

JULY/AUGUST 2007

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REVIEW

THE OFFICIAL PUBLICATION OF THE CHICAGO DENTAL SOCIETY



SPECIAL OLYMPICS SPECIAL SMILES

A CALL FOR CDS FOUNDATION NOMINATIONS

The CDS Foundation Organizational Committee, with the approval of the CDS Board of Directors, is calling for nominations for any individual who would like to be considered for a seat on the CDS Foundation Board of Trustees. As information, the foundation's Vision and Mission statements are provided:

VISION STATEMENT

To build a lasting dental endowment with the support of the public, the profession and organizations.

MISSION STATEMENT

The CDS Foundation is the philanthropic and charitable component of the Chicago Dental Society. Its mission is to improve the oral health of the public we serve by providing a permanent and stable source of income for dental education and access to care programs.

INITIAL BOARD OF TRUSTEES

The foundation will have an initial Board of Trustees consisting of 11 persons. There will be five officers, six trustees and one CDS Board member (the Treasurer) serving as an ex-officio member. The officers shall consist of a Chairman, Vice Chairman, Secretary, Treasurer and Chairman of a Major Gifts Committee. The officers shall serve terms of two years in length with the Vice Chairman succeeding to the position of Chairman after a two-year term of office as Vice Chairman, and will serve for an additional two years. The Secretary and Treasurer shall serve two-year appointments and may serve an additional one-year term if so elected by the foundation board. The Chairman of the Major Gifts Committee shall serve for an additional two-year term if so elected by the foundation board.

Trustees shall serve for staggered terms of office to maintain continuity and knowledge on the board, with two trustees initially serving three-year terms of office; two trustees serving two-year terms of office; and two trustees serving one-year terms of office. Each trustee elected after that time will serve for a term of two years and may be reelected by the foundation board to one additional two-year term as a trustee.

Individuals serving on the board must contribute a minimum of \$1,000 annually to the foundation in addition to their financial support of and attendance at a minimum of one annual fundraising event. Interested persons should have an expressed area of interest or expertise, along with a willingness to work on behalf of the foundation.

CONTACT

Letters of interest along with supportive information must be received by August 1, 2007. Mail all documents to the CDS Foundation Organizational Committee, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611, or e-mail rgrove@cds.org.

U.S. ARMY RESERVE PROMOTES DR. LYN-MALINOWSKI



Sharon Lyn-Malinowski, DDS, was recently selected for promotion to the rank of Major in the U.S. Army Reserve. She is an Individual Mobilization Augmentee (IMA); Her career field is Combat Dentist.

Dr. Lyn-Malinowski's home post is Fort Leonard Wood, MO. However, as an IMA, she is sent across the country to perform duty as needed by the Army. Dr. Lyn-Malinowski's promotion has to go through the formalities of Congressional Approval and a Date of Rank has not been set.

Dr. Lyn-Malinowski is a general dentist with offices in Oak Lawn and Olympia Fields. She received her dental degree in 1988 from Northwestern University Dental School. She served the Kenwood/Hyde Park Branch as its director (2003-05) and as its president (1998-99).

BECOME A MENTOR DENTIST

It won't be long before the leaves start to change—Back to School time! Maybe you'll wax poetic about participating in intellectual debate and the musty smell of the old library.

The mere mention of a midterm exam, however, will burst that romantic ideal like a helium balloon.



Lucky for you, CDS and its partners at the University of Illinois at Chicago College of Dentistry can offer you the best of both worlds: the Mentorship Program pairs practicing dentists with dental and pre-dental students in search of expert advice from clinicians in the know. For a practicing dentist, this is an opportunity to re-immense yourself in academia without having to fill a single blue book.

Mentors are expected to communicate regularly with their student protégés and act as professional role models. This may include visiting the mentor's office or joining the mentor at professional activities such as branch meetings, continuing education opportunities and meetings with dental suppliers. You can help the student get acclimated to the profession you feel passionately about.

To volunteer for the mentorship program, e-mail Director of Member Services Joanne Girardi at jgirardi@cds.org. ■



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the

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CHICAGO DENTAL SOCIETY
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For more information, contact Dr. Jun Lim at (773)794-1299 or jslim22@yahoo.com

The **North Suburban Branch**

PRESENTS

NON-SURGICAL PERIO MANAGEMENT IN A SYSTEMIC WORLD

Andrew Dentino, DDS, PhD
Tuesday, October 9



Maggianno's Little Italy
175 Old Orchard
Shopping Center, Skokie
Cocktails: 6 p.m.
Dinner: 7 p.m.
Meeting: 8 p.m.

Fees:
Season ticket holders: free
CDS members: \$90
Hygiene/staff: \$50

For more information,
contact Chad Freund,
(847)724-6222, or
Dorothy Anasinski,
(847)685-6686.

Dr. Dentino is a faculty
member at the Marquette
University School of
Dentistry.

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FEATURES

6 Special smiles shine at Special Olympics

While 2,600 Special Olympics athletes sprinted, jumped and celebrated May 16, a team of oral health professionals and students volunteered their services between events.

8 Disaster-proofing your practice

While an estimated 1,000 dentists retire each year, more than 1,300 die. Contributor Peter Ackerman, CPA, discusses what measures dentists should take to avoid disaster for their heirs and leave their practices in sound financial shape.

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A humbling experience

I had the good fortune to be invited to a dinner at the Southern Illinois University School of Dental Medicine the night before graduation.

At the graduation, I met Dr. Clifford Neill, who was being honored that night because of his generous donation to the school. This man is 86 years old, and he told me he was going to retire at the end of June.

There was a colleague who needed more space, and he thought he could help her out because his office was big enough and she could move in. This is a man who

still works four days a week and for a number of years taught at the dental school. The miraculous thing is that this man drove from Carbondale to Alton a couple of times a week. This is a two-hour drive. . . each way. I think many of us don't appreciate the efforts of these individuals who not only gave up personal wealth but also precious time, time that could have been spent doing almost anything.

As we stood there, cocktails in hand, I felt rather inconsequential with only my 25 years under my belt thinking that I had actually accomplished something.

Here is a man who has practiced 60 years and then some. Think about for just a minute what this man has seen and done. He tells an anecdotal story of L.D. Pankey, yes the real L.D. Pankey coming to their study club and teaching in a barn. The humorous parts of the story shall remain between him and me, but I assure you you'd certainly chuckle if you heard the details.

His effervescence and demeanor were just fantastic.

He talked about the routine of his day, just a regular Saturday, one full mouth in the morning and then another in the afternoon. This sort of baffled me as he has done two more in one day than I have done in a career. I guess this probably is a double-edged sword, as we should thank fluoride as much as anything.

As the night wound down he got to speak to the room and raised his glass and thanked his family and all those around him. His enthusiasm not only for his profession but also for life was truly contagious. If they weren't both married, I'd introduce him to Mrs. Kammerer, my other 86-year-old inspiration. It's nice to see that *The Spirit of Generosity*. . . *The Generosity of Spirit* lives on. ■

Contact Dr. Fredricksen at (708)636-2525 or oaklawndentist@comcast.net.

I THINK MANY OF US DON'T APPRECIATE THE EFFORTS OF THESE INDIVIDUALS WHO NOT ONLY GAVE UP PERSONAL WEALTH BUT ALSO PRECIOUS TIME, TIME THAT COULD HAVE BEEN SPENT DOING ALMOST ANYTHING.



SPECIAL SMILES SHINE AT SPECIAL OLYMPICS

Joanna Brown

While 2,600 Special Olympics athletes sprinted, jumped and celebrated May 16, a team of oral health professionals and students waited on the sidelines to visit with the day's stars in between events. The Special Smiles volunteers completed 450 oral health screenings that day, and talked to innumerable athletes about how to care for their teeth and gums.

The Special Olympics are held annually in mid-May at Eckersall Stadium, a park-like setting on Chicago's south side. The 2007 Opening Ceremonies took place at Soldier Field Tuesday, May 15, but the Special Smiles tent opened for visitors when the games began Wednesday, May 16.

"The purpose of the Special Smiles event is to give the Special Olympics athletes the opportunity to be introduced to dentistry in a non-threatening way," explained Fred Margolis, DDS, co-chair of the Special Smiles event. "It also gives the dentists and dental auxiliaries a way that they can get accustomed to treating disabled patients and maybe carry that into their practices."

In between competitions, athletes stopped by the Special Smiles tent for oral health screenings and a quick lesson in good hygiene practices. Visitors also received goodie bags as a reminder of the lessons learned. Each bag included a list of dental offices where people with disabilities might schedule appointments for follow-up care.

More than 100 volunteers were on-hand to help out; 60 hygienists and hygiene students represented the North Suburban, South Suburban and West Suburban Dental Hygiene societies. Other volunteers came from the Illinois Masonic Medical Center; the University of Illinois at Chicago College of Dentistry; and the Grottoes, the philanthropic arm of the Masons.

Even though the day was long, Dr. Margolis said he's already planning for the 2008 event.

"The excitement is seeing the athletes with the dentists and the dental residents who might not have ever experienced dentistry like this before," Dr. Margolis said. "It's the environment of the whole day. The athletes want to show off their medals and we tell them how great they did and how great their smiles are, and we instill in the athletes the feeling that dentistry can be fun and easy. We're on their team, and we want the best for them and their smiles."

The 2008 dates have not been set, but Dr. Margolis is already accepting calls from volunteers. To participate in the 2008 Special Smiles program, contact Dr. Margolis at (847)537-7695 or kidz-dr@comcast.net. ■

Ms. Brown is a staff writer for the *CDS Review*.

{ Photography by Tanya Tucka }



Disaster-proofing your practice

PREPARATION IS KEY

Peter J. Ackerman, CPA

Approximately 1,000 dentists retire each year, but more than 1,300 die. Most of them have not adequately prepared their spouses and other heirs to act efficiently and effectively to protect their interests. But with proper planning, you can take steps to avoid disaster for your heirs and leave your practice in sound financial shape.

KNOW WHAT YOU HAVE AND MAXIMIZE IT

Before you can know what to do to safeguard your family, you must know what you have, including the current value of your dental practice. Shop around and select a professional practice broker that you trust, making sure to include your spouse or another heir in your meetings. In addition to providing essential valuation information in the form of an appraisal, your broker will act as your “quarterback,” guiding you and your family through the sometimes daunting process of putting your affairs in order.

The practice appraisal prepares you to assess the factors that drive dental practice values in today’s sales environment. This permits you and your practice broker to take the next step of evaluating any areas of concern about your practice that can then be addressed to increase its value and marketability. It is well worth the time and expense to regularly update your appraisal, and subsequently complete any necessary retooling, at least every three to five years.

PREPARE AN EMERGENCY KIT

To ensure maximum practice value in the event of your death, make sure your paperwork is in order. Your broker will help you compile the documents detailed below, each of which should be reviewed with your attorney (if you do not have a good estate planning attorney, find one). This emergency kit includes the necessary information your family, attorney and broker will need to wind up your





IT IS ESSENTIAL TO APPRECIATE AND BE EQUIPPED FOR WHAT HAPPENS
(IN THE PRACTICE OWNER'S DEMISE OR INCAPACITY) IN ORDER TO PROTECT YOUR FAMILY
FROM DESTRUCTION IN VALUE OF YOUR PRACTICE.

affairs, including valuation of your practice and preparation of a prospectus and financing package for the sale. The following documents must be included:

Letter of direction. Recognizing that most non-dental professionals fail to understand the necessity of immediate action following the death of a doctor due to the exponential decrease in practice value over time, this document directs your heirs, executors and those who have the ability to make decisions on your behalf and take all actions necessary for the immediate sale of the practice assets.

Current will and durable power of attorney. A durable power of attorney document authorizes an individual to act for another in the event of incapacity without having a court declare incompetence.

Without such a document, an incapacitated dentist could lock up the family's ability to either operate or dispose of the practice if the dentist is living but unable to communicate his or her wishes.

For co-owners: If you are in a co-ownership relationship, you must review your buy/sell agreement, which should address if, how and at what value you and your co-owners will be required to purchase your shares (corporation) or membership (limited liability company or "LLC"). Make sure that the remaining entity or owners are required to purchase the deceased or disabled shareholder/member's portion of the practice and all agree as to value and terms.

For solo practitioners: If you are a solo practitioner, you must give the right to either a staff member or a family member to continue the operations of the practice. This means they must have access to the office bank accounts. The practice must be able to continue to pay the bills and accept payments for outstanding balances in the event the dentist is no longer able to do so. In July

2006, the Illinois General Assembly recognized a growing problem and passed a law stating:

"The executor or administrator of a dentist's estate or legal guardian or authorized representative of a dentist who has become incapacitated may contract with another dentist or dentists to continue the operations of the deceased or incapacitated dentist's practice. . ."

In order to continue operations under this statute, two conditions must be met prior to the commencement of operations: (i) Proper notice must be given to the Department of Financial and Professional Regulations; and (ii) letters must be sent to all patients of record who had been seen in the previous 12 months, notifying them of the condition of the dentist and how patients may

obtain copies of their records. Prior to the passage of this law, the family of a dentist was technically unable to continue the operations of the practice.

Tax returns. Make complete copies of your federal tax returns for the past three years available.

Patient information. Document the number of active patient charts, the number of patients treated in the past two years, the average number of patients treated daily and the number of recall notices sent each month.

Production Information. Maintain a computerized print-out of all production of the most recent year broken down by procedure or code. It should include the quantity of each procedure produced and the total dollar amount for all production for the year for each procedure. If you are not computerized, an estimated percentage breakdown of production by category (such as the percentages of restorative treatments, endodontic treatments, oral surgery, etc.) will suffice.

Fee schedules. Document your current fee schedule and fee schedules for any plans.

THE SEVEN DEADLY SINS

1. You're young and healthy. You won't need a will or durable power of attorney until sometime in the future. You can always take stock of your practice "next year."

2. Keep your spouse in the dark regarding your business; it's not as if he/she can understand the workings of the practice. Anyway, the practice is paying the bills and making a profit. What could possibly go wrong?

3. You're not buying or selling a practice, so you don't need the services of a professional practice broker.

4. Assume your partner or co-owner will treat your spouse fairly should you die or become disabled. Assume your best friends will step in and run the practice in your absence.

5. Your office manager will know without being instructed how you want the practice managed should you die or become disabled.

6. You are pretty sure your spouse keeps old tax records and your college transcripts in a box under the bed with other family memorabilia, bills, receipts and deeds.

7. Your patients are loyal to you and they will be loyal to your survivors. They'll stay with your practice no matter what, in deference to you.

—Elizabeth Giangregio

Contracts. Include a copy of all contracts with any associates, partners or employees. If you have an associate in your office without a well-drafted “non-compete and non-solicitation” contract, please understand that your heirs will be giving—not selling—the practice to your associate. Review these documents annually and make any changes or additions promptly.

Office lease. If you lease, include a copy of your current lease and all renewal options.

Keys. Attach your office keys to written instructions for security systems.

Telephone numbers. Do not forget to include the important telephone numbers for your broker, accountant, attorney, banker and a colleague who will provide treatment until the practice is sold.

