

December 2012

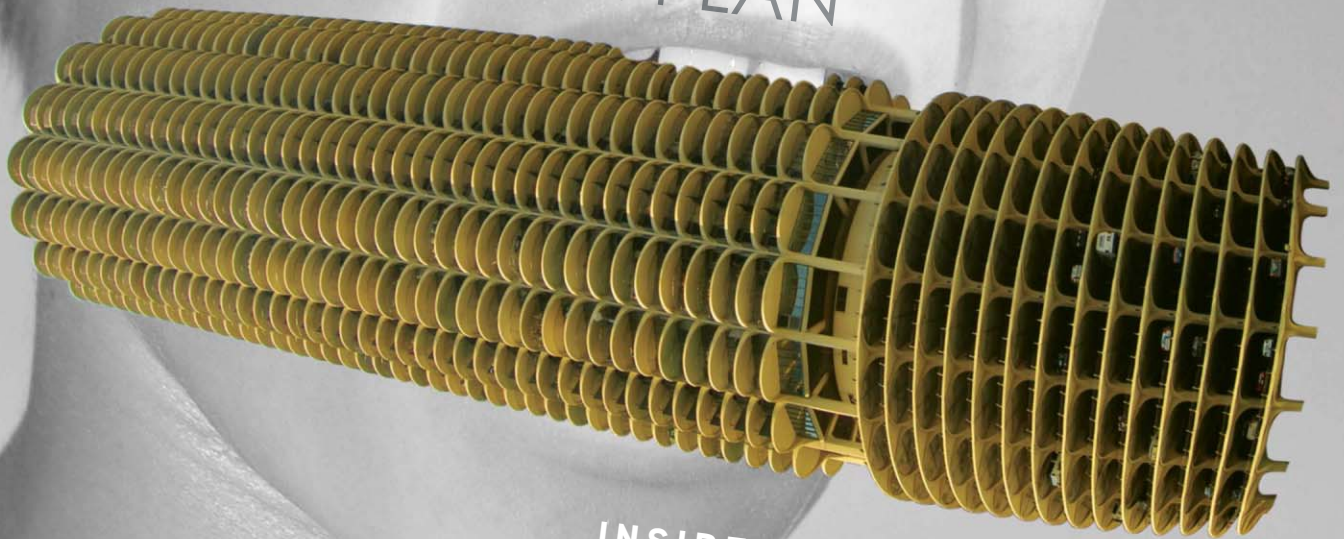
www.cds.org



REVIEW

Continuing Excellence in Dentistry

SIZING UP THE CHICAGO AREA ORAL HEALTH PLAN



INSIDE »

- * It was a very good year
- * ADA and ISDS Houses actions
- * What is a dentist's duty?
- * Branch News



Knee-length down coat Pocket hand warmers Waterproof boots Hat and gloves

Just a few packing suggestions from The Dentists Insurance Company, where protecting dentists is all we do. To learn more, stop by **booth #1443** at **Chicago Midwinter** and register to win a Bose® SoundDock and headphones. Or better yet, register for **TDIC Risk Management seminar, The High Cost of Shortcuts.**

**For details, visit cbs.org.
Registration now open.**

800.733.0633
tdicsolutions.com

Endorsed by



* Bose is not a participant in or sponsor of this program.
No purchase or obligation necessary to enter drawing.



**Protecting dentists.
It's all we do.®**

The Dentists Insurance Company



Sharps Compliance offers 10 percent discount

CDS ANNOUNCES NEW SHARPS DISPOSAL BENEFIT FOR MEMBERS

CDS has added a new program to the menu of benefits our members receive. We are pleased to announce a member-benefit special through Sharps Compliance, Inc. The Sharps Compliance Recovery System is a mail-back program for the safe and proper disposal of sharps and small quantities of medical waste.

Sharps is a leader in cost-effective and convenient solutions for the proper management of medical waste and used health materials. In fact, they have developed PELLA-DRX, which repurposes materials into an industry resource that is capable of powering homes and businesses. To date, Sharps Compliance has repurposed more than 750 million syringes.

Sharps offers CDS members a discount and free wall mounts with a contract. CDS members can shop online using the promo code **CDS2012** to receive a 10 percent discount off all 1-quart to 3-gallon Sharps Recovery Systems and TakeAway Recovery Systems.

For information on this opportunity, call 800.772.5657 or visit www.sharpsinc.com.



**YOUR
DUES
AT WORK**

Volunteers make Spooky Zoo a spectacular event

Several volunteers represented the Chicago Dental Society at the Lincoln Park Zoo Oct. 20 for the annual Spooky Zoo Spectacular. Toothbrushes and toothpaste were distributed to ghouls, goblins and other costumed children who trick-or-treated at the zoo that day. For more Spooky Zoo photos, go to <http://on.cds.org/2012Zoo>.



Photo by Tricia Koning

CDS Foundation names 2012 grant recipients

The Chicago Dental Society Foundation, the philanthropic and charitable arm of the Chicago Dental Society, distributed \$89,100 in grants to local agencies that address access to dental care and education in and around the Chicago area in 2012.

- The Ark
- The Children's Clinic, Oak Park River Forest Infant Welfare Society
- CommunityHealth
- Community Nurse Health Association
- Dental Lifeline Network Illinois — Dental HouseCalls Program
- Dental Lifeline Network Illinois — Chicago Donated Dental Services Program
- Erie Family Health Center
- St. Bernard Hospital Dental Center
- ISDS Foundation Mission of Mercy 2012
- Racing Industry Charitable Foundation
- Rosalind Franklin University of Medicine & Science
- Near North Health Service Corporation

Find more information about the CDS Foundation online at www.cdsfound.org.

