord, president of the Ameri-



<<< FRIDAY NIGHT MANIA

Local heroes The Buckingham and The Ides of March brought the house down at the Hilton and Towers Grand Ballroom. The Ides of March frontman Jim Peterik got the crowd started by jumping down to the floor and playing amongst the audience. The evening closed with audience members joining singer Carl Giammarese and the rest of the Buckingham and Ides of March on stage.



can Dental Association, and his wife, Pam; and ADA President-elect Kathleen Roth and her husband, Dr. Daniel Roth.

ADA 8th District Trustee Perry Tuneberg, ADA 8th District Trustee-elect Dennis Manning and his wife, Linda, and ADA Executive Director James Bramson also attended the dinner dance.

Dr. Gerding recognized colleagues representing the California Dental Association, the Greater New York Dental Meeting, the Pacific Northwest Dental Conference and the Texas Dental Meeting.

Joining in the festivities from the Illinois State Dental Society were ISDS President Joseph Hagenbruch and his wife, Rita, and ISDS executive director Robert Rechner and his wife, Mary. Also on hand were ISDS officers Dean Nicholas, DDS, president-elect; Keith Dickey, DDS, vice president; and Joseph Unger, DDS, secretary, and their spouses, in addition to Larry Osborne, DMD, treasurer.

The Machnowskis were the first couple on the dance floor, tripping the light fantastic to the music of the Don Cagen Orchestra.

The evening, which began with a gourmet dinner in the finest Fairmont Hotel tradition, drew to a close as members and guests danced into the wee hours. A good time was had by all.





Kirsten Kwon won first prize for her article "Don't let looks deceive you." See opposite page for reprint.

FREMD SENIOR WINS CDS JOURNALISM COMPETITION

Three Chicago area high school students were honored for their accomplishments as young writers in this year's High School Journalism Contest.

Facilitated by the Communications Committee, the High School Journalism Contest annually challenges students to write about oral health issues affecting adolescents. This year's theme, "Can Looks be Deceiving When it Comes to Your Health?" asked students to discuss issues of body image and self-esteem.

First prize went to Fremd High School senior Kirsten Kwon, for her article about the benefits and dangers of cosmetic surgery, tanning, tooth whitening and excessive dieting, "Don't let looks deceive you."

Miss Kwon said she was drawn to participate in the annual contest because of the pertinent topic and the challenge of writing something that appealed to her peers.

"It was challenging because I didn't want to make it sound like too many teens are having plastic surgery for artificial reasons, but it is out

there and it is an issue," she said. "As a teenage girl, I think all teenage girls relate to wanting to have a perfect image and being surrounded by information on plastic surgery and new products and diets."

In recognition of Miss Kwon's achievement, CDS donated \$1,000 to the journalism program at Fremd High School, in Palatine.

Second prize went to Naperville Central High School senior Rachel Cherny, for her article entitled "The White Choice: Tooth brightening offers an option for every budget." Naperville Central High School received \$500 for its journalism program.

Third prize, \$250 for the journalism program, was awarded to Stevenson High School seniors Andrew Africk, Perri Kofkin and Ben Slivnick. Their article was titled "Cosmetic dentists see rise in younger patients." Stevenson High School is located in north suburban Lincolnshire.

All of the winning students received gifts from CDS, as well. ■

Don't let looks deceive you

Kirsten Kwon

Originally published in the Fremd High School Viking Logue, Nov. 18, 2005

Blame it on the media, peer pressure or even just personal insecurities. For whatever reason, the number of teenagers altering their bodies to fix a perceived flaw is on the rise.

Over 330,000 people ages 18 and younger had plastic surgery done in 2003, according to the American Society of Plastic Surgeons.

Cosmetic surgery, tanning, teeth whitening and excessive dieting are among some of the procedures teens are willing to undergo to achieve the perfect look.

In a recent survey given to 234 Fremd students, 53 percent of males and 75 percent of females said they would get minor alterations to improve their appearance.

Junior Alex Flis says she had her teeth whitened so they would look nicer.

"I got my teeth whitened to improve my appearance," Flis said. "Overall, I'm happy with the result."

While some procedures may be simply cosmetic and easily and safely achieved, there are still many risks involved in plastic surgery. The anesthesia threats alone can include blood clots, brain damage and heart attacks.

"A lot of people die from plastic surgery," health teacher Debra Townsend said. "It is unhealthy for teens to do that at such a young age."

Although many go through these harmful cosmetic procedures, there are other alterations teens make to bring them closer to what society considers "beautiful." These choices can include frequent trips to tanning beds or going on extreme diets that may lead to eating disorders.

Senior Kristin Johnson says that although she is aware of the potential risks, tanning is so common that it is easy to disregard the damaging results.

"All my friends and I go tanning," Johnson said. "Nothing bad has ever happened to someone I know so I don't see why I would stop."

Townsend explained that larger problems can come from these dangerous activities because people often view them as safe and even harmless.

According to the American Academy of Dermatology, UV rays, which are used in tanning beds, lead to skin cancer and are actually more dangerous than exposure to natural sunlight.

While tanning can be deadly, it can also lead to unpleasant consequences like wrinkles or diseases due to unsanitary beds.

Many teens admit to wanting tan skin, a thin body and a bright smile, and as a result, a newer craze of teeth whitening has also become trendy.

"No doubt teens have more recently become interested in pro-

cedures like teeth whitening," said Inverness dentist and Fremd parent Kathy French. "A smile is a big aspect of a teen's self esteem."

Senior LaRae Marynowski agrees.

"If someone is unhappy with something like their smile, they become shy and not as outgoing," Marynowski said.

However, French explained that teens can abuse over-the-counter whitening products by overusing them, resulting in gum irritation and teeth sensitivity.

While teens will go to great lengths to be satisfied with their appearance, in many cases these risks will not improve their health. A common misconception is that a better looking person is in some way healthier than someone who is less conventionally beautiful.

Townsend said extreme dieting is more harmful than being fit and carrying a few extra pounds.

"You cannot necessarily tell by looking at someone if they're healthy," Townsend said.

French agrees that a bright smile doesn't necessarily equate with better dental hygiene.

I wouldn't say whiter teeth are healthier teeth," French said, "but there's a huge media push that makes teeth whitening appealing."

Some students say that television shows like *I Want a Famous Face* on MTV might be persuading the younger viewing audience to seek even more cosmetic changes. The show documents the lives of young people as they journey through painful procedures in order to better resemble the celebrities they most envy.

"The show is for people who are in a never ending pursuit for perfection," said one junior male who was polled in the Logue survey.

Many feel that society's obsession with appearance plays an influential role in many lives. At Fremd, numerous students polled expressed the social pressure they feel to look a certain way.

"I think there's definitely pressure at Fremd to look good," senior Brooke Baffa said.

Although minor surgical procedures and certain necessities such as braces do help teens with self esteem, Baffa says it is important to have confidence in your image.

"We shouldn't be so concerned with what we see on television or in magazines," Baffa said. "It's more important how we feel about ourselves."

Volunteers give kids a smile

More than 300 Chicago Dental Society members made kids smile this month as classrooms, clinics and private practices celebrated National Children's Dental Health Month. The Chicago Dental Society donated more than 90,000 toothbrushes to these activities, benefiting more than 400 classrooms in Lake, Cook and DuPage counties.

Program participants also received a collection of coloring and activity sheets; a list of Internet resources; information on a new law mandating dental exams for children in kindergarten, second and sixth grades; and a coupon to check out the sharks' teeth at Chicago's John G. Shedd Aquarium.

Throughout the tri-county area, CDS members volunteered to treat young patients from low-income families in community clinics, or else used their own offices to provide similar services on Give Kids a Smile Day, Feb. 3. Clinic events were organized by: Dr. Indru Punwani, at the University of Illinois at Chicago College of Dentistry's pediatric dental clinic; Dr. Marilla Montero at McCormick Boys and Girls Club, in Chicago's Uptown neighborhood; Dr. Ed Schaaf at St. Basil's clinic, on Chicago's South Side; Ms. Mila Tsagalis at the DuPage County Health Clinic in Wheaton; and Ms. Patricia Ciebien at PRC Dental Clinic, also in Wheaton. ■

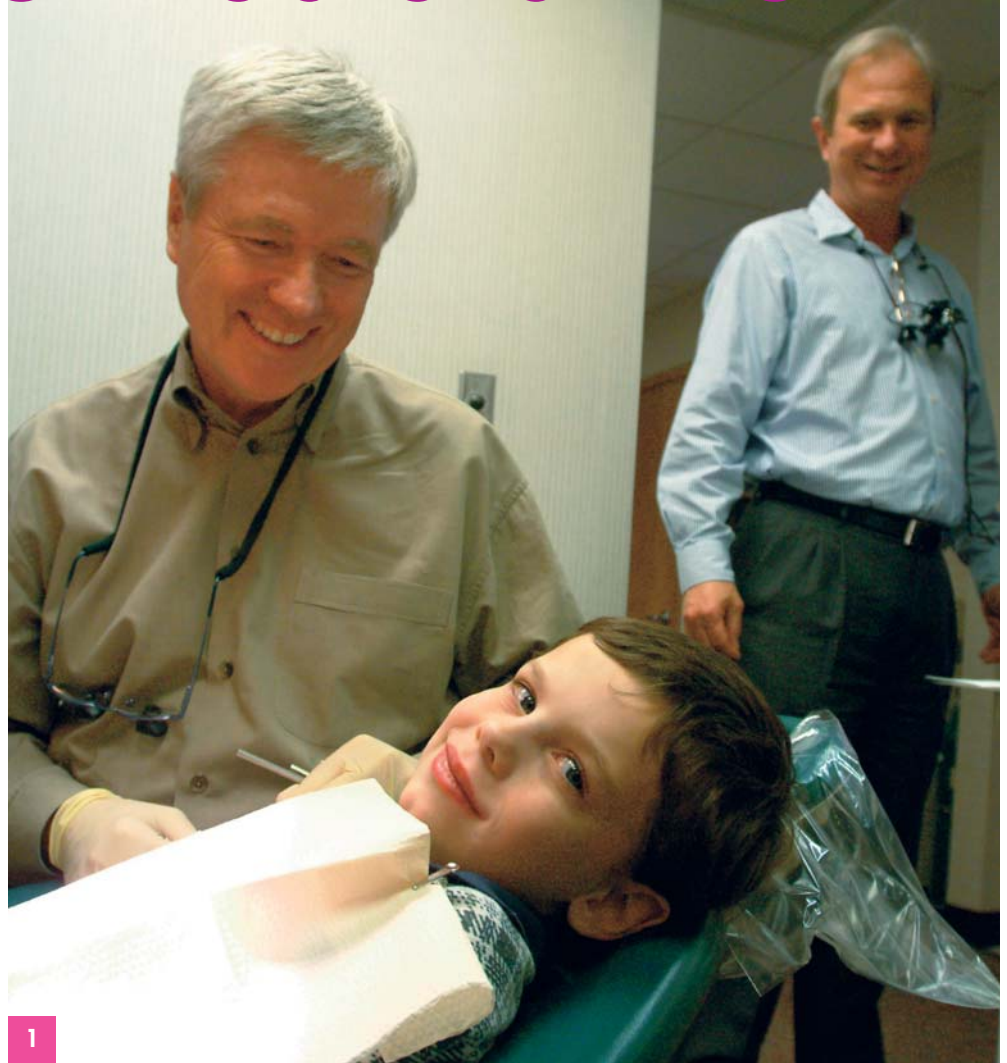
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ADA News: 3

Patrick Blaney, DDS: 7





partnerships

THE BENEFITS, PITFALLS AND ELEMENTS FOR SUCCESS

Marvin Greene, DDS, and David H. Hanson, DDS, MD



Our 10 years as partners has taught us much about what it takes to succeed and to move our practice to the next level. A successful partnership

depends on good communication. You can circumvent many unnecessary conflicts and wasted time by regularly communicating with candor, ownership of your desires and a conscious awareness of the other person's perspective. Communication is one of those things that develops over time and with a great deal of attention to detail.

For us, we find that making time to meet, often out of the office, is very useful. While we talk, laugh and work together every day, we designate meeting time to discuss the practice. This special time is essential to our continued success.

We try to set time aside each week to discuss everything from profitability and new equipment purchases to staff issues and distribution of responsibilities. The fact that we like and respect one another gives us a strong—and essential—foundation for working together.

Whether you're beginning a partnership or have been in one for several years, don't take anything for granted about each other's desires, motives and long-term objectives. Establish a better understanding of one another to minimize surprises and potential future conflict. Ask each other:

- What does each partner want?
 - What are your expectations of each other?
 - What are your work habits?
 - What are your self-defined strengths and weaknesses?
- After you've put key issues on the table, create param-

eters for how your partnership should look (workload, responsibilities, financial distribution, etc.) from each of your perspectives, then arrive at common ground.

Be on the lookout for problems, and do your best to prevent them before they arise.

FIVE COMMON PITFALLS

1. Two captains. Are your skill sets complementary or are you in competition with each other? A competitive relationship creates gaping holes in what you can offer your patients and it stands in the way of collaboration. It can also lead to conflict. Such difficulties can tear a partnership apart. It's important that you identify each other's skills early on and determine how they will mesh, rather than clash.

2. It's just not fair. This involves one partner saying he or she is working much harder than the other. It points out a problem and a split in the partnership that can widen. Many partners (including spouses) seem to experience this pitfall. Perhaps one partner is simply more ambitious, has different (and potentially unspoken) expectations of the other partner or actually does end up "holding the bag." We've had our share of conversations about this issue. Good conversations seem to get us on track every time. If you feel overworked, it's crucial that you don't start the discussion from the offensive. Both partners must own their feelings and experiences, communicate them honestly and express a desire to achieve a balance with which everyone is pleased.