Miscellaneous. Make sure to include your personal information, such as the names of the institutions from which you graduated (undergraduate as well as graduate and dental school), as well as the degrees earned and the years of graduation. If your spouse is employed by the practice, include his or her job title, position description and salary. As the practice owner, include how much time you work at the practice on a daily, weekly and monthly basis, as well as your salary and the practice’s hours of operation. Also include any information about any litigation in which you have been involved including malpractice litigation, civil or criminal litigation, bankruptcy, tax issues and whether you have been disciplined by the State dental board.

HELP YOUR PRACTICE SURVIVE UNTIL IT IS SOLD

Dental practice death and disability support groups can be extraordinary resources for the support of both the family and the practice in such a situation. One inherent issue that arises with temporary coverage from such a group, however, is the perceived and real concern of prospective purchasers with the patient base being treated by local competitors. With the help of a practice broker, you should be able to arrange a cross-cover with a “sister” death and disability group from a separate but commutable community. This arrangement eliminates the concern of prospects that your patient base will leave the practice for a competitor while at the same time maintaining coverage by quality professional temporary dentists.

TIME IS OF THE ESSENCE

It is essential to appreciate and be equipped for what happens in this situation in order to protect your family from destruction in value of your practice. Following is the typical chain of events:

Week One. Within a week of the practice owner’s demise or incapacity, the broker should have established a team that includes an accountant, attorney, lender, landlord and staff (patients may also be helpful). The broker will create a comprehensive marketing plan and will already have begun to seek prospects by identifying and contacting dentists currently looking to purchase a practice.

The practice and/or real estate should be appraised within the first week. Patients will begin receiving letters announcing the dentist's death and informing them who will be treating them until the practice is sold. If a temporary dentist has not already been retained to treat patients, the broker will arrange coverage.

Month One. Within a month of the doctor's demise, the broker should be showing the practice and fielding offers. As a side note, a good broker will never stop showing the practice until the sale is closed. Perfect prospects have been known to suffer cold feet, and time is not a friend. Regardless of how carefully a temporary replacement has been chosen, and regardless of how well that dentist treats the patients, some patients will leave a practice that is in transition—and the practice value decreases with every lost patient.

Month Two. In my experience, practices not sold within eight weeks of the dentist's death are very difficult to sell.

IN SUMMARY

As you know from your daily work, a dental practice requires constant attention to survive. Without proper recognition of this fact, the value of one of your most valuable assets will unnecessarily dissipate. Instead, I urge you to spend a few moments and follow the steps outlined above. Not only will you maximize the value of your estate for your loved ones, but you will give them the gift of removing the burdens and stresses that unprepared families must handle. ■

Mr. Ackerman is president of The Dental Marketplace Inc., and past president of ADS Transitions. Contact him at (312)240-9595 or pjackerman@aol.com.

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Fax: (312)836-7337

THE CHICAGO DENTAL SOCIETY

officers & directors cordially invite you and your spouse/guest to attend the

Installation of Officers

SUNDAY

NOVEMBER 11

Sheraton Chicago Hotel and Towers
301 E. North Water Street, Chicago

WELCOME RECEPTION

6:15 p.m. • Chicago Promenade East

INSTALLATION

7 p.m. • Chicago Ballrooms VI & VII

GALA DESSERT RECEPTION

8 p.m. • Chicago Promenade East and West

2008 Officer Nominees

PRESIDENT: H. Todd Cubbon, DDS

PRESIDENT-ELECT: David Kumamoto, DDS, MS

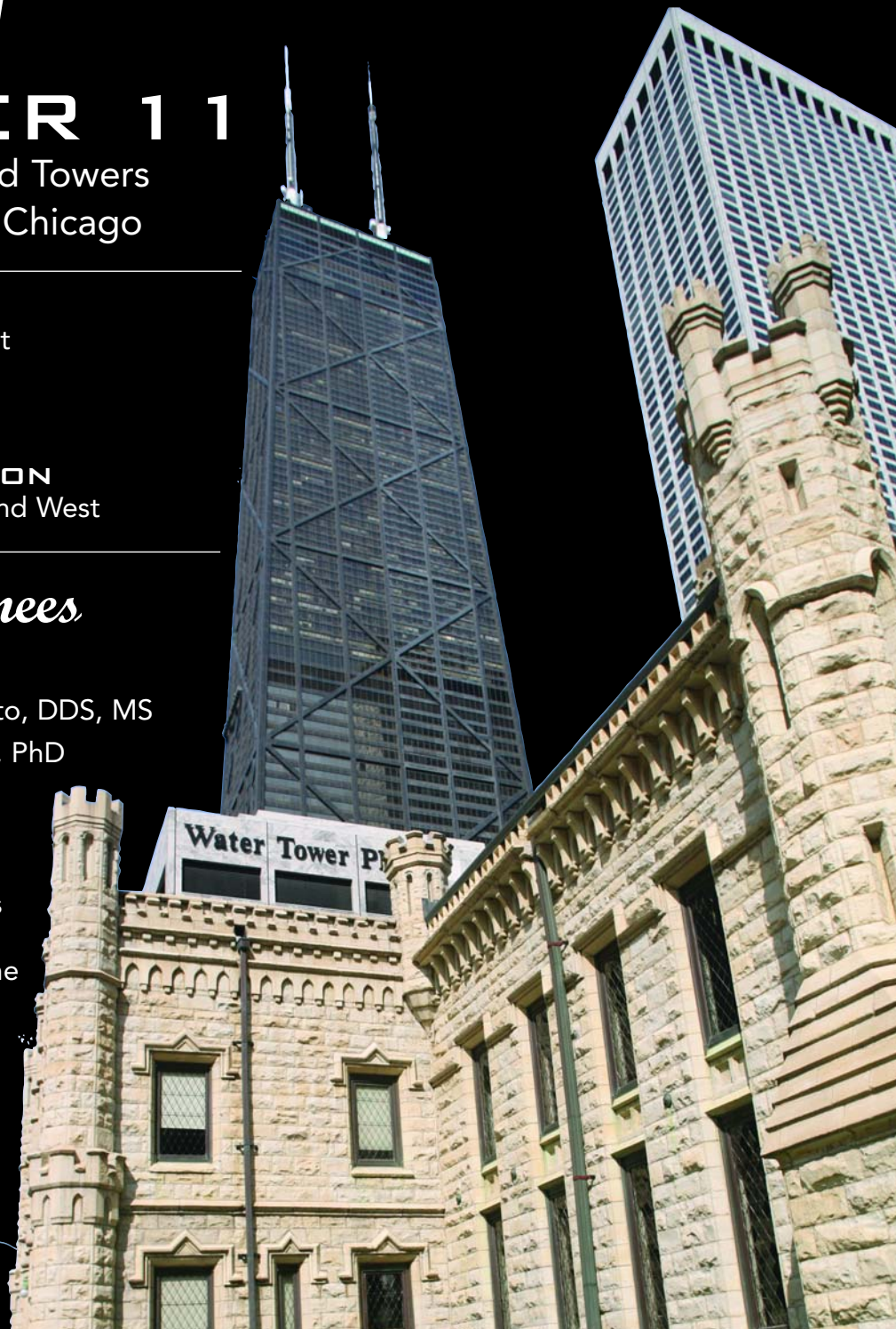
SECRETARY: Michael Stablein, DDS, PhD

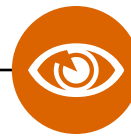
VICE PRESIDENT: Ian Elliott, DDS

TREASURER: John Gerding, DDS



The 2008 CDS officers election will be held November 7 during the Regional Meeting at Drury Lane, 100 Drury Lane, Oakbrook Terrace.





CREDIT AND COLLECTION FOR THE DENTAL OFFICE

EDWARD KISLING, DDS



WEDNESDAY, SEPTEMBER 12

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:

Unfortunately, some practices have problems collecting payments from some of their patients. Attendees will learn about all aspects of credit and collection for the dental practice, including proper use of credit cards, how to use a telephone effectively to collect your accounts receivables, how to conduct a collection interview, skip trace, when to use an outside agency and how to collect from "friends of the dentist." In addition, Dr. Kisling will discuss how to deal with stalls and objections, when and how to initiate legal action, how to categorize your patients and motivate them to want to pay you, how to deal with insurance, how to practice preventative accounts receivable, and how to avoid NSF checks .

Attendees are encouraged to bring their problem accounts to the lecture. All questions will be answered.

ABOUT OUR SPEAKER:

Edward Kisling is president of Victoria Management Strategies Inc., a company dedicated to presenting quality seminars for the dental community. A previous owner of 24 credit bureaus and 25 collection agencies and a professional speaker for more than 10 years, Dr. Kisling's seminars are fast-paced, humorous and fact-filled.

ABOUT CDS MEETINGS:

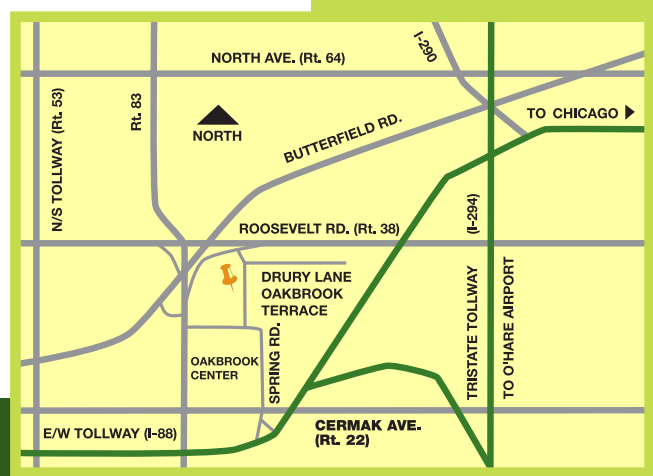
Regional meetings are **FREE** to all CDS members and their auxiliaries, as well as dental hygienist members of the Illinois State Dental Society.

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.



DENTAL DATELINE

Are Americans taking tooth whitening too far?

Jooth whitening is the most requested cosmetic dental procedure today; Americans spent \$1.4 billion on over-the-counter whitening products in 2006.

But dentists worry that people are taking it too far. Of 350 Chicago area dentists surveyed, 40 percent said they were concerned about patients' "too white" smiles.

While tooth whitening is generally safe, abuse of whitening products can cause serious and lasting damage to the enamel on your teeth and to your gums. Talk to your dentist before you try any product. And remember that teeth naturally come in many shades of white, ranging from a pale, pale yellow to a pale, pale gray. Just like the color of your hair and eyes, the color of your teeth works with your skin tone to give your smile personality.

Chicago area dentists listed these as the leading signs of overwhitening:

"Toilet Bowl Teeth." Teeth have unnaturally and uniformly white appearance, like a toilet bowl or Chicklets gum.

"Skim Milk Smile." Abuse of whitening products can damage tooth enamel, giving teeth a translucent blue or gray hue.

Teeth are never white enough.

Aspiring to have teeth as white as a model is not realistic—the photos you see in magazines and in movies are digitally enhanced or the models may be wearing veneers. Patients who request whitening products when their teeth are already white may have a problem.

Teeth are too sensitive. Tooth sensitivity is a common—and temporary—side effect of bleaching, but overusing whitening products can make teeth painfully sensitive to temperature and pressure.

Gums are inflamed. Whitening products should not come in contact with your gums. Misusing or overusing whitening products can cause painful inflammation.

Teeth periodically "glow in the dark." Dentists say that in a natural-looking smile, your teeth should not be whiter than the whites of your eyes.

Rough enamel. Overuse of whiteners can have a corrosive effect on tooth enamel, making teeth feel rough. Enamel (the hardest substance in the human body) protects the nerves and tooth structure from outside elements, like bacteria.

Spotty teeth. Ironically, abusing whitening products can cause discoloration. ■



While tooth whitening is generally safe, abuse of whitening products can cause serious and lasting damage to the enamel on your teeth and to your gums.

Talk to your dentist before you try any product.



Read Mary Byers' online column, The Front Desk, in the Members Only section of the CDS Web site—www.cds.org.

All systems go

One of the key differences between moderately successful and wildly successful dental practices is that the latter have systems in place to govern each aspect of the business.

In short, a system is “the way things are done.” Having strict systems in place in your practice will help insure that nothing falls through the cracks and will enable you and your staff to more easily make the myriad of decisions necessary on any given day rather than having to fly by the seat of your pants.

Setting up systems requires you to determine the following for each aspect of your practice.

- What needs to be done?
- How will it be done?
- When will it be done?
- Who's going to do it?

If you've been in practice for a while, it may be time to re-evaluate your current systems. Start by noticing what's not running smoothly in your practice. Then, identify the systems involved and adjust them accordingly.

By taking time to set up the necessary systems to support your practice, you provide staff members with the boundaries—and the authority—they need in order to be confident in their own decision making and competent in their daily work. Following is a sample of the systems you'll want to establish and the questions you need to ask in

order to do so successfully.

Accounts receivable. Is full payment expected at the time of service? If payment isn't expected at the time of service, when is it expected? How are receivables collected? When will they be considered past due in order for collection calls to begin? At what point will accounts be turned over to a collection agency, if at all?

Does your office submit insurance documents for

patients? What type of patient financing, if any, does your office provide?

Accounts payable. Is it your policy to pay outstanding balances when invoices are received? Or do you prefer to pay at the last possible moment?

Patient recall. Are reminder calls made? Is it better to have staff make calls, send postcards, or rely on new technology (such as e-mail) to remind patients about appointments? Do you keep a cancellation list in order to help fill last-minute holes in your schedule? If so, how does it work?

Patient referrals. When do you make a referral? To whom is the patient referred? How is the referral made? What type of follow up, if any, occurs after a referral? If you receive referrals, how do you acknowledge referring parties?

Staffing issues. Do you handle staff issues or have an office manager do so? Who handles discipline when and if it becomes necessary? What policies govern your staff (such as sick time, vacation days, non-paid days, etc.)?

Marketing. Do you engage in external marketing, focus on internal marketing, or a combination of both? How much do you spend on marketing each year, and what types of activities are acceptable to you?

Facilities/equipment management. Do you prefer to respond to facility and equipment needs as they arise? Or do you prefer to have a schedule for regular maintenance? How often is equipment upgraded? How often is the facility repainted and/or redecorated—as needed, or according to a preset schedule?

Other systems. What other systems are necessary in your practice? Think about what hasn't been covered above that you need to consider and add it to your list.

Though it's not necessary to develop or revise all of the above systems overnight, it is necessary to eventually have a smooth system in place for every activity you do repeatedly in your practice. Doing so will help streamline your operations, save time and increase efficiency and productivity—all things that will help increase your profit.

In addition, when “all systems are go,” it is easier for you to take time away from your practice for continuing education and vacation because the systems you've established enable your staff to keep the office running smoothly. ■

WHEN 'ALL SYSTEMS ARE GO,' IT IS EASIER FOR YOU TO LEAVE YOUR PRACTICE FOR CONTINUING EDUCATION AND VACATION PURPOSES BECAUSE THE SYSTEMS YOU'VE ESTABLISHED ENABLE YOUR STAFF TO KEEP THE OFFICE RUNNING SMOOTHLY, EVEN IN YOUR ABSENCE.



