

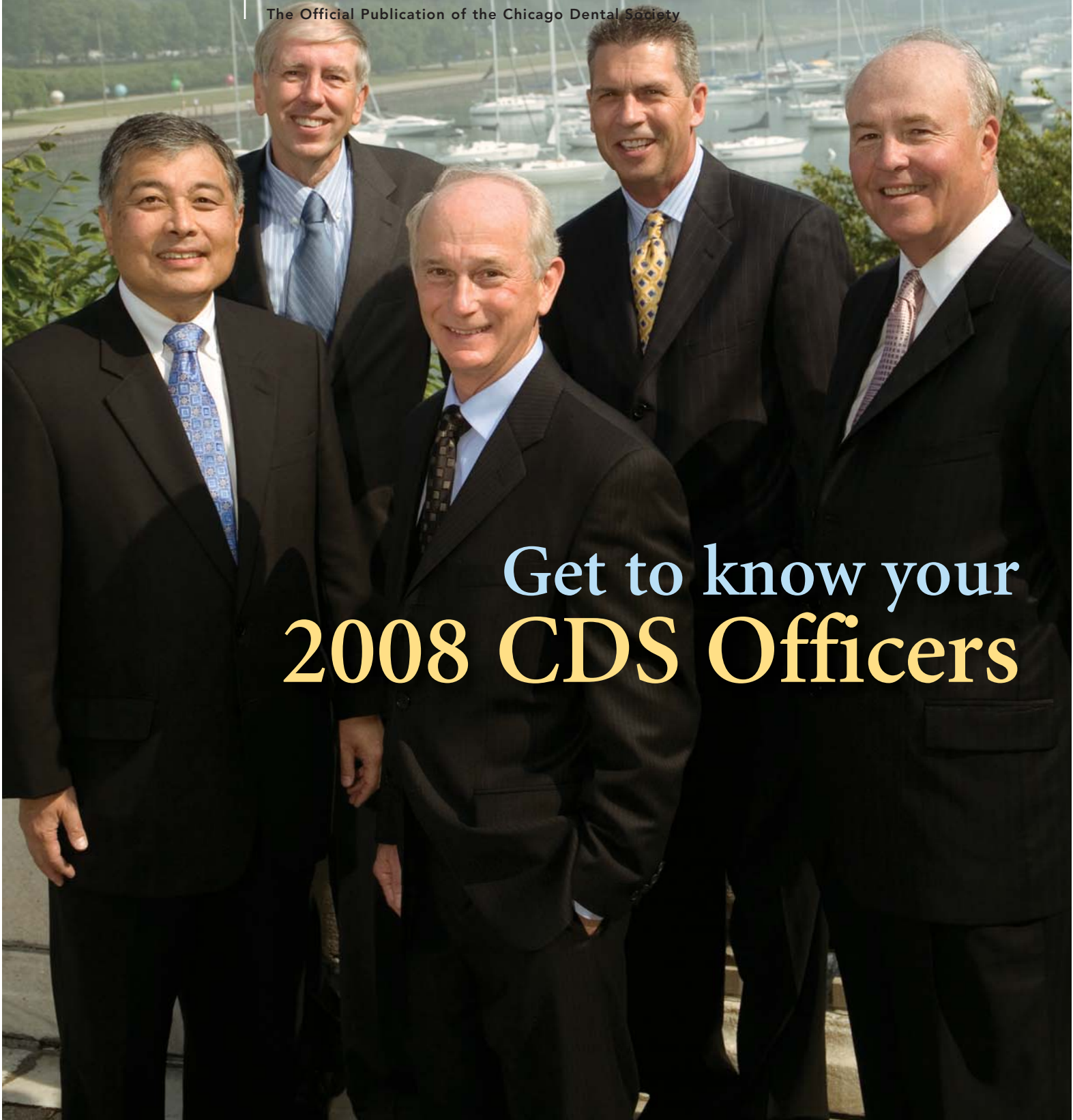
JANUARY/FEBRUARY 2008

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REVIEW

The Official Publication of the Chicago Dental Society

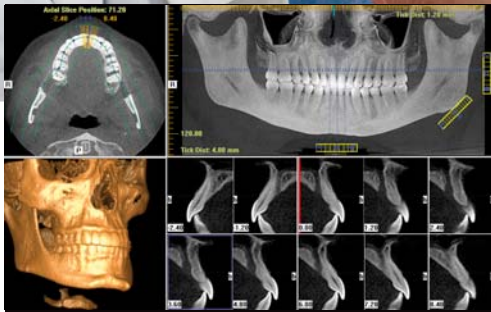
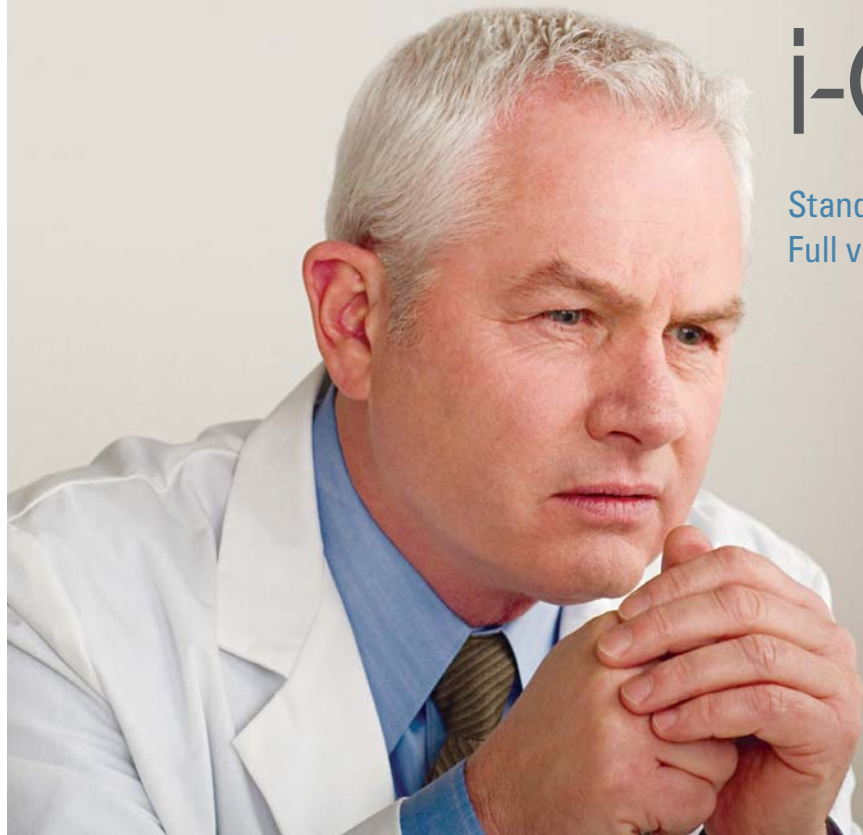


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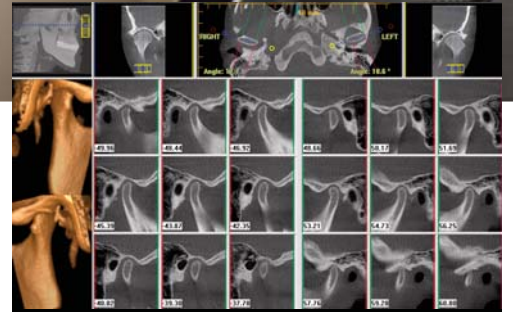
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We have a great lineup of 2008 CDS Special Events

CDS offers a solid schedule of Special Events for 2008.

Tickets sold out quickly for the first event of the new year, a 2 p.m. performance of *Jersey Boys* Sunday, Jan. 13.

But if you missed that event, you can still enjoy a number of outstanding special events in 2008.

The second event for 2008 is the clash of the DePaul University Blue Demons with the Fighting Irish of Notre Dame. Tickets for the noon basketball game at Allstate Arena in Rosemont are on sale now online at www.cds.org. Tickets are limited.

That event will be followed by the opportunity to see the Cirque Du Soleil performance of “KOOZA” at the United Center under the Grand Chapiteau at 5 p.m. Sunday, June 29. Ticket sales will start at 9 a.m. April 2.

Next up will be the annual CDS Family Picnic, scheduled for Sunday, July 20, at the Brookfield Zoo. Members again may reserve four complementary ticket packages that include admission to the zoo and parking, as well as a picnic lunch. Additional picnic ticket packages will be available for purchase. Reservations and ticket purchases will begin May 14. Watch our Web site, www.cds.org, for more information.

CDS will also be offering tickets to two Chicago Cubs games and one

Chicago White Sox game, dates and times to be determined when the two organizations place tickets on sale. Sales are expected to start April 30 for baseball games.

The Special Event season finale will be the 2 p.m. performance of *Dirty Dancing* at the Cadillac Palace Theatre Sunday, Sept. 28. The value of the ticket is \$103. The member price will be \$83, after a \$20 CDS subsidy. Tickets will go on sale online only at 9 a.m. July 23. Keep an eye on our Web site, www.cds.org, for the latest information.

Ticket sales for all events will be online and online only at www.cds.org.



Time is running out to register for the MWM

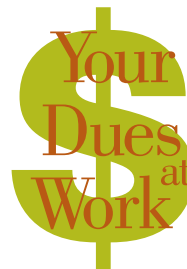
The largest single benefit of a Chicago Dental Society membership is undoubtedly the Midwinter Meeting. Regular and associate CDS members pay no registration fee and gain access to dozens of continuing education courses—many of which are offered at no cost.

We congratulate those who paid their dues, pre-registered early and reserved spaces in the course they most wanted to attend. (If not, you have until midnight Jan. 31 to pre-register online.)

But your work is not yet done.

Check your registration online after Feb. 7 to see if any of your instructors posted the handouts online. If you see the document icon, you can download a PDF of the handouts to print at home before you go to class. Handouts will no longer be provided within the course rooms.

This “print on demand” process will benefit everyone, including the environment. Plan ahead, print ahead, and enjoy the course by going green!



Get more online

The CDS Web site is choc-full of helpful information, including our online-only columns On Practice Management by Janyce Hamilton and Front Desk by Mary Byers, CAE.

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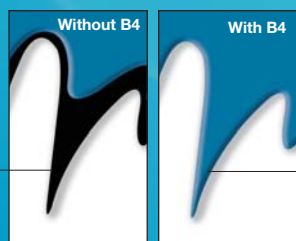


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Harold Washington Library at night.

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CDS members help a colleague in a crisis

For a change, here is some good news about people.

In June, a dental school classmate and a very good friend of mine had a traumatic accident.

Gary Balas suffered a traumatic injury to his right arm. While cleaning a light fixture at his home, a piece of glass broke from the frame. As he tried to catch the piece, it penetrated his inside right forearm (he is right handed), severing tendons, blood vessels and, most importantly, the radial and ulnar nerves. He had emergency surgery to reattach the separated structures and then began a long rehabilitation period, hoping and praying he would be able to practice again. I was called early the following morning and asked to cover his practice (as we have done for one another since we graduated) until he could assess the severity of his injury and weigh his options.

What happened in the next months was remarkable. A group of local dentists, "a disability club" as they call themselves, came in and worked Gary's

practice for him. The group, made up of dentists primarily from the North-west Side Branch of the Chicago Dental Society, donated their days off to help Gary and

At a time when we hear so much negative news, it is wonderful to be able to tell about such a positive experience. As a dentist, I am honored to call these fine people colleagues; as a person, I am blessed to call them friends.

minimize the financial hit he would take during this difficult time. They did every aspect of treatment that could be scheduled and did it without any pay or reimbursement; all income went to the practice. Gary is back practicing 4-5 hours per day and is in a safe place now

because of the help he received from this group.

At a time when we hear so much negative news, it is wonderful to be able to tell about such a positive experience. As a dentist, I am honored to call these fine people colleagues; as a person, I am blessed to call them friends. They followed their most basic instinct—to help someone in need without the thought of anything in return. For that, they need to be sincerely commended. What a great member benefit for Gary, having met them through the Chicago Dental Society. What a great benefit to the dental community, and what a great benefit to society to have such giving people among us.

If I could boldly speak for so many people, thank you to the following from

the bottom of so many hearts: Mike Biasiello, Michele Bogacki, Mike Cascio, Guy Gattone, Jeff Gentile, Lou Imburgia, Paul Lukawski, Barb Mousel, Tom Pissios, John Raneiri, Sal Storniolo, Mary Starsiak and Bruce Swantek.

—Phillip J. Fijal, DDS, FAGD, FICD
Barrington


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President's Perspective by H. Todd Cubbon, DDS

Call Dr. Cubbon at (708)672-6612, or write htoddcubbon@aol.com.

Chart your path to dental success

I want to start 2008 by thanking you all for entrusting me with the honor of being your president, and also for your continuing support of the Chicago Dental Society. As I stated at the Installation of Officers and Directors, I truly believe that the Chicago Dental Society is the best dental organization in the world. I am looking forward to a productive year and will do my best to follow Bill Parcells' quote, "Don't Let Good Enough Be Good Enough."

"The Greatest Show on Earth." It's not likely P.T. Barnum was referring to the Midwinter Meeting in that famous quotation, but the MWM is one of the best dental shows on earth. As CDS members, we are too close to the Midwinter Meeting (and I

know I was) to view it as others do. I can assure you that in my interaction with other societies, many of which are international, the Midwinter Meeting is held in the highest esteem. Comments I have heard are: "Classiest meeting," "Best educational meeting anywhere," and "I've been going for the last 20 years." Let me add that these were unsolicited comments. Previous Midwinter Meetings set the bar high for us and give us much to strive to exceed.

I encourage you to take full advantage of your meeting. It is undoubtedly the most valuable member benefit we offer to our regular and associate members. The Midwinter Meeting easily offsets the cost of your CDS membership, if not the entire tripartite dues. General Chairman Rich Holba and Program Chairman Phil Fijal, along with the CDS staff, have diligently labored to put together "Charting Dental Success," which we feel offers something for everyone, whether it is educational, social or commercial. Remember our exhibitors are our partners; by supporting them you are supporting your meeting and assuring that we will remain "The Greatest Show on Earth."

If you are one of the hundreds of members who volunteer your time to supply the manpower needed to run the Midwinter Meeting, the Board of Directors, staff and I thank you. If not, your attendance is valuable support and we appreciate that, too.

There is still time to register online at www.cds.org. I look forward to greeting all of you in February. ■

I encourage you to take full advantage of your meeting. It is undoubtedly the most valuable member benefit we offer to our regular and associate members. The Midwinter Meeting easily offsets the cost of your CDS membership, if not the entire tripartite dues.