3. A late-coming third partner. The potential for splitting in triangulation becomes enormous with a third partner. This “landmine,” of sorts, can arise when a new advisor, spouse or significant other is introduced to the relationship that wasn’t present when the business relationship was created. It’s important you don’t make assumptions about what the other partner might be comfortable with regarding a third party.

4. Growing apart. Successful partnerships need to grow in a direction that both partners are moving toward. People and businesses change. Priorities change. If there’s poor communication to start with between partners, the misaligned priorities can become a bigger problem. You need to revisit goals and objectives. Partners need to know what each other is thinking to stay aligned.

5. All in the family. Partnerships with family members can be extremely rewarding, but are very tricky. If you go into partnership with a family member, it’s hard to determine where to draw the line between business and family systems. Often, the dynamics you’ve spent years developing as family members do not suit a partnership. Again, good communication is essential to establishing and understanding each other’s expectations, laying down ground rules, creating business systems and working harmoniously.

Of course, when you get your partnership to work, there are some terrific rewards.

required to achieve this important accreditation if we worked alone. We prepared for nearly a year to meet more than 500 JCAHO criteria. After all that it took, it doesn’t surprise us that only two other office-based OMS practices in Illinois and only 26 other practices in the country are JCAHO accredited. We encouraged each other and our staff to make it happen, knowing it would elevate our practice and our partnership. And, it has. Again, we created a sum greater than our individual parts.

2. Continual growth. Working with a partner, you constantly learn from one another. You observe different techniques and ways of dealing with patients and staff. We share what we learn from medical conferences and seminars we attend, journals we read and patients we treat. The fact that we’re both curious and interested in sharpening our skills makes sharing knowledge exciting and fun. As a result of constantly sharing, working together and collaborating, we are better doctors, administrators, marketers, writers and technicians. And, our patients are in better hands.

3. Skill split. No one can be an expert at all things. The fact is, one of you will likely enjoy—and perhaps be better at—certain elements of running your practice, such as operations, personnel, financial management or maintaining contact with patients. Neither of us is delusional enough to believe we’re supposed to be great at everything. We have identified our skills, and each of us

PARTNERSHIPS WITH FAMILY MEMBERS CAN BE EXTREMELY REWARDING, BUT ARE VERY TRICKY. IF YOU GO INTO PARTNERSHIP WITH A FAMILY MEMBER, IT’S HARD TO DETERMINE WHERE TO DRAW THE LINE BETWEEN BUSINESS AND FAMILY SYSTEMS.

FIVE ADVANTAGES TO A PARTNERSHIP

1. The sum is greater than the parts. When you combine your resources and skills, you build a stronger practice. Also, individual personalities and preferences complement one another. While each of us has our own strengths, together we create a great team and practice. Together, we bring more skills and resource to the table.

We both realize we have achieved more than we could have in solo practices. As a result of our partnership, we opened a new 6,000-square-foot facility in Lincoln Park, and we are the first (and currently the only) facility in Chicago to offer our patients and other dental professionals’ patients three-dimensional, digital imaging with .01 mm accuracy with our CAT scan imaging system; and we have just earned our Joint Commission on Accreditation of Healthcare Organizations (JCAHO) accreditation.

We can’t imagine we would have had the stamina, desire or craziness to put ourselves through what’s

has more responsibility in the areas we consider to be our strengths and the tasks we each enjoy doing.

4. Broader perspective—avoid isolation. Having a partner creates an element of accountability and commitment, and an additional motivation to succeed. Working with a peer you respect and seeing all he or she brings to the table makes you inspired to “carry your weight” and then some. We each feel responsible to the partnership, not just to ourselves.

5. Healthier work-life balance. A partner provides redundancies and a backup; he or she helps to ensure the business is functioning in the absence of the other partner. The medical profession and dentistry certainly have their share of work-life balance challenges and issues. As a solo practitioner, taking time off is often accompanied by the stressful knowledge that your prac-

tice is “on hold” when you’re gone. But, a partnership – particularly one where you cover each other’s patients – allows you flexibility and freedom with less stress. With good scheduling, we attend our kids’ recitals, sporting events and other important activities, knowing the practice is doing fine in our absence.

Now, what does it take to succeed? If you have all five of the following criteria going for your partnership, you should have many years of gratification, growth and success ahead.

FIVE KEY ELEMENTS FOR SUCCESS

1. Good communication. Nothing is more important. When you can communicate through your issues, you avoid creating ticking time bombs. As stated, you need to have conversations about: what each partner expects, the skills each partner has to offer and wants to focus upon, the expectations you have of the practice and of each other, etc.

2. Similar values. It’s very important that you have a similar work ethic, level of integrity, respect for family life, approach to business and desire to invest in the practice. We could write an article on just this point. Bottom line: know each other and try to be as aligned as you

can on the things that matter—from where to invest money in the practice (technology, personnel, etc.) to how much time off you should both have each month.

3. Complementary skills. If you’re both great doctors but terrible at accounting and operations, then you have serious holes to fill. It’s much better if you can cover the essential bases between your combined skills.

4. In it to win it. You both have to want to succeed—in your practice, partnership, personal relationships. . . everything. With both partners working hard to make it work, the load will seem manageable, rather than disproportionately burdensome and frustrating for just one of you.

5. Core commonalities. Face it, you’re spending more time with your business partner than your spouse or significant other. You need to have enough things in common to build a foundation for liking each other. When things get difficult—and they will—falling back on your friendship can often save the day. ■

Drs. Marvin Greene and David Hanson are board-certified oral and maxillofacial surgeons and have been partners since 1996.



Sweat the small stuff

Though a recent bestselling book series urged, *Don't Sweat the Small Stuff*, Stephen Young, president of Insight Education Systems, a management consulting firm in Montclair, NJ, disagrees. In fact, Young believes it's so important to sweat the small stuff that he runs a seminar called "Microinequities: The Power of Small."

Young's seminar focuses on "micromessages," the mostly non-verbal messages we send and receive day in and day out. They can be positive (microadvantages) or negative (microinequities). They are mostly subconscious, occur in almost every human interaction and are communicated through simple actions such as nods, head turns, eye contact and gestures such as glancing at your watch when another person is talking. Though you're unaware you're sending micromessages, managing the ones you do send is an essential element of your success—with both your patients and your staff.

In short, micromessages recognize that people are influenced by others' behavior. For example, if a patient approaches you about a problem with treatment you've provided, and you refuse to make eye contact and you glance at your watch while the patient is talking, you're sending a negative "micromessage." If, instead, you respond by making eye contact, nodding in understanding and asking a question (such as, "How would you like for me to handle this?"), you'd be responding with a positive "microadvantage." Actively choosing to respond to other people with a microadvantage, rather than a microinequity, ultimately determines the quality of your relationship with other people.

While we're busy sending micromessages, we're also receiving them. That is why communicating with some patients is easier than with others. Exchanges are smooth when both parties send positive micromessages; they are more difficult when one or both parties send negative messages. Though most of these messages are subconscious, you can still change the quality of your interactions with staff and patients by asking yourself if you send more positive or negative messages on a daily basis. If you've fallen into a negative trap, you'll benefit by sweating the small stuff. According to Young, "If you're in a leadership position, you have the

power to change the tone of the room simply by using microadvantages."

To check your messages, consider the following:

Do you make eye contact? Eye contact is one of the easiest ways to convey a "microadvantage." When you make eye contact with another, you send the message that the person you're talking with is interesting enough to listen to and important enough to warrant your attention. Though your natural response may be to avoid eye contact when you're disciplining an employee or disagreeing with a patient, overcoming the resistance to make eye contact is a powerful way of turning a negative micromessage into a positive one.

Do you interrupt? The ability to listen patiently is one way to create a positive interaction with another person. Interrupting others suggests that what you have to say is more important than what they have to say. Eventually, those you interrupt will simply stop talking—and you'll no longer have a way to learn when a relationship is in jeopardy.

Are you fidgety? Checking your watch, shaking your leg, looking around the operatory, standing up before a patient is finished talking—all of these send the message of impatience, leading those around you to believe, "She's too busy for me." Once a person believes that about you, he or she will stop coming to you for advice and treatment.

Do you ask questions? One of the quickest ways to build a bridge between yourself and another person, whether a patient or staff member, is to ask, "What do you think?" Inviting another person to share his or her opinion suggests that you value their ideas. And showing value is one of the best ways to ensure a positive interaction; it brings out the best in others and encourages them. And when you're able to do that, you'll see firsthand why it's valuable to sweat the small stuff. ■

Mary M. Byers, CAE, is a professional speaker and freelance writer who previously served as director of communications and member services for the Illinois State Dental Society.

Send suggestions for topics to be covered, or any comments on this column to review@cds.org. Ms. Byers may also be reached directly at mbyers@marybyers.com or www.marybyers.com.



The biggest problem with dental implants: **The dentist**

According to dental consultant Roger Levin, DDS, approximately 60% of all dentists do not restore a single implant case in a year.

I've heard myriad excuses, everything from "It's too painful" and "Implants fail all the time," to "They're too expensive." Why do dentists frequently avoid recommending dental implants, which often is the best options for our patients?

Surgical techniques have dramatically improved in the past decade, reducing pain and edema for our patients. With the advent of better grafting and implant products, the routine incorporation of Platelet Rich Plasma (PRP) and less invasive surgical procedures, treatment outcome has improved. With dental implants, the patient looks, feels and chews better and, reportedly, enjoys increased self-confidence.

Platelet Rich Plasma (PRP) accelerates the healing of both hard and soft tissue. This autogenous product is easy to use, and the results are profound. I recently used PRP on my cousin's deeply impacted third molars and was astounded by the reduction in surgical edema and trauma. He had minimal swelling, was back on solid food in three days and required only two pain pills.

Implants do fail, but the majority of implant studies indicate that implants are successful more than 90% of the time, frequently reported in the high 90th percentile. Failure of implants and complications do occur; most implant failures occur within the first 18 months.

Nerve injury, bleeding, lack of stability, devitalization of other teeth, mandible fractures and mal positions happen and require immediate attention. But, I think the majority of these problems are avoidable with better case work-ups.

Dental implantology is a prosthetic discipline with a surgical component. Proper radiographs, photographs, impressions and CT imaging are essential. The patient's input and understanding is crucial. At a recent OMS risk management seminar, I learned that most legal problems stemming from dental implants are the result of poor treatment planning and inadequate patient communication. Dentists have been successfully sued in California for placing bridges instead of implants.

Carl E. Misch, DDS, indicates it is necessary to assess

the crown-height space and the occlusal vertical dimension. Like teeth, unfavorable crown-root (implant) ratios are deleterious. Sound occlusal, periodontal and prosthetic principles must be adhered to strictly.

Implant placement without CT scanning is like working in the dark. Incorporating image-guided technology is the only way to fully assess the patient. We perform three dimensional digital scans on all of our implant patients. We can see bone anatomy, bone density, bone morphology and implant receptor sites with high-resolution clarity, and are accurate to 0.01 mm. Splint construction, flapless surgery when indicated, and implant placement are greatly facilitated by image-guided technology.

Although a stable removable prosthesis remains a treatment possibility, the atrophic mandible poses a unique problem. The tongue, floor of the mouth, saliva, intraoral muscles and bone resorption add to the difficulty of a stable, functional denture. Masticatory efficiency and facial aesthetics are increased when used with implant support. A very satisfying restoration has been the lower overdenture using two dental implants.

With a more detailed assessment through conventional and image-guided treatment planning, we can better ascertain the feasibility of simultaneous extraction, implant placement and immediate provisional restoration. Frequently this can be predictably performed. This helps preserve the aesthetic zone, papillary architecture and emergence profile. Impressions could be taken at implant placement for construction of abutments and final crowns.

With good case planning, patient costs in the long term are much lower when compared to multiple, non-implant treatment modalities. Implant dentistry is standing the test of time. When done appropriately, longevity is common. Like teeth, implant maintenance and periodontal management are essential. If everyone does his part, including the patient, implants last.

Let's dispel all of the implant myths. Patients deserve to be offered this state-of-the-art technology. Implant dentistry is fun and profitable. The real winner is the patient. ■

Dr. Greene is a board-certified oral and maxillofacial surgeon. He may be reached at (773)327-2400 and www.oralandcosmeticsurgery.com

ABSTRACTS

A SUMMARY OF CLINICAL ARTICLES FROM OTHER JOURNALS

The C word

STUDY: NUMBERS FAIL TO SUPPORT CLAIM THAT STATINS PREVENT CANCER

Statins are cholesterol-lowering drugs that have been proven in randomized controlled trials to prevent cardiac events. Recent retrospective analyses have suggested that statins also prevent cancer.

The study investigated the effect of statin therapy on cancer incidence and cancer death and analyzed the effect of statins on specific cancers and the effect of statin lipophilicity or derivation.

A systematic literature search of MEDLINE, EMBASE, CINAHL, Web of Science, CANCERLIT and the Cochrane Systematic Review Database through July 2005 was conducted using specific search terms. A review of cardiology and cancer abstracts and a manual review of references was also performed.

Twenty-seven of the 8,943 articles ($n = 86,936$ participants) initially identified met the inclusion criteria, reporting 26 randomized controlled trials of statins, with a mean duration of follow-up of at least one year, enrolling a minimum of 100 patients and reporting data on either cancer incidence or cancer death.