Is ‘branding’ a dirty word?

Are we non-cosmetic and painful dentists? I hope we are neither. Yearly, Fortune 500 companies spend billions of dollars branding their products and services. In our professional healthcare business, we use the same principles to help elevate our practice to the next level.

What is branding anyway? To different individuals, it is different things. To me, branding should reflect your identity, reputation and image, and the promises that your patients can believe in. It should illustrate who you are. A brand should always be first class. It must have character and credibility.

When you think of Disney, Victoria’s Secret, Apple or Gatorade, many images and emotions are elicited. This is branding at its finest. Branding works both cognitively and viscerally. It is a combination of what the mind thinks it knows and what the gut feels. For this to have a positive effect on your practice, the patient should be reached both intellectually and emotionally. This can be accomplished in a multitude of ways. It needs to be individualized to both the doctor and the practice. If branding is not done appropriately, the net results will be far more

deleterious than doing nothing at all.

Successful branding requires consistency, positioning, leadership and organization. If your message is inconsistent, confusion ensues. Your message needs to have a uniform look and quality. When you promise your patients something, you must attempt to deliver it every time. Mixed messages result in unhappy patients. Unhappy patients don’t refer or come back. A brand should not be ambiguous. If your messages and promises are not clear, your brand will hurt you. It should not be hokey, outdated, weak, boring or like everybody else’s. You don’t want to be identified as brand X.

Your branding position needs to be open and show

uniqueness. There is no shame in tooting your own horn in an ethical, non-offensive way. A good message not only promotes your business, but also tends to invigorate the staff. It is no accident that successful offices tend to have happy, productive, long-term employees. As a result, performances and care tend to be elevated.

The doctor should be the leader, architect and cheerleader for the brand. The staff needs to be on board, too. People tend to power brands. You are only as good as the weakest link of your practice or organization. Each element of planning and implementation should be a group effort. Messages, promises, scripts, office décor and appearances should all be incorporated with your brand. Employee unity strengthens a brand. While these aspects are internal, they are very evident to the patient. Consumers and patients tend to pay more money for brands and services in which they have confidence.

Awards and certificates earned by the doctors and staff should be showcased. You can create a “wall of fame” in the waiting room. Articles authored by the doctors or concerning the practice should be displayed. Patients tend to feel better when they have confidence in you. We are the experts and our patients should be convinced of it. They need to be educated. We have to create an environment and feeling that promotes goodwill.

In today’s marketplace, a personalized, interactive Web site is essential. Patients and consumers are utilizing the Internet more than ever. Like your brand, your Web site should be clear, current and clean. Domain names, linking with search engines and legal trademarking are a few of the considerations to be made.

Additional modalities can help define your brand. However, each by itself does not comprise a brand. Logos, taglines, mission statements, stationary, community activities, sponsorships and promotional products can help strengthen a brand. For me, Bob Chinn’s restaurant has hit the mark on promotional products. My plates and mugs continually remind me where “I got my crabs.”

So, let us fire up and get our branding irons HOT! ■

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

THERE IS NO SHAME IN TOOTING YOUR OWN HORN IN AN ETHICAL, NON-OFFENSIVE WAY. A GOOD MESSAGE NOT ONLY PROMOTES YOUR BUSINESS, BUT ALSO TENDS TO INVIGORATE THE STAFF.

ABSTRACTS

A SUMMARY OF CLINICAL ARTICLES FROM OTHER JOURNALS

STUDY COMPARES GLASS IONOMER CEMENTS

The purpose of this study, using evidence-based dentistry, was to compare the successes of glass ionomer cement (GIC), resin-modified GIC (RmGIC), composite resin (CR) and polyacid-modified composite resin (PAMCR) in primary molar proximal lesions.

The PICOT question was:

P: In primary molar proximal lesions,

I: does the use of one material (GIC, RmGIC, CR, or PAMCR)

C: compared with the remaining materials

O: result in higher success rates

T: when followed for at least one year?

Relevant articles (256) were identified from databases then sieved by titles, abstracts and full texts. Following exclusions, 36 clinical trials—including 25 randomized clinical trials—

remained. Extracted data were meta-analyzed.

Results: GIC restorations had a significantly ($P < .05$) lower likelihood of success than RmGIC and CR restorations.

Overall success rates were:

1) GIC (691 restorations) = 75 percent;

2) RmGIC (276 restorations) = 89 percent;

3) CR (620 restorations) = 83 percent;

4) PAMCR (596 restorations) = 87 percent.

Mean success rates did not differ significantly ($P > .05$):

1) GIC (six studies) = 65 ± 34 percent;

2) RmGIC (three studies) = 93 ± 7 percent;

3) CR (seven studies) =

85 ± 12 percent; and

4) PAMCR (eight studies) = 90 ± 10 percent.

Few articles were available to determine the best material. Recognizing material improvements since 1990, earlier data may not be comparable.

RmGIC had the highest success rates, but fewest studies and fewest restorations; only one product was assessable.

Prospective randomized clinical trials should be of at least a duration of five years to determine correctly the success rate of Class II restorations in primary molars.



SOURCE: Toh SL, Messer L. Evidence-based assessment of tooth-colored restorations in proximal lesions of primary molars. *Pediatr. Dent.* 2007; 29:8-15

RISK MANAGEMENT EXPERT SAYS BE PROACTIVE IF YOU SUSPECT YOUR PATIENT HAS ORAL CANCER

To help dentists avoid lawsuits for negligence, risk management expert Jaime Davenport recommends paying close attention to oral abnormalities and acting quickly on any suspicious areas. Even if a biopsy of excised tissue seems premature, he writes in the March issue of *Oracle*, the newsletter of the Napa-Solano Dental Society, it is good risk management to send it to a pathologist for evaluation.

When sending tissue out for evaluation, Davenport says, it is important to call the laboratory to ensure it received the sample. Also, note when you can expect results of the biopsy and follow up with the lab if you don't receive them when expected. Document all details of any subsequent phone calls or meetings with the patient concerning the biopsy. It is also important to seek out a second opinion when the biopsy results are inconclusive.

When dealing with possible oral cancer, it is always safer to be proactive rather than reactive.



STUDY CONFIRMS HEALTH BENEFITS OF WHOLE GRAINS

A diet high in whole grain foods is associated with a significantly lower risk of developing cardiovascular disease, including heart disease and stroke, according to an analysis conducted by researchers at the Wake Forest University School of Medicine.

“Consuming an average of 2.5 servings of whole grains each day is associated with a 21 percent lower risk of cardiovascular disease, compared to consuming only 0.2 servings,” said Philip Mellen, MD, lead author and an assistant professor of internal medicine. “These findings suggest that we should redouble our efforts to encourage patients to include more of these foods in their diets.”

These results were published online in *Nutrition, Metabolism and Cardiovascular Diseases*, and will appear in a future

print issue.

The findings are based on an analysis of seven studies involving more than 285,000 people. By combining the data from these studies, researchers were able to detect effects that may not have shown up in each individual study. The studies were conducted between 1966 and 2006.

Dr. Mellen said the findings are consistent with earlier research, but that despite abundant evidence about the health benefits of whole grains, intake remains low. A nutrition survey conducted between 1999 and 2000 found that only 8 percent of American adults consumed three or more servings of whole grain foods per day and that 42 percent of adults ate no whole grains on a given day.



“Many consumers and health professionals are unaware of the health benefits of whole grains,” said Dr. Mellen.

A grain is “whole” when the entire grain seed is retained: the bran, germ and the endosperm. The bran and germ components are rich in fiber, vitamins, minerals, antioxidants and healthy fats. These are the parts removed in the refining process, leaving behind the energy-dense but nutrient-poor endosperm portion of the grain. Examples of whole grain foods include wild rice, popcorn, oatmeal, brown rice, barley, wheat berries and flours such as whole wheat.

In addition to protecting against cardiovascular disease, which accounts for one-third of

deaths worldwide, there is evidence that whole grains also protect against diabetes and other chronic conditions.

“Years ago, scientists hypothesized that the higher rates of chronic diseases we have in the West, including heart disease, are due, in part, to a diet full of processed foods,” Dr. Mellen said. “Subsequent studies have borne that out—especially with whole grains. Greater whole grain intake is associated with less obesity, diabetes, high blood pressure and high cholesterol—major factors that increase the risk for heart disease and stroke.”

According to nutritionists, consumers should look for “100 percent whole grain” on food labels or look for specific types of whole grain flour as the main ingredient, such as “whole wheat.” ■

YOUR HEALTH

A SUMMARY OF NEW HEALTH-RELATED INFORMATION

Bug out!

There are more than 170 million insects for every person on earth—and sometimes it seems like they're all in your backyard. Feeling flea-bitten? You may never catch the culprit—but most likely, it was one of these summertime hazards.

MOSQUITOES

These little bloodsuckers love water and damp conditions. Only the female bites, injecting saliva under the skin. The red, itchy welts from mosquito bites result from an allergic reaction to the saliva.

Some people become immune after many lifetime bites, while other people become more allergic to mosquito bites over time.

Wearing long sleeves and pants and using insect repellent with DEET will protect you from most bites.

Taking an antihistamine like Claritin before going outside can decrease your reaction to bites.

Rarely, mosquitoes transmit West Nile virus, which causes flu-like symptoms and encephalitis (inflammation of the brain).

SOURCE: Chang L. Coping with bug bites. www.webmd.com

LYME DISEASE

Lyme disease (Lyme borreliosis) is a bacterial infection that is spread by ticks. If bitten by an infected tick, you may develop Lyme disease. Your risk of

developing Lyme disease increases if an infected tick stays attached to your skin for 36 to 48 hours.

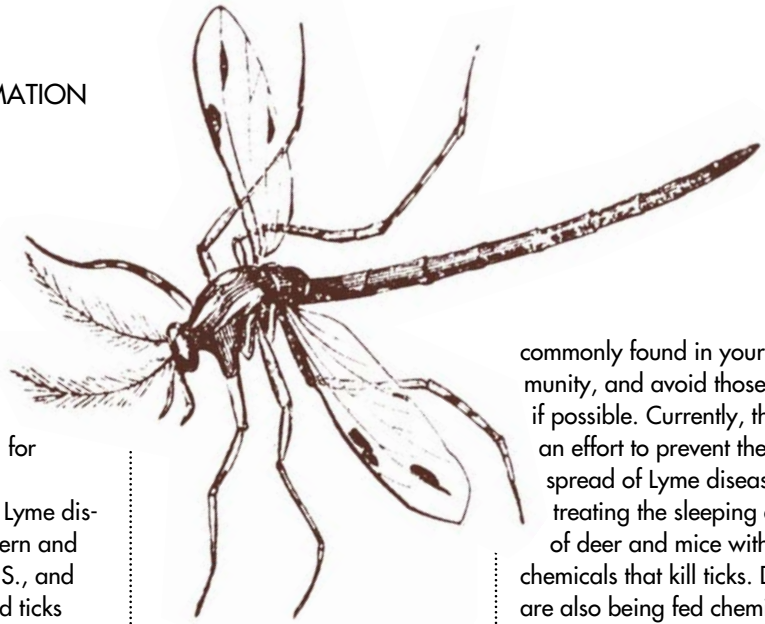
Deer ticks spread Lyme disease in the northeastern and upper midwestern U.S., and Western black-legged ticks spread Lyme disease along the Pacific coast—mostly northern California and Oregon.

Early symptoms include an expanding circular rash called erythema migrans and flu-like symptoms, such as body aches, fatigue and mild fever. In the United States, about 80 percent of people with Lyme disease develop a circular rash at the site of the tick bite. However, some people don't have any symptoms in the early stages of Lyme disease.

The incubation period—the time from when you are first infected until you develop symptoms—is usually between seven and 14 days, but symptoms can develop anywhere from three to 31 days after you are bitten.

If the early stage of Lyme disease goes unnoticed, later symptoms can include swelling and pain in joints (similar to arthritis); numbness and tingling in the hands, feet or back; persistent fatigue; poor memory and reduced ability to concentrate; and weakness or paralysis in the muscles of the face.

Treatment with antibiotics usually cures Lyme disease quickly and completely. How-



ever, if Lyme disease goes undetected or is not properly treated, problems involving the skin, joints, nervous system, and heart may develop weeks, months or even years later. These problems usually improve after antibiotic treatment, but in rare cases they may be permanent. Most people with Lyme disease who are diagnosed early and treated appropriately with antibiotics have no long-term disabilities resulting from the disease.

Misdiagnosis of Lyme disease is common. Symptoms of Lyme disease sometimes closely resemble those of other illnesses. The bacteria that cause the illness are difficult to detect with current lab tests. People often test positive for Lyme disease when in fact they have a different bacterial illness. Or, they may test positive because they were infected with the bacteria at some point during their lives, but the infection may not be active and may not cause any illness. Also, they may test negative when they actually have been infected.

Learn where ticks and deer that carry ticks are most

commonly found in your community, and avoid those areas if possible. Currently, there is an effort to prevent the spread of Lyme disease by treating the sleeping areas of deer and mice with chemicals that kill ticks. Deer are also being fed chemically treated food to decrease the number of ticks they carry; it appears these efforts are reducing the numbers of ticks on deer and mice.

Cover as much of your body as possible when working or playing in grassy and wooded areas. Wear a hat, a long-sleeved shirt and long pants with the cuffs tucked into your socks. Keep in mind that it is easier to spot ticks on light-colored clothes.

Use insect repellents, such as products containing DEET, which are effective against ticks and can be sprayed directly on your skin. Remember that higher concentrations of DEET are not recommended for infants and small children. Insect repellents containing permethrin, a strong chemical that kills ticks on contact, can be put on clothes, especially



pants, socks and shoes. However, avoid putting products containing permethrin directly on your skin.

Take steps to control ticks on your property if you live in an area where Lyme disease is prevalent. Clearing leaves, brush, tall grasses, woodpiles and stone fences from around your house and the edges of your yard or garden may help reduce the tick population and the rodent population that the ticks depend on. Remove plants that attract deer, and use barriers to keep deer—and the ticks they may carry—out of your yard. Treating yards with chemicals that kill ticks (*ascariacides*) is sometimes effective, but it also exposes you and your pets to chemicals that may not be safe. You may choose to treat your lawn for ticks with nonchemical or environmentally safe methods instead.

SOURCES: Oloski KA, et al. (2000). Surveillance for Lyme Disease: United States, 1992–1998. *MMWR*, 49(SS-3): 1–11 and Centers for Disease Control and Prevention (CDC) (2004). Lyme disease. Disease Information: Division of Vector-Borne Infectious Diseases. Available online: www.cdc.gov/ncidod/dvbid/lyme/index.htm.

STINGS AND BITES

Insect and spider bites often cause minor swelling, redness, pain and itching. These mild reactions are common and may last from a few hours to a few days. Home treatment is often all that is needed to relieve the symptoms of a mild reaction to common stinging or biting insects and spiders.

Some people have more severe reactions to bites or stings. Babies and children may be more affected by bites or stings than adults.