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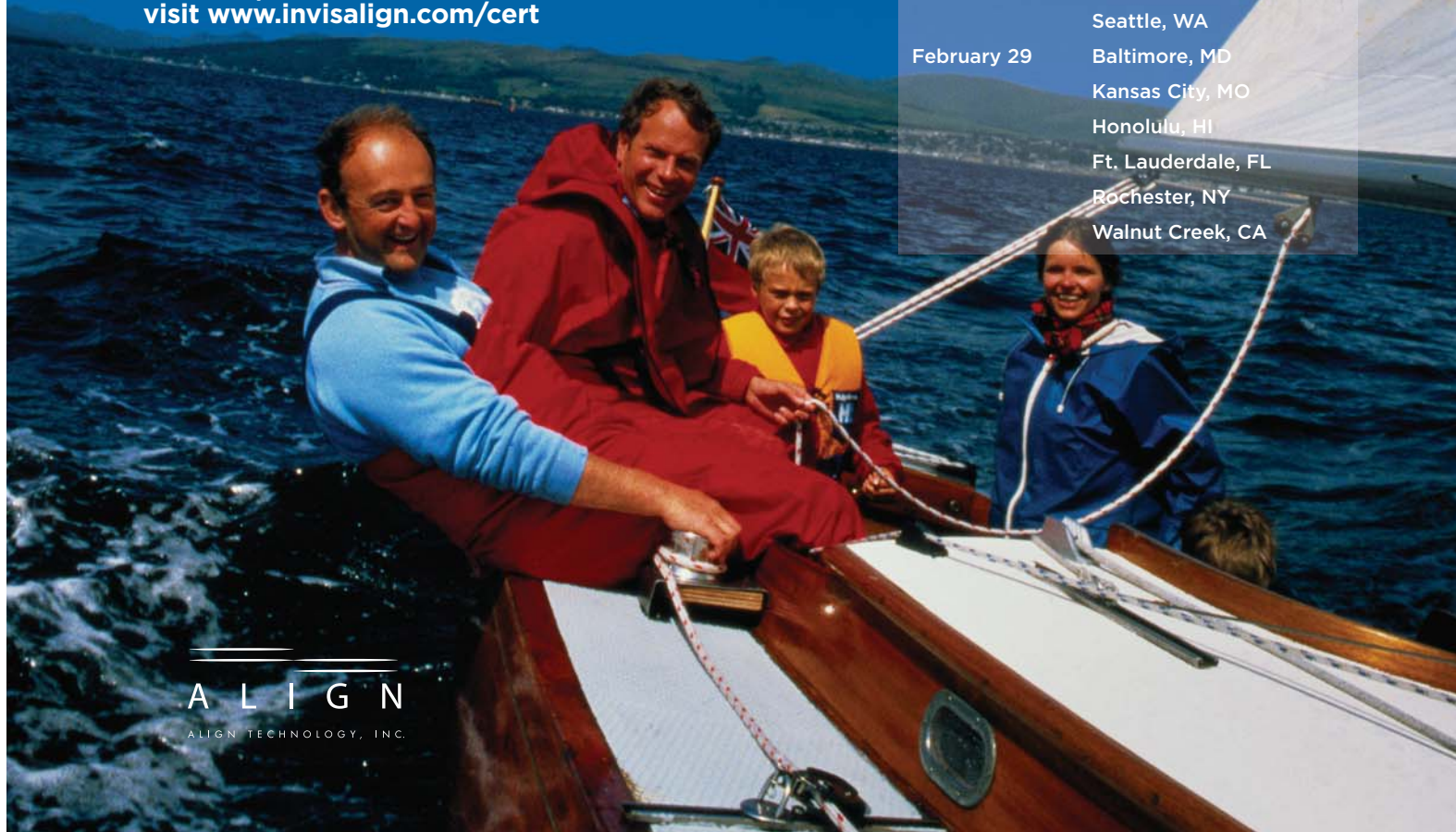
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January 31	Boston, MA Long Island, NY
February 1	Vancouver, BC San Francisco, CA Chicago, IL
February 8	San Jose, CA St. Louis, MO Austin, TX Philadelphia, PA
February 15	Portland, OR Ontario, CA Quebec City, QC
February 22	Dallas, TX Charlotte, NC Atlanta, GA Los Angeles, CA Seattle, WA
February 29	Baltimore, MD Kansas City, MO Honolulu, HI Ft. Lauderdale, FL Rochester, NY Walnut Creek, CA

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Introducing H. Todd Cubbon

CDS president for 2008



CDS Review Editor Walter F. Lamacki sat down recently with CDS President H. Todd Cubbon to discuss his goals for 2008.

What do you see as the biggest problem facing organized dentistry and how can we address it?

Right now it is our continued interaction with the insurance industry and the need for organized dentistry to intervene on behalf of membership. The poor administration of claims could make one suspect it is intentional. No

business model could allow for that many errors in claim processing and continue operating. The switching of claim processing centers, within the same carrier, without notice to the policyholders may be the most blatant

example of what I am talking about. Then they don't even return the claim or forward it to the correct office. It wouldn't surprise me if they end up in their circular files.

What is your vision for the newly formed CDS Foundation?

CDS has been fortunate to be able to be a generous benefactor of education in Illinois, and all members should be very proud. We also have and continue to support worthwhile civic organizations that provide dental care to the less fortunate. The CDS foundation will only expand that horizon. I would hope that in the future we may see a partnership of foundations on truly meaningful projects.

Chicago is in dire need of emergency dental care clinics. Possibly a partnership with foundations such as Oral Health America, corporate, CDS, and

ISDS could see the formation of such a clinic. The University of Illinois may be involved by staffing it with oral surgery residents teamed with undergraduate dental students - think of the education they could receive during a rotation in that clinic.

You were an officer on the Board of Directors when dues were lowered twice for a total of \$35. Do you envision raising dues sometime later?

No, I don't see it in the future, and I would certainly hope nothing changes to require it. My position with the Board was that we could and should do philanthropic activities, but not with members' dues. That is why I lobbied for a dues decrease before CDS funded the professorships at the University of Illinois at Chicago College of Dentistry and the Southern Illinois University School of Dental Medicine. With our members' volunteer help with the Midwinter Meeting and continued success of the meeting, we should be able to accomplish that goal.

As a past chairman of the ADA's Council on Insurance, would you like to see some enhancements in member benefits?

I feel we should always look for ways to enhance membership. Right now, if you take advantage of all the benefits CDS offers to members, it more than offsets the cost of your CDS dues. In the insurance arena, I have always felt that it was our duty to provide products that members could count on to have been "pre-screened." I know I hate to have to decipher insurance proposals or sit at the kitchen table with some pushy salesman. This philosophy should hold true with any product we endorse.

How do you balance your home life, practice and your duties of leadership?

I won't kid you: it's not easy. I don't think there is a "balance." It was a choice made, with the consent of my very understanding wife, to give back to the profession that has provided my livelihood. Having made that decision, it has been and is a great experience, and I don't regret a minute of time spent. Well, maybe not having any fishing trips this year hurts a little.



THE CUBBON FAMILY: (L-R) Greg Cubbon (son), Harbans Dhillon (fiance of Greg), Chuck Geringer (brother-in-law), Nancy Geringer (sister-in-law), Pat Cubbon, Todd Cubbon, Kim Sullivan (daughter), Bob Sullivan (son-in-law)

Photography by John McNulty

What is new at the MWM?

It was the goal of Rich Holba, Phil Fijal and myself to offer a well-rounded program for the MWM, a program that offers something for every interest in dentistry. I think Charting Dental Success reflects that effort. But within that framework, I wanted to emphasize the international aspects of dentistry, and Program Chairman Dr. Fijal authored the program that will give attendees the chance to learn about the high level of dentistry being done around the world with the Dr. Gordon Christensen-moderated panel "Dentistry Around the World."

I also tweaked the traditional "dinner dance" by adding the entertainment of comedian Tim Cavanaugh. It is my hope to provide entertainment to all who attend while still affording the dance crowd their chance to cut a rug.

Lastly, how can you be a White Sox fan and a fisherman?

That's easy: I grew up on the South Side. You know Louis Aparicio, Nellie Fox and the like. In the 1950s for a single-parent kid from Harvey (Tom Dreesen was a few years ahead of me at Thornton, and he was my patient early in our careers), Wrigley may as well have been in Canada. And, you see, it worked out well. If it takes a lifetime to have a Chicago baseball team win a World Series, I picked the right team. Sox fans don't blame some dumb goat; they take responsibility for years of frustration, and just wait for the changes needed to finally win.

As for fishing: I'm not going to tell you it's for relaxation. I work harder when fishing than I do with dentistry.

Fishing is a lot like gambling, but more socially acceptable.

Maybe that's because I know how to do dentistry. No, fishing is a lot like gambling, but more socially acceptable. You can cast a lure all day long with no fish caught but just know that the next cast will reward you. I had such a day in 2004. You know, after about 48 years of fishing. It was a tough day, hardly any

fish caught. Last 15 minutes before heading in, I asked my boat partners for just one more troll over the reef on the route to camp. As my homemade lure ticked the bottom of the reef, I hooked and landed the largest fish of my life—

which turned out to be a world line class record lake trout at 50 lbs. and 50 in. Just like the gambler who is broke but finds a quarter on the sidewalk, he's going back into the casino and put it in a machine. Gosh, ain't it great! ■

About Dr. Cubbon

On Nov. 11, the Chicago Dental Society installed H. Todd Cubbon as president for 2008. Dr. Cubbon, a 1970 graduate of the University of Illinois at Chicago College of Dentistry, is no stranger to the ranks of organized dentistry. He started with the Beta Alpha chapter of Psi Omega Dental Fraternity, where he held all offices from House Manager to President, and was awarded the Fraternal Achievement Award.

Within CDS, Dr. Cubbon served on a variety of branch committees, notably chairing the Peer Review Committee for 13 years. He held all executive offices of the South Suburban Branch, culminating with his presidency in 1985. Since presenting a table clinic at the 1969 Midwinter Meeting, Dr. Cubbon has been a member of various Midwinter Meeting committees, including the Table Clinics, Lecture, Information and Exhibits committees, chairing Exhibits in 1999 and 2002.

His other committee work has varied from serving on the ADA Council on Members Insurance and Retirement Programs and being its chair in 2003; to being on the Local Arrangements Committee for the ADA 2000 Annual Session; a delegate to the ADA House in 2000 and 2003-2008 and an alternate in 1999, 2001 and 2002; and on the Reference Committee on Budget, Business and Administrative Matters in 2005. He served as a member of the Illinois State Dental Society Board of Trustees from 1998 to 2001; he was a delegate to its House nine times and was a member of the ISDS Insurance Committee. Dr. Cubbon also served CDS as a director representing the South Suburban Branch from 1993 to 1996, and as an officer from 2004 to 2008.

Outside of dentistry, Dr. Cubbon is active in civic organizations. He and his wife, Patricia, reside in Crete. They have two children: Kimberly, who is married to Robert Sullivan and has the Cubbons' grandson, Patrick; and son, Gregory, a pilot for Comair the Delta Connection.



Pat and Todd Cubbon



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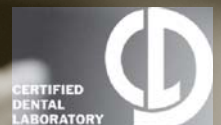
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All on board

CDS installs new officers for 2008

by Will Conkis

H. Todd Cubbon was installed as the 144th president of the Chicago Dental Society Nov. 11. More than 300 members attended the installation ceremonies at the Sheraton Chicago Hotel & Towers.

Prior to the installation ceremonies, a dinner celebrated 30 jubilarian award recipients. The recipients were recognized during the installation ceremonies.

In his inaugural address, Dr. Cubbon highlighted the success of CDS and the Midwinter Meeting.

"We are enjoying explosive growth and success of the MWM since leaving the hotel setting. We are solidifying our position nationally and internationally as the premiere educational meeting in the world," Dr. Cubbon pointed out. (For the full text of Dr. Cubbon's speech, please see page 14).

But, he added, it is essential for CDS to not settle for "good enough." With change a constant, he said, CDS needs to continue improving the MWM and be "sensitive to the changing demographics of membership and adjust to meet their needs. We must strive to make the MWM user friendly for female dentists and two-dentist families. . . which are rapidly growing segments of our profession."

Preceding his remarks, Dr. Cubbon and other officers and new directors for 2008 were installed.

The other officers are: John H. Gerding, treasurer; Ian Elliott, vice president; Michael J. Stablein, secretary; and David P. Kumamoto, president-elect.

The new members of the Board of Directors are: John F. Moore, Englewood; Susan Becker Doroshov, North Suburban; and Theodore J. Borris, Northwest Suburban.

During the ceremonies, the jubilarians, retiring directors and retiring branch presidents were recognized for their contributions.

Recognized jubilarians, members who graduated from dental school in 1957 and have been CDS members since graduating, include: Howard Aduss, William R. Aquilino, Neal L. Baigh, Joanna Baranovskis, Luis Casals, William C. Chrisos, Elliott Esses, John R. Goska, Robert S. Groselak, Bailey N.

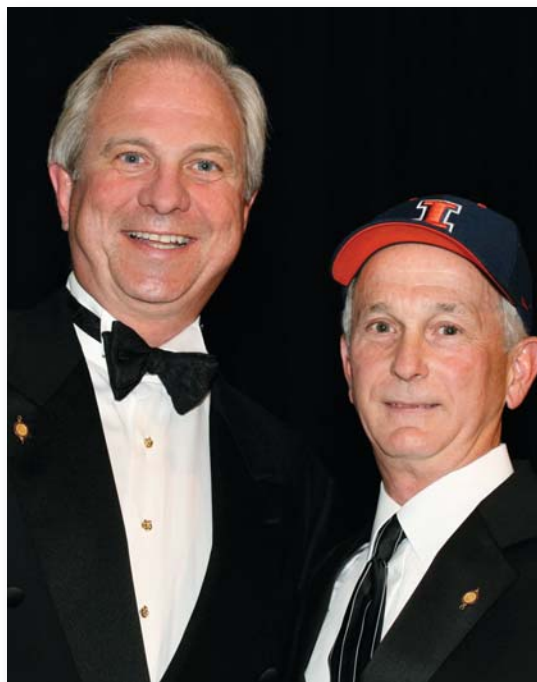
Jacobson, Joseph C. Konie, Howard B. Liebman, Thomas W. Linnik, Donald P. Loiben, William J. Newell, Ronald Nierenberg, Gerald M. Noskin, Wilbur P. Pettitt Jr., Thomas V. Powell Sr., Alicija H. Ruibys, Thomas J. Salmon Sr., Edward J. Schaaf, Marvin B. Schumer, James B. Stephens, Howard D. Sutchter, Carl S. Venkus, William U. Wax, Franklin S. Weine, Leonard Weiser and Theodore Winiecki.

Retiring branch presidents honored at the installation were: John M. Green Jr., Englewood; James H. Harris Jr., Kenwood/Hyde Park; Teri Steinberg, North Side; Mark J. Humenik, North Suburban; Timothy D. Tishler, Northwest Side; Steven S. Banks, Northwest Suburban; Michael J. Mintz, South Suburban; Brian M. Cabara, West Side; Mark A. Sloan, West Suburban; and Alyssa Brown, Academic Chapter.

Retiring directors that were acknowledged included: Robert F. Matthews, Englewood; Kenneth W. Buelmann, North Suburban; and Michael G. Durbin, Northwest Suburban.

John F. Fredricksen, 2007 CDS President, delivered a farewell speech in which he recognized the efforts of the members, officers, directors and staff for their efforts on behalf of CDS. He also acted as master of ceremonies for the evening.

Keith W. Dickey, president, Illinois State Dental Society, served as installing officer and administered the oath of office to incoming CDS branch directors and officers.



Out-going CDS President John Fredricksen passes the baton to Todd Cubbon.



TOP: (L-R) ISDS President Keith Dickey helped honor CDS Jubilarians, those members in practice for 50 years. Pictured are Ed Schaaf, Tom Salmon Sr., Tom Powell, Donald Loiben, Bill Wax, Howard Liebman, Bailey Jacobson and Bill Aquilino.



LEFT: CDS honored those branch directors whose terms expired in December. Pictured are Englewood Branch Director Robert Matthews, Susanne Matthews, Mary Kay Bueltmann, North Suburban Branch Director Kenneth Bueltmann, Renee Pappas and Northwest Suburban Branch Director Michael Durbin.



BOTTOM LEFT: CDS honored those branch presidents whose terms expired in 2007. Pictured are John Green Jr., Englewood; James Harris Jr., Kenwood/Hyde Park; Teri Steinberg, North Side; Mark Humenik, North Suburban; Timothy Tischler, Northwest Side; Steven Banks, Northwest Suburban; Michael Mintz, South Suburban; Brian Caraba, West Side; and Alyssa Brown, Academic Chapter. Not pictured: Mark Sloan, West Suburban.

Dr. Cubbon's installation speech

I want to thank everyone for sharing the evening and helping to honor our Jubilarians, outgoing CDS directors and branch presidents; to welcome the incoming directors and treasurer; but most of all to recognize the fine year Dr. Fredricksen has had.