All data were independently extracted by three investigators using a standardized data abstraction tool. Weighted averages were reported as odds ratios (ORs) with 95% confidence intervals (CIs) using a random-effects model (DerSimonian and Laird methods).



Statistical heterogeneity scores were assessed with the Q statistic.

In meta-analyses including 6,662 incident cancers and 2,407 cancer deaths, statins did not reduce the incidence of cancer (OR, 1.02; 95% CI, 0.97-1.07) or cancer deaths

(OR, 1.01; 95% CI, 0.93-1.09). No reductions were noted for any individual cancer type. This null effect on cancer incidence persisted when only hydrophilic, lipophilic, naturally derived or synthetically derived statins were evaluated.

Statins have a neutral effect

on cancer and cancer death risk in randomized controlled trials. We found that no type of cancer was affected by statin use and no subtype of statin affected the risk of cancer.

SOURCE: JAMA. 2006 Jan 4;295(1):74-80

PROTEIN COMPLEX LINKED TO PAIN HYPERSENSITIVITY

Brain-derived neurotrophic factor, or BDNF, plays a critical role in learning and memory. It does so biochemically by binding to and signaling through the so-called TrkB receptor displayed on the surface of neurons. This precise interaction helps neurons modulate the strength of the signals transmitted through their synapses, which in turn promotes the needed synaptic plasticity involved in

learning and memory.

In the Jan. 4 issue of the *Journal of Neuroscience*, National Institute of Dental and Craniofacial Research (NIDCR) grantees and colleagues report that the BDNF-TrkB signaling complex also plays an important and previously undiscovered role within the brain stem in the development of pain hypersensitivity. According to the authors, after a tissue injury, the BDNF-TrkB complex in the brain stem can trigger

facilitating, rather than inhibitory, signals back to the spinal cord. This facilitating signal allows the related pain-processing circuitry associated with the spinal cord to amplify and spread the sensation of pain.

The researchers note their discovery raises the possibility that BDNF-based therapies for degenerative disorders of the central nervous system "could lead to undesirable central pain."

MATRIPTASE LINKED TO TUMOR DEVELOPMENT

Scientists at the National Cancer Institute and colleagues report in animal studies that a single, scissor-like enzyme called matriptase, when left to its own devices, can cause cancer.

This finding, published in the Aug. 15 issue of the journal *Genes and Development*, marks the first report of a protein-cleaving enzyme, or protease, on the cell surface that can efficiently trigger the formation of tumor cells. The authors also note that matriptase is the first known cell-surface protease that can act as an oncogene, an umbrella term for mutated genes and their proteins that prompt cells to divide too rapidly, a hallmark of tumor cells.

The exact function of matriptase in healthy human cells remains a bit of a mystery. Previous studies show that cells comprising the outer lining, or epithelium, of nearly all human organs express the protease. They also suggest that matriptase might play a role in activating other membrane-bound proteins on the cell surface that are involved in signaling basic cellular activities, such as growth and motility, or movement.

Since its discovery nearly 13 years ago, scientists also have suspected that matriptase might have a dark side. It is overly abundant in a variety of epithelial-derived tumors, including breast, prostate, ovarian, colon and oral carcinomas. Then, in 2002, scientists reported women with breast and ovarian cancer have poor prognoses if their tumors contain high levels of matriptase. In June, researchers reported for the first time that increased expres-

sion of matriptase is associated with more serious forms of cervical cancer.

Still unanswered, however, was the larger question of whether the protease, when overexpressed and deregulated or uncontrolled within the cell, might actually cause cancer. To find the answer, researchers produced mice that expressed the human version of the matriptase gene in a stable, readily measurable manner. After the initial round of experiments, researchers found that the skin of the mice was quite sensitive to fluctuations in the levels of matriptase. All 10 mice that produced too much matriptase developed distinctive, splotchy skin lesions within a year.

The biopsied lesions showed they were tumors that had already advanced, in most cases, to a type of cancer called squamous cell carcinoma, a strong indication that the excess matriptase was driving the process.

The scientists next wondered whether excess matriptase and sustained exposure to a chemical carcinogen might be a dangerous combination, a scenario with obvious real world applications. They applied various doses of the chemical DMBA, a well-characterized carcinogen present in tobacco products, to a small area of skin on each of 40 newborn matriptase overproducers. Within seven weeks, 95% of these mice developed tumors compared to roughly 2% of normal, healthy mice. The group also found that the higher the exposure to DMBA in the matriptase overproducers, the greater the chances were that the tumors would turn cancerous.

According to this study, matriptase, like a classic onco-

gene, initiates the erroneous growth signal. When researchers turned matriptase off, neither the tumors or the precancerous lesions appeared in the mice.

"What this work really shows is the current list of about 100 known oncogenes remains very much a work in progress," say the researchers. "It's also clear that matriptase and the approximately 200 other distinct cell-surface proteases will have a lot more to tell us about human health and disease in the coming years."

STUDY SHOWS HOW *P. GINGIVALIS* SPREADS

In the mid-1990s, scientists discovered the oral pathogen *Porphyromonas gingivalis* can invade and survive within the outer, or epithelial, cells of the

gingiva. Subsequent work established this oral bacterium also can replicate within these cells and infect nearby gingival epithelial cells, suggesting a possible route of infection in causing periodontal disease.

In the January issue of the journal *Infection and Immunity*, NIDCR grantees report how *P. gingivalis* might spread from one cell to the next.

Rather than releasing into the extracellular space as might be expected, the bacterium "translocates" directly into neighboring cells. They found it may do so via a protrusion of the cell membrane that appears to be composed of the filament-like actin protein. In this way, *P. gingivalis* can colonize oral issues without exposing itself to antibody-producing immune cells. ■



Colds, flus, aches, pains

THE TRUTH ABOUT CHICKEN SOUP

Chicken soup has been heralded as a cold therapy since the 12th century. Recent scientific evidence shows mild support for the notion that chicken soup reduces cold symptoms, especially congestion.

Asian healing treatments often use hot soups to treat upper respiratory infections, making use of red pepper, lemongrass and ginger, in particular. Any food spicy enough to make your eyes water will have the same effect on your nose, promoting drainage. If you feel like eating, a hot, spicy soup may ease your symptoms.

Another comfort for congestion, the essential oils of aromatherapy may be rubbed on the body, inhaled with steam, diffused into the air, or poured on a cloth to be used as a compress. Try rubbing diluted eucalyptus oil on the chest as a decongestant, or inhale eucalyptus or peppermint oil to clear stuffiness. Adding lavender, cedar, or lemon to steam may also soothe nasal passages. Inhaling menthol not only provides relief from nasal congestion, but might help inhibit infection, as well. Rosemary, thyme, mint, basil and tea tree oils can also provide relief from symptoms of a cold. Use caution if you have asthma, since aromatherapy can trigger an attack.

Many people turn to herbal remedies to ease cold symptoms. Some research supports the use of the Chinese herbal remedies yin chao and gan



mao ling. Rather than self-prescribe, it's best to consult an expert practitioner of traditional Chinese medicine.

Echinacea may help strengthen the immune system by stimulating the activity of white blood cells, but there is little evidence that it can prevent colds in particular. Several studies show adults using echinacea at the first sign of a cold suffered shorter and less severe illness. But because herbal supplements are so poorly regulated and labeled in the United States, it's difficult to know if the product you're using contains the right species and active ingredient. If you decide to try echinacea, take small doses for no more than eight weeks, since prolonged use may suppress your immune system.

Little research exists to support the use of other herbs, such as astragalus, eyebright, elder flower, garlic, ginseng, goldenseal or yarrow.

SOURCE: www.webmd.com: The common cold

TIPS FOR TREATING THE COMMON COLD

Since there is no cure for the common cold, treatment has two goals: to make you feel better and to help you fight off the virus.

Lots of rest is the key. You may find you need 12 hours of sleep each night, so don't set that alarm. You'll be most comfortable in a warm, humid environment. It's also important to drink lots of water. This makes mucus flow more freely and helps with congestion.

No specific treatment exists for the virus that caused your cold, but treating your symptoms can bring relief. For aches and pains accompanied by a fever of 100.5 F or higher, try Tylenol rather than aspirin to avoid the risk of Reye's syndrome, a sometimes fatal condition that occurs in children with viral illnesses, especially if they have taken aspirin. If your throat is sore, gargle as often as you like with salt water (1/2 teaspoon salt dissolved in 1 cup water).

Think twice before using heavily advertised over-the-counter cold and flu medications, which likely contain drugs for symptoms you don't have and therefore may result in needless overtreatment. Avoid them entirely for children younger than 13. Even cold medications marketed especially for children don't seem to work for this age group, and the drugs commonly induce drowsiness, making everything worse.

Over-the-counter decongestants containing pseudoephedrine can help dry and clear nasal passages, but only temporarily. Decongestant nasal sprays can help, too—but watch out: Decongestants used for more than five days may cause a "rebound" effect. This means more mucus and worse congestion. Pseudoephedrine may also increase blood pressure and heart rate. Do not take it without first checking with your doctor if you have heart disease, high blood pressure, prostate problems, diabetes or thyroid disorders.

Over-the-counter decongestants containing phenylpropranolamine have been pulled voluntarily from the shelves because they increase the risk of stroke. If you have a drug containing this ingredient, also called PPA, throw it away.

Over-the-counter cough suppressants, such as those containing dextromethorphan, can be helpful if your cough is so severe that it interferes with sleeping or talking. Otherwise, allow your-

self to cough as needed (always covering your mouth as you do), because coughing dislodges mucus and germs from your throat and lungs.

Antihistamines seem to help some people, but their effect during colds remains controversial.

Good nutrition is essential for resisting and recovering from a cold. Eat a balanced diet. Take supplements as needed to ensure you are receiving the recommended dietary allowances for vitamin A, the vitamin B complex (vitamins B-1, B-2, B-5, B-6, and folic acid) and vitamin C, as well as the minerals zinc and copper. Both vitamin C and zinc are essential for production of infection-fighting neutrophils; without adequate levels, you're an easy mark for all types of infections. Evidence is not clear on whether zinc lozenges or tablets cut colds short—you can find studies supporting either side of the issue.

Despite much research, the jury is still out on whether vitamin C can help prevent or shorten colds. There have been several large studies in adults and in children, but the results have been inconclusive. Taking a lot of vitamin C over a long period can be harmful.

While you have a cold, avoid dairy products, which tend to make mucus thicker.

SOURCE: www.webmd.com: The Common Cold: What are the treatments?

OH, MY ACHING BACK!

Lower back pain is very common among adults and is often caused by overuse and muscle strain or injury.

Most lower back pain can be treated effectively by staying active while avoiding activities that may increase or cause back pain; taking nonprescription pain relievers; and doing stretch-

ing exercises for the stomach, back and legs. After two to three days, you may be ready for gentle strengthening exercises.

Exercise may not only help treat lower back pain, but it may also speed up your recovery, prevent reinjury to your back and reduce the risk of disability from back pain.

Exercises to reduce lower back pain are not complicated and can be done at home without any special equipment. This includes:

- Stretching exercises, which keep your muscles and other supporting tissues flexible and less prone to injury
- Strengthening exercises, focusing on your back, stom-

ach and leg muscles

- Aerobic exercise, to condition your heart and other muscles, maintain health and speed recovery.

However, some exercises can aggravate back pain. If you have lower back pain, avoid:

- Straight leg sit-ups
- Bent leg sit-ups when you have acute back pain
- Lifting both legs while lying on your back (leg lifts)
- Lifting heavy weights above the waist (standing military press or bicep curls)
- Toe touches while standing.

SOURCE: Healthwise, Inc.



FIBER NOT PROTECTIVE FOR COLON CANCER

There are plenty of good reasons to eat a fiber-rich diet, but lowering colorectal cancer risk may not be among them.

A newly published pooled analysis of 13 studies involving more than 725,000 people found little evidence of a protective benefit for dietary fiber against colon cancer.

The analysis, largely conducted by researchers from the Harvard School of Public Health and Harvard Medical School, was published in the Dec. 14 issue of the *Journal of the American Medical Association*.

Although previous studies seem to indicate that eating a high-fiber diet did appear to protect against the cancer at first glance, the protective benefit disappeared when researchers adjusted for other factors indicative of a healthy lifestyle. Compared with people who ate low-fiber diets, high-fiber eaters were more likely to take multivitamins and eat foods rich in the B-vitamin folate, and they ate less red meat.

The researchers observed that studies showing a protective benefit against colon cancer might not have fully adjusted for other healthy lifestyle choices that could play a role in risk.

The study notes that people who eat high-fiber diets also tend to have healthier lifestyles and eat healthier diets overall. All of these things together may influence risk.

However, even if fiber does not affect your risk of developing colorectal cancer, there is convincing evidence that dietary fiber helps prevent heart disease, Type 2 diabetes, the colon disease diverticulitis, and several other chronic conditions. The researchers concluded that a high-fiber diet is important for good health. ■

The pipes are calling Dr. Robieson

Joanna Brown

Because there was a piano in their home, Timothy Robieson, DDS, made all five of his children take piano lessons.

So, it was quite a surprise when his youngest child, Josh, declared at age 9 that he didn't want to take piano lessons anymore. Dr. Robieson accepted that, but told Josh he would have to choose another instrument.

"He was ready for me," Dr. Robieson remembers. "He had a buddy who took bagpipe lessons, and that's what he wanted to do, too."

And so, in 1994, Dr. Robieson and his son found a source for group bagpipe lessons on Chicago's South Side. As this group had members of all ages and the price was right, Dr. Robieson signed himself up for lessons, as well.