A list of possible reactions that are more serious includes a severe allergic reaction (anaphylaxis). This is not common, but it can be life-threatening and it requires emergency care. Signs or symptoms may include shock, which occurs when the circulatory system cannot get enough blood to the vital organs; coughing, wheezing, difficulty breathing or a feeling of fullness in the mouth or throat; swelling of the lips, tongue, ears, eyelids, palms of the hands, soles of the feet and mucous membranes (angioedema); lightheadedness and confusion; nausea, diarrhea and stomach cramps; or hives and reddening of the skin. These symptoms often occur with other symptoms of a severe reaction.

Spiders or insects that may cause this include black widow spiders; brown recluse spiders; hobo spiders; scorpions; puss caterpillars (woolly slugs). This could also be a toxic reaction to multiple stings or bites from a bee, wasp or fire ant.

A bee leaves its stinger behind and then dies after stinging. Africanized honeybees, the so-called killer bees, are more aggressive than common honeybees and often attack together in great numbers.

Wasps, including hornets and yellow jackets, can sting over and over. Yellow jackets cause the greatest number of allergic reactions.

A fire ant attaches to a person by biting with its jaws, then pivoting its head while it stings from its abdomen in a circular pattern at multiple sites. Possible effects of this kind of attack include a large skin reaction or a skin infection at the site of contact. Victims may also get serum sickness, a reaction to the medications (antiserum)

used to treat a bite or sting. Serum sickness may cause hives and flu-like symptoms seven to 14 days after the use of antiserum.

POISON OAK

Poison ivy, poison oak and poison sumac are plants that can cause a skin rash called allergic contact dermatitis upon contact. The red, uncomfortable and itchy rash often shows up in lines or streaks and is marked by fluid-filled bumps (blisters) or large raised areas (hives). It is the most common skin problem caused by contact with plants (plant dermatitis). The usual symptoms of the rash are:

Itchy skin where you came in contact with the plant.

Red streaks or lines where the plant brushed against the skin, or general redness.

Small bumps or larger raised areas (hives).

Blisters filled with fluid that sometimes leaks out.

The rash usually appears eight to 48 hours after your contact with the offending plant. The rash will continue to develop in new areas over several days but only on the parts of your skin that had contact with the urushiol—the plant oil—or those parts where the urushiol was spread by touching.

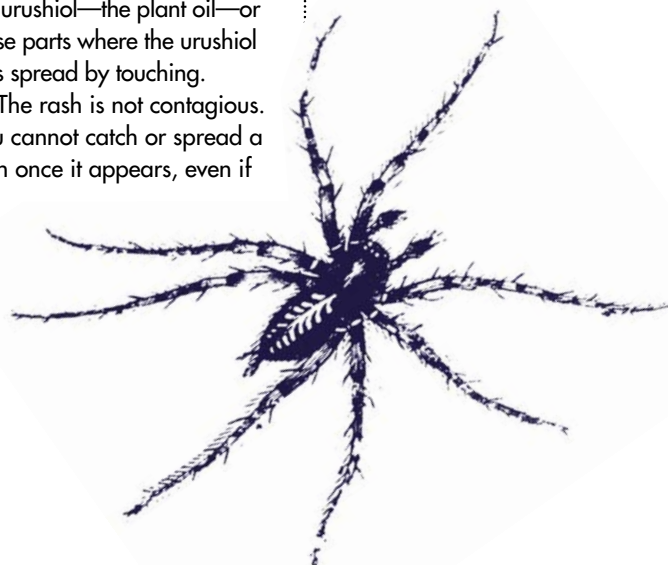
The rash is not contagious. You cannot catch or spread a rash once it appears, even if

you touch it or the blister fluid.

Most poison ivy, oak and sumac rashes can be treated successfully at home. Initial treatment consists of washing the area with water immediately after contact with the plants. To relieve symptoms, use wet compresses and take cool baths. Nonprescription antihistamines and calamine lotion also may help relieve symptoms. Moderate or severe cases of the rash may require treatment by a health professional, who may prescribe corticosteroid pills, creams or ointments.

The best way to prevent the rash is to learn to identify and avoid the plants. When contact with the plants is unavoidable, heavy clothing (long pants, a long-sleeved shirt and vinyl gloves) and barrier creams or lotions may provide some protection. ■

SOURCE: Medical Reference from Healthwise, www.webmd.com.



LOOKING BACK

THE PATH TO THE FUTURE BEGINS IN THE PAST

Jane Austen goes to the dentist

Elizabeth Giangregio



Eighteenth century dentistry was no picnic, as evidenced by two letters author Jane Austen wrote describing the visit of her three nieces to a London dentist only identified as “Mr. Spence.”

According to Jane’s account, her niece Lizzy was taken to task about the state of her teeth, which were cleaned and filled. However, it seems that Marianne suffered the most as she had two teeth extracted “to make room for others to grow.” Niece Fanny had the prettiest teeth, although she did need a gold filling.

By the 17th century, dentistry and surgery passed into the hands of barbers, and dentistry gradually became a specialty with a literature of its own. The French led the way toward modern dentistry, but the English weren’t far behind. The first English text in dentistry was published in 1685 and by the middle of the 18th century, the term “dentist” replaced that of “operator for teeth.”

George III had his own dentist. And in England and France, women practiced dentistry, sometimes combining it with other skills. For example, those who made fitted artificial teeth might also make snuff-boxes. American colonist Paul Revere was a silversmith who also practiced dentistry.

John Hunter published *A Natural History of the Human Teeth* in 1771, four years before Jane Austen was born. By the end of the century, lectures in dentistry were given in hospitals.

Extraction was always the worst. Poor Marianne was

reported to have screamed while Mr. Spence extracted two of her teeth without the benefit of general anesthesia, which didn’t exist until the 1840s.

What’s interesting about Austen’s letter is that she mentions tooth cleaning, which many people associate with the 19th and 20th centuries.

In a letter to his son, Lord Chesterfield urges him to wash his teeth first thing every morning with a soft sponge and warm water for four or five minutes. He does not recommend the use of any hard substance, such as sticks or even a dentifrice, because they damage the gums and destroy the “varnish of the teeth.”

Seventeenth century dentifrices made extravagant claims as to brilliance and whiteness. But they also contained substances that destroyed the enamel. French

THE MOST COMMON TOOTHBRUSH WAS THE END OF A WOODEN STICK, BUT THIS OFTEN SHED SPLINTERS WHEN TEETH WERE SCOURED. THE WEALTHY HAD DELICATE LITTLE GOLD-HANDLED TOOTHBRUSHES, SOMETIMES WITH REPLACEABLE HEADS.

dentists recommended one's own urine for cleaning the teeth. Others recommended a touch of gunpowder every now and then, and Horace Walpole put his faith in a lump of alum dissolved in the mouth as a sure expedient to keep teeth strong—as indeed his were.

The most common toothbrush was the end of a wooden stick, but this often shed splinters when teeth were scoured. The wealthy had delicate little gold-handled toothbrushes, sometimes with replaceable heads. The nearest thing to dental floss in the 18th century was toothpicks made of quills.

Before filling Lizzy's teeth, Mr. Spence probably used scalpels and files to scrape the caries away. Any exposed nerves were cauterized with a red-hot wire before the filling was inserted. Mr. Spence probably used gold to fill the teeth. Gold was the most expensive filling and so we can perhaps assume that this was the preferred filling material for teeth when the patient could afford it. It was certainly superior to other filling materials used then, such as lead, pitch and beeswax.

There was also a type of porcelain filling used, which

appeared quite effective but was so acidic that it killed the nerve of the tooth on impact; the wearer eventually ended up with a lovely white filling embedded in a black tooth. ■

SEND US YOUR COMMENTS OR SUGGESTIONS

E-mail: review@cds.org

Dr. Lamacki: wlamacki@aol.com

Fax: (312)836-7337

Write: Chicago Dental Society
CDS Review

401 N. Michigan Ave., Suite 200
Chicago, IL 60611

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*.



MEETING PLACE

A GUIDE TO DENTAL MEETINGS AND CE COURSES

UPCOMING MEETINGS & EVENTS

AUGUST

29: UIC College of Dentistry
Annual Golf Outing co-hosted by the UIC Dental Alumni Association. Oak Meadows Golf and Banquet Club, 900 N. Wood Dale Rd., Addison. Tee times start at 8:30 a.m. Fee: \$95 (includes golf, cart and lunch buffet); buffet only: \$35. For information, call Ana Lisa Ogbac, (312)996-0485 or e-mail aogbac1@uic.edu.

SEPTEMBER

5: Illinois Academy of General Dentistry—Chicago Component
Ales Obrez, DMD, PhD: Occlusal Concepts: From Past to Present. 8 a.m. to 4 p.m. Oakbrook Hills Marriott Resort, 3500 Midwest Rd., Oak Brook. For information, contact Cheryl Mora at (847)367-7222 or e-mail dr.cherylmora@agd.org.

OCTOBER

13: Dental Arts Club of Chicago
Centennial Gala Celebration and Installation of Officers. 5:30 p.m. to midnight, Ritz-Carlton Chicago, 160 E. Pearson St., Chicago. A discounted block of hotel rooms and suites is available on a first-come, first-served basis to those who reserve advance. For information, contact Martin Piekos, (847)823-6100.

REGIONAL MEETINGS

SEPTEMBER 12

Edward Kisling, DDS: Credit and Collection for the Dental Office

CDS Regional Meetings are 9 a.m.-2:30 p.m. at Drury Lane, 100 Drury Lane, 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

Greater Evanston Dentists Association

Meets first Monday of every month, noon-1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. Contact Roger Nouneh, (847)475-7754.

TUESDAYS

Central Lake County Dental Study Club

Meets third Tuesday of every month at noon, January-November, Grandma V's Pancakes, 10 E. Maple Ave., Mundelein. Contact Paul Showers, (847)816-3636.

FRIDAYS

Uptown Dental Forum

Weekly lunch/lectures, Sauganash Restaurant, 4732 W. Peterson Ave., Chicago; 12:30-2 p.m. AGD sponsorship approved. Contact Marshall Dolnick, (773)588-3880.

Waukegan Dental Study Group

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



TELL US ABOUT YOUR MEETING?

Fax your information to (312)836-7337 or e-mail review@cds.org.

Be sure to 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.

The *CDS Review* publishes meeting listings for free as space permits.

Only meetings open to all CDS members may be listed. Be sure to send your information to the Chicago Dental Society at least 60 days prior to your meeting.

VOLUNTEERS WANTED: MWM Room & Presiding Chairs

In order to maintain the level of excellence for which the Midwinter Meeting has become known, we ask every regular and associate CDS member to please consider volunteering his or her time as a Room Chair or Presiding Chair.

PRESIDING CHAIRS: The primary responsibility of our Presiding Chairs is to introduce the course speakers. Presiding Chairs greet our speakers in our registration office, escort them to breakfast and then to the rooms where they will lecture. They then escort the speakers to lunch and back for their afternoon programs.

ROOM CHAIRS: The primary responsibility of our Room Chairs is to verify tickets, distribute course handouts and help with crowd control.

THE ASSIGNMENTS ARE NOT DIFFICULT. CDS will provide volunteers with all of the information and support needed to fulfill their missions. In addition to complimentary amenities, Presiding or Room Chair volunteers get a unique opportunity to develop up-close and personal relationships with some of the country's most outstanding clinicians.

VOLUNTEER TODAY!

The CDS Midwinter Meeting is widely regarded as one of the best dental meetings in the country, earning a reputation as the respected leader in scientific dental meetings. Our meeting has gained this reputation through the dedication and hard work of our members who volunteer their time and energy.

TO PARTICIPATE, PLEASE VISIT WWW.CDS.ORG/MWM.

the
143RD
CHICAGO DENTAL SOCIETY
MIDWINTER MEETING

The respected leader in scientific dental meetings

SCIENTIFIC PROGRAM: FEBRUARY 21 - 24, 2008
EXHIBIT DATES: FEBRUARY 22 - 24, 2008

www.cds.org

NEWSWORTHY

LOCAL AND NATIONAL NEWS ABOUT DENTISTRY

UIC NAMES DR. GRUBB TO HEAD ORTHO CLINIC

John Grubb, DDS, was named Clinical Professor and Managing Partner of the Orthodontic Clinic at the University of Illinois at Chicago College of Dentistry.

It's doubtful that any faculty member has a longer commute than Dr. Grubb, who lives in Chula Vista, CA, near San Diego.

"I manage a four-day work week at the college and get home during the rest of the week and during vacation and personal time," he explained. "I probably come further than anyone else here to go to work."

Dr. Grubb also is part of a team that is building the virtual simulation laboratory for orthodontics and orthognathic surgery. "The ortho department is working together with craniofacial surgery and oral and maxillofacial surgery to build it," he said.

Dr. Grubb also is coordinating clinical treatment objectives at the college to match those of the American Board of Orthodontics (ABO) "so that our residents can fulfill their requirements for board certification upon graduation and pass the written and clinical parts of the American Board of Orthodontics examination," he said. Dr. Grubb currently is Secretary-Treasurer of the ABO and will be the organization's President-elect next year.

Send newsworthy info for consideration to review@cds.org

ILLINOIS SOCIETY OF ORTHODONTISTS SPONSORS A CHAIR AT UNIVERSITY OF ILLINOIS



At its April 16 meeting, the Illinois Society of Orthodontists (ISO) presented the University of Illinois at Chicago College of Dentistry (UIC) with a \$25,000 donation to help fund a chair in the orthodontic department as part of the "Quest to Be the Best" program. Pictured L-R: Mark Valentino, assistant dean, UIC; Carla Evans, chair of the Graduate Orthodontics Department, UIC; outgoing ISO President Ara Goshgarian; and newly installed ISO President Cecile Yoon-Tarlie.

ISO INSTALLS NEW OFFICERS

On April 16, the Illinois Society of Orthodontists installed its slate of officers for 2007-08. The new officers are: Cecile Yoon-Tarlie, president; Jerome A. Jarosz, president-elect; D. Spencer Pope, vice president; Ronald S. Jacobson, secretary/treasurer.

DR. KECK CELEBRATES 100TH BIRTHDAY AT GREATER NEW YORK DENTAL MEETING



Alfred Keck, DDS, was honored May 6 at a special luncheon marking his 100th birthday hosted by The Greater New York Dental Meeting (GNYDM). The joyous event commemorated Dr. Keck's influence and sustained involvement in the meeting.

Dr. Keck was general chair of the GNYDM in 1980 and 1981. He served as president of the First District Dental Society (the New York County Dental Society) in 1970. Attending this very special event for a very special person were past GNYDM general chairs and current members of the organizational committee.

Many of those attending the birthday celebration spoke of Dr. Keck's many contributions to organized dentistry and particularly to the GNYDM. Dr. Keck expressed his thanks and gratitude to the GNYDM "family."

Dr. Keck is an honorary CDS member.

ODONTOGRAPHIC SOCIETY HONORS STUDENTS

Senior dental students Jennifer Lee, from the University of Illinois at Chicago College of Dentistry (UIC), and Dennis Wagner, from the Southern Illinois University School of Dental Medicine (SIU), were presented with the Odontographic Society of Chicago's annual Walter Dundon Memorial Award. The society's president, Thomas Schneider, presented the awards at the organization's April meeting at the Chicago Athletic Club.