I can honestly say I never planned to be standing here as your incoming president. It is a humbling experience.

No, I never planned on this, even though as a child I attended many MWMs in the 1950s. I only wanted to help on committees of the South Suburban Branch.

Then maybe I could help on MWM committees.

Well, then, if you need an officer for the branch, OK.

That led to a CDS Director.

Heck, Rich Holba nominated me for ISDS Trustee while I was in the restroom on Coalition Night.

Next thing you know, here I am.

But to get to this point took a lot of trust and encouragement from many who went before me. Much of that rich legacy is here tonight and to them I owe thanks:

Starting with Bill Kort, who was the faculty advisor to Psi Omega at the U of I during my years on the officer ladder of Beta Alpha Chapter;

Tony Venezia guided me through the then-arduous process of remaining a CDS regular member when I moved my home and practice to Will County—otherwise, I couldn't be here tonight;

Bob Unger made sure that if history repeated itself on my watch, it wouldn't be due to my ignorance of it;

The encouragement and help of Rich Caraba, my CDS Director classmate and close friend ever since, remains important to me;

Ron Testa, who I have followed through and consulted with on this organized dentistry odyssey;

And of course, Leo Finley, who through his council and guidance moved me steadily forward in CDS and ISDS, and gave me opportunities with the ADA.

This is the caliber of mentorship that is needed for a volunteer organization to flourish. All of us here must do what we can to assist those who will be tomorrow's leaders in organized dentistry.

The five years on the officer ladder—especially this year and I'm sure next—require the help and support in my professional and personal life of those around me.

First, I'd like to thank Bob Ore, owner of Center Dental Lab and a close friend for 36 years, and his wife, Jackie. Bob has truly made me a better dentist, and he has also made the adjustments necessary to accommodate my erratic schedule.

I would like to introduce my brother-in-law and sister-in-law, Charles and Nancy Geringer. Chuck has taught me a great deal about the art of salesmanship.

I'm fortunate to have two staffs I can count on.

First is our CDS staff. This is the most dedicated group any-

one could hope to work with. It's not just a job for them—they take personal ownership of their responsibilities and it shows in the results. Just look at this evening and the MWM. Pat and I thank you so much.

My office staff: they keep me headed in the right direction and cover for me with patients when I announce, "They have scheduled a meeting. Please clear out next Tuesday." Please allow me to recognize them:

Kym Steiber, chairside just short of 10 years;

Emily Ulas, chairside for just over 10 years with a hiatus for the birth of twins—between Kym and Emily they have had 7 children while employed by me;

Donna Baugh, our receptionist hired during her dental appointment 15 years ago;

Cathy Hughes, hygienist for 18 years—Bob Ore's niece and the late Don Ore's daughter. My father guided Don into dentistry. Then Don, when a professor at the U of I, did the detective work that discovered that my dental aptitude test scores had not been sent over from the ADA, which was the reason my application was pigeonholed.

Dentistry is a family.

Carol Ellis, my hygienist for 22 years. We've watched her daughter grow into a fine young lady about to enter Purdue Engineering.

Elaine Burdick, my receptionist for 28 years—that's all but nine years of my professional career.

And of course, my family, who has endured years of, "Dad's at another meeting."

My son, ComAir airline Captain Greg Cubbon and his fiancé, Harbans Dhillon, senior United flight attendant and also a licensed commercial pilot.

My daughter Kim, accountant and comptroller for Real Time Solutions Group, and son-in-law, Robert Sullivan, master electrician for Rex Elec, and the parents of our grandson, Patrick, my newest fishing partner.

My life partner, my moral compass and wife of 37 years, Pat, without whose support and guidance I couldn't even think of doing this. If I need an honest answer, Pat's always there for me.

Thank you all for the support

My early involvement with organized dentistry was often with troubled, if not desperate, situations. For example: Psi Omega Beta Alpha, as Bill Kort or Jim Arient will recall, only had junior and senior class members known to the National Fraternity because it couldn't afford to forward the dues collected from the freshmen and sophomores. We had a delinquent account with Foremost Liquors, and were about to lose our house on Ashland Avenue—a lot of upside, not much downside risk. It was easy to improve that situation.

With CDS, it's a different story. We are enjoying explosive growth and success of the MWM since leaving the hotel setting. We are solidifying our position nationally and internationally as the premiere educational meeting in the world. This is evidenced by our formal agreements with the *Journées Dentaires de Nice, France*. This is evidenced by our

formal agreements with Asociacion Dental and Associazione Italiana Odontoiatri. And the most recent evidence is an invitation for me to represent the CDS at the Third West-East Dental Conference in Warsaw, Poland.

So I find myself in the unfamiliar position of being an officer of the best dental society in the world. Period!

So, as I captain CDS through the calm seas of 2008, I don't want to be CDS's equivalent of Captain Joseph Hazelwood of Exxon Valdez fame. I don't want to run CDS onto a shoal.

But you can't simply follow the same route.

Change is a constant we all live with, and a successful organization needs to change selectively and carefully or it will see its success wane. The Board must be the filter that weighs the risks against the potential rewards and chooses the correct course for CDS.

In this shrinking global dental community, I would like the MWM to continue to expand its international presence and become "The Meeting to Attend." We may well already enjoy that status, but we need to be recognized for it—maybe blow our own horn a bit.

I also believe the Far East is the next frontier. And CDS and the MWM must position themselves to be a player in that market.

And on the home front:

In the years ahead (not year ahead) CDS has to be sensitive to the changing demographics of membership and adjust to

meet their needs. We must strive to make the MWM user-friendly for female dentists and two-dentist families with children, which are rapidly growing segments of our profession.

Our efforts to establish a relationship between CDS and the Hispanic Dental Association and my recent discussions with the Mexican Dental Association may lead to Spanish language courses being offered at the MWM for the first time.

Due to the success of the MWM, CDS is enjoying exponential growth that has endowed us with the ability to help others with generous contributions to education and worthy social organizations through our Grants and Donations Committee—all done while reducing dues. Name one other dental organization that can make that claim! The recent formation of the CDS Foundation will only expand that philanthropic horizon to bigger and better projects.

We must, however, remain vigilant. In unprecedented good times it is easy to become complacent. Just remember the tech boom of the late 1990s.

The Board of Directors has the responsibility not to be lulled into a false sense of security. It is my plan to bring in professional council to analyze our present business status and plan, and to give us insight on charting a course for the future.

As your president, I pledge to follow the advice Coach Bill Parcells gave to then rising star quarterback of the Dallas Cowboys, Tony Romo: "Don't let good enough be good enough."

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2008 CDS Officers



David Kumamoto, DDS, MS
President-elect

Dr. Kumamoto is a long-time volunteer in the ranks of organized dentistry. He served in all executive positions for the Northwest Side Branch as well as serving as that Branch's director on the CDS Board. Dr. Kumamoto also served on numerous CDS committees.

Dr. Kumamoto received his doctor of dental surgery degree in 1976 from the University of Illinois at Chicago College of Dentistry (UIC). In 1978, he received a master's degree in medical psychology.

An educator and author, Dr. Kumamoto is known for his promotion of sports medicine and protective mouthguards. He has been the team dentist at UIC for 25 seasons. He is a past chairman of the UIC Campus Alumni Advisory Board, chair of the Illinois Section of the American College of Dentists, and Past President of the Sigma Chapter of the Omicron Kappa Upsilon Honor Society at UIC. He is also a Fellow of the International College of Dentists, the Academy of General Dentistry and the Academy for Sports Dentistry.

Dr. Kumamoto was a delegate from the 8th Trustee District in the ADA House in 1995 and 2004-2006, and served as an alternate in 1996, 1997 and 2001. In 2007, Dr. Kumamoto served as chair of the Dental Education Reference Committee for the ADA House of Delegates and was a delegate from the 8th Trustee District. He is on the faculty at UIC as a clinical associate professor in the Department of Restorative Dentistry, and plans to retire later this year. He is a resident of Niles.



Michael Stablein, DDS, PhD
Secretary

Dr. Stablein, who graduated from the University of Illinois at Chicago College of Dentistry (UIC) in 1978, is a practicing periodontist. He completed his specialty certificate in 1983. In addition, Dr. Stablein received his doctorate in pathology from UIC in 1987.

Dr. Stablein has held all executive offices of the West Side Branch and has represented that branch as a director on the CDS Board of Directors. He has served on a variety of CDS committees, and most recently was general chair of the 2004 Midwinter Meeting. Dr. Stablein chaired the CDS Access to Care Committee twice and chaired the Information Committee. He was chair of the Illinois State Dental Society Access to Care Committee from 1995 to 1999, and was co-chair of the Program Coordinating Committee of the American Dental Association Meeting in Chicago in 2000. He was also a trustee to the Illinois State Dental Society from 2001 to 2004. Dr. Stablein was also an alternate delegate from the 8th Trustee District for the 2007 ADA House of Delegates.

Dr. Stablein has published 13 journal articles and co-authored a chapter in *The Histology of the Oral Mucosa*. He was an instructor in periodontics and oral pathology at the UIC Medical Center from 1978 to 1987.

Dr. Stablein and his wife, M. Caroline Scholtz, DDS, reside in Lincolnshire with their four children: Michael, Gabriela, Andrew and Amelia.



Ian Elliott, DDS
Vice President

Ian Elliott received his dental degree from the Loyola University School of Dentistry in 1980, after graduating Magna Cum Laude from the University of California in Los Angeles in 1975. He also holds a certificate in periodontics from Northwestern University Dental School and completed a rotation in general anesthesia at the university's medical school.

Dr. Elliott has maintained a periodontic practice in Naperville since 1982.

He is well known to CDS members as a lecturer and author, for his service to the Society as director of the West Suburban Branch from 1998 to 2000, and as program chair for the 2005 Midwinter Meeting. Dr. Elliott served in all of the executive offices for the West Suburban, ending with his term as president in 1997. He has been an active member of numerous CDS committees, as well.

Dr. Elliott is also active on the state and national level, as he has served on many committees of the American Dental Association and the Illinois State Dental Society. He served as a delegate from the 8th Trustee District in the 2007 ADA House of Delegates.

Dr. Elliott and his wife, Jan, reside in Naperville and have two grown children, Courtney and Nathan.



John Gerding, DDS
Treasurer

Dr. Gerding began his participation in organized dentistry as a student member of Delta Sigma Delta International Dental Fraternity.

A general dentist practicing in Naperville, Dr. Gerding is a 1970 graduate of the Loyola University School of Dentistry. He received his undergraduate degree from Loyola, as well.

His professional memberships include fellowships in the American College of Dentists, the International College of Dentists, the Odontographic Society of Chicago and the Academy of General Dentistry.

Dr. Gerding has served CDS in many positions. In addition to being a member of numerous CDS committees, Dr. Gerding served in all executive positions of the West Suburban Branch and represented that branch as a director on the CDS Board from 2001 to 2003.

In 2007, he was a delegate from the 8th Trustee District in the ADA House of Delegates and served as an alternate delegate in 2001 and 2002. He was a member of the Illinois State Dental Society House of Delegates from 1990 to 1996, 2001 to 2003, and 2005 and 2006.

He was a captain in the U.S. Army Dental Corps and has also spent more than 25 years volunteering for the Boy Scouts of America, culminating in the prestigious District Award of Merit in 2000.

Dr. Gerding resides in Lisle with his wife, Shirley, and family.

New Branch Directors



John F. Moore, DDS
Englewood Branch

Dr. Moore, a periodontist who practices in Oak Lawn, Homewood, Orland Park and Bourbonnais, graduated from the Case Western Reserve University School of Dentistry. He also received his undergraduate degree from Case. Dr. Moore completed a periodontology residency at the Mayo Clinic Graduate School of Medicine, earning his Master of Science degree. He was an instructor at the Case dental school.

Dr. Moore, who has received several professional honors and awards, has served CDS in a number of committee posts. He also served in all executive positions in the Englewood Branch including president in 1998-1999. He was Dent-IL-PAC director for the branch for more than 10 years. He has been a delegate and alternate delegate for the Illinois State Dental Society House of Delegates and secretary for the Illinois Society of Periodontists.

He is a member of American Academy of Periodontology, the Midwest Society of Periodontists and the Illinois Society of Periodontists. He is also an Alumni Fellow of the Mayo Graduate School of Medicine.

Dr. Moore resides in Orland Park with his wife, Laurie, and their two children, Janelle and Jonathan.



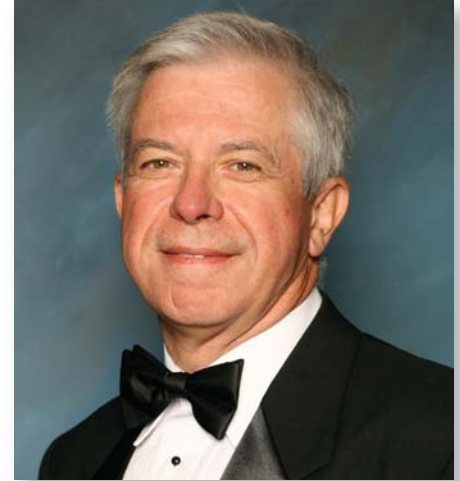
Susan Becker Doroshow, DDS
North Suburban Branch

A general dentist who practices in Skokie, Dr. Doroshow graduated from the University of Illinois at Chicago College of Dentistry in 1983.

Dr. Doroshow has served on several CDS committees. She also has served in all executive offices for the North Suburban Branch, including president in 2004-2005. Dr. Doroshow is also active in the Illinois State Dental Society, serving on numerous committees as well as being a member of the state House of Delegates from 1999 through 2004. She chaired the Communications, Membership and Health Affairs Reference Committee in 2001. And she served as a member of the ISDS Board of Trustees from 2004 to 2007. Dr. Doroshow was also an alternate delegate from the 8th Trustee District in the ADA House of Delegates in 2003, 2004, 2006 and 2007. She also represents the 8th District on the ADA Council on Membership and is the vice chair.

Her other professional memberships include the International College of Dentists, the American College of Dentists, the Odontographic Society of Chicago and the Conley Study Group. She is also an active volunteer in many community organizations.

Dr. Doroshow resides in Skokie with her husband, William.