They had no idea then that they would both be performing with the bagpipes a decade later. Dr. Robieson continues to attend weekly practices, perform and compete throughout the Midwest with his Highland bagpipe group. Josh, now a student at Trinity Christian College in Palos Heights, is the solo piper in a punk Christian rock band, Flatfoot 56. The band recently signed a recording contract with the Nashville record label Flicker Records.

"I had always enjoyed bagpipe music, but I never knew something like this was available," Dr. Robieson, a 1976 graduate of the University of Illinois at Chicago College of Dentistry, said of their group bagpipe lessons. "It is a big time commitment, but it was something for us to do together as father and son, and it was something different. I've always been a little extroverted, and to imagine the pipers playing at a wedding or coming down the street in a parade—it was the absolute opposite of what I do for a living."

Dr. Robieson plays Highland bagpipes, one of two varieties of the instrument. He said the narrow range of



sound is appropriate for war and marching because the sounds command attention. Groups of Highland pipers play the same notes in unison to create the sound of one huge instrument.

"When you look at the piano, there are 88 keys and 88 notes, with a lot of sharps and a lot of flats," said Dr. Robieson, who has practiced general dentistry in Willowbrook since 1989. "On the pipes, you've got nine notes. No sharps. No flats. It's very limiting; you can't play every tune, but sometimes I'm surprised."

Dr. Robieson once honored a request to play "Take Me Out to the Ball Game" at a Westchester library event, for example, but he cannot play any show tunes. The best he can do is the first few bars of the *Stars Wars* theme song.

"The complicated thing is the fingering," Dr. Robieson said. "All the clicks and pops you hear in the music are done with the fingering. There is a real need for agility, so it helps to be young."

And more than lung capacity, Dr. Robieson explained, pipers need strong lips.

"That's what allows you to hold in the air when you're squeezing the bag," he said. "I'm convinced the best pipers can probably hang by their lips."

As for the pipes' influence on his son, Dr. Robieson has nothing but praise for Josh's experience.

"As a 10-year old, my son hated wearing that kilt—he'd have it off before we left the stage—but to take a 10-year-old kid and stick him in front of a crowd that is cheering for him and snapping his picture had such a positive influence on his self-image. It really acknowledged that all kids need to be above the crowd with all the peer pressure they get. I recommend this kind of experience to all my patients." ■

CDS MEMBER CONNECTS STUDENTS TO VOLUNTEER MENTORING PROGRAM

The American Dental Association has established a youth mentoring program to put member dentists in touch with students of all ages who are considering careers in dentistry.

"We're reaching further down the pipeline and attracting younger students while they have the chance to take the right science and math classes they'll need to be ready to enter dental school," said Beverly Skoog, Coordinator of Career Guidance for the ADA.

Though national in its design, the mentoring program is managed on the local level by volunteer dentists. In Chicago, Robert Friedstat, DDS, works to connect interested students with volunteer mentors.

"If you love what you're doing—as I love being a dentist—you want to share it with other people and encourage others to get involved in it," Dr. Friedstat said.

Volunteer mentors are expected to meet with students to answer questions about what it's like to be a dentist, why they like the profession and how to get into dental school. Mentors might also invite students for a few hours of job shadowing in their offices.

"We hope they'll give students a view of dentistry from the other side of the chair, so to speak," Ms. Skoog said. "Students have been very interested in getting the dentist's perspective."

Students access the mentorship program through the ADA's Web site, at www.ada.org/public/education/careers/mentoring.asp. After reading a brief description of the program, students are encouraged to call any of the 22 participating dental schools and societies, where a volunteer dentist like Dr. Friedstat will match students up with mentor dentists in the area.

The new youth mentoring program is part of the ADA's Campaign for Dentistry, which aims to attract students—especially underrepresented minorities—to the profession. The ADA is also developing a new Web site to promote the profession to young people. Ms. Skoog said the new site will be easier to find online and more user-friendly for young people.

To volunteer as a mentor for students in kindergarten through college, contact Dr. Friedstat at (847)674-5556.

Robert Edwin Blackwell: Exemplar of dentistry's ethics

Clifton O. Dummett, DDS

In the galaxy of documented dental luminaries, Robert Edwin Blackwell stands as a giant. A 1914 graduate of Northwestern University Dental School (NUDS), Dr. Blackwell returned to teach at his alma mater, where, in 1925, he earned a master's degree. Eventually, he was appointed chair of the operative dentistry department, where he gained a reputation as a fair-minded leader interested in the welfare of faculty, students and staff. Dr. Blackwell also maintained a private dental practice and was a firm supporter of organized dentistry.

His was the last class under the administration of venerable Dean Greene Vardiman Black, popularly referred to as the "Father of Scientific Dentistry." Exposure to the dean's total commitment to all aspects of dentistry's advancement inspired the young graduate to devote his life to the many facets of the profession: technological advances, teaching, administration, research and medical-dental-legal relations.

A dedicated member of the NUDS operative department, Dr. Blackwell's concentration on operative techniques and procedures ultimately led to refinements in cavity preparations, explorations in the quality and manipulation of dental materials and an embracement of scientific methodology in all of dentistry.

He also became a noted author. Dr. Blackwell assisted NUDS Dean Arthur Black who revised the seventh edition of his father's book *Operative Dentistry*, released in 1936, the 100th anniversary of G.V. Black's birth. Dr. Black included a special tribute to Dr. Blackwell, acknowledging his contributions and editorial assistance.

At Northwestern, Dr. Blackwell championed preventive dentistry and worked cooperatively with Leonard Fosdick in biochemistry and Eugene W. Skinner in physics, conducting research on dental caries and dental materials. Dr. Blackwell was listed in the 1925 edition of *Who's Who in Dentistry* and was elected Fellow of the American College of Dentists.

In April 1943, Dr. Blackwell was elected president of the Supreme Chapter of Omicron Kappa Upsilon (OKU), the national dental honor society. The following year, Meharry Medical College, in Nashville, applied for membership and was subsequently disapproved without comment.

However, Dr. Blackwell discussed this action during his presidential address the following year. Of the ballots sent to subordinate chapters, 14 affirmative and four negative votes were received. Accompanying letters suggested the acceptance of minority professionals might result in socially embarrassing incidents. In Dr. Blackwell's opinion, the negative votes and the accompanying comments raised questions about the kind of organization OKU represented: honor society, social fraternity or both. Meharry was granted an OKU chapter when it reapplied in 1944.

Dr. Blackwell remained a vital force in dentistry until he retired in 1949. Still vigorous and an accomplished musician, Dr. Blackwell was an amateur trombonist who was also a member of the Chicago Business Men's Symphony, which gave concerts in Orchestra Hall. However, he kept a foot in the professional pond, most notably editing the ninth edition of G.V. Black's *Operative Dentistry*.

Dr. Blackwell died Dec. 13, 1970, at his home in Evanston. He was memorialized as a superb clinician and incomparable teacher of the fundamentals of operative dentistry. Gentle, humane and empathetic, he was an early champion of preventive dentistry and professional ethics. ■

Dr. Dummett is distinguished professor emeritus, University of Southern California Los Angeles School of Dentistry.

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Wednesday, May 24

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- Highest score

BRING A FRIEND OR COLLEAGUE!

RSVP BY MAY 17

**SEND CHECK AND NAMES
OF YOUR FOURSOME TO:**

Dr. Mark A. Sloan, 2119 Hammel Ave., Aurora, IL 60504

MEETING PLACE

A GUIDE TO DENTAL MEETINGS AND CE COURSES

NEXT CDS REGIONAL MEETING

APRIL 19

Cindy L. Marek, DDS: Update on Dental Pharmacotherapeutics: What the Practitioner Needs to Know

CDS Regional Meetings are 9 a.m.-2:30 p.m. Drury Lane, 100 Drury Ln., Oakbrook Terrace. 5 CE hours. Educational meetings are free to all CDS members and their auxiliaries, as well as dental hygienist members of the Illinois State Dental Society.

A \$250 fee is charged to dentists who are not ADA members, which may be applied to membership for the current year. Registration is not required for any regional program.

STUDY CLUBS

MONDAYS

Evanston Association of Dentists
Weekly Monday meeting. Omni Orrington Hotel, 1710 Orrington Ave., Evanston; 12:15 p.m. Contact Paul Akers, (847)724-3335.

TUESDAYS

Central Lake County Dental Study Club
Meets the third Tuesday of every month at noon, January-November, Jimmy's Charhouse, 1413 Peterson Rd., Libertyville. Contact David Madcox, (847)263-1801.

FRIDAYS

Uptown Dental Forum
Weekly lunch/lectures, Sauganash Restaurant, 4732 W. Peterson Ave., Chicago; 12:30-2 p.m. Academy of General Dentistry sponsorship approved. Contact Marshall Dolnick, (773)588-3880.

Waukegan Dental Study Group
Semi-monthly meeting for lunch, noon to 2 p.m., Waukegan Ramada, 200 Green Bay Rd. Contact Rob Bard, (847)244-0155, or Rod Morrow, (847)689-1213.

UPCOMING MEETINGS

MARCH

21: North Side

Panel: Kevin Kopp, DDS, and Marty Rogers, DDS: Endodontics vs. Implants. UIC College of Dentistry, 801 S. Paulina, Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Contact Ron Jacobson, (773)545-5333.

APRIL

4: Kenwood/Hyde Park

Implants and Restorations. Speaker TBA. Chicago Firehouse Restaurant, 1401 S. Michigan Ave., Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Contact Kimberley Bolden, (312)372-7874.

4: Northwest Side

Gregory Kaye, Patterson Dental Supply: Digital Dentistry of Today: A Hands-on Presentation. Colletti's Restaurant, 5707 N. Central Ave., Chicago. Cocktails: 6:30 p.m.; Dinner: 7:30 p.m.; Meeting: 8:30 p.m. Contact Spencer Bloom, (773)777-3309.

11: Englewood

Robert Lowe, DDS: The Practical Art of Multidisciplinary Dental Esthetics: Advances in Technology, Materials and Techniques. Nikos' Restaurant, 7600 S. Harlem Ave., Bridgeview. Cocktails: 6 p.m.; Dinner: 7:30 p.m.; Meeting: 8 p.m. Contact Carlo Pagni, (708)423-0110.

11: South Suburban

Dental Pearls: Recognition of Doc-

tors with 30 and 40 Years of Service. Idlewild Country Club, 19201 Dixie Hwy., Flossmoor. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Contact LeRoy Weathersby, (708)206-1181.

12: West Suburban

Distinctive Dental Studio and 3M: Case Presentation, Case Acceptance and Advances in Modern Materials. Butterfield Country Club, 2800 Midwest Rd., Oak Brook. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Meeting: 7:30 p.m. Contact Brian Del Carlo (630)969-4413.

18: North Side

Ron Jacobson, DDS: Realities of Invisalign. Hackney's, 1514 E. Lake Ave., Glenview. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Contact Ron Jacobson, (773)545-5333.

25: Arcolian Dental Arts Society

Advancements in Dental Technology. Speaker TBA. Elmcrest Restaurant, 7370 W. Grand Ave., Elmwood Park. 6:30 p.m. Contact Angela Falcone, (773)774-4611.

25: Polish Dental Arts Club

Scott Lynch: Implant Systems from A to Z. Stevens Steak House, 476 N. York Rd., Elmhurst. Meeting begins at 6:30 p.m. Contact Joseph Sodini, (847)676-9292 or jsodini@sbcglobal.net.

29: North Suburban

President's Dinner and Wine Tasting, Knollwood Club, 1890 Knollwood

Rd., Lake Forest. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Contact Tom Bleck, (847)336-2800.

MAY

2: Kenwood/Hyde Park

Officers Installation. Location TBA. Contact Kimberley Bolden, (312)372-7874.

9: South Suburban

Officers Installation. Time and location TBA. Contact LeRoy Weathersby, (708)206-1181.

19: Chicago AGD

Jun Lim, DDS, MS: Pharmacology for 2006 and beyond. Maggiano's, 175 Old Orchard Shopping Center, Skokie. Contact Steven Theodosios, (847)253-5800.

24: West Suburban,

West Side and Northwest Side

Annual Golf Outing. Bolingbrook Golf Club, 2001 Rodeo Dr., Bolingbrook. Tee times start at 8 a.m. Contact Mark Sloan, (708)839-5529.

30: Polish Dental Arts Club

David Barack, DDS: Surgical Considerations of the Esthetic Implant. Lincoln Tavern, 1858 W. Wabansia, Chicago. Meeting begins at 6:30 p.m. Contact Joseph Sodini, (847)676-9292 or jsodini@sbcglobal.net.

TBA: Northwest Suburban

Annual Branch Golf Outing. Date and location TBA. Contact Matthew Gauthier, (847)392-6220.

PLANNING A MEETING? TELL US ABOUT IT!

Fax your information to: (312)836-7337; or e-mail: review@cds. When submitting information, please include the subject, date, time, location, speaker's name and degree, as well as the name and phone number or e-mail of the contact person. Only meetings open to all CDS members are listed.

Suburban Scramble 2006

**WEDNESDAY, MAY 31
8 A.M. SHOTGUN START**

Kemper Lakes Golf Course

24000 N. OLD MCHENRY ROAD, KILDEER
(1.2 miles north of Route 22)

RESERVATIONS:

Priority given to branch members before May 1.
Registration will be open to all others after May 1
on a first-come, first-served basis.

FEES*:

\$135 for North and Northwest Suburban Branch members
\$160 for other CDS branch members and nonmembers
(Includes greens fees, golf cart, lunch and prizes)

**Fees increase by \$25 if you register after May 1.*

FOR MORE INFORMATION:

Dr. Jeff Kemp • (847)255-3020
Dr. Mark Jacob • (847)564-2180

MANY PRIZES TO BE AWARDED RANDOMLY.