The award is presented to a senior dental student from each of the two dental schools in Illinois who demonstrates unusual leadership and outstanding clinical ability during his or her four years of preparation.

At the meeting, the society's research and educational foundation awards chair, Hannelore Loevy, also presented monetary awards to the following undergraduates for their research activities: Cameron Walker, UIC, for "Extra Cellular Matrix Gene Expression in a Mouse Model of Traumatic Occlusion," and Courtney Schiefelbein, SIU, for "A Novel Analgesic for Reducing the Excitability of Sensory Neurons During Pulpitis"

CAUTION: IMPLANTS TRIGGER METAL DETECTORS

Researchers from the orthopaedic surgery department at Beth Israel Deaconess Medical Center (Harvard Medical School) in Boston report that half of all orthopaedic implants may be detected by metal detectors.

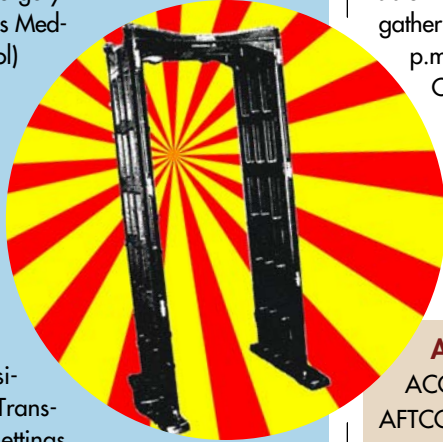
During the month-long study, 129 volunteers with a total of 149 implants walked through an M-Scope three-zone metal detector like those used at commercial airports. It was programmed at both low and high levels, with sensitivities equivalent to United States Transportation Security Administration settings.

Fifty-seven of the 149 implants were detected at the low sensitivity setting, and 77 were detected at the high sensitivity level. The type of implant, material composition and the location of the implant in the body were all independent predictors of detection.

Ninety percent of total knee replacements and all total hip replacements were detected, whether they were unilateral or bilateral. Plates, screws, intramedullary nails and wires were rarely detected. Cobalt-chromium and titanium implants were much more likely to be detected than stainless-steel implants. Lower-extremity implants were detected 10 times more often than upper-extremity and 11 times more than spine implants. Upper-extremity prostheses, such as total shoulder replacements, total wrist replacements and radial head replacements, were not detected.

It is recommended (but not required) that you advise security officers if you have an implanted medical device or a metal implant and where that implant is located. The security officer will offer you a private screening once it becomes known that you have a metal implant or implanted medical device.

If your physician has indicated that you should not go through the metal detector or be hand-wanded because it could affect the functionality or the magnetic calibration of your device, or if you are concerned, ask the security officer for a pat-down inspection instead.



DENTAL ARTS CLUB TO TURN 100 IN OCTOBER

The Dental Arts Club of Chicago, the organization representing dentists of Polish heritage, will mark its centennial this year with a special gathering Oct. 13. The centennial celebration will be held from 5:30 p.m. to midnight along with the installation of officers, at the Ritz-Carlton Chicago, 160 E. Pearson St., Chicago. A limited number of rooms are available at ADA discount rates on a first-come, first-served basis.

In May, the CDS Board of Directors voted to support in part a cocktail and appetizer reception to be held Oct. 13 during the centennial celebration. ■

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CDS REVIEW SALES OFFICE:

Dean Mather

M.J. Mrvica Associates • 2 W. Taunton Ave., Berlin, NJ 08009

Phone: (856)768-9360 • Fax: (856)753-0064

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.

ILLINOIS DEPARTMENT OF FINANCIAL AND PROFESSIONAL REGULATION

Update your 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

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 2007 issue mailed January 15, 2007.

September/October	August 15, 2007
November	September 17, 2007
December	October 31, 2007
January/February	December 14, 2007
March/April	January 15, 2008
May/June	April 15, 2008
July/August	June 16, 2008

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

FOR RENT

OAK BROOK AREA: Excellent location for dentist or dental specialist. Modern building with atrium, 1,100 and 2,000 square feet available. Landlord will assist in build-out and remodeling cost. Call (630)279-5577 or visit www.britanyoffices.com.

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.

RENT/LEASE MULTI-SPECIALITY MEDICAL center. For specialist, excellent visibility. South suburb, Orland Park, Tinley Park area. Competitive price. Unlimited parking. Flexible lease terms. Large reception area. Landlord will assist in remodeling cost. Only two offices left: 1,125 and 1,500 square feet or both. Call now: (312)399-8877.

VACANT DENTAL OFFICE SPACE: Now available. Burr Ridge, on County Line Road near I-55 and I-294. Four plumbed operatories, three are fully equipped. Ready to move right in. Call (630)850-7799.

GLEN ELLYN DENTAL OFFICE FOR RENT: downtown, ground floor location. Seven operatories; can divide. Plumbing and electrical completed, wired for digital x-rays. Call for details (630)469-2626.

FAST-GROWING GRAYSLAKE two-operatory practice for rent. Fully equipped. Turn-key opportunity. Visit www.ajmproperties.com/dental or call (847)274-0857.

490 LEE STREET, DES PLAINES for lease: 725-1,450-square-foot dental/medical lab suites. Fully plumbed. \$14.91/square foot, modified gross. Downtown. Hallmark and Johnson, (847)933-9000, Lon Nianick, ext. 210.

OFFICE SPACE FOR RENT: corner store front, 1,500-square-foot space for rent in Lombard. Ideal for dental specialists. Flexible terms. Partially built-out for dental. Please call (630)935-0268.

FOR LEASE OR LEASE W/OPTION

DARIEN, IL, HOME ORTHODONTICS OFFICE 1,700-square-foot office on 1.37 acres. With or without equipment. Available immediately.
Roger Blomgren
Coldwell Banker Commercial Midwest Realty
Toll free: (888)898-CBMW

ARLINGTON HEIGHTS/BUFFALO GROVE area: Located on Dundee Road, this 4-year-old, two-story building has both storefront and second floor office spaces, 1,566 and 1,247 square feet currently available. Flexible lease terms. Call Diane, (847)542-4200.

WINNETKA DENTAL OFFICE SPACE for lease: 2,300 square feet. New first floor space in Hubbard Woods on Green Bay Road. Private entrance. Space can be built to suit your needs. Call Ed Schwartz, (312)994-5779, Bradford Allen Realty Services.

DENTAL OFFICE FOR LEASE: Buffalo Grove/Long Grove area. Excellent visibility. Up to five operatories, fully plumbed; two lab areas; private office; large reception area. Flexible lease terms. Available immediately. Call Kelly at (847)913-1400.

PALOS HEIGHTS: Rent/Share 3,500-square-foot dental office with seven fully equipped operatories, free-standing building on Harlem Ave. Excellent for specialists. Call (630)207-8673.

DENTAL OFFICE FOR LEASE: Excellent opportunity in a recently remodeled office on northwest side of Chicago. Office fully plumbed with three operatories, lab, private office and staff lounge. Available Aug. 1. Call (773)286-9700.

SPACE SHARING

SPACE SHARING, OLD ORLAND PARK: Small, three operatories. Ideal location for a satellite office. Wednesdays, Thursdays, Fridays, Saturdays available. Best suited for a small practice or endodontist. Call doctor at (708)364-7780.

FAR NORTH SUBURB: Vernon Hills office with top quality equipment and digital X-rays for space sharing for three days. Ideal for dentist with own patients. (773)744-3231 or flick-adental@comcast.net.

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

DES PLAINES: New beautiful office, space to rent or to share with future buy out. (773)368-6242 or sdgacd@botmail.com.

SPACE SHARING: Space sharing available Northwest Side. Perfect for young practitioner. Call (773)283-6151.

SPACE SHARING: I am seeking a general dentist or specialist with established or developing patient base for my Wilmette office. Equipment includes Panorex, auto developer, spacious lab and sterilization area. A great opportunity to cut your overhead. Call (847)256-0019

SPACE SHARE—LOOP: Pleasant, modern office in Pittsfield building, with room to share with the right person. If desired (and qualified), dentist could do RCT and extraction overflow from dentist. Call (312)332-0416.

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.

GPR-TRAINED NAVY DENTIST with three years experience is looking for position in family practice PT (nights/weekends). Call (815)451-6275 or e-mail peteronbk@yaboo.com.

ST. CHARLES OFFICE seeks associate interested in long-term commitment with possible buy in/buy out. Required: 2+ years experience or GPR. Must be great with adults and kids, outgoing and compassionate. Must be willing to build relationships in the practice and possess exceptional clinical skills. Fax letter of interest to (630)762-9966.

GENERAL DENTIST: Polish-speaking dentist looking for PT associate position in the north and northwest suburbs. Please call (773)580-8075.

OS, PERIO, IV SEDATION, ADVANCED cosmetic and rehab: Dentist looking for offices that want to keep above procedures in house. Ideal is long-term, stable, part-time position but available by request. Implants and grafting are included. (630)212-7187.

OPPORTUNITIES

GENERAL DENTIST: FULL- OR PART-TIME. Several of our associates have become partners. Come and talk to them. Very high income potential. Specialists on staff. Currently four locations and growing. 95% fee-for-service. No Public Aid. Family Dental Care, www.familydentalcare.com. Call (773)978-1231 or (773)575-7660 (ask for Harry), or e-mail fdc92@botmail.com.

ASSOCIATE NEEDED: established group practice on North Side of Chicago seeks a part-time associate. Please fax your resume to (773)583-8986.

GROWING GROUP PRACTICE in southwest suburbs seeks an associate. Partnership opportunity in six months for the right individual. Fax (815)439-1837.

DENTIST NEEDED: FT/PT associate for offices in Chicago 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 duolle@gmail.com.

ASSOCIATE WANTED General dentist is needed for a practice in Chicago. Please call (773)227-0621.

OPPORTUNITY TO JOIN multi-office group practice in Chicago. Must be enthusiastic, personable individual with good people skills. Great for someone who enjoys working with young people. Full- or part-time. Fax resume to (773)235-1249.

FAR NORTHWEST SIDE family practice needs experienced associate 2-3 days/week. Potential future for right candidate. Fabulous opportunity. Call (773)736-5151; fax (773)594-9997.

ASSOCIATES WANTED

General Dentist and Orthodontist

Multi-Specialty office seeking associates for our state-of-the-art office in the Frankfort/Mokena area. This is an excellent opportunity to succeed in a fast paced, growing practice. Must be a team player!

Fax your resume to (708)895-0757 or e-mail appledentistry@doctor.com

ORTHODONTIST WANTED

FOR IMMEDIATE HIRE

Well-established, busy Chicago office with very large family-oriented dental patient base is looking for an orthodontist, possibly one day per week or a few per month. Digital Pan, in the process of going paperless.

Great opportunity for experience for new graduates. Bilingual is plus (Spanish).

Fax resume to (773)521-1147 or e-mail info@perlidental26.com.

ASSOCIATES WANTED

Oral Surgeon and Pediatric Dentist

Thriving, well-established, prestigious, FFS group practice in the fastest growing suburb of NW Indiana is looking for a P/T Oral Surgeon and a Pediatric Dentist. Practice is equipped for sedation. Excellent opportunity for the right individual. Must have an Indiana dental license. Located 30 minutes from downtown Chicago. Check us out at www.dyerfamilydentistry.com.

E-mail resume to dratcha@sbcglobal.net, or fax (219)322-9986.

ELEGANT NAPERVILLE PRACTICE

Is seeking a part-time:

- General Dentist
- Oral Surgeon 2 days/month
- PT Dental Hygienist

Please call (773)-742-2110.

ASSOCIATE POSITION

GENERAL DENTIST

A well established dental practice seeks a motivated and enthusiastic practitioner to work FT/PT. New graduates are welcome. PLEASE CALL (630)400-5752.

GENERAL DENTIST—UNLIMITED opportunities: Our team is looking to work with a doctor committed to providing optimal care and enjoying the rewards dentistry has to offer. We have two separate practices—Rochelle and Freeport. Please call Andrew at (715)926-5050 or e-mail at alockie@midwest-dental.com.

ORTHODONTIC GROUP located in Wicker Park has an opportunity for a part-time associate. Practice is expanding into new state-of-the-art facility. For Information, please call Dr. Ted Moss, (815)378-9896.

PART-TIME DENTIST NEEDED for office in Des Plaines. Friendly, responsible, experienced. One to two-and-a-half days per week. Fax resume to (847)824-8653.

ASSOCIATE DENTIST: Established group practice is looking for a caring, energetic dentist for our Bloomingdale office. Our well trained and experienced staff has the practice administration and clinical skills to compliment your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration for over 30 years. This is an outstanding opportunity for an enthusiastic and motivated dentist. Fax resume/CV to (630)539-1681.

ASSOCIATE NEEDED: established group practice on North Side of Chicago seeks a part-time associate. Please fax your resume to (773)583-8986.

MODERN NEAR NORTHWEST suburban office is looking for a general dentist to replace a retiring doctor with a large patient base. Are you a team-oriented, friendly provider who is highly skilled but is always wanting to learn more? Would you like to be mentored and be a mentor? If you believe you would be a valuable asset for an office that is very good but striving for excellence, e-mail your resume and comments to agdmember@sbcglobal.net.

ORTHODONTIST REQUIRED: Highly motivated entrepreneur office seeks like-minded orthodontist in a growing, state-of-the-art, comprehensive practice! Fax resume to (773)774-3973.

GENERAL DENTIST: The Dental Implant Center of the North Shore is seeking an associate to join our group. GP must have some existing practice base. Full-time or part-time. No administrative responsibility is required. Association is ideal for GP actively practicing and seeking greater freedom and time off. Office is well appointed and equipped with the latest technology. Phone (847)498-9767.

EXCELLENT OPPORTUNITY to build or start your general dental practice in our beautiful, modern, high-tech, downtown Evanston office. Evanston is growing! Come grow with us. Definite partnership potential for the right person! E-mail cover letter and resume to busydds@hotmail.com.

EXCELLENT OPPORTUNITY FOR A GENERAL dentist. Long-established, quality-oriented, family practice sharing ownership of a prime location—free-standing professional building in a charming high growth, southwest suburban community looking for the right person to enter practice as an associate leading to partnership and/or ownership. Please reply by calling (815)469-1192 evenings.

OPPORTUNITY FOR PERIODONTIST. Dentist, 25+ years experience, is expanding practice. Emphasis on implants. Practice is located in southwest suburb with easy access off I-294. New graduates welcome to apply. Please send inquiries to dlappell@comcast.net or call (708)598-4055.

GENERAL DENTIST WANTED: Established practice in south central Wisconsin needs experienced general dentist. Send: RLJ Dental, 5509 Brookview Dr., Appleton, WI, 54913.

PROFESSIONAL OPPORTUNITIES, ILLINOIS: Excellent opportunity for associate position for orthodontist with opportunity to buy two-office practice grossing \$1 million+ per year. Call (217)235-2076

GRAYSLAKE: DENTIST NEEDED. Must be comfortable with molar endo. Fax resume to (847)543-4264.