ADA increases dues for active life members

The American Dental Association House of Delegates acted at its Annual Session in October to increase dues paid by active life members. While these members have since 1991 paid 50 percent of the full dues, beginning with the 2013 membership year all active life members will pay 75 percent of full ADA dues, but continue receive the same benefits and services as active members. The reduced price for active life membership in the ADA in 2013 will be \$392.

Due to advanced printing of 2013 dues statements, the Chicago Dental Society will maintain its active life membership fees at 50 percent of full dues (\$63) while the Illinois State Dental Society will continue to collect 100 percent of full dues from its active life members in 2013.

Those eligible for active life membership are dentists who have been ADA active or retired members in good standing for 30 consecutive years or 40 total years, and reached the age of 65 in the previous calendar year. The member would be considered active life if still earning income from the performance of any dentally related activity.

For more information about the change in fees, contact the ADA at 800.621.8099.

Follow CDS online

- CDS.org
- www.facebook.com/ChicagoDentalSociety
- twitter.com/Chicago_Dental
- www.youtube.com/user/ChicagoDentalSociety

Get the CDS Review for your iPad

Look for the free app in Apple's App Store.



November 7 Regional Meeting minutes

The Regional Meeting of the Chicago Dental Society convened Nov. 7 at the Drury Lane Oak Brook, in Oakbrook Terrace at 9:30 a.m., with CDS President John Gerding presiding.

Attention was directed to the minutes of the April 4 meeting. Inasmuch as the official minutes of the April 4 meeting were published in the May/June issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by Louis Imburgia, seconded by John Hagopian, and carried to dispense with reading the April 4 minutes at this time.

MOVED by Andrew Browar, seconded by Loren Feldner, and carried to accept the minutes of the April 4 meeting.

There were no reports of the Board, Standing or Special committees. There

was no unfinished business to report.

Dr. Gerding reported that the nominating petitions for the 2013 officers had been duly filed in the CDS central office, and their names duly published in the May/June, July/August and September/October issues of the *CDS Review*, in accordance with the bylaws.

He further reported that since not more than one candidate had been nominated for each elective office, in accordance with CDS bylaws, the secretary would cast a single unanimous ballot on behalf of all the respective candidates for office.

MOVED by Dr. Hagopian, seconded by Dr. Imburgia, and carried that a single unanimous ballot be cast on behalf of all the respective candidates for office.

Dr. Gerding then congratulated Treasurer-elect Phillip Fijal, Vice President-elect George Zehak, Secretary-elect

Susan Becker Doroshow and Richard Holba, who will become president-elect.

He noted that these officers would be installed Nov. 11 along with David Fulton Jr., who will assume the office of president. These officers assume their respective duties Jan. 1 and will continue through Dec. 31 in accordance with the fiscal year. Dr. Gerding noted that the CDS 50-year graduates would also be recognized at that time.

Dr. Gerding extended an open invitation to all CDS members, their families and friends to join him on this occasion at the Hotel InterContinental to personally congratulate the new officers and wish them well while enjoying refreshments.

With no further business, Dr. Gerding called upon David Lewis Jr., to introduce Brian Allman, DDS, who presented the program on Sleep Apnea.

The meeting was adjourned at 2:05 p.m. ■



LOOKING FOR A DENTAL HYGIENIST?

Dental Careers Forum connects dentists with dental hygienists

Looking for a dental hygienist or dental assistant just got a lot easier. The CDS online **Dental Careers Forum** is the place to start your search. CDS offers this service FREE to member dentists, dental hygienists and dental assistants.

CDS members may post positions available; dental hygienists and dental assistants seeking jobs may post their résumés; and each may browse the other's postings. It is a great way to connect the job seekers with the job posters. To get started, visit <http://on.cds.org/careers>.



Chicago Dental Society
The respected leader in scientific dental meetings™

CONTENTS

Copyright 2012 by the Chicago Dental Society.
CDS Review (USPS 573-520) December 2012,
 Vol. 105, No. 7. The *CDS Review* is published seven
 times a year by the Chicago Dental Society.

STAFF

Editor: Walter F. Lamacki, DDS
**Director of Publications and
 Managing Editor:** Will Conkis
Publications Coordinator/Designer: Tom Long
Senior Writer: Joanna Brown
Editorial Assistant: Rachel Azark

CORRESPONDENCE & CONTRIBUTIONS

Address editorial correspondence to:
 Chicago Dental Society
CDS Review
 401 N. Michigan Ave., Suite 200
 Chicago, IL 60611-5585
Phone: 312.836.7300
Fax: 312.836.7337
Email: review@cds.org
Dr. Lamacki's email: wlamacki@aol.com

All material submitted for publishing consideration must
 be emailed or typewritten, not hand-written. Original
 articles published herein become the property of the
 publication. Opinions and statements expressed,
 however, are those of the writer and not necessarily
 those of CDS.