RESERVATIONS

Name: _____

Office address: _____

City/State/Zip: _____

Office phone: _____

CDS branch: _____

Foursome: _____

Amount enclosed: \$ _____

Send your reservation and a check made payable to **NORTHWEST SUBURBAN CHICAGO DENTAL SOCIETY** to:
Dr. Jeff Kemp, 1420 N. Arlington Heights Rd., Suite 230, Arlington Heights, IL 60004.

NEWSWORTHY

LOCAL AND NATIONAL NEWS ABOUT DENTISTRY

OLIVEIRA DE FELIPPE JOINS UIC FACULTY

Dr. Nanci L. Oliveira De Felipe has joined the University of Illinois at Chicago College of Dentistry as a visiting clinical assistant professor in the Department of Orthodontics.

In her new post, Dr. De Felipe has three major responsibilities: coordinating the predoctoral orthodontics courses, assisting and supervising the postgrad students in the orthodontic clinic, and treating patients in the Dr. Allen W. Anderson Faculty Practice Clinic.

Born and educated in Brazil, Dr. Oliveira De Felipe resides in Chicago with her husband, businessman Renate De Felipe.

ROOT CANAL ON IMPLANT: STRANGE BUT TRUE

Derek Draft, DDS, published an eye-catching article in the September/October issue of the *Bulletin*, the journal of the West Michigan District Dental Society. Dr. Draft recounts a recent case where he found himself contemplating performing a root canal on an implant.

An emergency patient came to his office complaining of a loose implant in place of #19, which had been restored only a couple of years ago.

"The crown showed slight mobility in the buccal-lingual direction," he wrote. "However, I could not appreciate any movement of the actual implant within the bone."

So what was wrong with the implant? It was an abutment screw that had loosened enough to allow the crown some mobility. Dr. Draft con-

SHERI DONIGER NAMED WDJ EDITOR

Sheri Doniger, DDS, of Lincolnwood, was named editor of the *Woman Dentist Journal (WDJ)*, beginning with the February issue. The journal is the official publication of the American Association of Women Dentists (AAWD)



For the past several years, Dr. Doniger has written numerous articles for PennWell publications. In addition to her duties as editor of the *WDJ*, she continues as editor of the AAWD's Chronicle section, which is contained within each issue of the *WDJ*.

Dr. Doniger graduated from Loyola University College of Dentistry with a Bachelor of Science in dental hygiene and received her Doctor of Dental Surgery from the University of Illinois at Chicago College of Dentistry.

WDJ has a circulation of more than 26,000. Most of its recipients are female dentists. As editor, Dr. Doniger will have the pulse of the woman dentist and will be able to discover trends and identify needs for her audience. She is creating columns, with contributions from accountants, lawyers, trainers and ergonomic experts.

sidered simply cutting off the crown and retightening the screw but was reluctant to destroy a perfectly good crown. Further, because he had used a resin-reinforced glass ionomer cement to place the crown, he was concerned about damaging the implant should he try to break the cement bond.

He rescheduled the patient for a later date. That night, a thought occurred to him: what this crown needed was a root canal-like access opening to the abutment screw.

"I had one thing on my side," he wrote. "Before I cement my crowns to the implant abutment, I place a small piece of wax or impression material in the abutment screw head to keep from filling it up with cement.

Dr. Draft's plan worked well. He was able to

access the screw head and tighten the abutment screw and re-secure the implant.

This incident shows how some successful dentists, when presented with unique problems, are able to go beyond their normal experience and "think outside the box."

KATRINA SURVIVORS STILL NEED YOUR HELP

The Jewish Federation of Metropolitan Chicago is helping 60 families who have relocated to the city in the wake of Hurricane Katrina. Several of these families need dental care; in some cases the needs are significant.

The federation has very limited funds

Mardi Gras parades provided a venue for many New Orleans residents to vent their frustrations.

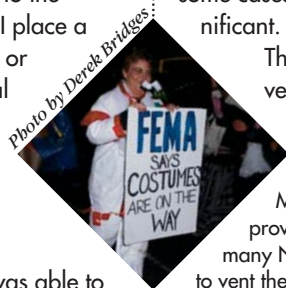


Photo by Derek Bridges

available to reimburse dentists for services provided to these families. If you are interested in volunteering your services or for more information, contact Keri Kramer at CDS at (312)836-7330 kkramer@cds.org.

DENTAL RECORDS BETTER THAN DNA IN HELPING ID TSUNAMI VICTIMS

According to an unattributed article in the Sept. 8 issue of *New Scientist* magazine, the bodies of some 75% of Thailand's tsunami victims were identified using dental records. Ten percent were identified through fingerprints, and only 0.5% through DNA.

The article quotes Nick Bracken, of London's Metropolitan Police and commander of the Information Management Centre, based in Thailand. Bracken said that DNA testing, although accurate, requires multiple samples from living relatives as well as refrigeration and highly specialized laboratory equipment; it is not the ideal technology for identifying large numbers of disaster victims.

In cases where dental records did not exist or were unavailable, researchers made tentative identification using photographs of victims smiling.

HELP YOUR PATIENTS DEAL WITH DENTAL FEAR

All dentists are familiar with the common fears and anxieties many patients exhibit upon sitting in the dental chair. Sometimes the problem is so bad that dentists dread treating

such patients, wrote Trina Ghauri, PhD, in the November issue of *Oral Health*.

"Some fears are mild and tolerable," she wrote, "while others are extreme and can create severe physical reactions."

Dr. Ghauri offers advice on treating patients with dental fear. First, she says, it's important to understand the basis of the fear. A patient with excessive levels of anxiety, she says, might focus on feelings of losing control and not being able to speak as someone works in the mouth. Other fears include the potential use of needles, the smell of burning teeth, gagging, blood and pain.

Although a valuable human response in many situations, fear can have a debilitating effect, particularly when inappropriate. It is an emotion that appears when the subject begins to focus on the worst that can happen in a situation.

The most important thing a dentist and her staff can do to address a patient's fears is to remain non-judgmental and approach the issue with compassion and understanding. Dr. Ghauri recommends

asking questions related to the patient's fears. Work to alleviate some of the causes of the fear. If the patient is startled by the bright light, suggest sunglasses. If the patient would like you to change something that would interfere with treatment, explain gently why it can't be done and work cooperatively to find an alternate solution.

A lot of reading material, including information on various dental procedures, in a comfortable, well-appointed waiting room is a key component in anxiety reduction, Dr. Ghauri says.

Before beginning a procedure, establish hand signs that the patient can use to indicate he or she needs a pause. Just knowing that you have established such a code can go a long way toward easing a patient's mind.

SOMETIMES LISTENING IS THE HARDEST PART

Dentists often take pride in their technical skills and their continuing education to keep these skills sharp and up-to-date.

They have reason to be proud. But as Lorraine Guth, president of Motivations by Mouth, points out in the December/January issue of *St. Louis Dentistry*, fundamental communication skills are also important.

There are a couple of rules to remember in communicating with patients, Ms. Guth says:

Keep your sentences short. If patients want more details, they'll ask.

Don't preach. Be on the lookout for the telltale "glazed-over" look.

Ms. Guth believes that in dentist-patient communication, the most important aspect is proper questioning: does the dentist know how to ask the right questions?

And, she adds, try not to "auto answer" questions. Instead, try to begin a conversation with a patient and dig deep to discover a patient's real objectives. Ms. Guth believes that a request for "just a cleaning" might reflect uneasiness with the idea of an exam. Try to find out why. Does the patient fear something might be discovered, or that an expensive procedure might be necessary? ■

ILLINOIS DEPARTMENT OF FINANCIAL AND PROFESSIONAL REGULATION

Dentists may update personal information online at www.idfpr.com.

SPRINGFIELD OFFICE

320 W. Washington, Springfield, IL 62786

Phone: (217)785-0800, TDD: (217)524-6735, Fax: (217)782-7645

CHICAGO OFFICE

100 W. Randolph St., Suite 9-300, Chicago, IL 60601

Phone: (312)814-4500

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M.J. Mrvica Associates, Inc., 2 West Taunton Ave., Berlin, NJ 08009

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e-mail: dmather@mrvica.com

The publication of an advertisement in the CDS Review is not to be construed as an endorsement or approval of the product or service being offered.

Milestones

APPLICANTS

Anderson, Claudia T.

University of Illinois, 1990
912 Busse Hwy., Park Ridge
Northwest Suburban Branch

Bauer, Cerissa R.

Marquette University, 2003
732 Elm St., Winnetka
North Suburban Branch

Biancalana, John R.

Loyola University, 1982
640 Meacham Rd., Elk Grove Village
Northwest Suburban Branch

Blackman, David J.

University of Illinois, 1981
400 N. Gary Ave., Carol Stream
West Suburban Branch

Blair, Karen A.

University of Iowa, 1985
482 Spring Rd., Elmhurst
West Suburban Branch

Blau, Robert E.

Indiana University, 2001
778 W. Bartlett Rd., Bartlett
Northwest Suburban Branch

Casado, Adria M.

New York University, 1996
3230 W. North Ave., Chicago
Northwest Side Branch

Chae, Kenneth

University of Illinois, 2003
1600 N. New England Ave., Chicago
Northwest Side Branch

Chun, Nolan K.M.

Creighton University, 1998
5445 Grand Ave., Gurnee
North Suburban Branch

DiBenedetto, Armand M.

University of Illinois, 1998
1415 Emerald, Chicago Heights
South Suburban Branch

Dumanis, Leo

University of Illinois, 2000
444 Northwest Hwy., Park Ridge
Northwest Suburban Branch

Eltink, Anthony P.

University of Pennsylvania, 2002
125 E. Lake Cook Rd., Buffalo Grove
Northwest Suburban Branch

Forquer, Drew D.

University of Illinois, 1986
7447 W. Talcott Ave., Chicago
West Side Branch

Giurgiu, Adriana V.

University of Illinois, 2005
3034 W. Devon Ave., Chicago
Northwest Side Branch

Gray, Freya C.

University of Texas, 1993
8 Pembury Way, South Barrington
Northwest Suburban Branch

Groen, Deanna

University of Missouri, Kansas City, 1988
7805 Greenfield St., River Forest
West Side Branch

Hanson, David H.

Creighton University, 1990
2449 N. Lincoln Ave., Chicago
North Side Branch

Huang, Matthew C.

Northwestern University, 2000
4165 Dundee Rd., Northbrook
North Suburban Branch

Hudetz, Christopher R.

University of Illinois, 2005
10334 S. Rt. 59., Naperville
West Suburban Branch

Jackson, Eric

University of Illinois, 2005
24111 W. 103rd St., Naperville
West Suburban Branch

Kanellos, James P.

University of Illinois, 1992
6324 N. Milwaukee Ave., Chicago
North Side Branch

Kapadia, Gopi

University of Southern California, 2004
577 Pennsylvania Ave., Glen Ellyn
West Suburban Branch

Karamagianis, Emily

New York University, 2005
4235 W. North Ave., Chicago
Northwest Side Branch

Kim, Peter J.

University of Illinois, 1995
1535 S. Lake St., Mundelein
North Suburban Branch

Kothapalli, Samantha

Boston University, 2005
900 N. Lake St., Aurora
West Suburban Branch

Kouris, Aimee L.

University of Illinois, 1999
1314 Lathrop, River Forest
West Side Branch

Kravtsov, David

Northwestern University, 1994
2744 W. Devon Ave., Chicago
Northwest Side Branch

Kwong, Tony W.

University of Alberta, 2004
120 E. Lake St., Addison
West Suburban Branch

Lakota, Michael J.

University of Illinois, 1996
1767 W. Ogden Ave., Naperville
West Suburban Branch

Langewisch, Matthew H.

Marquette University, 2004
2 Woodfield Mall, Schaumburg
Northwest Suburban Branch

Lemaire, Lorena

University of Illinois, 2001
1702 S. Halsted St., Chicago
West Side Branch

Lopez, Kasia

University of Illinois, 1990
1640 N. Wells St., Chicago
North Side Branch

Luat, Charisma

Marquette University, 1999
3524 W. Irving Park Rd., Chicago
Northwest Side Branch

Miller, Andrea M.

University of Illinois, 1988
2020 W. 79th St., Chicago
Kenwood/Hyde Park Branch

Muir, James P.

University of Michigan, 2003
201 Coventry Circle, Vernon Hills
North Suburban Branch

Othman, Hasan

University of Jordan, 1997
5600 W. 87th St., Burbank
South Suburban Branch

Richardson, Tehemina G.

New York University, 2003
2536 N. Lincoln Ave., Chicago
North Side Branch

Shah, Ankit

University of Illinois, 2003
651 Bending Ct., Des Plaines
Northwest Suburban Branch

Shah, Kavita M.

New York University, 2005
166 W. Washington St., West Chicago
West Suburban Branch

Shirazi, Eman

New York University, 2001
2250 W. Algonquin Rd., Lake in the Hills
Northwest Suburban Branch

Vihnanek, Lisa A.

University of Illinois, 2002
875 N. Milwaukee Ave., Chicago
Northwest Side Branch

Walia, Taranpreet

New York University, 2000
107 Walden Ct., Streamwood
Northwest Suburban Branch

Ward-Harris, Stephanie M.

University of Illinois, 2001
2345 W. Cermak Rd., Chicago
West Side Branch

Younan, Sandra

University of Illinois, 2003
3458 W. Fullerton Ave., Chicago
North Suburban Branch

DECEASED MEMBERS

Choff, Hugo P.