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 dbammert@dcpartners.com, or fax resume to (440)684-6942.

ESTABLISHED GROUP PRACTICE in southwest suburb of Chicago seeks part-time oral surgeon. Multi-speciality office offers excellent opportunity for the right individual. Reply with resume to Box C0507-M3, *CDS Review*.

ASSOCIATE DENTIST, PART-TIME: three locations, new graduates welcome. Please contact Mr. Youbert, (312)671-3375.

ASSOCIATE WANTED: south suburban solo, general practice seeks part-time associate leading to buy-out option. Great opportunity. For info call (708)798-8787.

ORTHODONTIST WANTED: Established group practice in southwest suburb of Chicago seeks part-time orthodontist. Multi-speciality office offers excellent opportunity for the right individual. Please send resume to Box C0507-M1, *CDS Review*.

PART-TIME DENTIST NEEDED for office in Des Plaines. Friendly, responsible, experienced. One to two-and-a-half days per week. Fax resume to (847)824-8653.

EXPERIENCED GENERAL DENTIST NEEDED for practice on North side of Chicago, FT/PT. Bilingual (Spanish). Fax resume to (847) 972-1564.

ASSOCIATE DENTIST WANTED: Friendly associate dentist, full/part-time for busy downtown practice to develop practice with provided patients. Partner possibilities for the right person. Call Cathy at (312)726-1899.

NEED EXPERIENCED DENTIST in Brookfield: Newly renovated established practice in Brookfield is looking to expand with another general dentist. Limited PPO, no HMO, strong team and great location. 3-4 days a week. (312)274-3322, freedman@manushealth.com.

GENERAL DENTIST: Two practice opportunities in Rockford area. Dedicated staff, run your own FFS office with the proven team at Midwest Dental. Phenomenal opportunities. Call Andrew at (715)926-5050 or alockie@midwest-dental.com.

SPECIAL NEEDS DENTIST Milestone Dental Clinic, Rockford, IL, seeks a dentist to help treat our growing practice of special needs patients. We are seeking general dentists with special patient care training as well as pediatric dentists. Full-time Milestone employees receive a comprehensive benefits package, generous vacation and personal time, liability insurance coverage, health insurance benefits, retirement, and our dentists qualify for HRSA tax-free student loan repayment of \$50,000 for two-year service. We will consider part-time dentists for this position as well. Please contact Kathy Olson, Clinic Administrator, (815)484-8678 or (815)985-7392, or fax your resume to (815)484-8680.

ONCE IN A LIFETIME OPPORTUNITY: North Shore cosmetic boutique practice (owned by accredited American Academy of Cosmetic Dentistry member) seeks dentist with minimum five years experience and a strong history of post-graduate cosmetic, restorative and practice management courses. Start as a full-time associate and buy in within five years. Candidates must have deep passion for dentistry and continuing education. Excellent verbal and people skills are a must. This is a state-of-the-art cosmetic facility with all of today's bells and whistles. E-mail resume and CV to makeoverdoc@sbcglobal.net. Include a note explaining why you should be considered for this position.

PERIODONTIST, PART-TIME: Downtown historic Geneva, IL, general dental practice seeking periodontist to add to our growing practice to support three dentists, three hygienists. E-mail CV to genevadentalcare@yahoo.com or fax (630)232-0051.

GENERAL DENTIST NEEDED: General dentist needed FT/ PT for practice on Chicago's north side. Please e-mail your resume to gammadental@yahoo.com.

ASSOCIATE WANTED: Established dental practice is expanding to a second location in the southwest suburbs of Chicago. Seeking a part- to full-time, motivated, caring dentist for our dual, state-of-the-art locations. Excellent opportunity for the right individual. Recent graduates welcome to apply. Call (708)799-7724 or FAX resume to (708)799-7748.

MOBILE DENTISTRY: Part-time or full-time to join expanding dental group practice. Excellent salary: \$130,000 (FT)/\$500 (PT) plus, benefits, no expenses, excellent hours. Providing mobile dental care to nursing homes in Illinois (Chicago metro): (888)889-6977.

PERIODONTIST WANTED to join our growing Schaumburg multi-specialty group practice PT. No HMOs, one PPO. Proficiency in implant dentistry desired. Call (847)756-0439 or write to brusbnfloss2@sbcglobal.net.

ORTHODONTIC GROUP located in Wicker Park has an opportunity for full- or part-time associate. Practice is expanding into new state-of-the-art facility. For Information, please call Dr. Ted Moss, (815)378-9896.

GENERAL DENTIST WANTED: Seeking full-time/part-time associate for established dental office in Aurora. Excellent opportunity to grow and expand in all phases of dentistry. New graduates are welcome. Please fax resume to (630)892-9902 or e-mail ngdentalctr@yahoo.com.

GENERAL DENTIST NEEDED part-time, three or four days. Public Aid ID# helpful. Root canal and denture experience required. Call after 12 p.m. (773)745-7188. Ask for Grace.

GENERAL DENTIST: Established multi-practice dental group seeks full-time general dentist. Excellent earning and growth potential. New graduates are welcome to apply. Please e-mail your resume to chicagodentists@gmail.com or call (312)933-7357.

GENERAL DENTIST: ESTABLISHED GROUP practice around Midway Airport area seeks part- to full-time general dentist. New graduates are welcome. Multi-specialty office offers excellent opportunity for the right individual. Call (773)284-1645; ask for Maria or Ana.

PARTNERSHIP AVAILABLE for Polish-speaking dentist. Will include managerial responsibilities. Excellent terms. Join this established, fee-for-service and extremely high-tech dental clinic. Resume in confidence to Dental Clinic, P.O. Box 59193, Schaumburg, IL 60159-0193.

PEOPLE-ORIENTED ASSOCIATE GENERAL dentist needed. Seeking practice growth-focused general dentist to work 3-4 days in northwest Chicago suburb. No clock watchers. Minimum one year commitment, salary based on percentage of collections. Sky's the limit. (847)691-1998.

ASSOCIATE POSITION AVAILABLE with an option to purchase the practice. Two operators, lots of patients, helpful staff. New owner could net over \$200,000. Chicago, Wicker Park area. Call (708)870-9368.

ASSOCIATE WANTED: Immediate opening. Growing practice in Berwyn area is looking for PT general dentist. New graduates are welcome to apply. Please fax resumes to (708)788-3666.

GENERAL DENTIST NEEDED: General dental office in Grayslake seeks part- to full-time enthusiastic doctor. Future growth potential. Fax your resume to (847)223-7715.

FULL-TIME GENERAL DENTIST—ROCHELLE: Excellent opportunity, full-time, dedicated staff. Long-standing, successful practice with outstanding history and great growth. Please call (715)926-5050.

ASSOCIATE DENTIST: Established group practice is looking for a caring, energetic dentist for our west suburban office. Our well trained and experienced staff has the practice administration and clinical skills to compliment your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration for over 30 years. This is an outstanding opportunity for an enthusiastic and motivated dentist. Fax resume/CV to (630)539-1681.

ASSOCIATE NEEDED FOR BUSY AURORA practice 2-3 days per week. FFS, PPO and PA. No HMO. High commission paid. Friendly staff. Call (630)801-0088.

PT GENERAL DENTIST: Modern Lincoln Park office seeks an experienced and personable associate to join our well established practice. Our busy office is in a great location and continually growing. Please call Cheryl at (773)248-8836 on Mondays, Thursdays or Fridays.

GENERAL DENTIST NEEDED: Immediate position available. Part-time or full-time. New graduates welcome. About 20 minutes from downtown Chicago. Good compensation: will pay on production. Call (708)439-4655 with questions. Fax resume: (773)247-5709.

ASSOCIATE DENTIST WANTED. Established practice on north side of Chicago seeks a full/part-time, motivated and enthusiastic dentist. Aggressive commission available. New graduates are welcome. Please call (773)267-2671 or e-mail sabubr@yahoo.com.

ASSOCIATE DENTIST WANTED for quality fee-for-service general practice in Oak Lawn. Needed Saturdays and Wednesdays. Experienced staff provides excellent support. Call (708)423-5155 for details.

SOUTHWEST MICHIGAN—BRIDGMAN: If you've ever dreamed about owning a high-tech, fee-for-service dental practice where you can enjoy fantastic sunsets over Lake Michigan, walk along the beach, sail or fish, please visit our Web site: www.redarrowdentistry.com. If you especially enjoy cosmetic dentistry, endodontics or surgery and working with skilled auxiliary staff to assist you, please e-mail resume with cover letter to ykieft@aol.com.

GENERAL DENTIST, PART-TIME in the Loop area: 1-2 days/week, Mondays, Wednesdays and Fridays, for hygiene and general dentistry. Fax resume to (312)346-5681.

ASSOCIATE WANTED for a general dental practice in Brookfield, IL. Full-time/part-time, flexible hours, salary and commission (with option to buy). Please fax resume to (708)485-6454.

ST. CHARLES OFFICE seeks associate interested in long term commitment with possible buy in/buy out. Required: 2+ years experience or GPR. Must be great with adults and kids, outgoing and compassionate. Must be willing to build relationships in the practice and possess exceptional clinical skills. Fax letter of interest to (630)762-9966.

SOUTH SUBURBAN PRACTICE SEEKS general dentist, part- to full-time. Please fax resume to Dr. Oscar Rodriguez, (630)876-9318.

GENERAL DENTIST NEEDED P/T for northwest suburban practice. Pleasant environment and helpful staff. Fax resume to (630)968-6037.

ASSOCIATE DENTIST WANTED: Established dental practice is expanding to a second location in the southwest suburbs of Chicago. Seeking a part- to full-time, motivated, caring, young dentist for our dual, state-of-the-art locations. This is an excellent opportunity for the right individual. Recent graduates are very welcome to apply. Call (708)799-7724 for more details, or fax resume to (708)799-7748.

ASSOCIATE DENTIST WANTED busy and friendly Aurora/Naperville office seeks PT dentist. No HMO. New grads welcome. Please e-mail resume to nwda@sbcglobal.net.

ASSOCIATE DENTIST, PART-TIME: Growing North Side practice seeks outgoing articulate dentist. Flexible hours. New grads welcome. Reply to Box D0707-J2, *CDS Review*.

ELGIN: BUSY DENTAL OFFICE seeks motivated GP. No HMOs. Two days a week to start. Please e-mail tangobsas@aol.com or call (847)695-7100.

NEW LINDENHURST OFFICE looking for an associate with a potential partnership. Also looking for an oral surgeon, endodontist, periodontist and pedodontist. Fax resume to (847)838-1267.

GROWING/ESTABLISHED PROFESSIONAL practice with state-of-the-art technology and aggressive marketing seeks experienced, high level DDS/DMD to contribute to the continued success of our organization. Immediate opening, equity option available. Experienced only. Western suburbs—Yorkville. Fax in confidence to (630)357-3334.

DENTIST WANTED FOR CALUMET CITY 3+ days per week. 30% commission. \$1,000+ per day. Call (815)814-1313 and fax resume to (847)695-3351.

DENTIST PARTNER: BriteSmile Teeth Whitening Centers is looking for a full-time dentist partner for our Woodfield Center in Schaumburg. Excellent opportunity. Please visit www.britesmile.com for more information about our company. Submit your CV to br@britesmile.com or fax to (925)279-2936.

GENERAL PRACTICE ASSOCIATE for North Shore Deerfield office. Excellent opportunity! Family practice. No capitation. All FFS. Please send resume. E-mail to info@deerfielddental-care.com, (847)444-1111.

IMMEDIATE OPENING FOR dentist or dentist skilled in adult and children's care at largest dental community health center program in Illinois. NHSC and J1 sites. Contact: PeggyAnne Davenport, Executive Assistant, (815)490-1601 or ccca@xta.com at Crusader Clinic, Rockford, IL.

ORAL SURGEON: Established multi-specialty group practice in northern Illinois seeks oral surgeon part- to full-time. Competitive salary. Reply to Box D0707-J3, *CDS Review*.

GENERAL DENTIST, FULLY DIGITAL practice: Charming southwest suburban neighborhood, state-of-the-art facility with well-trained dedicated staff, ideal opportunity for your professional success! Looking for a motivated, skilled dentist interested in a long-term commitment, potential co-ownership. Excellent opportunity includes expansion to a second location. E-mail resume to uofidds88@yahoo.com, fax (708)633-0436.

BE PART OF AN AMAZING TEAM! Unique opportunity for an experienced general dentist: 2-3 days per week; two locations in the NW suburbs. Well established practice: 7 general dentists on staff as well as other specialties: oral surgeon, periodontist and orthodontist. E-mail careers@completedentalservices.com.

GENERAL DENTIST NEEDED: Waukegan/northwestern suburbs. FFS, PPO, PA, no HMO. High commission paid. Spanish is a plus. New grads welcome. Fax CV to (630)299-0168.

WE'RE TAKING DENTAL SERVICES TO a whole new level! Progressive, established and growing group practice with advanced technology and aggressive marketing seeks highly skilled, experienced and motivated DDS/DMD. Advanced training in restorative/cosmetics and Invisalign certification a plus. Immediate associate positions with equity opportunity in Naperville, Oswego. E-mail opportunities@designdental.com or fax (630)357-3334.

ELGIN: FULL-TIME, FEE-FOR-SERVICE outstanding practice on Randall Road. Mentor doctor seeks motivated doctor to work full-time. Growing, newer office with unmatched potential. Call Andrew at (715)926-5050 for specific information.

ORAL SURGEON: Busy Norridge group practice seeks to add a part-time OS 2-4 days/month. Digital X-rays, Nobel implant system. (847)477-6443 or wtpdds@earthlink.net.

LUCRATIVE ASSOCIATE POSITION: Fast-growing, west suburban all-digital and paperless office seeks FT associate with excellent clinical and people skills. Excellent compensation. Fax resume to (630)472-1605, attention Theresa.

ASSOCIATE WANTED: Established group practice in Oak Lawn is looking for a general dentist. If interested, please fax your resume to (708)598-0813, attention Nancy.

DENTIST/HYGIENIST NEEDED: Immediate position available for full/part-time dentist and hygienist for busy, well established suburban office. Call (630)628-8884 or (630)935-0268; Fax CV to (630)628-1104.

DENTIST, FULL-TIME, EXPERIENCED in all phases of dentistry needed to work at 1950 W. Cermak, Chicago. Leading to future partnership and ownership. 30 years, busy practice, five operatories. Please call Dr. Subbaraju, (773)376-2777.

FULL-TIME ASSOCIATE DENTIST NEEDED for a well established, modern Evanston practice. Full schedule, no HMOs. Looking for an ethical, caring professional with excellent people skills. (The patients' needs are our first priority.) Two years experience preferred. Please call (847)491-1200.

DENTIST WANTED FOR ELGIN OFFICE: Mondays, Tuesdays or Wednesdays, from 12-6 p.m., covering vacations. Starting June 5. \$375+ per day. Call (847)695-3368 or fax (847)695-3351.

ASSOCIATE WANTED—LAKE VILLA, IL. Busy office looking for patient-friendly general dentist full- or part-time, 3-4 days/week. No weekends. Fax resume to (847)356-3295.