ADVERTISING

Those interested in placing a display ad should email
adinfo.cds@foxrep.com or contact one of the following
 regional offices:

Fox-Chicago

116 W. Kinzie St., Chicago, IL 60654
 800.440.0232, 312.644.3888, Fax: 312.644.8718

Fox-New York

347 Fifth Ave., Suite 1101, New York, NY 10016
 800.826.3032, 212.725.2106, Fax: 212.779.1928

Fox-Los Angeles

1445 E. Los Angeles Ave., Suite 301
 Simi Valley, CA 93065
 805.522.0501, Fax: 805.522.0504

Fox-Detroit

6765 Woodbank Dr., Bloomfield Hills, MI 48301
 248.626.0511, Fax: 248.626.0512

Fox-Phoenix

14300 N. Northsight Blvd., Suite 118
 Scottsdale, AZ 85260
 480.538.5021, Fax: 480.367.1110

SUBSCRIPTIONS

CDS members, \$17 (US/Canada); Nonmembers, \$25
 (US/Canada); Schools and Other Institutions, \$30
 (US/Canada); Foreign, \$45. Single copies: \$5 domestic,
 \$8 foreign; except Preliminary Program issue:
 \$10 domestic, \$20 foreign (payable in U.S. funds).

Circulation: 7,200. Periodicals postage paid at
 Chicago, IL, and at additional mailing offices.

Postmaster: Send address changes to:

Chicago Dental Society
 Member Services
 401 N. Michigan Ave., Suite 200
 Chicago, IL 60611-5585



6



22



24



31

Features

We sink our teeth into the Chicago Area Oral Health Plan	8
Joanna Brown speaks with the Chicago Community Oral Health Forum about improving access to care.	
Delegates vote to cap House size at 475	12
Will Conkis reports on the actions taken by the American Dental Association House of Delegates.	
House work	14
We recap actions taken by the Illinois State Dental Society House of Delegates.	

Columns

President's Perspective	6
John Gerding, DDS: It was a very good year	
It's the Law	16
John M. Green, DDS, JD: What is a dentist's duty? What to do when you suspect oral cancer can save a life. . . and your practice	
In Other Words	18
Stephanie Sisk: Stay ahead of the curve online	
From the Ground Up	19
Milly Goldstein: Volunteer — it's good for your health	
Final Impressions	52
Walter F. Lamacki, DDS: Yes, I still believe	

Departments

Directory	4
Vox Pop	5
Access to Care	20
Going Local	22
Snap Shots	24
Dental Dateline	26
Meeting Place	28
Applicants & Deceased Members	30
Branch News	31
Classified Advertising	42
Advertising Index	48



Cover photo composition
 by Tom Long
 Marina Towers image:
 © Lissandra Melo /
Shutterstock.com
 Boy with corn image:
 © Marcel Jancovic /
Shutterstock.com

DIRECTORY

CDS Officers

President: John Gerding, 630.369.2020, jgerdingdds@msn.com
President-elect: David Fulton Jr., 847.249.2621, iamdocjr@hotmail.com
Secretary: Richard Holba, 708.349.3637, rsh.kmh@sbcglobal.net
Vice President: Susan Becker Doroshov, 847.677.2774, sbdds@aol.com
Treasurer: George Zehak, 708.484.0235, grzenterprises@comcast.net

Branch Officers

ENGLEWOOD

Director and Correspondent: Denise Hale, 708.599.7090, denise.haledds@yahoo.com
President: Aaron Tucke, 708.423.5990, atucke@yahoo.com

KENWOOD/HYDE PARK

Director: Jack Liu, 773.674.3992, jjliu@aol.com
President: Yetta McCullom, 773.488.3738, kyccn@aol.com
Correspondent: Sherece Thompson, 773.238.9777, sthompsondds@sbcglobal.net

NORTH SIDE

Director: John Hagopian, 847.296.4030, johnmh919@aol.com
President: Jun Lim, 773.794.1299, jslim22@yahoo.com
Correspondent: Joshua Ries, 312.751.0026, joshua.ries@gmail.com

NORTH SUBURBAN

Director: Paul Kattner, 847.244.7900, dockattner@aol.com
President: James Benz, 847.676.3500, jimdbenz@aol.com
Correspondents: Nikisha Jodhan, 312.854.0806, nikishajodhan@yahoo.com; and Ingrid Schroetter 312.372.7752, ingridschroetter@att.net

NORTHWEST SIDE

Director: Louis Imburgia, 847.698.0888, drimburgia@att.net
President: Michael Biasiello, 847.825.1457, mjbslo@yahoo.com
Correspondent: Mark Spinazze, 847.255.7080, markspinazze@gmail.com

NORTHWEST SUBURBAN

Director: Petra von Heimbürg, 847.382.2832, ceprof@aol.com
President: Will Perkinson, 847.255.7080, perkinsonwi@yahoo.com
Correspondent: Angela Willox, 847.670.9020, angiewillox@gmail.com

SOUTH SUBURBAN

Director: Loren Feldner, 708.349.1515, lffeldnerdds@pol.net
President: LeRoy Weathersby II, 708.206.1181, lw2dent@yahoo.com
Correspondent: Edward Ruiz, 708.798.8899, eruziddds@earthlink.net

WEST SIDE

Director: James Bryniarski, 773.586.0962, jhb@uic.edu
President: Frank Orland, 708.447.2100, frorlanddds@yahoo.com
Correspondents: Michelle Jennings, 708.354.4545, lagranqeperio@yahoo.com; and Michael Santucci, 815.621.1605, msantucci@uic.edu

WEST SUBURBAN

Director: Andrew Browar, 630.655.3737, healthysmile@msn.com
President: Paul Kempf, 630.515.1414, drkempfdss@aol.com
Correspondent: Andrew Wiers, 630.369.2020, andywiers@yahoo.com