Loyola University, 1944
306 Bartram Rd., Riverside, IL 60546
West Suburban Branch
Passed away Oct. 25.

Fijal, Chester P.

Chicago College of Dental Surgery, 1947
918 Lakewood Dr., Barrington, IL 60010
Northwest Suburban Branch
Passed away Feb. 12.

Piekos, Jerome M.

Loyola University, 1942
1400 N. Elmhurst Rd., Apt. 107
Mount Prospect, IL 60056
Northwest Suburban Branch
Passed away Dec. 28.

Rosen, Morton S.

Northwestern University, 1946
4170 N. Marine Dr., Chicago, IL 60613
North Side Branch
Passed away Dec. 16.

**UPDATE YOUR MEMBER INFO ONLINE
WWW.CDS.ORG**

ENGLEWOOD BRANCH ANNUAL GOLF OUTING

W E D N E S D A Y

JUNE

7

COG HILL

GOLF & COUNTRY CLUB

COURSES 1 & 3

12294 ARCHER AVE

LEMONT • (630)257-5872



Bring out the little "Tiger" in you



Think birdies.

TEE TIMES:

Noon to 1 p.m.

FEES:

Golf and dinner:\$80/player

Dinner only:\$42

(at 6:30 pm, choice of steak or fish)

Golf only:\$40

RESERVATIONS MUST BE RECEIVED BY JUNE 2.

Send checks payable to the
ENGLEWOOD DENTAL BRANCH
to:

Larry Lenz, DDS, MS
64 Orland Square Drive
Suite 216
Orland Park, IL 60462
(708)361-1484

**Please indicate your preferred tee time and names in your foursome.*

DELIVERY

The *CDS Review* is published seven times annually. The magazine mails the middle of the first month the issue covers. For example, the January/February 2006 issue mailed January 15, 2006.

DEADLINES

ISSUE	DEADLINE
May/June	April 17, 2006
July/August	June 17, 2006
September/October	August 15, 2006
November	September 15, 2006
December	October 31, 2006
January/February	December 15, 2006
March/April	January 15, 2007

All advertisements, changes and extensions must be submitted in writing. **No advertisements, changes or confirmations will be taken over the telephone.** Although every effort is made to place advertisements received after the deadline in a specific issue, we cannot guarantee that late advertising will appear in the issue requested. The advertisement will appear in the following issue. Advance payment covering the number of insertions must accompany your written advertisement.

RATES

DISPLAY CLASSIFIED: \$90 per column inch.

STANDARD CLASSIFIED: \$75 for the first 30 words plus \$1 for each additional word.

CDS members are entitled to a 20% discount. You must provide your CDS membership number as proof of membership when placing your classified ad, otherwise you will be charged the non-member rate.

PAYMENT

Make checks payable to: Chicago Dental Society. Classified ads must be paid for in advance.

PRACTICES FOR SALE

Dental practices listed for sale within this section of the *CDS Review* are limited to practices that are being sold either by a dentist or a management company hired by the dentist to sell the practice. Advertisements from all others may not be placed in the *CDS Review*.

REPLY BOX NUMBERS

For an additional \$25, CDS will issue a confidential reply box number for your ad. These numbers ensure the privacy of our advertisers. All unopened responses are mailed to the advertiser once a week.

Replies to *CDS Review* box number ads should be addressed as follows: Box Number, Classified Advertising, Chicago Dental Society, 401 N. Michigan Ave., Suite 200, Chicago 60611-5585. (An example of a *CDS Review* reply box number is A0104-A1, *CDS Review*. **Any classified ads with numbers that do not follow this sequence are not *CDS Review* reply boxes.**)

Send all correspondence, including advertisements and payments to: Chicago Dental Society, Classified Advertising, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611-5585.

Although CDS believes that advertisements published in the *CDS Review* are from reputable sources, CDS neither investigates the offers nor assumes responsibility for them. **CDS reserves the right to edit, decline, accept and withdraw advertisements at its discretion.**

CLASSIFIEDS

Place your ads online at WWW.CDS.ORG

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WHY RENT WHEN YOU CAN OWN? Buffalo Grove. New prestigious, "PROFESSIONAL OFFICE CONDOMINIUMS." Great location (Dundee Road and Golf View Terrace), single level with full basement, dramatic landscape setting, private front and rear entrances, elegant high ceilings, sprinkler system, brick with architectural roof shingles, generous parking. For appointment call (847)229-8414.

LINCOLN PARK: PROFESSIONAL building has 1,000-2,200 square feet ideal for dental office. Building has doorman and valet parking. Call Matt at (312)953-1798.

SIX-PLUS ROOMS WITH THREE operatories fully plumbed on ground floor of medical center. Free telephone answering and common reception area. Reasonable rent. We have the name of a dentist willing to share office space. 3420 W. Peterson Ave., Chicago, (773)267-0020.

WOODSTOCK, AVAILABLE IMMEDIATELY: Two built-out 1,540-square-foot dental suites in Professional Arts building with private parking. Just drop in your orthodontic or dental equipment and open your primary or satellite office now. Olson Middle School is across the street—perfect location for family dentistry or orthodontist. Call Retlew Investments, LLC, (815)332-3274.

LOOKING FOR A DENTIST: New shopping center in Elk Grove Village on Devon Ave. Will finance build-out. Also future sites in Elgin and Carol Stream. (630)894-1277 ext. 11.

FAR WESTERN SUBURBS—GENEVA: Brand new building in downtown Geneva, IL, has office space available: 1,000-4,000-square-foot units, ready for build out. A great location for a specialist or general dentist. Contact SRB Properties (630)807-0528.

DEVELOPER LOOKING FOR A DENTIST New shopping center in Round Lake, on Wilson Road. Will finance build-out. Call (630)894-1277, ext.11.

OAK PARK GROUND FLOOR OFFICE SPACE for rent at Lake Street and Oak Park Ave. 2,800 square feet. Newly redecorated. Call Kay at (708)646-5673.

OAK BROOK AREA: Excellent location for dentist or dental specialist. Modern building with atrium, 1,733 square feet available. Landlord will assist in build-out and remodeling cost. Call (630)279-5577 or visit www.brittanyoffices.com.

OFFICE SPACE for dental specialist in Oswego. Please visit our Web site at www.otispmi.com or call (630)554-8665.

ORAL SURGERY OFFICE FOR LEASE: Retiring practitioner leaving practice-ready suite in Oak Brook. DASCO Companies: (630)629-0000.

DES PLAINES MEDICAL/DENTAL SPACE for lease. Two contiguous units, each consisting of approximately 725 square feet. Aggressive rates and flexible lease term available. Contact Steve Schwartz, Hallmark and Johnson, (847)933-9000.

WEST SUBURBAN BATAVIA: Four rooms, dental office available. Just drop in your orthodontic or dental equipment and open your primary or satellite office now. Reasonable rent. Call the Alex Group, (847)705-8905.

SPACE SHARING

BARRINGTON AREA: Great opportunity to share space with specialist or general dentist. Brand new, state-of-the-art, seven operatories, pan, ceph. Prime location, in new building. Will entertain merger or other possibilities. (847)877-6858.

NEWLY DECORATED AND EQUIPPED, including IV sedation, dental office is available for space sharing with specialist or GP. Located west of Old Orchard mall, at the exit from 94 and close to public transportation. Call Dr. Abe Dumanis, (847)329-9858. Fax resume to (847)329-9768

POSITIONS WANTED

FOR THE COMFORT of your patients: General dentist is available to work in your office, performing surgical extractions and removal of impacted third molars. Fax inquiries to (847)940-9885.

EXPERIENCED GENERAL DENTIST will do endodontics in your Illinois or Wisconsin office. Call (847)274-0857 for details.

FOR THE COMFORT OF YOUR PATIENTS: Periodontal residents are available to work in your office, performing various periodontal surgeries. For inquiries call (312)343-0568.

OPPORTUNITIES

OPPORTUNITY TO JOIN practice in Bucktown/Wicker Park. Must be enthusiastic, personable individual with good people skills. Full- or part-time. Call Nidza at (773)235-1171.

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ORTHODONTIST WANTED for busy general dentistry practice. Good clinical and people skills necessary. Contact Dana, (708)849-9520, or fax resume to (708)849-9584.

SPECTACULAR MICHIGAN AVENUE PRACTICE seeks a GP and endodontist. If you are a GP and have an established patient base but want to reduce your business headache call (312)274-3322 or e-mail freedman@manushealth.com. Endo needed to support 6 GPs. No HMO.

DENTIST NEEDED: Part-time dentist needed for busy suburban offices. Hourly pay plus commission. Please call (630)935-0268.

UNLIMITED REWARDS—PRACTICE WHERE you vacation! Our team enjoys the quality of life most people only dream of. Practice with no financial limitations, no buy-in requirement, and enjoy the freedom outside of the city. Too good to be true? You be the judge. Consult with our team at www.midwest-dental.com Andrew Lockie Midwest Dental. Phone (715)926-5050, email alockie@midwest-dental.com or fax (715)926-5405.

MULTI-SPECIALTY COSMETIC PRACTICE RICHTON PARK

Make your New Year's resolution to become part of a state-of-the-art dental spa. General Practitioner, Endodontist, Periodontist and hygienist needed for south suburban dental team.

CALL DR. HARRIS • (708)906-9468

ILLINOIS—40 MILES WEST OF CHICAGO: Established, comprehensive fee-for-service dental office in an upscale community is seeking an associate. Please send resume to P.O. Box 322, Geneva, IL 60134.

DENTALCARE PARTNERS is an established practice management development company operating in nine states (Illinois, Indiana, Michigan, Ohio, Pennsylvania, Wisconsin, Kentucky, Tennessee and North Carolina). We are currently seeking highly motivated general dentists as well as specialty dentists and orthodontists for full- and part-time positions. The ideal candidate must be concerned with quality patient care, be a team player and have a strong desire to learn, grow personally and professionally. Benefits will include a guaranteed salary with attractive earning potential, partnership opportunity, 401(k), health insurance, term life and vision insurance, short- and long-term disability, malpractice insurance, paid vacations and continuing education. Interested candidates please contact Deborah Hammert at (800)487-4867, ext. 2047, e-mail her at dhammert@dcpartners.com, or fax resume to (440)684-6942.

DENTAL DIRECTOR WANTED to manage all activities of the dental clinic at the Infant Welfare Society of Chicago. Director will supervise dentists and hygienists, provide leadership for all dental staff, and provide clinical dental services for patients. Duties include hiring and supervising staff, including annual merit review for each staff member; developing job descriptions as needed; maintaining and verifying personnel files; developing policies and procedures in accordance with the American Academy of Pediatric Dentistry guidelines; managing dental services; and negotiating equipment purchases and dental contracts. Candidates must be Board-certified pediatric dentists and licensed in IL; and have two years experience with post-graduate training in pediatric dentistry. Reply with CV to Box F1105-F1, *CDS Review*.

ORAL SURGEON NEEDED

IN A GENERAL PRACTICE

Dental practice in Naperville area is looking for an oral surgeon 2 days a month.

Please call or leave a message.

(773)742-2110

BUSY, SOUTHWEST SIDE PRACTICE with two locations seeks a full- or part-time prosthodontist. Certification is not required. Please fax CV to (773)582-9869.

BUSY SOUTHWEST SUBURBAN PRACTICE seeks part-time associate. Two-plus days per week to see mostly Medicaid patients. Guaranteed \$45 an hour, full malpractice coverage. Potential buy-in for right individual. New graduates welcome. Will mentor and sponsor H1B visa. Please fax CV to (708)598-0123.

ENDODONTIST AND DENTIST WANTED: Schaumburg general practice seeks part-time endodontist and dentist to join our team. Excellent opportunity for recent graduates. Polish speaking desired. Fee-for-service, no HMOs. (847)534-7000.

IMMEDIATE POSITION AVAILABLE. We are looking for an associate to work in our near southwest suburban practice on a guaranteed income basis commensurate with experience. If you are interested in discussing this further, please write to us at Box F1102-A2, *CDS Review*.

SOUTHWEST SIDE PRACTICE with two locations seeks full-/part-time associate for guaranteed salary plus commission. Please fax resume to (773)582-9869.

DENTIST NEEDED: FT/PT associate for clinics in Chicago, Rockford and Western Suburbs. Earn \$250,000-350,000 working in a great environment with paid malpractice and health insurance. Fax (312)274-0760 or e-mail dwole@gmail.com.

ENDODONTIST/ORAL SURGEON/pedodontist wanted to join state-of-the-art specialty-only practice with offices in Grayslake and Buffalo Grove. Rewarding opportunity in a very creative setting. Send resume to Box E0905-E1, *CDS Review*.

OUR FEE-FOR-SERVICE PRACTICE ON Chicago's Northwest Side includes three restorative dentists, periodontist and orthodontist. Lab in-house. We treat many comprehensive full restorative cases, including implants. We are looking for a general dentist experienced in cosmetic and restorative dentistry and an orthodontist. We are also looking for a Polish-speaking, caring individual who is willing to share his knowledge with others and learn from our experienced professionals, and have an appreciation of practice management. Please call (773)625-2626.

ASSOCIATE WANTED: Busy South Side Chicago practice is looking for associate 2-3 days per week. New graduates welcome. If interested, please call (773)247-0404. Ask for Maria.

WE ARE LOOKING FOR TWO PEDODONTISTS to join our professional group. Our multispecialty clinics have served Chicago and the suburbs for over 10 years. Excellent salary, commission program and the possibility for future partnership are some of the benefits being offered. Please fax your resume to (773)739-4300.