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.

ENDODONTIST ASSOCIATE: Multi-specialty practice in Chicago and Orland Park looking for full- and part-time endodontists and oral surgeons to join our modern busy offices. E-mail dental specialists@botmail.com.

GENERAL PRACTITIONERS IN Chicagoland: Losing income and production by referring out endo/implant/os? GP with 14 years experience will perform these procedures in your office by appointment. (773)744-3231 or flickadental@comcast.net.

\$180,000+ FOR INDEPENDENT AND motivated general dentist. 4+ days/week. Salary based on production with guaranteed minimum. NO HMO. Two Chicago locations. Fax (773)772-8033; E-mail dentalcare2020@yahoo.com.

MICHIGAN AVENUE TEAM ENVIRONMENT: We are looking for someone who is tired of managing all the daily operations, but wants to maintain leadership of your team. Merge your practice into our fabulous Michigan Avenue location. Maintain your patients. We pay the overhead. Must have an established patient base in the downtown area to apply. Call (312)274-3322.

FRIENDLY, FUN, FAMILY PRACTICES in the western suburbs seek a part- to full-time associate. Great opportunity for right person. No capitation. Please fax resume to (630)872-0206. New graduates welcome.

FOR SALE BY OWNER

NAPERVILLE TURNKEY OFFICE FOR SALE. High growth South Naperville location. Leasehold improvements and major equipment for sale. Three ops, 1,400 square feet in desirable location. Patient list not part of sale. (630)212-7187.

GENERAL DENTAL PRACTICE Established practice in south suburbs with average gross of \$600,000 over last three years. Three ops. Owner moving out of state. \$450,000 includes real estate! Staff will stay. E-mail allmite1@sbcglobal.net.

BEAUTIFUL HOME OFFICE IN GLENVIEW. Custom built, 5,500-square-foot home with 800-square-foot, two-operatory office. Practice gross: \$150,000+ working 2 days/week. Must see. Call (847)208-4299.

BERWYN OFFICE FOR SALE. Established practice, high visibility. Best location in Berwyn. Two operatories, newer equipment. Reasonable. Call (708)749-7000.

ESTABLISHED, 24-YEAR-OLD PRACTICE located in Midway Airport area. Options include immediate or transition buy-in/buy-out, or possible partnership. No temporary associates. Call (708)424-5700 or e-mail doctorwhy@sbcglobal.net.

GENERAL DENTAL PRACTICE and 2,500-square-foot professional building for sale in Chicago, Edgebrook area on Devon Avenue near Central. Excellent location. Good starter or growth opportunity. Needs remodeling. Currently set up with two operatories, some newer and some older equipment. FFS, PPO and limited HMO grossing \$100,000 on two days/week. Assistant wants to stay. Practice \$70,000, real estate market value. Call (847)710-9843.

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.

THRIVING PEDIATRIC DENTAL PRACTICE for sale. Grossing more than \$1 million per year, located in the fast-growing western suburbs of Chicago. This practice requires an energetic, compassionate pediatric dentist with excellent skills, as well as an Illinois dental specialty license or board eligibility. This practice is part of a large, successful, prestigious, fee-for-service, 35-year-old group practice which includes four beautifully designed, modern offices with state-of-the-art equipment. Group includes four other pediatric dentists, general dentists and most major dental specialists, supported by a superb support and administrative staff. Major medical health insurance, 401(k), expense account and continuing education reimbursement are available. If you would enjoy working in a multidiscipline group practice, you might be the right pediatric dentist for this exceptional opportunity. Call (630)393-3739 or e-mail grovekolb@comcast.net.

DEVELOPER OF SHOPPING CENTERS looking for a dentist. New shopping centers in Elgin, Carol Stream or Round Lake. Will finance build-out. Call (630)894-1277, ext. 11.

PRACTICE, INCLUDING REAL ESTATE, FOR sale on Southwest Highway, Palos Township, in Worth (southwest suburbs). For more details, call (708)359-7488.

WILMETTE OFFICE: Practice or patients for sale in north suburbs. Ready to start with dental and administrative assistants. Grossing \$130,000 on two days a week. \$45,000 or best offer for quick sale. Relocating out of state. E-mail wilmette_dental@yahoo.com or call (847)256-9095.

MODERN, SIX OPERATORY OFFICE FOR SALE: Located in the western suburbs of Chicago, in a high quality professional building at a prime location. This long-established practice currently averages \$135,000 per month and is 100% fee-for-service. Call (630)833-5140 for more information.

OWN YOUR CONDO OFFICE: New Hoffman Estates office building with suites from 944 to 8,120 square feet that you can own or lease. This is new construction and you can design your space from the ground up. Located right on Higgins Road just east of Barrington Road in an elegant 16,280-square-foot, two-story elevator building. Call Romeo Mura at (847)882-3300.

DENTAL OFFICE FOR SALE in Chicago, very busy commercial area, excellent location. Three operatories, recently remodeled, and fully equipped. Doctor moving out of state. Call (847)477-4452.

FAMILY DENTAL PRACTICE FOR SALE: South Shore area. Office has three operatories with X-ray machines, Dell computer with MOGO software. The office handles fee-for-services, insurance, PPO, HMO and Medicaid. Reply to Box D0707-J1, *CDS Review*.

DEERFIELD GENERAL PRACTICE—highly desirable area. 2007 gross projected at \$700,000 and still growing. All fee-for-service. Great staff, location, equipment. Send confidential reply to riskyodds@gmail.com.

PRACTICE INCLUDING REAL ESTATE: General practice and three-operatory storefront condo located at Ogden/First in Lyons. Great opportunity for established practitioner or recent grad! Call (708)448-3355. Financing available. \$289,000.

LAKE FOREST: 45-year-old dental practice. 1,300 square feet with improvements. Excellent parking. Dentist retiring. Write Box A0102-A2, *CDS Review*.

DENTAL EQUIPMENT FOR SALE: Two Dental-Ez J-chairs, track and ceiling mount lights, stools, cabinetry, misc. equipment. (847)498-4415, drstev007@aol.com.

LASER FOR SALE: WaterlaseMD for sale, \$39,000. Save tens of thousands off new price! (309)662-9051 or bolmes7646@aol.com.

DENTAL CABINETRY/EQUIPMENT FOR SALE: L-shaped cabinetry and wall cabinets, maple finish. Have for 5 operatories, excellent condition—less than 5 years old. Panoramic X-ray with Dentx Excel processor, two X-rays, Dental-Ez chair, 11 commercial waiting room chairs. Call for pricing. (847)567-2160.

EQUIPMENT FOR SALE: Dental-EZ JS chairs, Pelton & Crane LF lights, Midwest 210 units, Del-tube stools, Dental-ez HDX X-ray, Delta 8 sterilizer, A-dec mini-trol hygiene unit, Pelton & Crane compressor, leather/oak reception furniture, vacuum former, antique dental chair, lots of handpieces, instruments, enameled cabinets, refrigerator and other equipment. Very reasonable. (773)561-2513.

FOR SALE: Siemens Pan/Ceph Orthophos, gently used, top of the line equipment. All accessories and lead aprons included. \$8,800. Buyer to pay for shipping and setup. Call (708)848-4488. Additional equipment may be for sale; Call for items and pricing.

FOR SALE: Forceps, elevators and assorted items for sale at 25% of official H.F. retail price list. Call (847)564-0692.

FOR SALE: two orthodontic chairs, like new, Biostar with supplies and other orthodontic equipment. Call (773)206-5869.

FILE CABINETS FOR SALE. Three used lateral file cabinets for sale. Each unit has six shelves. Perfect for dental charts. \$200 each. (708)492-0300.

LOOKING TO PURCHASE

GENERAL DENTIST SEEKS PARTNERSHIP/ buy-in: Over 14 years clinical experience practicing cosmetic and functional dentistry. Looking for equity position. Utilize Pankey/Dawson/Spears concepts. Contact me at (773)562-8245.

MISCELLANEOUS

CDS HAS SCHOOL EXCUSAL FORMS for your student-patients. They are available in packages of 250 and cost \$12.95 per package (including shipping). 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. All excusal form orders must be prepaid. Visa and Mastercard are also accepted. For more information, call (312)836-7326.

FOR SALE BY BROKER

DENTAL PRACTICE FOR SALE: Wicker Park, established practice. Over 2,500 patients. High-profit practice in burgeoning area. Lease terms open. 100% financing available. Confidential. Contact Bruce J. Lowy, (847)677-6000.

BARRINGTON HILLS HOME SITES: Build your dream home on one of many 5+ acre homesites in prestigious subdivisions. Visit www.samsellschicago.com, Remax First class, (847)921-8681.

SENATE MANAGEMENT:

For more information on any of the practices listed below, please call Wendy Pesavento at (630)466-9690 or (888)264-2797, or visit our web home at www.senatemanagement.com.

BARTLETT #8020: Sold!

BOLINGBROOK #8210: Three operatories expandable to five in a strip mall. Collections: \$125,000 and works 1.5 days. FFS, PPO and HMO.

BROOKFIELD #7088: Two operatories with possible expansion. Street level storefront. Newer equipment. Collections: \$200,000.

CHICAGO #7035: NAVY PIER. Three new operatories in Lake Point Towers. Beautiful views. Paperless. 100% FFS. High-tech.

CHICAGO #7083: NORTH TOWN. Four operatories at street level on a busy corner. Collections: \$238,000. FFS and PPO. Doctor retiring.

GRAYSLAKE #8095: New listing! Three operatories in at street level. Building purchase option. Newer equipment and buildout. Collections: \$522,000.

GRAYSLAKE #8099: New listing! Two operatories at street level. Expandable. Equipment and buildout only. Ready to move in.

HANOVER PARK #8096: New listing! Two operatories expandable to three. Street level professional building. Collections: \$135,000. Owner retiring.

NAPERVILLE #7369: Sold!

OAK BROOK #8081: New listing! Two operatories in the Oak Brook Mall Professional Building. Low overhead, nice view. Great part-time or second location.

OAK LAWN #7036: Under contract. Two operatories expandable to three, in a medical strip mall. Newer equipment, beautiful build-out. Collections: \$300,000. Paperless. 100% FFS.

ROMEovILLE #6300: Under contract. Four operatories plus one plumbed. Big and beautiful. 100% FFS. Collections: \$1 million. Building purchase opportunity. Possible seller retention.

WAUKEGAN #8012: Sold!



DEADLINE FOR PLACING YOUR AD
IN THE SEPT/OCT ISSUE: AUGUST 15
WWW.CDS.ORG

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

SELLERS NEEDED. We have qualified buyers for your practice!

CHICAGO LOOP: \$200,000+. 100% fee-for-service. Great starter in East Loop.

CHICAGO LOOP: \$300,000. Beautiful four-operator practice with stunning lake views newer equipment, price less than build-out.

CHICAGO LOOP: \$375,000. 100% fee-for-service, three operatories, loyal patient base.

CHICAGO LINCOLN PARK: \$650,000+. Four operatories with room to expand. Great staff and location in East Lincoln Park.

CHICAGO, NORTHWEST: 100% FFS, five ops, \$600,000. Associate to purchase opportunity.

CHICAGO, SOUTHWEST: Two operatories with room to grow. Paperless office, digital X-rays and computers in the operatories.

\$430,000 mostly FFS with some PPO. Great visibility on a very busy street in a growing community near Midway Airport.

SOUTH SUBURBAN PALOS AREA: 100% FFS. 2,800 sq. ft. \$350,000. Great patient base and staff. Restorative/preventative practice with all specialty referred out. Dentist retiring.

NORTHWEST SUBURB: \$1 million FFS high end cosmetic practice. Five new operatories with room to expand, digital office. New build-out in a highly desirable suburb.

FAR NORTHWEST SUBURB: High quality reconstructive/restorative/preventative practice grossing well over \$600,000. 100% fee-for-service. Great staff and location.

DES PLAINES: 100% FFS. Four beautiful operatories with room to expand. \$550,000 in collections. Great location with high visibility.

GLEN ELLYN: Sold!

LISLE: Great fee-for-service starter. Condo for sale with practice.

BURR RIDGE: Sold!

BERWYN: Five ops, 100% FFS, \$700,000 collection on four days/week. Building for sale with practice. Great cash flow. Great investment!

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

NORTH CENTRAL ILLINOIS: \$400,000+, 100% fee-for-service with building. Great quality of life with little competition!

NORTHWEST ILLINOIS: Small starter in a rural community.

PEDIATRIC PRACTICE: \$2 million+, 55% overhead, FFS, just outside Chicago suburbs.

HENRY SCHEIN PROFESSIONAL PRACTICE Transitions: Associateships; equity buy-ins; practice sales; practice valuations; we have qualified buyers. Contact Al Brown at (800)668-0629 or al.brown@henryschein.com.

CHICAGO: Three-operator office. Excellent location. Tremendous upside. Purchase of condo/office also an option. #22108. Please call Al Brown, (800)668-0629.

NORTHWEST COOK COUNTY: Three-operator practice with plenty of windows in nicely appointed office producing \$226,000 annually. Owner retiring. #22113. Call Al Brown for details, (800)668-0629.

CHICAGO: Three operatories with up to eight available in this \$575,000 gross practice on busy street near major intersection. #22114. Call Al Brown at (800)668-0629 for more details.

KANE COUNTY: Four-operator practice. One of fastest growing counties in Illinois. Producing \$429,000 annually on three days. Doctor and hygiene. Upside growth potential! Building also available for purchase. #22115. Please call Al Brown, (800)668-0629.

MCHENRY COUNTY: Three-operator practice grossing \$260,000 on limited hours in one of Illinois' fastest growing communities. Excellent upside potential. Great location. #22116. Call Al Brown for details, (800)668-0629.

WESTERN COOK COUNTY: Four operatories—two hygiene. Plenty of windows in this nicely appointed practice producing \$725,000 annually. #22117. Call Al Brown for details (800)668-0629.

LAKE COUNTY, IN: Growing practice with 2006 production over \$300,000. All state-of-art equipment in one of Indiana's fastest growing suburbs. Less than an hour from downtown Chicago. #23102. Call Al Brown for details(800)668-0629.

NORTH CENTRAL INDIANA: Four-operator practice producing \$200,000 and building for sale. Doctor retiring from this established, community-oriented practice. #23103. Call Al Brown for details, (800)668-0629.

LACROSSE, WI: General dentistry practice for sale. Owner is retiring. This practice has three treatment rooms and has been at its present location for 40 years. This is a great opportunity for a satellite practice or a new dentist just starting out. # 58109. Contact Deanna Wright at (800)730-8883 or e-mail

deanna.wright@henryschein.com for more information.

BELOIT, WI: Busy general practice for sale. 2006 gross over \$650,000 on four days. Four fully equipped treatment rooms. Doctor will stay to assist with transition. # 58112. For more details, contact Deanna Wright at (800)730-8883 or e-mail deanna.wright@henryschein.com.

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How to punish cheaters

I am constantly taken aback by comments of pundits, leaders, commentators and other windbags telling their audiences that we must find solutions to problems: healthcare, education, poverty and other weighty issues. They are long on identification, short on how to.