Chicago Dental Society Foundation

401 N. Michigan Ave., Suite 200, Chicago 60611; 312.836.7301; Fax: 312.836.7337; www.cdsfound.org

American Dental Association

211 E. Chicago Ave., Chicago 60611; 312.440.2500 or 800.621.8099; Fax: 312.440.7494; www.ada.org

Illinois State Dental Society

1010 S. Second St., P.O. Box 376, Springfield 62705; 217.525.1406 or 800.475.4737; Fax: 217.525.8872; www.isds.org

Contact CDS

SEND COMMENTS TO:

Chicago Dental Society
 401 N. Michigan Ave., Suite 200
 Chicago, IL 60611-5585
review@cds.org
Website: www.cds.org

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

CDS Staff

Executive Director:

Randall Grove
 312.836.7308, rgrove@cds.org

Associate Executive Director:

Barry Ranallo
 312.836.7314, branalto@cds.org

Director of Exhibit Services:

Lisa Girardi
 312.836.7327, lgirardi@cds.org

Director of Member Services:

Joanne Girardi
 312.836.7320, jgirardi@cds.org

Director of Publications:

William Conkis
 312.836.7325, wconkis@cds.org

Director of Scientific Programs:

Aloysius Kleszynski, DDS
 312.836.7312, akleszynski@cds.org

Manager, Financial and Information Services:

Mohammed Adil
 312.836.7316, mkadil@cds.org

Manager, Mediation and Peer Review:

Helen Rabitoy
 312.836.7331, mediation@cds.org

PHONE DIRECTORY

CDS Review312.836.7325
 Communications.....312.836.7330
 Classified Advertising.....312.836.7323
 Display Advertising312.836.7326
 Member Services.....312.836.7321
 Peer Review.....312.836.7331
 Scientific Programs312.836.7312

VOX POP

comments from our readers

Dentistry can survive in a stressed economy

Dentists have been providing care to their patients, the value of which far exceeds the fees charged — and even those values are mostly unrecognized. Americans enjoy the best oral health in the world.

But in a stressed economy, the inability of some dentists to adapt or manage their businesses makes survival the main goal of the practice. No business entity can survive in an uncertain, stressed market for long with little growth, no new patients, or little profit.

Sadly, most dentists look to external marketing advice, assuming a quick fix is out there. I think there are a few critical business strategies that need to be implemented as survival measures:

- Reducing cost of service is essential. Without reducing cost, profit will disappear and fees will continue to escalate; access will suffer. Most doctors, in general, never learn how to reduce their costs or identify the driver of costs in the practice; they outsource it to the accountants, who fail to define cost drivers or present means to reduce them. Doctors must analyze all dental procedures to measure costs. All costs are variable and can be managed once identified.

- Managing treatment times and waiting times efficiently is important. Doctors need to have oversight of scheduling instead of delegating it and ignoring it. Good time management improves the business and practice of dentistry.

- Integrate patients in the treatment process. Do not fit your patients to your treatment process; fit your service to the patient after you identify services needed. Patient-dentist interaction is a critical issue in health service.

- Manage your internal labor team to be cross-utilized, empowered and integrated to serve the practice better and with reduced cost.

- Maximize the return of your equipment and assess the need for it. In business schools, it is taught that every purchase must pass a cost-benefit analysis before the purchase is made.

- Create a short patient satisfaction survey for the practice. Measuring and identifying patient expectations and satisfaction is an important marketing tool and will help you serve patients better.

All these changes are within the reach of every doctor and can be made without waiting for the American Dental Association or some marketing guru to teach us how to change. Change is difficult, yet must be customized and not forced from the top; it starts from the needs of the patient.

— Al Atta DDS, MSD, MBA
Deerfield



Write to us

Email: review@cds.org
 Dr. Lamacki: wlamacki@aol.com
 Fax: 312.836.7337
 Snail mail: See Page 4

The *CDS Review* encourages readers to offer comments regarding topics of concern to the dental profession.

To be considered for publication, comments must be 200 words or fewer. The *CDS Review* reserves the right to edit or reject any letter submitted.

All submissions are edited for grammar and style in accordance with the *Associated Press Stylebook and Briefing on Media Law*.

WHEN IT COMES TO PRACTICE FINANCING, NORTH BANK KNOWS THE DRILL



Endodontist Dr. Robert Ceisel of State Street Dental Specialists, 671 N. State, with Charlie Soria, Vice President of North Bank.

“When I graduated dental school, the one bank that came forward and gave me the financing to start my practice was North Bank,” says Robert J. Ceisel, DDS, MS.

“They understood my business plan and worked with me to make it happen. Now, 18 years later, we still rely on them for all our banking needs. It’s always **professional service with a smile** at North Bank,” Dr. Ceisel said.

If you seek a banking partner who will nurture your growth, look to North Bank, **servicing Chicago’s medical community for more than 40 years**. Call Charlie Soria at 312-644-4000 today.

431 North Clark Street • Chicago, IL 60654
 360 East Ohio Street • Chicago, IL 60611
 312-644-4000 • www.northbank.com
 Member FDIC



PRESIDENT'S PERSPECTIVE

by John Gerding, DDS

Write to Dr. Gerding at jgerdingdds@msn.com.

It was a very good year

As a fan of Frank Sinatra since my youth, it is extremely difficult to pick out a favorite song from among the many hits over the course of his career, but certainly near the top of my list would be “It Was a Very Good Year” and “The September of My Years.” Both seem particularly fitting as I near the end of my CDS presidency.

Listening to the words of the first of the songs as it transports one back to ages 17, 21, 35 and beyond, I can not help but relate it not only to this past year as CDS president, but to my entire dental career.