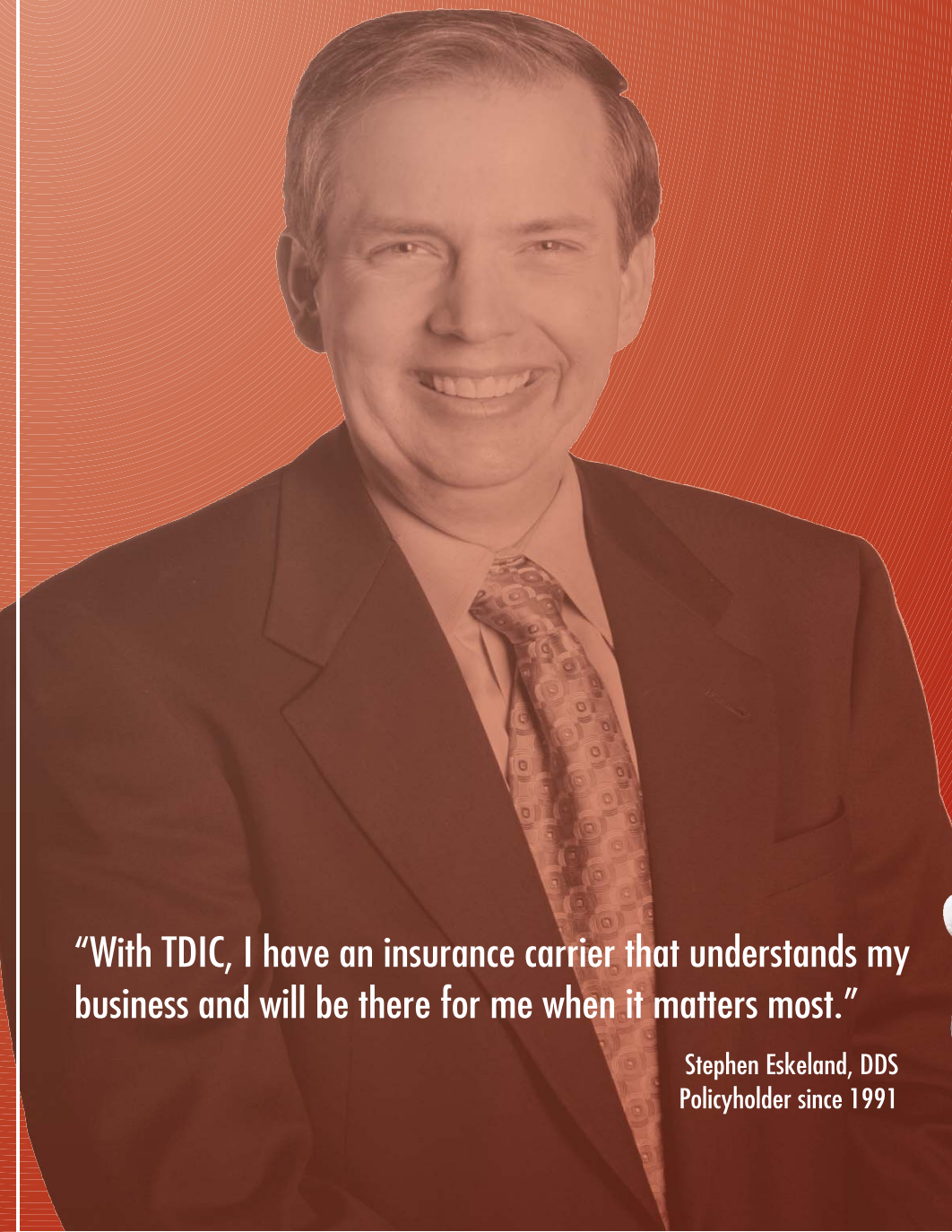
Theodore Borris, DDS
Northwest Suburban Branch

Dr. Borris, a general dentist who practices in Mount Prospect, graduated from the University of Illinois at Chicago College of Dentistry in 1982. He received his undergraduate degree from Loyola University and has a master's degree in guidance and counseling from Northeastern Illinois University.

He has been active in CDS, serving in numerous volunteer posts. He also served in all executive positions of the Northwest Suburban Branch. He was branch president in 2005-2006.

Dr. Borris was a general dental officer in the Air Force from 1982 to 1985. He was a teacher and guidance counselor for six years prior to becoming a dentist.

Dr. Borris resides in Mount Prospect with his wife, Carolyn, and their two children, Diana and Stephanie. ■



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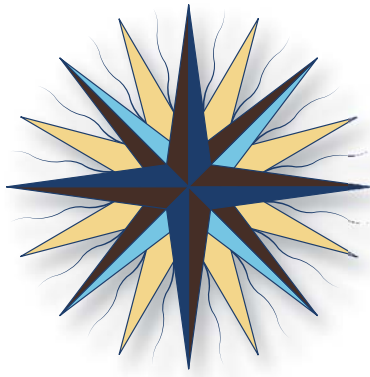


Chart your own dental success

A 143rd MIDWINTER MEETING PREVIEW

by Joanna Brown

In just a few weeks, the hallways at McCormick Place will be filled with oral health professionals, auxiliaries, technicians, exhibitors and lecturers, all in town to celebrate the Chicago Dental Society's 143rd Midwinter Meeting. We hope you've made plans to be there, too.

"The Midwinter Meeting offers attendees access to an all-encompassing educational program, hands-on shopping for the latest in equipment and supplies, and social and cultural experiences for all interests," said 2008 CDS President H. Todd Cubbon.

Pre-registration continues online through Jan. 31, at www.cds.org. It's the fastest and easiest way to ensure you have access to the first class program of speakers we've lined up for the meeting.

The Scientific Program includes dozens of courses on the latest technologies, medical advances and management practices. Speakers are coming from all corners of the globe to share their expertise.

Don't miss

"Our program team of Drs. Todd Cubbon, Richard Holba and Phil Fijal have put together another outstanding Scientific Program for the 2008 Midwinter Meeting," said Dr. Al Kleszynski, director of Scientific Programs. "One program that I think will generate a huge amount of interest is an international panel moderated by Dr. Gordon Christensen which will discuss many of the same challenges that dentists in other countries face and their approaches to solving these challenges."

Due to popular demand, an increased number of participation courses have



Photography by John McNulty

Gordon Christensen will moderate a panel that discusses the challenges that dentists in other countries face.

been added to the 2008 schedule.

"Programs on esthetics, temporaries, periodontics, endodontics and radiology are just some that you can experience," Dr. Kleszynski said. "Also, for the first time ever, we will present two hands-on programs on medical emergencies in the dental office.

"Lasers, anterior esthetics and a host of communications and management programs will complete what we feel is a

very well-rounded program."

Courses will be offered Thursday through Sunday, Feb. 21-24. Pre-registered attendees will receive tickets to all courses, including F (free) courses, in advance of the meeting.

Go green, go online and download course handouts

New this year, the Midwinter Meeting is going green! Course handouts will no longer be provided within the course rooms.

Instead, course handouts prepared by our scientific clinicians for their programs will now be available to participants online at www.cds.org/mwm/ beginning Feb. 7. You may print out your own copy of the handout while at home or in the office, review it and bring it with you to the course for which you have registered.

A limited number of complimentary printing stations will be on-site in case you forget to bring your handout, but we strongly recommend you plan ahead and print out the handouts you need prior to your arrival at McCormick Place. This "print on demand" process will benefit everyone, including the environment.



Numbers to remember

33,762: professionals who participated in the 142nd Midwinter Meeting

123: press credentials issued during the 142nd Midwinter Meeting, indicating the significance of and interest in the topics discussed among both dental health professionals and the general public

154,400: square feet of exhibit space that has been reserved for the 143rd Midwinter Meeting

238: courses offered during the four days of the 143rd Midwinter Meeting

31: registration lanes slated to open at 7:30 a.m. Thursday, Feb. 21, to help people who forget to pre-register online at www.cds.org



Table Clinics moved to Thursday and Friday

Beyond the formal courses being offered, Table Clinics will again be offered in the Lakeside Ballroom Thursday and Friday, Feb. 22 and 23. These short presentations on techniques, materials and procedures are conducive to discussion, enabling our guests to learn from their colleagues in a less formal setting.

See the latest products in the Exhibit Hall

Complementing the scientific program is a top-rated trade exhibition. More than 600 companies have reserved space at McCormick Place to show off their latest tools to keep your practice in tip-top shape.

“At this meeting, attendees will see any product/service directly related to the practice of dentistry—dentistry as clinical medicine as well as a small business,” said Lisa Girardi, director of Exhibit Services. “The Midwinter Meeting exhibition has a reputation—which preceded my employment—as being the meeting where new products and techniques are unveiled to the dental community, a buying meeting where dental professionals from all over the world come, in the worst weather month for Chicago, to learn about and see these products in action. All our exhibitor partners make the Midwinter Meeting the must-attend meeting in this country.”



The Exhibit Hall opens for business at 9 a.m. Friday, Feb. 22.

The Exhibit Hall opens at 9 a.m. Friday, Feb. 22. Exhibitors will be on hand through 3 p.m. Sunday, Feb. 24.

Enjoy these special events

At the end of each day, consider unwinding with colleagues at one of the special events we have planned for the Midwinter Meeting. The Opening Session Thursday night will feature Da Coach: Hall of Fame tight end and Chicago Bears legend Mike Ditka will start the Midwinter Meeting out strong Thursday, Feb. 21. A reception begins at 4:30 p.m., followed by the program at 5:30 p.m. Tickets are required for admission.

Friday afternoon is annually a classy affair at the Fairmont Hotel, when several of Chicago's leading fashion houses gather to show off the latest styles at the Fashion Show and Luncheon, beginning with a reception at 11:30 a.m., followed by a stellar luncheon in the International Ballroom. Reserve your tickets when you pre-register for the meeting.

Friday night, in contrast, will be a rockin' affair when the Cryan' Shames and the New Colony Six take the stage at the Hyatt Regency Chicago. The Cryan' Shames started their careers in Chicago's suburbs, and promise to keep the hometown crowd on their feet during a show loaded with fan favorites. Tickets are required for admission, so reserve yours when you pre-register for your Midwinter Meeting courses.



The annual Fashion Show and Luncheon is a Midwinter Meeting favorite.

Saturday night offers a return to elegance at the President's Dinner Show, honoring CDS President Dr. and Mrs. H. Todd Cubbon. The evening begins with cocktails at 7 p.m., followed by the comedy of Tim Cavanagh and dinner in the Fairmont Hotel Imperial Ballroom. Dance music will be provided by the Steve Edwards Orchestra, which will return by popular demand.

Also around town

For those who will be in Chicago but not attending any of the meeting, there is a full program of day trips to exciting venues throughout the city. Make a Cuban feast at the Chopping Block, one of Chicago's favorite amateur cooking schools. Or take a guided tour at the Art Institute—you're sure to recognize many of the masterpieces guarded by the famous stone lions, and also learn a few things you didn't know about your favorites.

More information on all aspects of the Midwinter Meeting is available online at www.cds.org. Pre-register today to make the most of your Midwinter Meeting experience. ■



In Other Words by Mary M. Byers, CAE

Read Mary Byers' online column, The Front Desk, at www.cds.org.

In need of improvement?

When a friend of mine bought her first home, her father gave her a valuable piece of advice: Rather than waiting until she was ready to sell the home to make necessary and/or desired improvements, he encouraged her to look around the house each year and to do all the things she would need to do for resale if she were going to put it on the market that year. In this

Improving your practice should be a never-ending task. If you keep up with necessary changes on a regular basis, they will be more easy to afford and you'll be able to enjoy the fruit of your work

way, she wouldn't be hit with a lot of expense all at once and could spread it out over a number of years. More importantly, she'd be able to enjoy the fruit of her upkeep, rather than fixing the house up for new owners.

Though meant for my friend, this advice is great for business owners, as well. It's sometimes easier to do updates and changes only periodically, but it makes more sense to do them regularly. Like my friend, you'll be able to enjoy the benefit of regular office upkeep as well as spread your expenses over a number of years. Here's how to apply this concept to your office.

Evaluate

Set aside a half hour to make a list of the things in your office that may need attention. Doing a walk-through will help you build your list. Here are the items you should consider:

Physical appearance. Is the carpet worn? Would your walls benefit from a new coat of paint? Is the décor warm and inviting? Is it current?

Equipment needs. Are there any equipment updates you should consider? Any old equipment you need to get rid of?

Technology upgrades. Are you keeping up with technological changes? Are there new applications or software you need to consider purchasing?

Training needs. Would you or your staff benefit from specialized training? What doesn't staff know how to do that they need to know? Who's the weakest link in the office, and would this person benefit from training?

Ask your staff

Set aside some time in your next staff meeting to get input from staff members in each of the above areas. Or, if you feel

you'll get more honest feedback, meet one-on-one with each staff member to seek out ideas and suggestions in each category listed above.

Finalize your list

Blend the items on your list with those offered by staff members in order to make a master list for your consideration.

Prioritize the necessary improvements. Working from your master list, rank the items in order of importance. The most important item should be listed first, on down the line.

Decide which items should be done this year. If you're ambitious, you may be able to focus on each item you've listed. But some projects are big enough—and expensive enough—that you might begin planning for them this year but not actually tackle them until some point in the future.

Assign accountability

Who's going to tackle each of the items on your list? Assign what you can to staff members (they'll appreciate the challenge!) and keep what you're most interested in for yourself. Or, consider assigning mini-work teams within the office if you'd like to include everyone in some sort of improvement project.

Assign deadlines

When are these projects going to be completed? If there are many on your list, spread them out over the upcoming year, rather than making them all due the first quarter. This will make it less stressful for everyone in the office.

Enjoy!

Not only will improvements help protect your financial investment in your practice, they'll be appreciated by staff and patients as well. You deserve to spend time in a current, pleasant environment—one that enables you to do your very best work.

Go back to step #1

Improving your practice should be a never-ending task. If you keep up with necessary changes on a regular basis, they will be more easy to afford and you'll be able to enjoy the fruit of your work rather than waiting until it's time to sell the practice to invest in updates for the benefit of the next owner. ■



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It's the Law by Petra von Heimburg, DDS, JD

The following article does not constitute legal advice but is for educational purposes only. Dr. von Heimburg is a practicing dentist and a practicing attorney in the Chicago area. She represents, advises and educates dental professionals, exclusively, in all matters relating to the practice of dentistry. Contact her at (847)382-2832 or ceprof@aol.com, or visit www.petravonheimburgddsjd.com.

How much is that worth on the street?

Dentists and their staffs have ready access to prescription medication. The temptation that the availability of drugs poses should not be underestimated and may cause problems for a dental office. The dentist is the person in charge and has to be able to supervise and control his staff's behavior as it relates to the ready access to drugs.

Sticky fingers

I received a frantic phone call one morning from a client. He had spent the previous day attempting to reconcile his inventory of injectible drugs, in particular Demerol and Valium, and things did not add up. As a periodontist with a busy practice, prescription drugs are an integral part of his practice.

Dentists keeping such substances in the office are legally required to keep records regarding the ordering, receipt and distribution of controlled substances.

Fortunately, my client is a very meticulous person who takes record keeping seriously. We spent the next day checking his inventory and dispensing logs. Besides the logs, we also focused on the office in general: the behavior of individual staff members, access and safekeeping of the drugs and other patterns and procedures. Further questioning and investigation revealed forged signatures to sign out drug vials by one of the employees as well as changes in her behavior: overly long bathroom breaks, a habit of carrying drug vials in her lab coat pocket and "forgetting" about them.

This situation resulted in a confrontation of the suspected employee and her admission to theft of the controlled substances.

Taking control

The dentist's license is at stake; should controlled substances disappear from the office, he needs to take decisive steps of protection and intervention. Once the dentist discovers controlled substances are missing, his records are crucial in substantiating the theft and supporting the following necessary steps:

- Internal review of purchase orders, receipts and suppliers' billing for the drugs, inventory and dispensing logs;
- Documentation of substances and amounts missing;
- Filing of a police report;
- Filing of Form DEA-106, Report of Theft or Loss of Controlled Substances, with your local Drug Enforcement Agency office;
- Staff meetings to discuss, inform and educate, and to put new controls in place if necessary;
- Termination of the offending employee, if known.

What we can learn from this

Once you have discovered that it is likely that controlled substances have been stolen from your office, it is advisable to contact legal counsel. Before taking control of the situation and regaining control of your office, your attorney will ensure that the next steps, as outlined above, will not place you in a compromising position.

Problems closer to home

Unauthorized drug use can also take on a more personal face and involve a "perpetrator" who does not know he or she is doing wrong.

A dentist-client of mine has a small, well-run general dental practice. He takes good care of his patients with the help of an assistant, while his wife tends to the front desk duties such as scheduling patients, ordering and receiving supplies and paying the bills.

Unfortunately, his elderly parents were in need of expensive prescription medication. The dentist's wife came to the rescue: she realized that those medications could be obtained much cheaper through the dental supply house, which already had her husband's DEA number on file. She knew the medications she ordered for the parents had all been prescribed by a physician. Everything was fine. . .

Or so she thought until an agent from the Drug Enforcement Agency and an investigator from the state licensing organization paid a visit to the office. Not aware of his wife's actions, her dentist-husband was in a state of shock. Disciplinary action against the dentist's license was the inevitable outcome.

What went wrong here?

The unbendable rule is that a dentist can only prescribe within the parameters of dentistry, and then only for a patient he actively treats. The fact that the prescription of a physician supports the patient's right to obtain the medication, as was the case here, is irrelevant.