At the University of Nevada, Las Vegas, School of Dental Medicine last summer, 10 senior students from a class of 71 were caught using an instructor's computer password to sign off on treatment plans, diagnoses and other work. An honor council composed of faculty, students and the associate dean of student affairs recommended that the offenders do 1,000 hours of community service, redo a year of school and pay a fine. When the dust settled, the students will graduate but must commit to 1,500 hours in clinics treating the underserved.

At first, I was disgusted by the offense and the apparent slap on the wrist by the school. The profession's answer on how to prevent reoccurrence of the incident was swift: Most called for expulsion of the offenders.

In a thoughtful article published in the April 2 *ADA News*, Ronald Maitland, DMD, a distinguished member of the New York State Board of Dentistry, said: "The faculty must not look the other way, not take the easy way out, but be a firm monitor of the ideals which our Code of Ethics explains as our special privilege. We must not shrink out of fear that litigious gremlins will mire us in a soup of distraction. . . Discipline, when indicated, should be fair, swift and strong, without the image of weakness and forgiveness. . ."

Regrettably, cheating is not new, nor is it isolated to academe. Cheating is rife in sports, literature (plagiarism), business, marriage and politics, just to name a few. Heck, in Chicago we take perverse delight in reading about the latest indictment handed down to one of our pols; it is a blood sport. Studies show that between 40 percent and 86 percent of high school and college students have cheated. Most cheaters are not caught—but if discovered by peers, a code of silence becomes the main concern.

The ADA piped in by inviting "key stakeholders" (I just love those bureaucratic phrases) to attend yet another symposium, this time on "Integrity and Ethics in Dental Education." So, these stake holders will sawdust, exhaust staff time and end up tilting at windmills. How-

ever, they will issue yet another report that no one will read. More ethics courses? I don't think so. It doesn't register on a dental student's to-do list. Ethics, in my opinion, can't be meaningfully taught nor can a code be written. Our military colleges have the most rigid honor codes, but breeches invariably happen. Once written, codes can be interpreted or argued to suit the situation. Like a gentleman's agreement, we all know intrinsically what is right. We learn this as toddlers. And by age 7, most of us know the loopholes or have learned how to turn any situation to our advantage.

So, how do we prevent or lessen this pervasive problem? Expulsion is not the answer. Using fear as a deterrent seldom works long term. Another factor is some schools (especially private institutions) rely on tuition to balance their budgets and they must weigh the risk of litigation, Dr. Maitland notwithstanding. Furthermore, such remedies are de facto zero tolerance.

So, what do I have to offer? First, I believe the final settlement of the infraction is probably the best one. Why? Because a broadly based blue-ribbon committee composed of faculty and most importantly, I believe, fellow students studied, debated and came to consensus with the facts before them. The softening of the punishment by the administration was part of a reasoned process.

Here are some other suggestions I garnered from Gary Niels, a noted education consultant, on how to manage the problem:

- There is general agreement among ethicists that including student representation in preventing or ameliorating cheating is an important first step. Peer pressure is effective.
- Administrations should not force cheating underground by at least initially recognizing stresses that can lead to violations.
- Foster a curriculum that perpetuates the real world application of knowledge.

I don't condone cheating; I am just a realist. Time and experience have taught me that not all life experiences can be pigeonholed rigidly to cover all eventualities. Occasionally, it takes the Wisdom of Solomon and, yes, showing compassion to resolve an issue to everybody's satisfaction. ■

Write Dr. Lamacki at wlamacki@aol.com.

2007-08

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September 12	Credit and Collection for the Dental Office	Edward Kisling, DDS
November 7	Digital Imaging	Donald Sherman, DMD
January 9, 2008	Evaluation and Management of Dental Patients With Cardiovascular Diseases and Conditions	Roger Alexander, DDS
April 23, 2008	How to Correct and Prevent the Top 10 Crown and Bridge Mistakes	Michael DiTolla, DDS
September 24, 2008	Mold and Maggots 101: An Introduction to Forensic Odontology	Edwin T. Parks, DDS, MS
November 5, 2008	The Passion-Driven Practice	Gary Zelesky

ENGLEWOOD

Meetings are at Nikos' Restaurant, 7600 S. Harlem Ave., Bridgeview, unless otherwise noted. Cocktails: 6:30 p.m.; Dinner: 7:15 p.m.; Program: 8 p.m. For information, contact Carlos Diaz-Albertini, (708)361-1770 or palosrootcanal@comcast.net.

October 9	Staff/Professional Development Night	
November 13	CAD/CAM	Donald Bennett, DDS
December 16	Holiday Brunch @ Edgewood Valley Country Club, 7500 S. Willow Springs Rd., LaGrange	
January 8, 2008	Topic and speaker TBA	
March 11, 2008	Performing Dentistry on the Anticoagulated Patient	Robert Rada, DDS, MBA
April 8, 2008	Legal Considerations for the Dental Profession	Lillian Obucina, DDS, JD
May 2008	Installation of Officers	Date and location TBA
June 2008	Branch Golf Outing	Date and location TBA

KENWOOD/HYDE PARK

Meetings are at Rumba, 351 W. Hubbard St., Chicago, unless otherwise noted. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact James Harris, (773)374-2737, or Eric Barnes, (773)734-1500 or e.m.barnes@sbcglobal.net.

October 2	Regenerative Therapies in Periodontics	Stephen Towns, DDS
November 6	Effectively Managing Accounts Receivable Within Your Practice	Ron Bronstein, Keynote Consulting CEO
December 4	Planning and Developing the Restorative Occlusion	James Buckman, DDS
March 4, 2008	Update and Basic Life Support Renewal @ the office of Dr. Eric Barnes, 1335 E. 87th St., Suite B, Chicago	Acute Care Education Systems, Inc.
April 1, 2008	Medical Emergencies in the Dental Office: Are You Prepared?	Cornell McCullom III, DDS, MD
May 2008	Installation of Officers	Date and location TBA

NORTH SIDE

For information, contact Jun Lim, (773)794-1299 or jslim22@yahoo.com.

September 18	New Dentist Night: Have Employees? What You Need to Know @ Maggiano's, 175 Old Orchard Shopping Center, Skokie. Cocktails: 5 p.m.; Dinner: 6 p.m.; Program: 6:45 p.m.	Bill Harrison and Shawna Young
November 13	Fido & Frieda Go to the Dentist: Veterinary Dentistry @ Maggiano's, 175 Old Orchard Shopping Center, Skokie. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m.	Cynthia Charlier, DVM, DAVDC
January 29, 2008	Predictable Dental Implant Care: Two Ways to Grow Your Practice @ UIC College of Dentistry, 801 S. Paulina, Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m.	Rand Harlow, DDS
March 11, 2008	Pampered for a Cause (All proceeds go to the Smiles for Success Foundation) @ Elizabeth Arden Red Door Spa, 919 N. Michigan Ave., Chicago. Times: 5-8 p.m. Cost: \$60	
March 18, 2008	Staff/Family/Friends Night @ Escape Entertainment Center, 350 McHenry Rd., Buffalo Grove. Times TBA. Cost: \$25 (includes bowling, drinks, food and shoes)	
April 22, 2008	Staff Appreciation Night: Mom Was Right . . . Sit Up Straight! @ East Bank Club, 500 N. Kingsbury St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m.	Tim Caruso, PT, MBA, MS
May 2008	Installation of Officers	Date and location TBA

NORTH SUBURBAN

Meetings are at Maggiano's, 175 Old Orchard Shopping Center, Skokie. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:45 p.m.

For information, contact Peter Roberson, (847)256-9986 or pkroberson@comcast.net.

October 9	Safe and Effective Non-Surgical Perio Management in a Systemic World	Andrew Dentino, DDS, MS
November 6	Smile Management Strategies	Michael Czarkowski, DDS, MS
December 11	All on Four: Fact or Fiction?	Kerry Voit, DDS, MS
January 8, 2008	Discover Why Dentists Cannot Retire Comfortably By Age 60	Mart McClellan, DDS, MS
March 11, 2008	Dinner With Laughs	Tim Walko (from NBC's <i>Last Comic Standing</i>)
May 2008	Installation of Officers	Date and location TBA

NORTHWEST SIDE

Meetings are at Colletti's Restaurant, 5707 N. Central Ave., Chicago, unless otherwise noted. Cocktails: 6:30 p.m.; Dinner: 7:30 p.m.; Program: 8:45 p.m. For information, contact Salvatore Stornio, (708)456-0800 or tripleddoc@comcast.net.

October 9	Abfraction or Abrasion: The Historical Facts and Scientific Clarification of the Perplexing Non-Carious Cervical Lesion	John Dzakovich, DDS and Robert Oslak, DDS
November 6	Endodontic Retreatment: A Discussion of Clinical Etiology and Technique	Brett Gilbert, DDS
December 4	Holiday Gathering (Family and staff are welcome) @ <i>Cucina Biagio, 7319 W. Lawrence Ave., Harwood Heights</i>	Featuring Vegas-style singer and entertainer Vito Zatto
March 4, 2008	Understanding the Numbers	Bruce Lowy
April 1, 2008	Dental Implant Update	John Sisto, DDS
May 2008	Installation of Officers	For information, contact Russell Cecala (773)631-0344 or rc@periocare.com

NORTHWEST SUBURBAN

Meetings are at The Wellington, 2121 S. Arlington Heights Rd., Arlington Heights, unless otherwise noted. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Scott Smoron, (847)255-2526 or scottsmoron@comcast.net.

October 9	A Political Update: Your State Lobbyist and Your Profession	Dave Marsh from ISDS
November 13	Direct Resin Technique in the Development of Smile Architecture and Vertical Dimension	Dennis Harlieb, DDS
January 8, 2008	Clinical Post Selection for Endodontically Treated Teeth	Nader Sharifi, DDS, MS
March 11, 2008	Current Concepts and Oral Cancer—Clinical Considerations in Your Practice	Mark Lingen, DDS, PhD
May 2008	Suburban Scramble 2008: Annual Branch Golf Outing	Date and location TBA

SOUTH SUBURBAN

Meetings are at Idlewild Country Club, 19201 Dixie Hwy., Flossmoor, unless otherwise noted. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Judy Johnson at (708)647-0740 or jajtlp@hotmail.com, or Loren Feldner at ljfeldnerdds@pol.net.

October 9	Illinois Political Update with our Senators and Representatives in our District	
November 13	Staff Night: Helping Patients Provide a Thorough Health History/ Lab Values/Premed/Pharmacology	Anthony DeLorenzo, DO
January 8, 2008	Sports Dentistry	David Kumamoto, DDS, MS
March 11, 2008	Spouses Night: Tax Preparation/Wills/Estate Strategies	Edward Schoen Jr., CPA, Esq.
April 8, 2008	Hygiene Awards Night: Motivation and Success Management	Charles Polcaster, PhD
May 2008	Installation of Officers	Date and location TBA

WEST SIDE

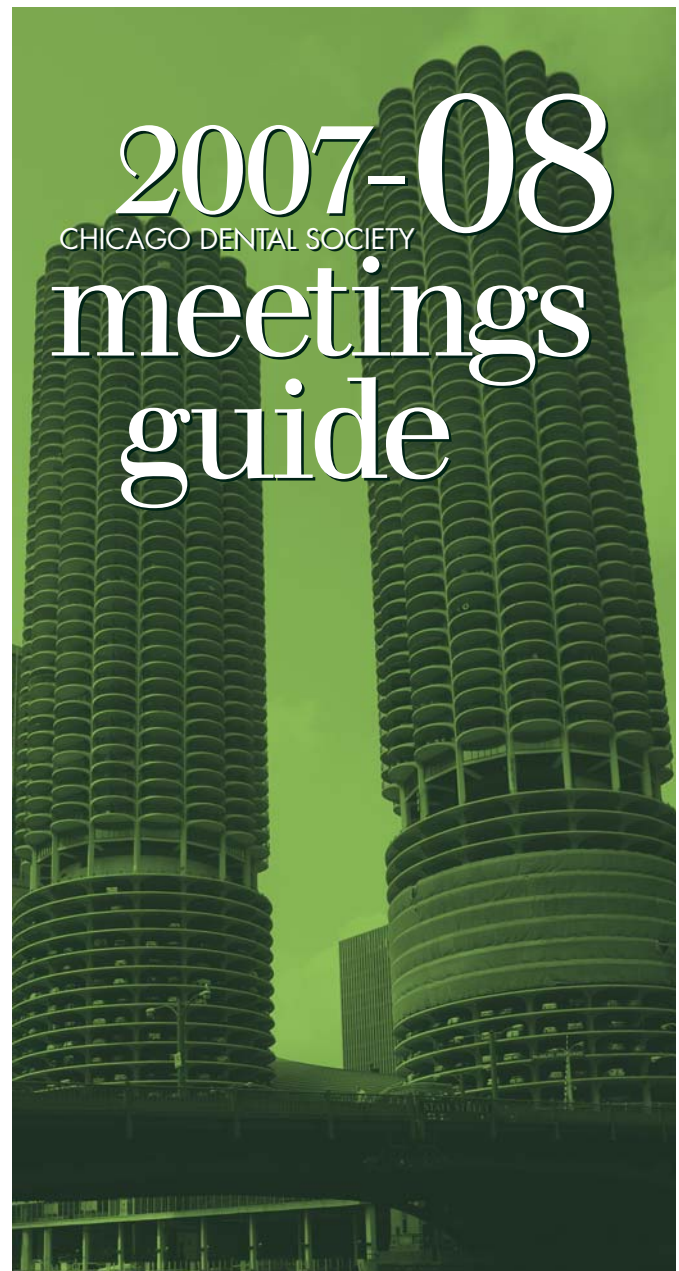
Meetings are at Philanders at The Carlton of Oak Park, 1110 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact Kamal Vibhakar, (708)442-1900 or kvibhakar@gmail.com.

September 11	Endodontics	M. Fahad, DDS
October 9	Staff Night: Snoring and Sleep Apnea	Hitesh Patel, DDS
November 13	Posterior Composites	Rick Carvalho, DDS
December 11	Implants	Nolen Levine, DDS
January 8, 2008	The Invisible Restoration	Sergio Rubenstein, DDS
March 11, 2008	Estate Planning and Lawsuit Avoidance	Timothy Duma, RFP, CEA
April 8, 2008	Organizational Meeting	
May 2008	Installation of Officers	Date and location TBA

WEST SUBURBAN

Meetings are at Maggiano's Little Italy, 240 Oak Brook Center, Oak Brook, unless otherwise noted. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:30 p.m. For information, contact Patrick Pendleton, (708)246-2405 or pcp DDS@comcast.net, or Derrick Williamson, (630)961-5850 or drdwilliamson@sbcglobal.net.

October 9	Staff Night: Topic and speaker TBA	
November 20	Abfraction Lesions	Robert Oslak, DDS
January 8, 2008	Topic and speaker TBA	
March 11, 2008	Clinic Night @ <i>Butterfield Country Club, 2800 Midwest Rd., Oak Brook</i>	
April 8, 2008	Topic and speaker TBA	
May 2008	Annual Golf Outing	Date and location TBA
May 2008	Installation of Officers	Date and location TBA



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