DENTIST WANTED to examine, evaluate and treat patients at the Infant Welfare Society of Chicago dental clinic. Dentist will work within guidelines established by the American Academy of Pediatric Dentistry and the clinic in a prompt manner, including counseling parents and children on preventative dentistry, and accurate and legible charting. Other responsibilities may be assigned by the dental director as needed. Candidates must be graduates of accredited dental programs with IL licensure and either post-graduate training in pediatric dentistry or one year experience treating children. Reply with CV to Box F1105-F2, *CDS Review*.

GROWING DENTAL PRACTICE IN NILES seeks part- to full-time dentist. Call (847)297-4815.

ASSOCIATE DENTIST NEEDED IN PEORIA, IL: Full-time associate dentist needed in Peoria, IL, practice. Must be comfortable performing extractions. Good chair side manner is a must. Great working environment. Base salary, bonus potential, and an array of benefits. Will consider part-time associate (3 days/week) as well. Call Stuart Raney at (800)313-3863 ext. 2295 or e-mail sraney@affordablecare.com.

BROOKFIELD ESTABLISHED PRACTICE seeks a merge, purchase or part-time GP to help with transition of original dentist. This has all the pieces of success: location, patients, staff and facility. Call (312)274-3322 or e-mail freedman@manushealth.com.

PART-TIME GENERAL DENTIST WANTED: Lombard office is seeking a dentist 1-2 days/week. Partnership for the right person. Great opportunity for recent grads. Fax resume to (630)627-0055.

PERIODONTIST NEEDED one day a week in Downers Grove office. Fax resume to (630)-241-6894.

ASSOCIATE NEEDED, PART-TIME OR FULL-TIME. Good, competitive compensation with partnership potential in a new office. Good opportunity for new graduates. Please call (773)884-0108 or (708)439-4655.

LONG-TERM CAREER OPPORTUNITY available for pedodontist in Aurora. Experience with nitrous a must. Send resume to 1940 W. Galena Blvd., Suite 3, Aurora, IL 60506. Attn: Donna.

ENTREPRENEURIAL, ENTHUSIASTIC dentist wanted: Downtown Chicago practice. Excellent opportunity to develop advanced diagnostic and treatment skills and grow professionally. Potential for ownership/partnership. E-mail CV and note what you are looking for now and in five years. What are your entrepreneurial ideas for marketing yourself? seniordoc@gmail.com.

GENERAL DENTIST NEEDED—JOLIET AREA. Full-time/Part-time hours. New graduates encouraged to respond. Call (815)603-1700 or fax CV to (815)741-0170.

HOFFMAN ESTATES: Premier, family-oriented, fee-for-service general dental practice located in a northwest suburb of Chicago. This health-centered, full-service, state-of-the-art restorative practice is located in the professional building on a major hospital campus. The practice is committed to excellence and seeks a dentist interested in an exceptional practice purchase opportunity. Owner is willing to assist with quality introduction period to ensure smooth transition. Wonderful patients and growth opportunity with an exceptional dental team. Please reply in confidence with your objective, CV and written goals to: The Sletten Group, Inc., 7882 S. Argonne St., Centennial, CO 80016. Phone: (303)699-0990; fax: (303)600-4863; e-mail: terri@lifetransitions.com.

GROWING LOCKPORT PRACTICE IN booming southwest corridor seeks part-time associate with opportunity for partnership buy-in after two years. Initially, two days per week, including alternate Saturdays. I offer an established, 100% FFS practice, including a successful part-time orthodontist. My competent staff is a true team, putting patient quality first. Efficient business systems in place generate strong financial returns. The right candidate will offer excellent diagnostic, treatment planning and clinical skills with a strong proficiency in all endo. Your personality and enthusiasm make you pleasant to work with, Your communication skills should turn treatment plans into treatment. Please forward CV with specific explanation describing why this offer interests you. Fax (630)257-0592 or e-mail maureen@amarigroup.com.

GENERAL DENTIST WANTED Busy West Side office seeks FT or PT positions. Fax(773)287-2573 or email dk3y@botmail.com.

POLISH GENERAL DENTIST and endodontist wanted for Schaumburg GP. Join our quality fee-for-service practice, no HMOs. Must be U.S.-trained. Flexible part-time hours. Call (847)534-7000.

GENERAL DENTIST NEEDED, PART-TIME. Must have good clinical and people skills. Please call (312)316-5508.

EQUITY ASSOCIATESHIP AT PREMIER fee-for-service practice located in NW suburban Chicago. This full-service, fine restorative practice is in a free-standing professional building on busy street one mile west of Route 53. The practice is committed to excellence and seeks a dentist interested in an exceptional practice purchase or partnership opportunity. Wonderful patients and growth opportunity with an exceptional dental team. Please reply in confidence with your objective, CV and written goals to Box M0306-A3, *CDS Review*.

LOOKING FOR GENERAL DENTIST for a busy practice in northern suburbs of Chicago. Fax your resume to (847)360-0597.

GENERAL DENTIST NEEDED: Joseph A. Toljanic, section chief, University of Chicago Hospitals Dental Department, seeks dentist with experience to join our Homewood location who can bring value to our very upscale practice with specialists on board. Great opportunity and busy practice. Please call (630)743-0020 or fax (630)960-3135.

ESTABLISHED, 24-YEAR-OLD PRACTICE with locations in Midway Airport area and Oak Lawn seeks associate. Options include partnership, immediate or transition buy-in/buy-out. No temporary associates. Recent graduates welcome. Call (708)424-5700 or e-mail k.yerkes@sxu.edu.

SPECIAL NEEDS DENTIST WANTED: Milestone Dental Clinic, Rockford, IL seeks dentist to help treat our special needs patients. Milestone exclusively treats patients with developmental disabilities, we have expanded our services and need help staffing our clinic. We are seeking a dentist to work two days as an independent contractor, Fridays and any other day of your choosing. Permit A sedation license candidates will get first interviews, compensation based on experience. Call us at (815)484-8678 or fax your resume to (815)484-8680.

ORAL SURGEON WANTED Part-time, 2-4 days per month, multi-specialty and general dental office in North Suburbs. Built-in referrals and an excellent staff. E-mail inquiries to oralsurgeonwanted@sbcglobal.net.

ESTABLISHED DENTAL PRACTICES In Waukegan and Beach Park, IL, seek part-to full-time general dentist. Excellent opportunity for the right individual. Fax CV to (847)244-3318.

HOFFMAN ESTATES: Our state-of-the-art, fee-for-service, established practice seeks a quality associate dentist who recognizes the importance of total holistic health. This is the chance of a lifetime for someone who is motivated to become the best. If you have an entrepreneurial spirit and desire, we offer an immediate opportunity leading to partnership/ownership. Excellent growth potential, exceptional opportunity. A wonderful mentor and great location. Fax your curriculum vitae and a synopsis of your personal and professional goals to: John A. Rothchild DDS, MAGD, DAAPM, (847)884-1638.

AVAILABLE IMMEDIATELY: Progressive private practice in exploding Southwest corridor seeks endodontist, as well as oral surgeon, 2-3 days per week. GP will provide patients and make scheduling available. Newly built-out space available. Please fax CV to Best Image Dental, (815)727-2133.

PERIODONTIST WANTED P/T. Beautiful Michigan Ave. location. Built-in referrals/staff, flexible hours, chance to grow own practice. Rare opportunity. Call (312)263-7822.

LANSING DENTIST NEEDS experienced associate. Autonomous position with flexible scheduling. Person must combine professionalism with compassion for patients. Potential for partnership. Send resumes to brannusmil@netzero.net.

ORAL SURGEON WANTED part-time for a busy practice in Aurora to perform surgical extractions and removal of impacted third molars. Fax (630)892-9902 or e-mail ngdentalctr@yahoo.com.

GENERAL DENTIST WANTED part-time for a busy practice in Aurora. One to two years experience preferred, but we will work with recent graduate. Please Fax resume to (630)892-9902 or e-mail ngdentalctr@yahoo.com.

POSITIONS AVAILABLE: Chicago neighborhood practice seeks dentist, hygienist, front desk and dental assistant. Please fax resume to (773)378-4332.

HELP WANTED—DENTIST: Busy family practice near Norridge/Park Ridge in need of experienced, ambitious dentist 2-3 days/week to treat private, fee-for-service patients. Great opportunity for future partnership/purchase in a great area. Call (773)736-5151 or fax (773)594-9997.

FILL IN FOR MATERNITY LEAVE in Oswego. At least two days/week until 7 p.m. Flexible on days (we do need one Saturday), 4-6 weeks starting mid-May. Call (630)554-5290.

GENERAL DENTIST AND DENTAL HYGIENIST wanted: Fast growing, high-tech, downtown Chicago dental practice. Part/full-time position, immediate hiring. Call Dr. Tan (773)719-9722 or office phone (312)587-0200.

DENTAL ASSOCIATE WANTED: State-of-the-art all digital office in Orland Park seeks associate three days/week. Five years experience preferred. Endo experience a plus. 100% fee-for-service (no capitation). Call Linda at (708)403-3355 and/or fax resume to (708)403-3374.

EXCELLENT OPPORTUNITY: PT-to-FT general dentist to join family practice, newly expanded and state-of-the-art facility in far NW suburbs. Fax resume to Michelle at (847)426-5964. For questions, call same number.

ASSOCIATE NEEDED IN NAPERVILLE: F/T position with the possibility of partnership. Office located in a professional building in an affluent area. Does not accept HMO or discount plans. E-mail resumes to mariedoe@sbcglobal.net or fax to (630)548-2399.

ASSOCIATE DENTIST WANTED—South Loop: Art of Modern Dentistry seeks associate dentist. Opportunity to take over FFS and PPO state-of-the-art downtown practice on full-time basis. Email CV to drdaftary@yahoo.com or fax (773)935-3700.

PART-TIME ASSOCIATE NEEDED BriteSmile (downtown location) needs a part-time associate. \$325 per day. Please fax resume and include days available. New grads welcome. (312)829-2581.

ASSOCIATE WANTED: established West Loop practice needs associate for part-time/full-time, ASAP. Call (312)902-3131. Located in Presidential Towers.

ESTABLISHED GENERAL DENTISTRY practice in Hoffman/Schaumburg area seeks PT dentist to start ASAP. Please send resume to info@accesschirocare.com or call (847)310-9816.

DENTIST NEEDED for family practice in Michigan. Fee-for-service. Call after 1 p.m., (586)573-7500.

SPECIALISTS NEEDED: Endodontist and Orthodontist needed 1 or 2 days/week in busy West Suburban GP. Pedro on staff, current endo moving. Numerous referrals from other offices. Not many specialists in the area. Great income potential. Please call (630)660-8832.

EXPERIENCED DENTIST NEEDED: Space, equipment, staff and management available in downtown Glen Ellyn. Professional Building. Contact Louanne at (630)545-9127.

ILLINOIS—40 MILES WEST OF CHICAGO: Seeking an associate or partner for an established, comprehensive, fee-for-service office in an upscale community. Please send resume to PO Box 322, Geneva, IL 60134.

PALATINE AREA FAMILY PRACTICE seeks associate to work Fridays, Mondays a.m. and possibly develop Sundays 10-3 and one Saturday/month. Growth, buy-in potential. Call for interview (847)691-1998.

ASSOCIATE DENTIST NEEDED for state-of-the-art practice in Lincoln Park. Part-time leading to full-time. Recent graduates encouraged to apply. Fax resume to (312)803-0888.

DENTIST AND HYGIENIST NEEDED for school-based dental sealant program in the Cicero area. Mondays-Wednesdays needed, school hours. Dentist: exams only. Approximately \$400-500/day for dentist; \$300-400/day for hygienist, depending on speed. Fax resumes to (708)226-0248.

RAPIDLY GROWING NEAR SOUTH SUBURBAN GP practice needs an associate 2+ days a week. May become full-time. Partnership possible. Fax letter and resume to (708)849-4522.

ASSOCIATIONS WANTED

GENERAL DENTIST ASSOCIATE: Our well-established (1911) private group practice, located in downtown Chicago, seeks another general practitioner, FT or PT, to join our practice as an independent contractor associate. The incoming new associate can either have an ongoing patient following or join us without a patient following. In either case, we will refer patients, new and established, to the new associate to keep him/her busy, initially, at least part time. This is an ideal arrangement for a general dentist to work on his/her own patients within a group environment, without the stresses of maintaining the physical structure of an office, thus providing ample private time and energy to devote to a family, retirement activities or other personal interests. If interested, please call (312)649-1854 evenings.

FABULOUS OPPORTUNITY, North Shore Area: Endo experience is a plus. Flexible hours. Future partnership or buy-in opportunity available. Email resume to greatteeth1@yahoo.com or fax (847)729-1929.

LOOKING TO PURCHASE

LOOKING TO PURCHASE: I am interested in purchasing an established general practice in LaGrange, Western Springs, Elmhurst or Oak Brook. I am preapproved. Please reply to Box F1105-F3, *CDS Review*.

PRACTICE BUYER We are looking to partner with dentists who: Wish to sell their practice and retire; Wish to sell their practice and continue to see patients; Wish to sell their practice, reduce chair-side hours, and work with a new associate in order to maximize practice profitability and your return. Please consult our Web site at www.midwest-dental.com or contact Andrew Lockie directly at (715)926-5050 or e-mail alockie@midwest-dental.com.

WANTED FOR PURCHASE: General dental practice in north Lake County, IL: Waukegan, Grayslake, Round Lake, Wadsworth or other area communities. Please reply to Box M0306-A2, *CDS Review*.