Practical suggestions

Besides proper physical controls, the dentist has to have proper personnel controls in place:

- Teach your staff respect for the various licenses a dentist and hygienist hold and their limitations;
- Discuss the powers licensing agencies have over the professions;
- Do not allow one person, even a family member, to control the entire cycle of ordering, receiving and bill paying;
- Cross-train and rotate your employees. ■

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ALAN ROSENFELD AND GEORGE A. MANDELARIS MARCH 28 (FRIDAY HALF DAY) / MARCH 29 (SATURDAY FULL DAY)

Principles of Computer-Guided Implantology—Level I*
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*Level II course planned for Fall 2008

TOMASO VERCELLOTTI APRIL 12 (SATURDAY)

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«Quintessence Seminars»

Roots of good oral health start with first visit

According to a recent study from the Centers for Disease Control and Prevention, oral health is improving for most Americans, but tooth decay among pre-school children is on the rise.

The study found that tooth decay in primary teeth (also called baby teeth) in children ages 2 to 5 increased from 24 percent to 28 percent between 1988-1994 and 1999-2004.

Those troubling statistics are all the more reason to make your child's first visit with the dentist a priority.

Scheduling the first visit

Most parents would never dream of missing or postponing a routine visit with their child's pediatrician. But many parents often wait too long to plan their child's first trip to the dentist.

So when is the best time to begin scheduling regular dental appointments for your child?

Dentists recommend that a child's first dental visit should occur shortly after their first tooth appears and no later than the child's first birthday.

First time's the charm

The "first tooth visit" is critical in establishing a lifetime of good oral health because it allows the dentist to check for proper development; evaluate any negative habits, such as thumb sucking or tongue thrusting; help the parents develop good oral hygiene practices for their children; and detect early signs of tooth decay.

According to the American Academy of Pediatric Dentistry, tooth decay can have serious implications for a child's long-term health and well being, even in the earliest stages.

A study by the Children's Dental Health Project found that children who have their first preventative dental visit by age 1 are not only less

likely to need restorative work or visit emergency rooms, but their average dental costs are almost 40 percent lower in their first five years than children who receive their first exam after their first birthday.

Early dental visits are also important because they preserve the child's primary teeth. Your child's primary teeth are just as important as their permanent adult teeth because they perform essential roles in helping your child chew and speak and serving as placeholders in the jaw for the permanent teeth.

A good foundation

Ultimately, the sooner your child visits a dentist for preventative care the more likely it is that their first, and subsequent, visits with the dentist will be positive ones—laying the groundwork for a lifetime of good oral health.

For more information on your child's first visit or dental care tips for children, consult your dentist. ■

Your child's primary teeth are just as important as their permanent adult teeth because they perform essential skills like helping your child chew and speak and serving as placeholders in the jaw for the permanent teeth.





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Snap Shots

profiles of people in the profession

Bear of a toothache is a call to action

by Joanna Brown

When a brown bear gets a toothache, most people would think to get out of its way. But three CDS members find such a situation exhilarating—their call to action. Drs. Kimberley Bolden, Ken Kromash, and Norbert Voit say their work with the Lincoln Park Zoo's Medical Advisory Committee (MAC) ranks among the high points of their careers.

"As long as the procedure goes well, I leave more exhilarated than exhausted," said Norbert Voit, a 1978 graduate of the University of Illinois at Chicago College of Dentistry who's worked on a hyena, cheetah, gorilla and an east Asian river otter, among others. "I've loved working on them all."

The MAC is a panel of 40 local professionals with expertise in anesthesia, trauma and critical care, dentistry, dermatology, nutrition, endocrinology, gastroenterology, surgery, gynecology, internal medicine, pediatrics, neurology, nephrology, radiology and imaging, oncology, ophthalmology, orthopedics, pulmonary care and urology. While the zoo's veterinarians are able to handle the majority of the animals' preventive care and treatment, they turn to this team of experts when they need specialized help.

"Many of these specialties have veterinary and medical components," said Kathryn Gamble, director of veterinary services at Lincoln Park Zoo. "A human cardiologist may be helpful for the primates, but it would be difficult for them to work with the carnivores, whereas a veterinary cardiologist could be very helpful for carnivores but not as helpful for the primates."

Dr. Voit had enjoyed visiting the zoo for as long as he can remember, and jumped at the chance to work with the animals. He said he had no interest in a veterinary career spent working with house pets, but the possibility of working with the king of the jungle was exhilarating.

As a volunteer, Dr. Voit is not paid for his work. He brings



Norbert Voit with a bear of a patient.

all of his own equipment to any procedure he consults on, and he works closely with the zoo's veterinary staff to be sure that the diagnosis is clear and the medical response is appropriate. Most of the work Dr. Voit has done aims to control infection and alleviate pain.

"I have a good relationship with the technicians and there is a tremendous amount of trust there," Dr. Voit said. "No fear. It's just fascination."

He clearly remembers the first case he was called to work on: a South American spectacled bear that had been diagnosed with an abscess on a maxillary canine tooth. Since Dr. Voit wasn't equipped for a root canal, the half-day appointment turned into a marathon surgical session to remove the tooth.

Dr. Kromash, a 1989 graduate of the Case Western Reserve School of Dental Medicine, has similar memories of his first zoo case, and his feelings of wonder rather than fright.

"I have complete confidence in what's going on there, and in the zoo's veterinarians and all the handlers," he said. "There's a awful lot of people involved, and it's definitely an adrenaline rush, but not from fear."

The operating room at the Lincoln Park Zoo, the doctors say, is large enough to host a variety of medical and zoological professionals who are always on hand to keep both the animal and the doctors safe. There are usually two dentists (and sometimes a dental student), as many as three zoo veterinarians, a vet tech and a variety of zookeepers in the room, as well. Since the animals work with the same handlers daily, the zookeepers are the first to recognize a change in the animal's behavior and suspect the need for medical care.

"Working with the zoo staff is just a pleasure. They care so much for their animal children," said Dr. Bolden, who was recruited to join the MAC through her position on the Lincoln Park Zoo's Women's Board. "The animals' diet is what is indigenous to their part of the world—the zoo tries to feed them what they would find in the wild—so we see them when something is going on different from that, like a bear that was chewing on the metal bars and cracked a tooth."

The animal is sedated inside its habitat before being transported to the zoo's operating room. After the dental procedure is completed, the animal is quickly returned to its enclosure before it wakes up. Within a few moments, Dr. Voit said, they are usually back to their normal activities.

"Animals are incredibly pain tolerant," he said. "Whereas a

human would be curled up in the corner moaning, animals are very quick to get up and get back to chomping away at whatever they can chomp away on."

The animal cases are rarely urgent, and thus frequently scheduled to coincide with the dentists' days off. Modern science offers little information on animals' dentition, so the MAC volunteers say their greatest tool is flexibility in schedule and personality.

"We're relating a lot of what we know from humans to animals because there's not a lot of knowledge base out there," Dr. Kromash said. "The zoo has some resources and there's some on the Internet, but not at all the same kind of detail we have for human patients."

"Working with the animals has always piqued my interest and I've always wanted to get involved in any way I can. Dentistry and volunteering with the animals allows me to combine two things I like, and I get a tremendous sense of satisfaction from volunteering."

"Also, how neat is it to say 'I treated a spectacled bear today?'" ■

Animals are incredibly pain tolerant. Whereas a human would be curled up in the corner moaning, animals are very quick to get up and get back to chomping away at whatever they can chomp away on.

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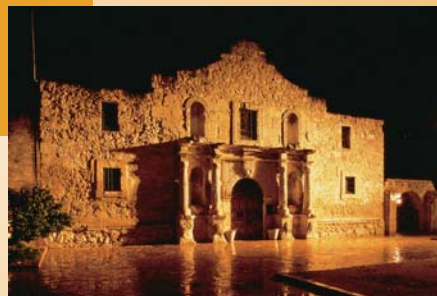
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Going Local

a look at what's happening in our community

Dentistry's share of health care revenue: \$87 billion

More than 4 million American businesses in 1,000 industries received 2007 Economic Census forms from the U.S. Census Bureau in December. This comprehensive measure of business and industry is administered every five years.

Economic census data provide the hard figures that businesses need when they consider expanding into new

Economic census forms that businesses received in December will tell us how we are changing as a nation

regions or markets. Businesses can look at benchmark values from the economic census to assess where they stand in the marketplace and to research

market shares, salaries, product and sales trends and site locations.

The bureau reported that the dental profession made up \$87 billion of \$1.6 trillion in revenue of the health care and social assistance sector in 2006.

"Economic census forms that businesses received in December will tell us how we are changing as a nation," said Thomas Mesenbourg Jr., the Census Bureau's associate director for economic programs.

Businesses that received U.S. Census forms in December were asked to report information such as employment, payroll and the value of goods and services sold. Forms must be returned to the Census Bureau by Feb. 12. Businesses that receive forms are required by federal law to respond. Information about individual firms is kept confidential, and only aggregate industry data are published.

The Web site www.business.census.gov provides links to sample forms, answers

to frequently asked questions and a secure way to communicate directly with the Census Bureau. The site also has tips to help businesses use the data.

Delta Dental helps create UIC pediatric dental clinic

Delta Dental of Illinois has contributed \$250,000 to the University of Illinois at Chicago College of Dentistry's Department of Pediatric Dentistry to create the Delta Dental of Illinois Predoctoral Pediatric Dentistry Clinic at the College.

The donation, raised as part of the University of Illinois' Brilliant Futures Campaign, will go toward the Department of Pediatric Dentistry's \$1.5 million Brilliant Futures goal. It will be used to create a state-of-the-art predoctoral pediatric dentistry clinic at the college.

"The current facilities were designed for the early 1970s," said Dr. Indru Punwani, Head of the Department of Pediatric Dentistry. "Now we are seeing disease patterns in increasingly younger patients, so care of two- and three-year olds requires privacy and sound-proofing the old clinic doesn't have. One child crying can result in an orchestra of crying very shortly."

Construction of the Delta Dental of Illinois Pediatric Dentistry Clinic at the College will be completed this summer.

UIC College of Dentistry introduces new faculty

The University of Illinois at Chicago College of Dentistry announced three promotions and additions recently:

Dr. Loren D. Goldstein has gone from teaching only 10 percent of the time to three days per week and has

been promoted to clinical assistant professor of oral biology.

Dr. Lee M. Jameson joined the Department of Restorative Dentistry as a clinical professor. Dr. Jameson was dean of the Northwestern University Dental School from 1998 to 2001, after serving as the school's chair of the Department of Restorative Dentistry from 1992 to 1998. He had taught at the school since 1977.

Dr. Jun Sup Lim joined the Department of Periodontics a clinical assistant professor.



Photo by John McNulty

The Adler Planetarium signed a three-year partnership with Community Energy to supply clean, renewable wind energy.

Chicago goes green

Chicago businesses are getting lots of attention for environmentally friendly practices and efforts to conserve natural resources. Here are just a few examples of local businesses that are going green:

- The City of Chicago has pledged that in five years, at least 20 percent of the electricity it uses will be from renewable sources.
- Twenty-eight photovoltaic sites in and around Chicago are generating environmentally clean electricity from solar power, including the Exelon Pavil-

ions at Millennium Park and the Park's Bike Shelter, the Field Museum, the Art Institute and the city's 911 emergency center.

- As of June 2004, more than 5 million square feet of City-owned facilities had been audited and retrofitted in an effort to reduce pollution each year by an estimated 30,000 tons of carbon dioxide, 84 tons of nitrous oxides and 128 tons of sulfur dioxide.

- Ten percent of the Adler Planetarium's electrical power (an amount roughly equivalent to the electricity used in the museum's two theaters) is now green. The museum signed a three-year partnership with Community Energy to supply clean, renewable wind energy.

- North Chicago-based Abbott Laboratories announced in July that it will go "carbon-neutral" by using hybrid cars and purchasing carbon offsets to fund CO₂-reducing projects elsewhere, balancing out any remaining impact from Abbott's fleet of 6,000 employee cars (which were estimated to emit 72,000 tons of greenhouse gases annually prior to the change).

- Exelon Corp. gave its downtown building an eco-makeover using renewable materials and high-efficiency lighting and appliances. The renovation reduced the building's electricity use by 43 percent and water use by 30 percent.

- Chicago's Department of Environment is working with more than 25 top hotels to improve their energy efficiency. A few have already installed high efficiency heating and cooling systems, energy saving light bulbs and systems to heat water only on demand. Hotel guests will be able to take part in the green effort, too, by asking for fewer towel and bed linen changes.

- The Chicago Dental Society uses motion sensitive lighting throughout its offices. And the highrise office building that houses CDS provides deskside recycling for paper waste. Make sure we have your current e-mail address to further reduce paper communications. ■

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Your Health

a summary of current health-related information

Think on your feet

by Joanna Brown

Our feet touch nearly every part of our day—ask anyone who's ever broken a toe about how important those 26 bones and 33 joints are. When your feet hurt it feels like everything hurts, and the daily routine becomes more of a grind.

Following are some recommendations on caring for your feet so that they continue to serve you well in the new year.

Cushion your feet

The shape of your toes and the height of your arches vary from person to person, and the size of your foot will change as you age. Your feet (and ankles) are an intricate series of tendons and ligaments that will lose their elasticity over time, and they won't always hold everything together as neatly as a drill sergeant's mess kit. You will discover the limit to

how much use and abuse your feet can take changes over the years.

In addition, the fat pads that absorb shock on the bottoms of your feet will

thin out—no matter how much weight you gain around your waist. Fat pad atrophy is unavoidable, but should not be debilitating, explained Dr. Jondelle Jenkins, a veteran podiatrist who has a 20-year-old practice on Chicago's South Side. Dr. Jenkins is also a past president



of the Illinois Podiatric Medical Association.

"Fat pad atrophy can be due to genetics or to wear and tear, and it's more prevalent as we age," she said. The size of your fat pads is related to the size of your frame, not your weight. Young people with petite frames may feel discomfort before an older relative with bigger bones.

Choose shoes with a comfortable amount of padding to cushion your feet. Dr. Jenkins said there are also cosmetic procedures (done by cosmetic podiatrists) to inject collagen into the soles of your feet. Models, she said, are getting them to make high heels more tolerable.

Find some kind of relief, Dr. Jenkins advised, because foot pain should not stop anyone from exercising.

"Exercise is excellent for every part of your body," Dr. Jenkins said, "including your feet, your ankles, your toes."

People with sedentary lifestyles or jobs should flex their feet and toes during the day to keep the muscles loose and the circulation strong. This is also important during long airplane trips.

It's not the size. It's the fit

But feet can't flex if you're wearing stiff shoes with pointy toes. Dr. Jenkins said the best thing you can do for your feet is to buy the right shoes.

"The most important thing is proper shoes. I can't emphasize that enough—especially to women," Dr. Jenkins said. "We have a tendency to want to be cute and fashionable. The high heels and pointy toes look good, they make our outfits look good and that makes us feel good. But we are not made to wear those shoes all day every day."

Dr. Jenkins wears old, comfortable shoes around the office and around town, but then reaches into the trunk of her car to retrieve the cute shoes before making an entrance that matters.

"My car looks like a shoe store," she said, explaining that wearing comfortable shoes at work is best for guarding your skeletal health. She recommends a flat shoe with a rounded toe and a wide toe bed in a breathable material, like an athletic shoe. Leather shoes do the best job of drawing moisture away from the feet.

"That way your toes can move and breathe."

Keeping in mind that your feet grow as you age, you should have your foot

measured every time you buy a new pair of shoes. Buy the shoe that feels best on your foot, regardless of what size it reads on the side of the box.

Got cold feet?

During the winter, fingers and toes are frequently the first parts of your body to feel cold—even when you are indoors. Dr. Jenkins said this is not unusual.