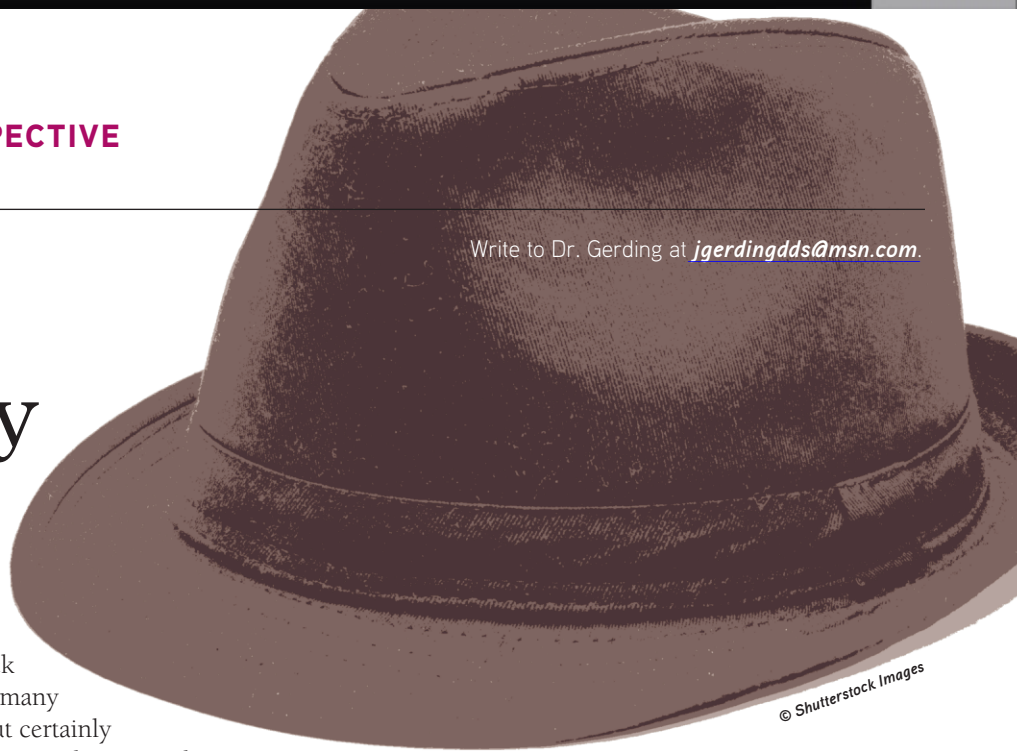
When most of us were 17, we were quite likely giving some thought to our future college choices and major focus of study. For many of us it was a pre-med curriculum. By age 21, we were well along the road to our undergraduate degrees and looking ahead to the prospect of MCAT and/or DAT tests, which would lead us on to the next step in our educational pursuits, a dental degree.

What a wonderful organization of which to have had the honor and privilege to be president. I am very grateful.

Graduation from dental school was just the beginning of the ascent up what could be called the “Bell Curve of Life,” and before we knew it, we found ourselves 35 years old and well into the early phase of our dental careers. School debt was nearly behind us, our practices were building nicely, and many of us were already well involved with organized dentistry at the branch or component level.

As we continued building our practice to the peak earning years and giving more of our time to our local, state and national dental societies, we probably found life more satisfying on all fronts — certainly rewarding if not relaxing. We were, in a sense, nearing the top of that bell curve.

I find myself in that enviable position now. The children are pretty much into their respective career paths, grandchildren are on the scene, the practice is at a self-sustaining level, and I am captaining the ship of one of the best dental societies in the



© Shutterstock Images

world, our Chicago Dental Society. I am thankful to all who urged me to seek this honored position and especially to my wife, Shirley; my general and program chairs, Dean Nicholas and Ed Segal; and to the entire CDS staff, Officers and Board of Directors who helped me to get through this past year and accomplish my goals.

I believe it is fair to state that the Chicago Dental Society is in an even stronger position than the year before, which has to be the goal of every incoming president. We had a very successful Midwinter Meeting, with increased attendance even in these down economic times. We also expanded our global identity through our second successful Virtual Reality Meeting, webinars and other online continuing education that CDS makes so readily available. Yes, we are very strong, but we are also a family and we have fun. What a wonderful organization of which to have had the honor and privilege to be president. I am very grateful.

But to paraphrase a Sinatra classic, now the days grow short, and I’m in the autumn of my year. And even more than my own life, I have to think of our Chicago Dental Society, nearing 150 years, as the vintage wine — *from fine old kegs, from the brim to the dregs, and still pouring so sweet and clear*. It was 2012, the 147th Midwinter Meeting, it was a very good year.

*One day you turn around and it's summer
Next day you turn around and it's fall
And the springs and the winters of a lifetime
Whatever happened to them all?**

* From “September of My Years,” written by Sammy Cahn and Jimmy Van Heusen and first performed by Frank Sinatra in 1965.

AT SIEGEL YOUR PROJECT IS OUR PASSION



- Reliable • Detail Oriented
- Pioneers in Excellence



CHICAGO • 847.929.9161 • WWW.SIEGELCM.COM





We sink our teeth into the CHICAGO AREA ORAL HEALTH PLAN



by Joanna Brown

Oral health advocates gathered in September to release the Chicago Area Oral Health Plan, a lengthy report which links the current state of oral health and healthcare with goals for local improvements. The report further holds local leaders accountable for work toward achieving those goals.