GENERAL DENTIST COUPLE looking for a medium to large practice sale/opportunity in the suburbs. E-mail gotoadentist@botmail.com or call (202)270-4938.

ATTN: LOOKING TO EXPAND. Looking to buy office in Oak Lawn, Beverly or Evergreen Park areas. Call (773)575-7660.

GENERAL DENTIST looking for practice/partnership within 30 miles of Naperville. Call (224)622-2867 or e-mail sokbey@comcast.net.

LOOKING FOR PRACTICE PURCHASE Dentist with 5 years experience looking to purchase mid-to-large size quality dental practice in Chicago suburbs. Respond to illinoisdds@hotmail.com or (708)903-6737.

CHOICE PROPERTIES OF CHICAGOLAND area seeks to purchase real estate occupied by dental practices. Combined is ideal. (815)741-0131.

FOR SALE BY OWNER

PRACTICE FOR SALE: \$2 million/year practice, including 25% growth in 2004. All fee-for-service. Immediate sale, with owner staying in associate position for two years. Northwest Indiana, 30 minutes from Chicago. Fax resume to (847)251-3515.

ORTHODONTIC PRACTICE FOR SALE: Grossing \$285,000 per year for 15-18 hours per week. Low overhead. Northwest Side of Chicago. Call (847)823-0281 for more information.

CHICAGO, NORTHWEST AREA: Retiring dentist to sell modern office in high traffic shopping mall. High visibility signage with free parking. Practice limited to removable prosthesis for the last seven years; great opportunity for dentist to reintroduce general dentistry. Two functional operatories, with room for a third. Large lab for fabrication of appliances. Illness forces sale. Reply to Box M0305-M2, *CDS Review*, or call (773)545-0041 after 6 p.m.

NORTHBROOK: JUST TAKE OVER LEASE! Dentist relocating. Nice and cozy office includes one dental chair/unit, X-ray, compressor and pump. Two rooms plumbed. Great location! Call Dr. Lim, (847)272-0016.

INDIANA—MERRILLVILLE: Offering a 1/3 partnership or two 1/4 partnerships in a still-growing general dentistry practice gross collecting \$2,038,000 with 45% overhead. Purchaser will net \$30,000-\$38,000 per month in a 24-hour work week. All new facility and equipment. Purchase price: \$679,000 for 1/3; \$509,000 for 1/4, with 25% down. Call (219)769-9388.

ORLAND PARK: 100% fee-for-service, great location in lucrative area. Four modern, fully-equipped operatories and panorex. Ample parking, free-standing building on ground level. Call (219)924-8018.

ONE-YEAR-OLD EQUIPMENT for sale. Two ops open concept. Sirona units, top quality air, vac, cabinets, peri-pro, M-7 etc. (847)877-6858.

CHICAGO PRACTICE great visibility on main street. Close to Lincolnwood Town Center mall. Two equipped treatment rooms. Real estate available for purchase. Owner relocating out of state. Call (773)465-2600.

SIX CORNERS ON IRVING, zoned office and residential, for sale. Existing large two bedroom and basement. Second floor large three bedroom and high attic. New heating, plumbing and electrical. \$550,000. (773)485-1300.

ORAL & MAXILLOFACIAL SURGERY PRACTICE for sale: Prestigious Oak Brook Area. Established practice. Beautiful office in medical building. Reply to Box J0106-F2, *CDS Review*.

PRACTICE FOR SALE IN CHICAGO Two fully-equipped operatories with low overhead. Asking price: \$49,900. Call (630)965-1405.

USED EQUIPMENT FOR SALE: Belmont X-ray, chair, compressor, suction and developer, all in good condition. (847)843-2351.

FAMILY DENTAL PRACTICE FOR SALE: Brookfield location. Call (708)447-8399. Ask for Mark.

ILLINOIS PRACTICE FOR SALE: Southwest Chicago, Oak Lawn area. Ma Pa practice, three operatories. Fee-for-service. No HMOs or PPOs. \$80,000 in salaries. Established practice (25 years). Live in building also available. Large lot for expansion. Call (708)562-3334 after 7 p.m.

PARK RIDGE PARTNERSHIP: owner relocating. Contemporary family practice with emphasis on cosmetic dentistry. Great exposure with free-standing building located downtown in this upscale suburb. Office production 2004: over \$1.4M, 4 days/week. Call (847)927-4777 or e-mail jtooth12@sbcglobal.net.

ORAL SURGERY PRACTICE FOR SALE: Paragon Dental Practice Transitions has attractive and profitable practices for sale in Minnesota and NE Indiana. See www.paragon.us.com, call (616)460-6860 or e-mail beggars@paragon.us.com.

EVANSTON: High quality, 100% fee-for-service general practice for sale. Grossing \$690,000 on 32 hours/week. Low overhead. Computerized operatories and fantastic location. Reply to Box M0306-A1, *CDS Review*.

FANTASTIC LINCOLN PARK CORNER location: General and cosmetic-oriented boutique-type practice for sale. Collected \$300,000 on only 2-1/2 days a week. Four ops, all new hi-tech equipment. Great patient base with unlimited potential for increased income. (708)460-3500 for more info.

USED EQUIPMENT FOR SALE: Pan/Ceph Panoramic Corporation PC-1000, 9 years old, very dependable. Photos available. Asking \$4,900. Call Linda at (815)399-0677.

USED EQUIPMENT: Pan/Ceph (Rotographic Plus) and Digident x-ray scanner for sale, very good condition. Cost was \$32,000; Asking \$15,000. Must sell. Call Beth (815)344-2840.

MODERN LINCOLN PARK DENTAL PRACTICE: Lucrative area, primarily cosmetic dentistry. Five equipped ops, 1-2-year-old equipment with Dentrax, a-dec-chairs, Dexis digital X-ray and intraoral camera. Priced to sell. Dentist relocating ASAP. (847)924-3979.

USED EQUIPMENT: Pan/Ceph (Rotographic Plus) and Digident X-ray scanner for sale, very good condition. Cost was \$32,000; Asking \$22,000. Must sell. Call Beth (815)344-2840.

DENTAL/ORTHO EQUIPMENT AND cabinetry for sale: Three chairs with cabinet extension, Pan/Ceph machine, air compressor and other equipment. Reception, lab and sterilization area cabinetry, waiting room and other office furniture. Used, but in excellent condition. Orthodontist relocating. E-mail drac11270000@yahoo.com, or call (847)334-2823.

LAKE FOREST: 40-year-old dental practice. 1,300 square feet with improvements. Excellent parking. Dentist retiring. Write Box A0102-A2, *CDS Review*.

FOR SALE BY BROKER

SENATE MANAGEMENT (888)264-2797.

COMING: Dekalb, IL, area, Willow Springs.

INDIANA LISTINGS:

DYER, #7025: Under contract. 8 ops total, 4 new. 2005 collections: \$2.5 million. 100%

FFS. Building available for sale.

ILLINOIS LISTINGS:

BEACH PARK, #7025: Under contract. Three operatories with lab. Equipment and build-out only.

BURBANK, #6666: New listing! 3 ops at street level. Build-out and equipment but no charts. Very low cost start up.

BUFFALO GROVE, #6300: New listing! 3 ops in a professional complex. 100% FFS.

Collections: \$200,000. Doctor retiring.

CHICAGO, #6325 Lincoln Square: New listing! 3 ops plus one plumbed in a professional building. Busy area. Collections: \$120,000.

CHICAGO, #7026: Under contract. Fullerton and Central area. Two full operatories plus four plumbed. Stand-alone brick building for sale. \$150,000 collections. Owner deceased.

CHICAGO, #5003 Loop: New price! 5 ops in Loop high-rise. \$307,000 collections. 850+ active patients. Seller financing option.

CHICAGO, #6076: Belmont and Austin area. Motivated Seller! Three operatories at street level. \$200K collections. Fee-for-service and PPO. Doctor will separate patients and facility. CHICAGO, #6105: Midway area. Four ops in a professional building. Newer equipment, top notch build-out. \$140K collections.

ELGIN, #6080: 4 ops in a professional building. \$460K collections. 95% FFS. Great cash flow.

YORKVILLE, #6090: New listing! Four ops in a strip mall. Condo for sale. Newer equipment and build-out. \$400K collections. 100% fee-for-service. 17% ortho. High growth area!

GLEN ELLYN #6091: Sold! Three operatories at street level in downtown. Collections \$200,000. 100% fee-for-service.

LINDENHURST, #6075: Four ops plus two plumbed in a strip mall. Very nice build-out. Equipment only. No patients.

OAK BROOK, #7001: New listing! 2 ops in the Oak Brook Professional Building. Great location. 100% FFS.

For more information visit our web home at www.senatemanagement.com or contact Wendy Pesavento at (888)264-2797 or (630)916-6291.

MIDWEST DENTAL EQUIPMENT BROKERS

CHICAGOLAND'S LEADING USED EQUIPMENT BROKERAGE

- Don't want to pay a fortune for new dental equipment?
- Looking to open a new office or satellite on a budget?
- Want to sell your old equipment without the hassle?

VISIT US ON THE WEB AT WWW.MDEB.NET
OR CALL (847)707-5594

THE DENTAL MARKETPLACE/American Dental Sales: Practice sales, appraisals and consulting. Peter J. Ackerman, CPA: (312)240-9595 or www.dentalsales.com.

SELLERS NEEDED. We have many qualified buyers for your practice!

PEDIATRIC PRACTICE: \$2 million+, fee-for-service, just outside Chicago suburbs.

NORTHWESTERN SUBURB: Near Palatine. Grossing mid-\$500,000s. 100% FFS, computerized operatories, fantastic location, low overhead. Net: \$300K+ on 3.5 days.

BARRINGTON: 90% fee-for-service. Two operatories grossing \$240,000.

NORTH LAKE COUNTY: Grossing \$275K 100% FFS. Retiring seller refers out all specialty work. Free-standing 2,000-square-foot building for sale with practice. Huge potential to expand in growing community.

FOREST PARK: Grossing \$250,000, three operatories, building for sale.

ORLAND PARK: Spacing sharing opportunity.

NORTH CENTRAL IL: \$150,000 with building.

NORTHEAST IL: 2 hours south of Chicago.

Associate buy-in or immediate partnership. \$1 million.

MISCELLANEOUS

THE CHICAGO DENTAL SOCIETY has school excusal forms for your student-patients to use for dental appointments. School excusal forms come in packages of 250 and cost \$12.95 per package. All orders must be prepaid. To place your order, send a check made payable to Chicago Dental Society, Excusal Forms, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611-5585. Allow 10-14 days for delivery.

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DEADLINE FOR MAY/JUNE**

APRIL 17, 2006

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Too much of a good thing

A number of years ago, an interior designer told me she admired the dental profession because dentists viewed other dentists as colleagues rather than competitors. Over the last generation that sentiment has seen erosion. Most of the dentists I know believe they provide the best clinical care in their areas—and many believe they are better than most. This becomes a problem only when our colleagues hold others to their standards or seek a competitive advantage.

I am not saying that we should give *carte blanche* to dentists who use questionable methods. But I do wonder if some of us don't think of our colleagues as competitors. Is it possible that we judge others by personal standards and unfairly question the skills of competent colleagues?

What brought this on? It seems that our Peer Review process is hearing an increasing number of cases in which the quality of patient care fits perfectly within acceptable standards of care. However, patients are questioning the competence of their treatment because some other dentist said he could do it better. That may be true, but doing it better does not necessarily mean that the previous dentist did it incorrectly in the first place. Treatment options are often a negotiation between the patient and the previous dentist about which a new dentist is not completely aware.

Which brings me back to that nagging question: When did our colleagues become our competitors? Part of the problem was the overproduction of dentists in the 1970s, the busyness problem. Exacerbating the situation was the Supreme Court decision that struck down

restrictions in dental societies' codes of ethics that prohibited advertising. Although ADA statistics show that advertising increases demand for dental services, some dentists used their ads to proclaim clinical superiority. However, statistics also show that patients do seem impressed with these claims. On the whole, patients satisfied with the care they receive will not seek the services of another dentist based on an advertising claim.

When I began in private practice, our profession was not beset by modern problems; it was a simpler time when most of us achieved a modicum of success by simply hanging out a shingle and unlocking the door. However, I am not insensitive to the real financial challenges that confront my colleagues. What does concern me is the damage we do to our profession when we attack each other and use our patients as a battleground.

I repeat, I do not condone poor clinical care, nor do I believe we do our profession a favor when we ignore or cover up substandard treatment: a "conspiracy of silence" is not in the best interest of our profession and certainly not in the patient's. I am not convinced, however, that applying exacting personal standards in judging another's acceptable dental treatment is fair. So, the next time you look into a patient's mouth, think twice before you announce that you could have done it better. There are ways to offer treatment options to our patients that do not rely on questioning the proficiency of others.

Our Mediation and Peer Review process exists to help patients receive equitable compensation for treatment that does not meet acceptable community standards. The system works because it provides a forum for patient and dentist to work toward a mutually advantageous solution to very real problems.

Finally, how much confidence can a patient have in our profession once they are exposed to naked competition? Do we really want our patients to wonder if we are offering sound advice or whether we are trying to sell them some other, more expensive treatment that can achieve the same clinical end? ■

Write Dr. Lamacki at wlamacki@aol.com.

HOW MUCH CONFIDENCE CAN A PATIENT HAVE IN OUR PROFESSION ONCE THEY ARE EXPOSED TO NAKED COMPETITION? DO WE REALLY WANT OUR PATIENTS TO WONDER IF WE ARE OFFERING SOUND ADVICE. . . ?