“Of course if you are diabetic or have some other metabolic disorder you should talk to your doctor, but cold feet are not necessarily an alarm that something is wrong,” she said.

Dress in layers, including shoes and waterproof boots that have warm linings and a rounded toe to keep your circulation strong. Consider buying boots a size larger than your normal shoes to allow room for multiple layers of socks.

But make sure to take some of those layers off—especially the fleece layers—when you get inside a warm building.

“Feet have a tendency to sweat, which can bring bacterial infection and blistering,” Dr. Jenkins said. Sweaty feet are prone to rashes and eczema, especially if you’re wearing nylon socks or tight-fitting shoes. Instead, choose cotton socks to draw moisture away from your feet, and let your shoes dry out at the end of a busy day.

For more information or to find a podiatrist, visit www.ipma.org or www.apma.org. Dr. Jenkins said good information on caring for your feet is also available from the American Diabetic Association. ■

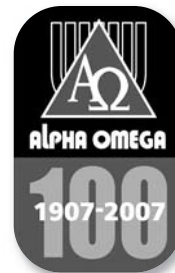
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Alpha Omega International Dental Fraternity was founded in 1907 to combat anti-Semitism in dental education. For the past 100 years, Alpha Omega has been at the forefront of the fight to improve tolerance throughout the world. It has grown from a small group of dental students in Baltimore and Philadelphia to an organization that has members in over 40 cities on six continents. Members have been active in community and philanthropic service at the local and international level. As Alpha Omega International Dental Fraternity enters its next 100 years, Alpha Omegans continue to live by the traditions of their Judaic heritage, which encompasses professional excellence, philanthropy, community service and advocacy for tolerance.



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Looking Back

a historical perspective

Duck and cover

by Joanna Brown

Chicago Mayor Martin H. Kenney appointed a Civilian Defense Committee in 1950 to organize, coordinate and plan for disaster relief. Its goal was the protection of the citizens of Chicago in the event of atomic, chemical or biological warfare. More than 100,000 people were to receive specialized training for their roles in disaster relief.

The Fortnightly Review—a precursor to this *CDS Review*—reported April 15, 1951, that 4,500 dentists in Chicago had been recruited to act as assistant surgeons in Chicago's casualty stations. Andrew Ivy, vice president of professional colleges at the University of Illinois and chairman of the General Committee on Emergency Medical Service, said then that the dentists' "ability to use their hands and particularly instruments, combined with their experience in surgery, often involving considerable hemorrhage" made them uniquely qualified for this important role supporting the limited number of surgeons living in the city.

"In the event of an atomic attack, it is believed that most of

the casualties will be treated in these stations which will be manned by teams composed of a surgeon, two dentists acting as assistant surgeons, an anesthetist, two nurses and three aids."

The Chicago Dental Society organized two committees of its own to aid in civilian defense: one committee of 60 men who met with Dr. Ivy to be familiar with the

city's overall program of care, and a second executive committee of eight men who represented each the CDS branches and aimed to work out and communicate detailed instructions for the membership. This included branch meetings led by the

executive committee members for instruction "in the latest types of treatment for the various categories of injuries deemed most liable to occur in an atomic attack."

The threat of an atomic attack doesn't feel quite so imminent these days, but the dentists' role in disaster preparedness remains a crucial one. The University of Illinois at Chicago College of Dentistry houses the Disaster Emergency Medicine Readiness Training (DEMRT) Center, which prepares health care professionals to serve on the local, county and state "All Hazard" and "Weapons of Mass Destruction" Response Teams. The center trains volunteers on local and national protocols used by disaster response teams in the case of bioterrorism. CDS will offer one course in emergency preparedness at the Midwinter Meeting, C40, on Friday, Feb. 22.

For more information on DEMRT training, contact UIC at info@demrt.org or call (312)413-9811. ■



(L-R) Beverly Wysocki and Marie Graskamp emerged from a new family-type bomb shelter on display in Milwaukee Sept. 12, 1958. The shelter measured 8 feet by 8 feet by 14 feet 8 inches high and could hold eight to 12 persons in an emergency. It could be buried in the earth for added protection. Covered with 3 feet of earth, it was said that the shelter would be safe to within three quarters of a mile of ground zero if a 20 megaton nuclear bomb were to be dropped. The price ranged from \$1,300 to \$1,400 installed.

Branch News

news from the home front



Englewood

Thomas Salmon Sr., DDS, and Noreen Salmon, DDS

TOP: James Hogg (left) was the featured guest on Ed McElroy's "Community In Focus" program on Chicago Access TV's channel 19 in November.

MIDDLE: Al Kleszynski, Ray Bartz and Bill Petty were recognized at a recent branch meeting for their 35 years of service to the profession.

LEFT: Tom Salmon and Tom Powell were honored for their 50 years in dentistry.

ENGLEWOOD

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WEST SUBURBAN

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Branch News

North Side

Janet Kuhn, DDS

Lynne and **Howard Weisbart** have become the proud first-time grandparents of Ella Brook Weisbart. She was born in July with a reamer in one hand and a sailboat tiller in the other.

Lakshmi Boyapati, who practices with **Donna Barber** and **Daniel Greenberg**, presented at the American Academy of Periodontology meeting in Washington, D.C. as a finalist in the Balint Orban Competition.

Congratulations to the 50 year jubilarians from the NSB honored at the CDS Installation of Officers: **Bailey Jacobson**, **Howard Liebman**, **Donald Loiben**, **Ronald Nierenberg**, **Gerald Noskin**, **Howard Sutchter** and **Leonard Weiser**.

Dave Behm and his wife, Donna, spent their 10th wedding anniversary at Niagara Falls enjoying the spectacular views and a fantastic time.



NORTH SIDE: (Top left) Jubilarians Bailey Jacobson and Howard Liebman catch up at the CDS Installation of Officers and Directors, where they were honored along with their colleagues who have practiced dentistry for more than 50 years.

(Above) Alexandra Anderson and her husband, Mike Melton, learned about veterinary dentistry from Cynthia Charlier, DVM, DAVDC, at the Nov. 13 North Side Branch meeting.

(Left) Steve Steinberg spoke at the American/International College of Dentists meeting.

President Profile

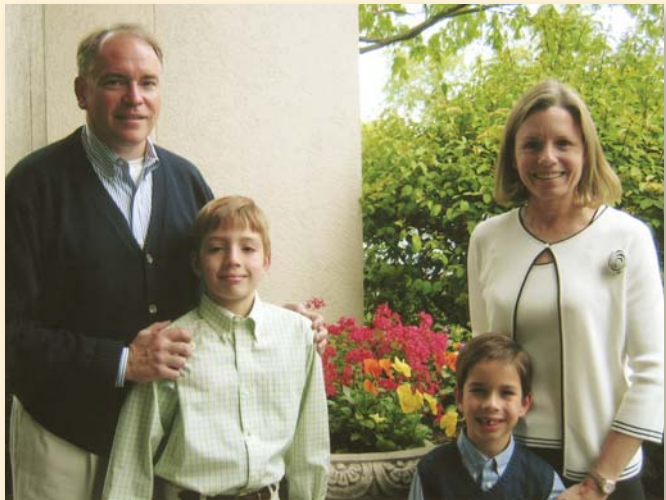
Jeffrey Walker, DDS | ENGLEWOOD

Dr. Walker received his dental degree from Northwestern University in 1992. He continued on to earn his specialty degree in endodontics and master's degree in science from Northwestern University in 1994.

Family: Dr. Walker and his wife, Anne, have two children: Andrew (11), Max (7).

Hobbies: Tennis, biking, fishing, gardening

What is the role of branch president? "The role of the branch president is to set your goals for the up-coming year and to define your objectives and communicate your expectations. My main goal this year is to help Englewood grow its membership, and try to get the existing members more involved."



THE WALKERS: Jeffrey, Andrew, Max and Anne

Steve Steinberg gave a dynamic and inspirational presentation on life's lessons to the American/International College of Dentists meeting in November.

Jeff Arnold, his wife Diane, and their family attended his niece's wedding at the top of Vail Mountain in July amid majestic peaks and breathtaking views.

The fall meeting of the CDS/UIC Mentorship Program was well attended by North Side Branch members including Paul Landman, Alice Boghosian, Bob Friedstat, Jun Lim and Jeff Kramer.

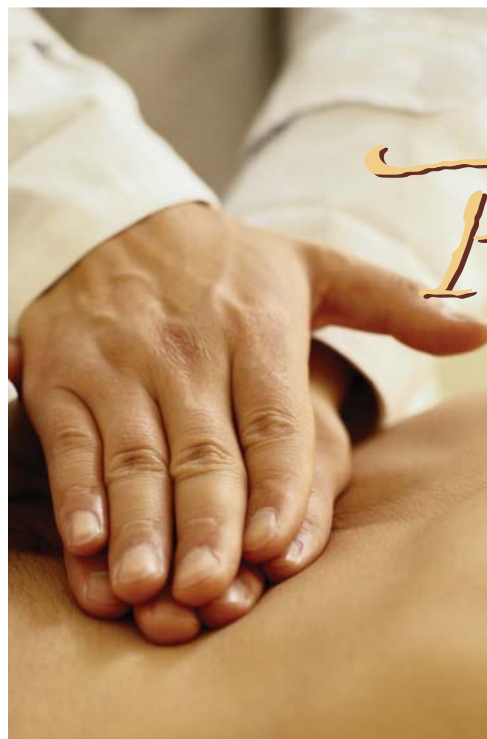
North Suburban

Shawn Velez, DDS

The North Suburban Branch continues to give its members quality meetings that are entertaining, as well. In the true spirit of the holidays, our members were



NORTH SUBURBAN: Kenilworth orthodontist Mart McClellan sponsored a Halloween Candy Buy-Back program for his patients and the community. His office collected more than 500 pounds of candy, which will be sent to the troops in Iraq. Mart also gave the children \$2 for every pound of candy they brought in and donated \$1 for every pound to the Leukemia/ Lymphoma Society.



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All proceeds go to the **Smiles for Success Foundation**, a charitable foundation formed to assist women in transition from welfare to work who cannot afford the cost of dental care. For more information, visit www.smilesforsuccess.org.

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RSVP: Make your check payable to CDS NSB and mail it to:
Dr. Jun Sup Lim, 4801 W. Peterson Ave., Suite 404, Chicago, IL 60646
(773)794-1299 • jslim22@yahoo.com

Branch News

treated to some Christmas carols, sung by the Glenbrook South Chamber Choir. **David Lewis Jr.** watched proudly as his daughter, Kathleen, lent her voice to the caroling.

Six CDS leaders attended our most recent meeting: 2008 CDS President **Todd Cubbon** and Vice President **Ian Elliott**; 2007 North Suburban Branch Director **Ken Buelmann**, current South Suburban Branch Director **Robert Manasse**; and CDS Executive Director Randy Grove. In addition, 12 naval officers from the Great Lakes Naval Dental Corps were in attendance at our December branch meeting.

Chicago prosthodontist **Kerry Voit**, who practices downtown, delivered a thought-provoking lecture on long span implant supported prostheses utilizing the "All On Four Method." Again, the meeting room at Maggiano's in Old Orchard was filled with an attentive audience.



NORTH SUBURBAN: Scott Bentkover (fourth person from right) was in Algodonas, Mexico, in September to teach the fourth annual endodontic microscopy course at El Centro Avanzado de Microscopia Endodontica (CAME). CAME is a microscopic facility Scott co-founded and helped build that is designed to educate dentists from Latin American countries in the theory and hands-on skills of microscopic endodontics. It is the only center of its kind where participants study for three days and get to perform microscopic endodontic treatments on live patients at the conclusion of the course.

The **North Suburban Branch**

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Contact Peter Roberson,
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pkroberson@comcast.net.

About our speaker

Tim Walkoe combines a fast-paced comedic style with improvisation and music create an evening of nonstop laughter.

A veteran headliner, Tim has performed at over 100 comedy clubs nation-

wide and has appeared on HBO, Showtime, A&E and Fox TV's *Murder in Small Town X*. To learn more, visit him online at www.timwalkoe.com.

EXCITING ANNOUNCEMENTS

Mark Jacob of Northbrook celebrated his 50th birthday Dec. 28.

President-elect **Maria Fe Corpuz-Bato** and her husband, Fortunado, are looking forward to their hike up the south rim of the Grand Canyon and retreat in Angel Valley. Their adventure will take place in March.

Yendis Gibson retired from private practice in Skokie after 23 years of service. She now contracts her services to the Naval Dental Corps. In addition, she will take over the position of North Suburban Branch Correspondent next season.

Dave Dooley of Colonial Dental Group in Glenview completed his core course at the Las Vegas Institute.

Vince Chiara appeared on Comcast channel 17. During this broadcast, Vince

presented awards to outstanding volunteers in Northbrook, some of whom have served the Northbrook community for 15-20 years. Vince recently rebuilt his grandfather's house in Powers Lake, WI.

UPCOMING MEETINGS

North Suburban Branch members won't want to miss these upcoming lectures:

- Jan 8: **Mart McClellan** (Kenilworth orthodontist): Discover Why Dentists Cannot Retire Comfortably by Age 60
- March 11: **Tim Walkoe** (HBO comedian): Dinner With Laughs

OTHER NEWS

Eleven North Suburban Branch members attended the Disaster Emergency Medical Readiness Training (DMERT) Nov. 28 at Michigan Shores in Wilmette.

I look forward to seeing my fellow branch members at the Midwinter Meet-

ing! Be sure to e-mail me at svelez911@hotmail.com with any good news you wish to share with our members.

Northwest Side

Brett Gilbert, DDS

Our branch is in full swing for the new year and our most recent meetings have been well-attended. We have welcomed several new branch members this season and enjoyed our holiday meeting.

In celebration of 30 years in dental practice, **Robert Brandstatter, Jerry Kadleck, Paul Gallo and Glenn Scheive** all attended a three-day reunion of the Loyola dental class of 1977. The group had a golf outing in North Augusta, SC.

If you have any news or photos you

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Branch News

would like to share in future editions of Branch News, please e-mail me at bgil32@yahoo.com.

Northwest Suburban

William Perkinson, DDS

Northwest Suburban branch director **Michael Durbin** held a reception for Illinois State Treasurer Alexi Giannoulias at his house Nov. 18. The reception was attended by over 50 practitioners of organized dentistry, including state Rep. **David Miller** (D-Dolton). Many attendees remarked that the meeting was both informative and relevant to the profession. Treasurer Giannoulias was attentive to many of the issues that face organized dentistry today. Mike thanks everyone for the overwhelming support and the much larger than anticipated turnout for the event.



NORTHWEST SIDE: Lou Imburgia, Angela Falcone and David Kumamoto at the Arcolian Man of the Year Dinner. Jeff Gentile was man of the Year.



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NORTHWEST SIDE: Robert Brandstatter, Jerry Kadleck, Paul Gallo and Glenn Scheive celebrated 30 years in dentistry at a three-day reunion of the Loyola University School of Dentistry class of 1977 in North Augusta, SC.

The Midwinter Meeting is right around the corner, Feb. 21-24, so please submit your registration early. Our new branch director, **Ted Borris**, would like all Northwest Suburban Branch members who are interested in attending the President's Dinner Show to contact him at tjbor@comcast.net or (847)253-3203 regarding their seating arrangements. Contacting Ted is the only way to ensure that you are seated with other Northwest Suburban members.

On a more personal note, Ted and his wife, Carolyn, joined the caravan to Pasadena, CA, to attend the Rose Bowl. As you might have guessed Ted and Carolyn cheered on the University of Illinois Fighting Illini in Southern California.

On behalf of the Northwest Suburban constituency, I would like to wish everyone a happy and healthy 2008.

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Branch News

If any Northwest Suburban members have news, information, and/or photographs to share with the *CDS Review* publication please feel free to call me at (847)255-7080 or e-mail perkinsonw@yahoo.com.