Lead by the Chicago Community Oral Health Forum (CCOHF), the Oral Health Plan calls for improving access to dental services, oral health promotion and disease prevention for Chicago area residents in three ways:

- Monitoring use of the healthcare system
- Expanding the oral health infrastructure
- Developing and expanding oral health promotion.

“We wanted to do what national leaders said we should be doing, which is highlighting the local leadership and ensuring sustained interest, as well as

creating ways to involve multiple stakeholders in our communities,” said CCOHF co-director Mona Van Kanegan, describing the Oral Health Plan. “We wanted to keep oral healthcare on the agenda and provide some leadership.”

Though the healthcare data collected in the Oral Health Plan isn’t new, Dr. Van Kanegan noted the value of drawing it all together in one report. The outline was generated during January’s Oral Health Summit.

Download the Oral Health Plan at www.heartlandalliance.org/oralhealth.

CCOHF is a grassroots organization housed at the Heartland Health Outreach, which aims to improve oral health programs and services for local residents through education, assessment, and policy and program development. CCOHF is funded by the William Wrigley Jr. Foundation, the Ortho S.A. Sprague Memorial Institute and the DentaQuest Foundation.

MISSING PIECES

Some of the numbers reported in the Oral Health Plan — and those that are missing — might surprise local providers. For example, according to 2008 reports, 70 percent of seniors and 59 percent of adults in Chicago had their teeth cleaned during the previous year. But there was no comparable data available for pregnant mothers, young children or teens.

New tool connects residents with dental clinics in their communities

In conjunction with the release of the Oral Health Plan, the Chicago Dental Society Foundation released a new online tool to help metro Chicago residents find dental clinics in their area.

The tool, located at www.cdsfound.org/clinics, includes data about dental clinics and services in Cook, Lake and DuPage counties. It is the most comprehensive collection of information on the dental care safety net in the metro Chicago area. Users can search by geography and ages of patients treated, as well as get information on services provided, languages spoken and payment methods accepted for more than 100 clinics and services.

The foundation collaborated with the Chicago Community Oral Health Forum to gather and verify data.

“Our goal with this project is to help patients in need find dental clinics relevant to them,” said CDS Foundation Board member Jamie Robinson. “We’re realistic. The dental care safety net is threadbare, but we can still help people navigate the system and find clinics where they are eligible for treatment.”

Over the past five years, the city of Chicago has closed all its dental clinics. According to a study conducted by the Chicago Dental Society in 2011, there is one clinic for every 11,400 Medicaid enrollees in Chicago.

Dental care has not fared better at the county level. In 2000, the Cook County Department of Public Health served nearly 12,000 dental patients. By 2007, the county closed half of its dental clinics, resulting in fewer than 5,000 patients being seen in 2009.

“There is an urgent need for this information,” said Rodney Watt, CDS Foundation executive director. “With the elimination of dental services under Medicaid this July, there are more patients than ever relying on the dental care safety net.”

“We’re relying on incomplete data at the state and national level,” Dr. Van Kanegan said. “It’s a start, but the lack of local data was really surprising to me. You can’t change what you can’t measure. You can’t see the effects of your change.”

It’s for that reason that one of the Oral Health Plan’s stated objectives is to establish a mechanism for gathering information about Chicago area residents who use dental services, using a representative sample of community health centers.

Other objectives include increasing the number of professionals working with vulnerable populations, and expanding the services of those clinics and providers currently serving vulnerable populations.

Progress will be communicated to stakeholders through monthly newsletters that highlight activity throughout the metropolitan area, among other communication tools. CCOHF has retained Morreale Public Affairs Group, which also worked on the statewide Bridge to Healthy Smiles campaign.

PARTNERSHIP

CCOHF’s interest in aligning the local Oral Health Plan with the national Healthy People 2020 report — and the City of Chicago’s adoption of its own plan, Healthy Chicago — drew Public Health commissioner Bechara Choucair into the fold, as well.

Dr. Choucair’s office described Healthy People 2020 this way in 2011:

Healthy People is one of several cross-cutting initiatives the Federal government has developed to address prevention, which also includes the Centers for Disease Control and Prevention focus on Winnable Battles, i.e., priorities in public health with large-scale impact on health and with known and effective strategies to address them. Some Winnable Battles include: tobacco; nutrition, physical activity, and obesity; teen pregnancy; HIV; healthcare-associated infections; and motor vehicle injuries.

The Chicago Department of Public Health (CDPH) applied the same thinking to draft a similar plan for Chicago. In order to make ours the healthiest city in the nation, Healthy Chicago focuses on 12 priorities:

- Tobacco use
- Obesity prevention
- HIV prevention
- Adolescent health
- Cancer disparities
- Heart disease and stroke
- Access to care
- Healthy mothers and babies
- Communicable disease control and prevention
- Healthy homes
- Violence prevention
- Public health infrastructure.

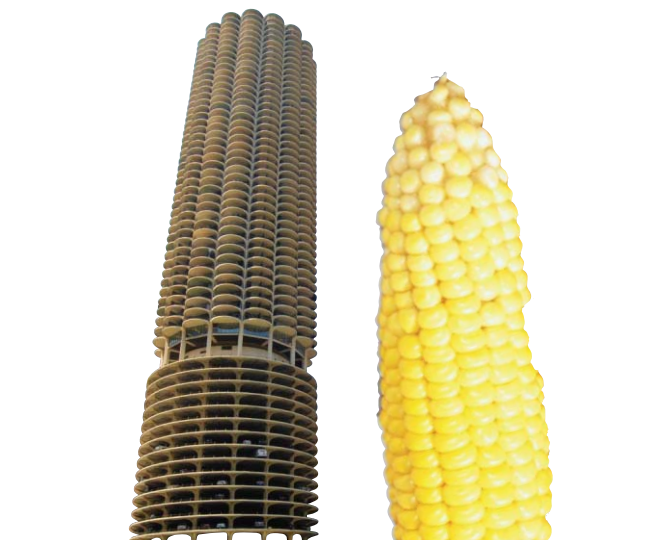
But these topics are so broad, Dr. Choucair admitted, that it's difficult to address each one too deeply. Better access to oral healthcare falls under access to care, and the Oral Health Plan released by CCOHF provides the depth of analysis that Dr. Choucair acknowledged he needed.