South Suburban

LeRoy Weathersby II, DDS

The South Suburban Branch would like to thank GC America Inc. for helping to sponsor our November meeting.

Congratulations again to our own **Todd Cubbon**, who was installed as Chicago Dental Society president Nov. 11. It was a wonderful event and well-attended by our branch. We know he will continue the progress and success of CDS.

We would like to thank Anthony Delorenzo, DO, for his very interesting



NORTHWEST SUBURBAN: Mike Durbin held a fundraiser for Illinois Treasurer Alexi Giannoulis at his home in Mount Prospect in November. Pictured are Phil Fijal, Ted Borris, Tina Smith-Arpino, Alexi Giannoulis, Steve Banks, Renee Pappas and Mike Durbin.

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and informative presentation on Current Trends in Management of Diabetes and Acupuncture at our Nov. 13 meeting.

Congratulations to **Fred Tatel** on being chosen as an examiner for the American Board of Pediatric Dentistry.

We hope every South Suburban Branch member will come to the Midwinter Meeting and participate in the events.

West Suburban

Douglas Chang, DDS

Paulina Salwicki is becoming very interested in dental forensics. She attended a three-day dental forensic course in Miami at the end of November and followed it with a week-long forensic course in San Antonio.

Marty Sanders vacationed in Costa Rica in December with **Paul Smulson** and his family. Recently, Marty returned from a yearly golf outing with friends at Myrtle Beach, SC.

Marty regularly operates under IV sedation and has since completed a three-year fellowship in General Anesthesia at Cook County Hospital. He is also a fellow of the American Dental Society of Anesthesiology. Marty's son is in his third year at the University of Illinois at Chicago College of Dentistry. Marty looks forward to his son joining his practice one day.

Mark Vittori has been busy working between his office in Oak Park and his new office in Lisle. He really enjoyed the holidays when his son, a freshman studying electrical engineering at Purdue, returned home for some family time and some rest and relaxation.

Rachel Williams recently completed her certification examinations and is now a Diplomate of the American Board of Pediatric Dentistry. She has successfully completed both an advanced educational program accredited by the



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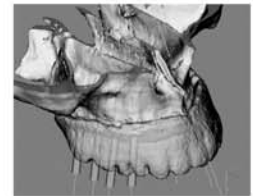
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Branch News

American Dental Association Commission on Dental Accreditation and a voluntary examination process designed to validate the knowledge, application and performance requisite to the delivery of proficient care in pediatric dentistry. Rachel practices with **Lance Lambert** and **M. Claire Garcia** at Glen Ellyn Pediatric Dentistry, PC.

Barbara Chang recently vacationed in Paris with her husband. There, she did some sightseeing and met her daughter, who was on a weekend business trip. The very next week she traveled to Iowa City with her son, **Douglas Chang**, for a continuing education program called Drugs and Dentistry, a Pharmaceutical Update. After the class, they stayed and watched the University of Iowa Hawkeyes beat the University of Minnesota Golden Gophers, 21-16.

ACDS

Eleanora Bruni Perry

The Blinkies are coming to the Midwinter Meeting! One of the membership recruitment activities selected by ACDS is to visibly identify ourselves as ACDS members by wearing Blinkies, flashing lighted rose pins. Anyone who inquires about the Blinkies may receive one for her/himself simply by joining the Alliance at the Midwinter Meeting. And all the blinking Alliance members are ready to promote the benefits of Alliance membership and participation.

The Alliance is engaged in a self-assessment of its past, present and future through a series of meetings, telephone interviews, newsletter articles and personal contacts. We are also interested in receiving comments from CDS members about the significance of ACDS and the visions they may have for its involvement in various activities. You can contact

Johanna Manasse at (708)748-9715 or johanna4manasse@aol.com.

ACDS held its Dental Health Education Fair at The Shelter in the Oak Brook Park District. One of the highlights was the preparation of more than 1,000 goody bags filled with dental care items, toys, crayons and children's activities. Throughout the month of February, Alliance members will be delivering these goody bags/dental care kits to children in emergency shelters in the greater metropolitan area. The Fair was sponsored by Delta Dental.

On March 26, Carol Reitz, vice president of the national Alliance of the American Dental Association, will address ACDS members on the impact and possibilities of grassroots advocacy with our legislators. A dynamo who served on the ADA Council of Government Affairs for several years, Carol promotes cooperative involvement of Alliance members with their component and constituents in the legislative arena. All CDS members and spouses, and especially Dent-IL-PAC participants, are strongly encouraged to attend.

JOIN PROJECT 'KEEP SMILING'

Project Keep Smiling is alive, growing and going strong. Initiated last year as a National Children's Dental Health Month project, Keep Smiling provides goody bags to kids in emergency shelters, especially those shelters for victims of domestic violence. Oftentimes, families arrive at the shelter with nothing more than what they could carry. ACDS created goody bags containing dental care products and coloring pages; members have distributed more than 900!

This year, our goal is more than 1,000 kits and we're increasing what we provide in the goody bags. Remember the e-mails you received for the Crayon Corral? Your response netted about 1,000 crayon packs to go with those coloring pages and toothbrushes and toothpaste. But we're not stopping there! Here's what else we'd like to put in these care packages: socks,

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And what do you do with all those goodies? Call **Marge Kipper**, (630)790-4771, in Glen Ellyn; **Sue Matthews**, (815)464-8756, in Frankfort; **Maria Zehak**, (630)920-1474, in Oak Brook;

Barb Camino, (708)672-4245, in Crete; or **Johanna Manasse** (708)748-9715, in Olympia Fields to arrange a drop off.

There's another way you can participate: select one or two shelters in your area, determine the number of kits you want to give to those shelters and make a request to one of the Dental Health Education Committee members listed above. Keep Smiling is an easy project to participate in and it goes a long way in helping children. You'll feel good about participating. You can't help but grin. ■



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Blaibel, Maha

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Northwest Suburban Branch

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North Side Branch

Spence, Elizabeth D.

University of Pennsylvania, 2007
535 Fairway Dr., Naperville
West Suburban Branch

Thompson, John T.

University of Illinois, 1997
303 N. Northwest Hwy., Barrington
Northwest Suburban Branch

Tisoncik, Anthony

Loyola University, 1984
8071 W. 95th St., Hickory Hills
Englewood Branch

Trehan, Sangita W.

Northwestern University, 1994
202 S. Cook St., Barrington
Northwest Suburban Branch

Villanueva, Alan

Mania Phillipines University, 1986
7546 Janes Ave., Woodridge
Englewood Branch

Yang, Scott Inchun

Northwestern University, 1999
1541 Market St., Des Plaines
Northwest Suburban Branch

Yuan, Judy Chia-Chun

University of New York at Buffalo, 2003
801 S. Paulina St., Chicago
North Side Branch

DECEASED MEMBERS

Bogacki, Henry S.

Chicago College of Dental Surgery, 1935
Sunrise Assisted Living, 1725 Ballard Rd.,
Park Ridge
Northwest Side Branch
Passed away Nov. 23.

Jeske, John F.

University of Illinois, 1951
1401 Burr Oak Rd., Apt. 217B, Hinsdale
West Suburban Branch
Date of passing unknown.

Kaplin, Lester D.

University of Illinois, 1929
3180 N. Lake Shore Dr., Apt 19H, Chicago
North Side Branch
Passed away Nov. 19.

Kozie, Daniel P.

University of Illinois, 1947
712 5th Ave. W., Washburn, WI
Northwest Side Branch
Passed away Nov. 20.

Parcell, W. Alfred

Northwestern University, 1939
One Calvin Circle, Apt B104,
Evanston
North Suburban Branch
Passed away Nov. 22.

Scott, Thomas A., Jr.

Howard University, 1968
4001 Wolf Run Rd.,
Green Valley, AZ
Kenwood/Hyde Park Branch
Passed away Oct. 21. ■

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Meeting Place

a guide to dental meetings and CE opportunities

Regional Meeting

APRIL 23

Michael DiTolla, DDS How to Correct and Prevent the Top 10 Crown and Bridge Mistakes

CDS Regional Meetings are 9 a.m.-2:30 p.m. at Drury Lane, 100 Drury Lane, Oakbrook Terrace. The presentation is worth 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. Advance registration is not required.

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.

THURSDAYS

Chicago Aesthetic Masters, a Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. at the office of Dr. Sheldon Seidman, 410 N. Michigan Ave., Suite 1014, Chicago. Contact Rima Baghdassarian, (312)644-4321 or smilechicago2@aol.com, for specific dates.

FRIDAYS

Uptown Dental Forum

Meets weekly, 12:30-2 p.m., at Sauganash Restaurant, 4732 W. Peterson Ave., Chicago. AGD sponsorship approved. Contact Marshall Dolnick, (773)588-3880.

Waukegan Dental Study Group

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

Upcoming meetings & events

JANUARY

22: Dental Arts Club of Chicago

Rolando Nunez, DDS: Restorative Update. Bohemian Crystal Restaurant, 630 N. Blackhawk Dr., Westmont. Contact Dave Wojtowicz, (847)933-1855 or dewojtowicz@yahoo.com.

29: North Side

Rand Harlow, DDS: 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. Contact Jun Lim, (773)794-1299 or jslim22@yahoo.com.

FEBRUARY

13: UIC College of Dentistry

Clinic and Research Day featuring more than 60 presentations by students and faculty, plus a mini-symposium, Putting the Face on Oral Cancer. CE credit for select presentations. 8 a.m.-4 p.m. UIC College of Dentistry, 801 S. Paulina St., Chicago. For information about CE credit, contact Sidonia Peto at (312)996-2604 or speto@uic.edu. For additional information, contact Mary Ozanich, (312)413-1160 or mozanich@uic.edu.

MARCH

4: Kenwood/Hyde Park

Update and Basic Life Support Renewal (training provided by Acute Care Education Systems, Inc.) Meeting at the office of Dr. Eric

Barnes, 1335 E. 87th St., Suite B, Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. Contact Eric Barnes, (773)734-1500 or e.m.barnes@sbcglobal.net.

6: Northwest Side

Bruce Lowy: Understanding the Numbers. Colletti's Restaurant, 5707 N. Central Ave., Chicago. Cocktails: 6:30 p.m.; Dinner: 7:30 p.m.; Program: 8:45 p.m. Contact Salvatore Stornio, (708)456-0800 or triple-doc@comcast.net.

11: Englewood

Robert Rada, DDS, MBA: Performing Dentistry on the Anticoagulated Patient. Nikos' Restaurant, 7600 S. Harlem Ave., Bridgeview. Cocktails: 6:30 p.m.; Dinner: 7:15 p.m.; Program: 8 p.m. Contact Carlos Diaz-Albertini, (708)361-1770 or palosrootcanal@comcast.net.

11: North Side

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. Contact Jun Lim, (773)794-1299 or jslim22@yahoo.com.

11: North Suburban

Tim Walkoe: Dinner With Laughs. Maggiano's, 175 Old Orchard Shopping Center, Skokie. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:45 p.m. Contact Peter Roberson, (847)256-9986 or pkroberson@comcast.net.

ARE YOU AFRAID NO ONE WILL SHOW UP? TELL US ABOUT YOUR MEETING?

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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 your 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 us your information at least 60 days prior to your meeting.



11: Northwest Suburban

Mark Lingen, DDS, PhD: Current Concepts and Oral Cancer—Clinical Considerations in Your Practice. The Wellington, 2121 S. Arlington Heights Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Scott Smoron, (847)255-2526 or scottsmoron@comcast.net.

11: South Suburban

Spouses Night: Edward Schoen Jr., CPA, Esq.: Tax Preparation/Wills/Estate Strategies. Idlewild Country Club, 19201 Dixie Hwy., Flossmoor. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Judy Johnson at (708)647-0740 or jajtjp@hotmail.com, or Loren Feldner at ljfeldnerdds@pol.net.

11: West Side

Timothy Duma, RFP, CEA: Estate Planning and Lawsuit Avoidance. 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. Contact Kamal Vibhakar, (708)442-1900 or kvibhakar@gmail.com.

11: West Suburban

Clinic Night. Butterfield Country Club, 2800 Midwest Rd., Oak Brook. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:30 p.m. Contact Patrick Pendleton, (708)246-2405 or pcp_dds@comcast.net, or Derrick Williamson, (630)961-5850 or drd-williamson@sbcglobal.net.

14: Illinois AGD—Chicago

John Davis, DDS: Treatment Planning Cases With Technical and Behavioral Complexity. 7 CE hours. 8 a.m.-4 p.m. Maggiano's, 175 Old Orchard Shopping Center, Skokie. Contact Cheryl Mora at (847)367-7222 or dr.cherylmora@agd.org.

16: North Side

Staff/Family/Friends Night. Eskape Entertainment Center, 350 McHenry Rd., Buffalo Grove. Times TBA. Cost: \$25 (includes bowling, drinks, food and shoes). Contact Jun Lim, (773)794-1299 or jslim22@yahoo.com.

25: Dental Arts Club of Chicago

Robert Rada, DDS, MBA: Dental Care of the Developmentally Disabled Patient. Bohemian Crystal Restaurant, 630 N. Blackhawk Dr., Westmont. Contact Dave Wojtowicz, (847)933-1855 or dewojtowicz@yahoo.com.

APRIL

1: Kenwood/Hyde Park

Cornell McCullom III, DDS, MD: Medical Emergencies in the Dental Office: Are You Prepared? Rumba, 351 W. Hubbard St., Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. Contact James Harris, (773)374-2737, or Eric Barnes, (773)734-1500 or e.m.barnes@sbcglobal.net.

1: Northwest Side

John Sisto, DDS: Dental Implant Update. Colletti's Restaurant, 5707 N. Central Ave., Chicago. Cocktails: 6:30 p.m.; Dinner: 7:30 p.m.; Program: 8:45 p.m. Contact Salvatore Stornio, (708)456-0800 or triple-doc@comcast.net.

8: Englewood

Lillian Obucina, DDS, JD: Legal Considerations for the Dental Profession. Nikos' Restaurant, 7600 S. Harlem Ave., Bridgeview. Cocktails: 6:30 p.m.; Dinner: 7:15 p.m.; Program: 8 p.m. Contact Carlos Diaz-Albertini, (708)361-1770 or palosrootcanal@comcast.net.

8: South Suburban

Charles Polcaster, PhD: Hygiene Awards Night: Motivation and Success Management. Idlewild Country Club, 19201 Dixie Hwy.,

Flossmoor. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Judy Johnson at (708)647-0740 or jajtjp@hotmail.com, or Loren Feldner at ljfeldnerdds@pol.net.

8: West Side

Organizational Meeting. 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. Contact Kamal Vibhakar, (708)442-1900 or kvibhakar@gmail.com.

8: West Suburban

Barry Freidberg, DDS: The Relationship Between Technology and Esthetic Dentistry. Butterfield Country Club, 2800 Midwest Rd., Oak Brook. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:30 p.m. Contact Patrick Pendleton, (708)246-2405 or pcp_dds@comcast.net, or Derrick Williamson, (630)961-5850 or drd-williamson@sbcglobal.net.

22: North Side

Staff Appreciation Night: Tim Caruso, PT, MBA, MS: 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. Contact Jun Lim, (773)794-1299 or jslim22@yahoo.com.

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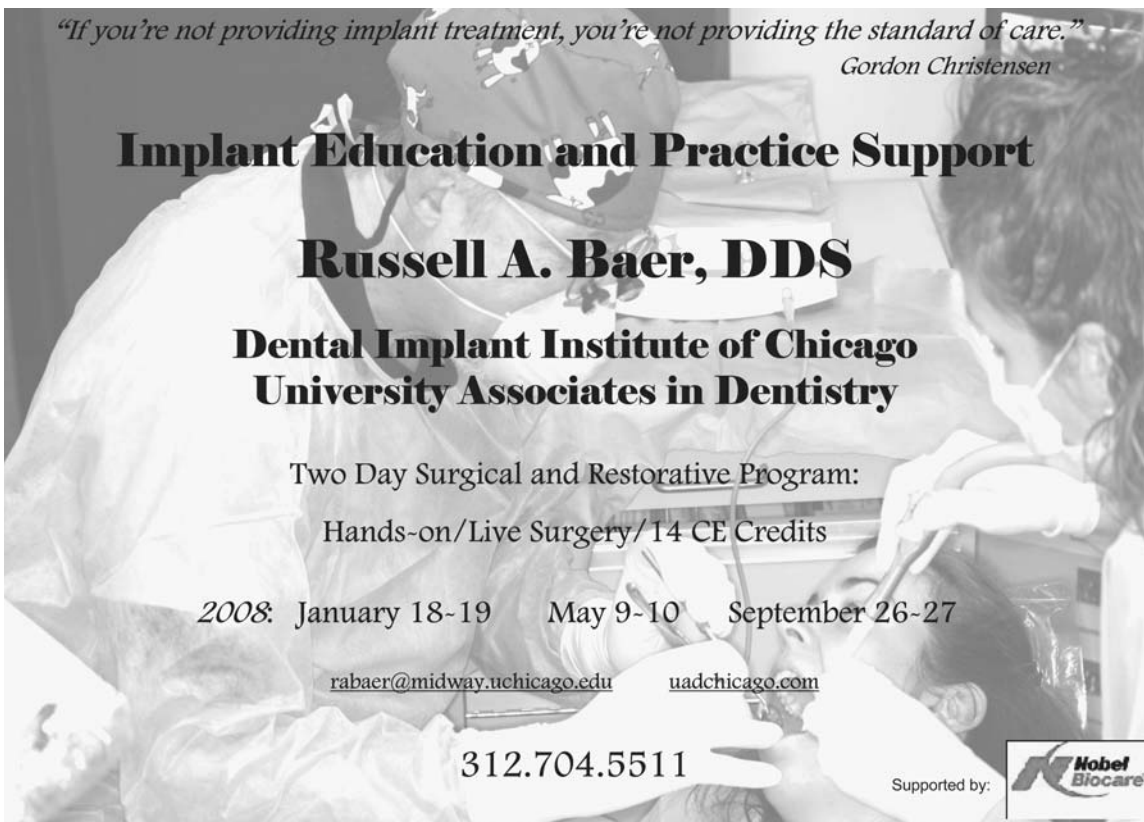
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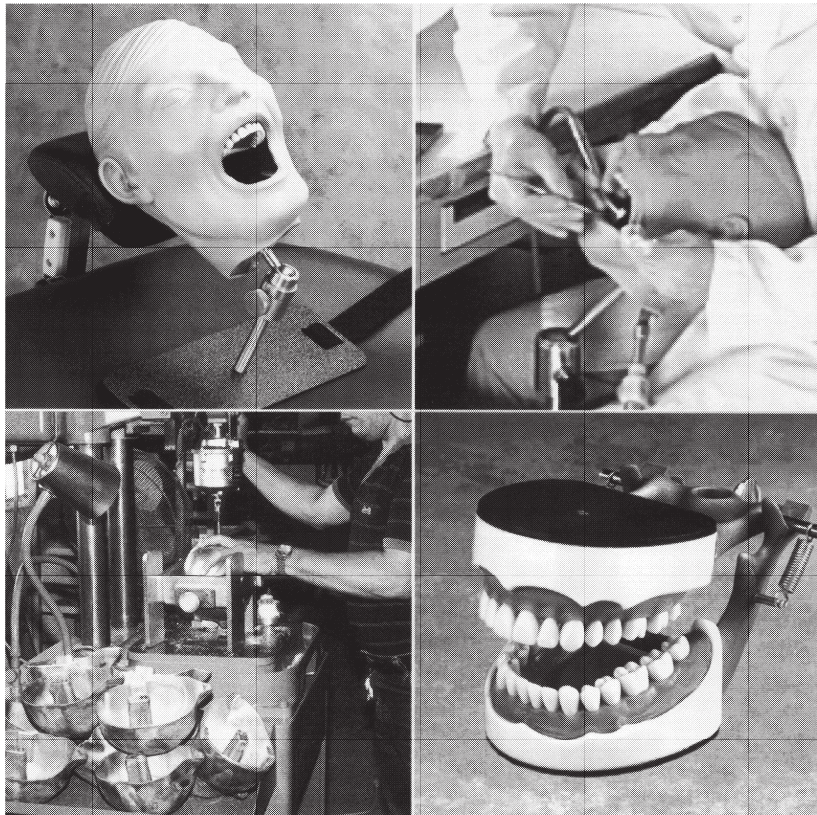
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DENTIST NEEDED: Erie Family Health Center seeks an experienced dentist to provide quality oral health care, emphasizing prevention and treatment of disease and assures access and continuity of care in a community health center setting. Inquiries: jobs@eriefamily-health.org.

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DENTIST NEEDED: State-of-the-art dental office in Bolingbrook looking for a dentist to join our practice. Full-time/part-time. Public Aid/PPO/FFS patients. Compensation based on production. New graduates welcome. For inquiries please e-mail resume to dentalpointe@gmail.com or fax resume to (630)739-5505.

ELGIN PRACTICE: Associate needed; somewhat bilingual (Spanish), for busy Public Aid practice 2+ days per week. Fax resume to Dr. Oscar Rodriguez, (630)876-9318.

GENERAL DENTAL PRACTICE SEEKING a full-time associate to work in established (39 yrs.) office in Sterling, IL. Excellent opportunity with great continuing growth potential in area. Please call (815)625-0797 or (815)625-0759.

DENTAL CONSULTANT to review dental claims—5+ years clinical experience and current license required. Two or more days per week in Aurora. Must have good keyboarding skills and sound clinical judgment. Send resume to: Brian T. Fitzgibbons, DDS, MetLife, 177 S. Commons Dr., Aurora, IL 60504 or e-mail bfitzgibbons@metlife.com.

ENDODONTIST WANTED: Schaumburg group practice seeks endodontist or endo resident 1-2 days per month to join our established fee-for-service practice. Please e-mail brushnfloss2@sbcglobal.net.

GENERAL DDS WANTED FOR SATURDAYS and one week day. Growth opportunity. Paid on collections. Start immediately. Northwest Chicago suburb. (847)691-1998.

ASSOCIATE DENTIST wanted for established, growing family practice in Rockford, IL. Excellent opportunity for the right individual to join a wonderful working environment. E-mail resume to jgustafson@e-ppc.com.

ASSOCIATE NEEDED for PT position in busy Arlington Heights office. Please fax resume to (847)364-0685.

GENERAL DENTIST WANTED: Fast growing practice in Glendale Heights, IL, looking for the right GP. Energetic and enthusiastic team player wanted. Guaranteed base salary, commissions. Very high income potential. Please e-mail CV to glenwood10@gmail.com

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PALATINE ASSOCIATE Excellent general practice in a great town. Become involved 1-2 days a week initially with much hygiene. Looking for mentorship and practice growth with buy-in later. Fax resume, (847)239-1296.

GENERAL DENTIST: Dentist needed for multi-specialty fee-for-service group practice. Experience is important. Equally as important is an inclination and desire to excel. Compassion, attention to detail and the ability to work well with others are also key attributes. Please look at my Web site for more info: www.meadowsdentalcare.com. Then e-mail your resume to jobs@meadowsdentalcare.com, or fax (847)397-1142.

For Sale by Owner

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.

LIVE AND WORK, SAME PLACE; PRACTICE and real estate: General practice and three-op storefront condo located on Ogden/First in Lyons. Great opportunity for established practitioner or recent grad! Call (708)448-3355. Financing available. Practice and office space: \$289,000. Residential condo price: \$149,000.

RURAL FAMILY DENTAL PRACTICE for sale. Dental practice located in rural area of Indiana, 90 miles south of Chicago. Three operatories. Can be yours for \$60,000. Call (765)447-7997.

BERWYN OFFICE FOR LEASE/EQUIPMENT for sale: Turn-key operation. All equipment/ cabinetry for sale with opportunity to lease office space. Two operatories with newer equipment. All plumbing and equipment set up. Dentist moving to new office. Established location. Excellent opportunity for new dentist or second location. \$50,000 or best offer. (708)749-7000.

ESTABLISHED OAK LAWN PRACTICE: Loyal patients from 40 years with three operatories, good parking and signage. Hygienist of 23 years at this practice is willing to stay. Serious inquiries only. Call (708)422-6880.

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

For Sale by Broker

LAKE VIEW DENTAL PRACTICE: New listing. Turnkey office for sale. Professional building, two operatories, grossing \$40,000/month, great staff. E-mail dbt57@sbcglobal.net. Call David, (847)679-8777.

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.

ROCKFORD AREA: Five operatories, two hygienists \$620,000 gross. Solid practice with very good net. #22118.

CHICAGO: Three-operator office. Excellent location. Tremendous upside. Purchase of condo/office also an option. #22108.

CHICAGO: Three operatories with up to eight available in this \$575,000 gross practice on busy street near major intersection #22114.

KANE COUNTY, IL: Four-operator practice. One of fastest growing counties in Illinois. Producing \$429,000 annually with 3 1/2 days. Doctor and hygiene. Upside growth potential! Building also available for purchase. # 22115.

McHENRY COUNTY, IL: Three-operator practice grossing \$260,000 on limited hours in one of Illinois fastest growing communities. Excellent upside potential. Great location. #22116.

WESTERN COOK COUNTY, IL: Four operatories, two hygiene. Plenty of windows in this nicely appointed practice producing \$725,000 annually. #22117.

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.

NORTH CENTRAL IN: Four-operator practice producing \$200,000 and building for sale. Doctor retiring from this established, community-oriented practice. #23103.

CHICAGO (NORTH SIDE) DENTAL OFFICE and building, 5,000-square-foot office building containing 3,000-square-foot dental office, six operatories, large lab and personal areas, +2,000-square-foot rental office or use for dentistry. Contact Wilma Tunick, Hallmark and Johnson, (847)933-9000 ext. 225.

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ILLINOIS:

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

BROOKFIELD #7088: Two operatories with possible expansion. Street level storefront. Newer equipment. Collections: \$125,000.

CHICAGO #7035: Navy Pier. Three new operatories in Lake Point Towers. Beautiful views. Paperless. Collections: \$220,000. 100% fee-for-service. High tech.

CHICAGO #2007-158. New listing! Four operatories in a street level professional building. Busy area. Equipment only, no patients.

CHICAGO #9001: Portage Park area. Sold!

CHICAGO #07-103: Midway area. Under contract! Two operatories expandable to three in a strip mall. Collections \$440,000. Predominantly Hispanic patient base. FFS and PPO. Digital. Busy area!

FOREST PARK #9010 NEW LISTING! Three operatories in a standalone building. Collections \$242,000. Works two days per week. Building for sale.

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

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

NAPERVILLE #7369: Sold!

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

OAK LAWN #7036: Sold!

THE DENTAL MARKETPLACE/American Dental Sales: Practice sales, appraisals, and consulting. Contact Peter J. Ackerman, CPA at (312)240-9595 or www.adstransitions.com. SELLERS NEEDED. We have qualified buyers for your practice!

CHICAGO LOOP: Two practice opportunities \$350,000 - \$375,000.

CHICAGO LINCOLN PARK: Pending.

ARLINGTON HEIGHTS: Pending

ARLINGTON HEIGHTS: \$750,000 plus 100% fee-for-service collections. Four ops with room to expand to six. Digital office, CEREC, very high cash flow office.

CRYSTAL LAKE: Reconstructive/restorative/preventative practice grossing well over \$600,000. 100% FFS, great staff and location.

FAR NORTHWEST SUBURBS: 100% FFS restorative/preventative, four ops with room to expand, located in an ideal location, great visibility. \$460,000 plus in collections with low overhead.

WOOD DALE: FFS part-time office collecting mid-\$200,000s. Strip center location with in-house lab.

DOWNERS GROVE: First class practice in a first class location. \$630,000 collections. Four operatories, room to grow.

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

FAR WESTERN SUBURBS: \$2.5 million, 100% fee-for-service, seven ops, two-dentist practice, four days per week.

FOX RIVER VALLEY: Great starter practice grossing \$200,000+. Rapidly growing community. Tremendous growth opportunity.

CALUMET CITY: 100% fee-for-service, three operatories \$575,000 collections. Practice and real estate priced together at less than 60% 2006 collections.

BERWYN: Sold!

PALOS HEIGHTS: Sold!

ROCKFORD AREA: Sold!

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

NORTH CENTRAL ILLINOIS: \$400,000+. 100% FFS with building. Located outside Chicago suburbs off I-80. Great quality of life with little competition! Priced under 50% collections.

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

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It should be about patient needs, not greed

ABC's *Good Morning America* ran a news report in October alleging horrific practices at a facility operated by Small Smiles, a national chain of 63 practices that treat patients up to the age of 20, many of whom are on Medicaid. The allegations included: performing unneeded care, employing improperly certified personnel and mistreating children for profit.

Entrepreneurs have tried to commercialize dental practices for decades with little success. One of the newest kids on the block is Super Teeth, founded by Geoffrey Rappaport, a licensed "cosmetician" and founder of Super Cuts discount hair salons. Mr. Rappaport has been working out the kinks of dental practice the past six years at the company's first location in metro Detroit. He is poised to go national, promising to "bring dentistry to America." Vita Dent, a Spanish firm, owns and operates 23 company offices and 160 franchised offices in Spain and has two offices in New York City—with more promised.

All these franchisors depend on advertising, which promises easy access, lower fees, innovation, convenient hours and a partridge in a pear tree. But the advertisements never point out the probability of a lack of professional relationships, exacerbated by rapid turnover of employee-dentists because of low compensation. The result can be disruption of the continuity of treatment.

They tell their potential franchisees that they offer economy of scale, brand image, marketing and training among other benefits. What they don't say is that billing more procedures

takes precedence over professionalism. When pitching employment, they say their low fees mean more volume, implying more income for the dentist. But they gloss over long work hours and recruiting other dentists, which means less share of the pie for everyone.

I have written about Orthodontic Centers of America (OCA) before. They operate orthodontic offices across America. OCA pays the tuition of orthodontic students, who in turn sign a contract to

work in their clinics for seven years. School officials at the University of Nevada Las Vegas Dental School accepted a pledge of \$3 million from OCA to fund its orthodontic program, a hatch-

ery for OCA. The administration hired new faculty and embarked on a building program, only to learn that just half of the pledge was forthcoming. Could it be they didn't do their due diligence?

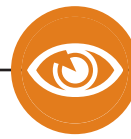
The school was given six months by the Commission of Dental Accreditation (CODA) in October to add faculty and courses to the orthodontic program, cut by the shortfall, or lose accreditation. Clinic income is dramatically down, a fact noted by state legislators who are alarmed by escalating costs passed to the public for operating the school.

Why do street drug dealers live with their mothers, a question posed and "answered" by Steven D. Levitt and Stephen J. Dubner in their book *Freakonomics*. The drug cartel is like McDonald's; the distributor (McDonald's) makes the most money by selling territories to street bosses (franchisees) and receives a cut of their profits. The street bosses (franchisees) who make good money hire the pushers (hamburger flippers) who sell on the streets as bullets whiz by their heads from rival gangs while police roust and arrest them. They end up earning a minimum wage and have to move in with Mom. See any parallels?

These commercial forays all have a poison pill included. The Future of Dentistry Report found that the most efficient dental model is one dentist, one assistant, one hygienist and one office manager. There will always be slick operators attracted to getting involved in dentistry because of the \$40 billion spent annually on services, but most will fail for the same reasons.

Patients have a right to treatment based on need and not on greed. ■

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