"When we set out to work on the Healthy Chicago agenda in 2011, we knew that access to oral healthcare was going to be a priority, and that we didn't have a lot of resources or breadth of expertise to make a huge difference.

"It's easy for dentists to understand, but we need to help the public understand that oral health is key and improving oral health and access to oral healthcare is key to keeping people healthy and safe," Dr. Choucair said.

Dr. Van Kanegan was excited by the opportunity to work with the city. She called special attention to CDPH's school-based services and classroom components (see Access to Care, page 20), which help students understand why they will be getting sealants before the providers come to their school.

"We want to engage with the city in whatever ways we can," Dr. Van Kanegan said. "For the public to get an idea of how all of our stakeholders are invested in their oral health, we needed a cohesive plan."



"We're relying on incomplete data at the state and national level. It's a start, but the lack of local data was really surprising to me. You can't change what you can't measure. You can't see the effects of your change."

GRASSROOTS EFFORTS

Dr. Van Kanegan explained that all dentists can contribute to the success of these efforts through small actions taken in their own offices. Rather than lament the closing of Chicago dental clinics, improve your oral health education and prevention messages to the patients you see.

"We need to not be so upset that this (clinic closings) has happened, but continue to work on the prevention and education ends while we advocate for restoring our system. There is no way to change all the disease that's out there, so we need to spend time on the prevention methods," she said.

Toward that end, Dr. Van Kanegan advocates for helping patients increase their personal responsibility for their health. Help them set goals, she said, by asking, "How will you improve this bad habit that you have?" and reminding

them of the commitment they make by sending it home on a card they can post on the refrigerator. It might be as simple of drinking one more glass of tap water per day, in place of bottled water or a sports drink.

"In this era of financial challenges at all levels, people need to increase their responsibility for their own health." ■

Ms. Brown is the CDS senior writer.

Photo composition by Tom Long

Marina Towers image:

© Lissandra Melo / [Shutterstock.com](#)

Boy with corn image:

© Marcel Jancovic / [Shutterstock.com](#)

ADA ANNUAL SESSION IN REVIEW

Delegates vote to cap House size at 475

by Will Conkis

One word dominated the 2012 House of Delegates of the American Dental Association: governance.

In the wake of a \$300,000 study of the association and how it does business, as directed by the 2011 House, consulting group Westman and Associates made 80 suggestions for changing how the ADA is governed. According to a report of the Board of Trustees, many of the changes are administrative and fall under the jurisdiction of the Board.

The rest fell to the House to consider in the form of several resolutions including the spotlight issue of the study, a suggestion to contract the size of the HOD from 475 members. Westman recommended cutting the House size by 50 percent.

The consultant's proposal never made it to the floor of the House, which met during the ADA Annual Session in San Francisco in October. When the debates ended, the House agreed with a Board-authored resolution setting a cap on the House size at 475.

But before that vote was taken, the 11th District (Alaska, Montana, Idaho, Oregon and Washington) and the 13th (California), entered substitute resolutions calling for the House size to be set at approximately 300. The resolutions offered different methods for allocating the 300 delegates.

However, the Reference Committee on Governance submitted its own substitute resolution in lieu of the other three.

"The Reference Committee believes that a smaller House of Delegates. . . is in the best interest of the association. It is believed that the smaller House will lessen the financial burden on constituent societies [commonly constituents pay the cost of their

House of Delegates welcomes a changing of the guard

The House of Delegates in 2013 will have a different, if not a new, feel.

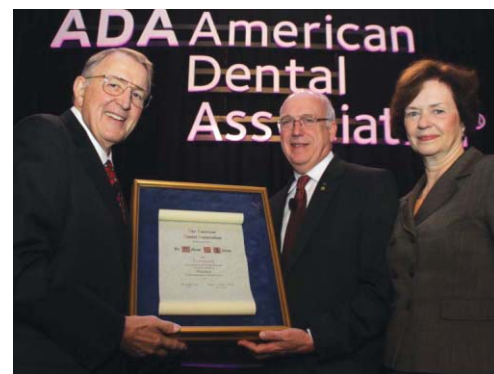
Ten-year speaker of the House J. Thomas Soliday of Maryland and veteran treasurer Edward Leone marked their last House of Delegates when the House closed business in San Francisco in October during the Annual Session of the American Dental Association.

Glen Hall, a general dentist from Abilene, who served as speaker of the House of Delegates of Texas since 2000, was elected speaker over Robert Peskin, a general dentist from Garden City, NY, who has been speaker of the New York State Dental Association House of Delegates since 2009.

Ronald Lemmo, a general dentist from Willoughby Hills, OH, will succeed Dr. Leone.

Dr. Lemmo, who served as both a member of the ADA Board of Trustees Audit Committee and chair of the ADA Special Committee on Financial Affairs, won a three-way race. The other candidates were John Morse, a general dentist from Milwaukee and treasurer of the Wisconsin Dental Association, and Mary Krempasky Smith, a general dentist from Spokane, WA, who served as an ADA trustee and in several Washington State Dental Association posts, including president and treasurer.

In a two-way race for president-elect, the House of Delegates selected Charles Norman, a general dentist from Greensboro, NC. Dr. Norman's service to the ADA includes representing the 16th District on the Board of Trustees. The other candidate was Samuel Low, a periodontist from Palm Coast, FL. He has served as president of both the Florida Dental Association and the American Academy of Periodontology.



Speaker of the House J. Thomas Soliday presented a token of appreciation to outgoing ADA President William Calnon and his wife Mary Kay.

delegations] but will still be large enough to allow diverse interests and diversity of the membership of the Association to be represented."

The committee's position was an exact opposite of the Board and the 8th District (Illinois) and many other districts.

"After careful consideration and extensive input from interested parties, including House members, the Board concludes

that it is not necessary to reduce the size of the House, although a revised allocation calculation is needed. The Board has determined that a reduced size of the House will have no substantive financial impact on the association. Most costs associated with convening an annual session of the House are fixed and will not be reduced as a result of a reduction in numbers of delegates.

“The Board is aware, however, that significant savings from a reduced House size would accrue to constituent societies. Nevertheless, constituent societies are free now to reduce the number of alternate delegates, which would achieve a measure of cost savings. Moreover, the Board recognizes that many constituent societies rely upon available delegate seats to bring new leaders into an active role in organized dentistry. This opportunity would be lessened if the size of the House were reduced.

“Accordingly, the Board is proposing retaining the size of the House at approximately its current level, with a minimum guaranteed representation of two seats per state and one per territory and federal service,” the Board stated in its report on governance to the House.

Proponents of a smaller House argued constituent societies have alternatives for developing leadership and ensuring diversity of the delegations.

A change in the size of the House is a change to the association bylaws, which requires two-thirds vote of the delegates voting. The Reference Committee proposal failed to gain even a majority vote.

In other action related to governance, the House soundly rejected a proposal placing final budget development and approval in the hands of the Board of Trustees without authority to fund the budget; the House would have retained power to set dues to fund the budget, acting as a checks and balance on the Board. Delegates representing Illinois’s 8th District and an overwhelming number of their colleagues rejected the proposal because it removed the House from budget development and approval. A workgroup was formed to study the issue and report back to the 2013 House.

Another workshop, an outgrowth of the study, will look at all ADA councils and consider if any should be eliminated. Also the offices of first and second vice president will be studied and may be eliminated. The governance report recommended eliminating the offices. ■

Mr. Conkis is the CDS Director of Publications.

Photo coverage of the ADA Annual Session is by EZ Event Photography, courtesy of ADA News.
© 2012 American Dental Association

ADA slashes library budget by 60 percent for 2013

Despite the best efforts of the 8th District (Illinois), a 60 percent funding reduction to the American Dental Association library will occur in 2013 — and in the opinion of many diminish the ADA.

A resolution from the 8th District seeking to restore more than \$600,000 in funding was rejected by the House of Delegates, which met during the ADA Annual Session in San Francisco in October. Since its founding in 1927 the library has



The 8th District was unsuccessful in its efforts to restore funding to the ADA library budget.

been the premier library for the dental professional in the United States, according to the 8th District resolution.

“The library staff identifies articles and develops search strategies for EBD (evidence-based dentistry), conducts MedLine searches, and provides many other services to support lifelong learning for the dental profession.

“More than half the staff will be out of jobs at the end of this calendar year, the library will be housed in smaller quarters, and it is presently questionable whether there will be any direct access to its materials by ADA members or the public. Member book loan services are proposed to be eliminated and most of the book collection will be dispersed to presently unknown or yet to be determined places. . . None of the library’s book collection is electronic. The library’s digital access to journal articles is not available to ADA members outside of the library, as outside-user licenses for that are prohibitively expensive.

“ADA member access to library computers is expected to be ending. For all intents and purposes, the ADA library is being closed. In its place will be a limited information service, housed in much smaller quarters,” the district’s resolution stated.

The Board of Trustees did not support Resolution 159, although 8th District Trustee John Hagenbruch was one of four trustees to vote in support of the resolution.

“The Board is not supportive of this resolution. In considering the long-term financial sustainability of the ADA, the Board knew that decisive action was needed.

“The Board considered the cost and the value of all ADA programs as part of the budget process and ranked programs in terms of alignment with the ADA Strategic Plan in order to best allocate financial resources. The sunseting of some programs was deemed necessary for expenses to match current and future revenues and present a balanced budget for 2013.

“After a thorough assessment and ranking of all programs of the ADA, some aspects of library use were determined to be of lower wide-spread usage and the Board agreed it was prudent to sunset those in 2013.

“Last year, less than 1 percent of members used the library. As the methods of research and library use continue to evolve, the ADA must repurpose the library for more contemporary use. There is a growing trend from medical and other associations for online catalogs in place of hard copy materials. Library services will be narrowed in scope to those services that are most used and most impactful. Access to journal articles will continue in the same manner as they are available now, either in PDF format or in print by request,” the Board’s comment stated.

Because of the 8th District efforts, the House voted in favor of a resolution calling for the library collections to be maintained next year and in the same physical space until a plan for disposition of the collections is presented to the 2013 House.

HOUSE WORK

Delegates seek legislative changes to allow dentists to give vaccines



ANNUAL SESSION IN REVIEW

Dentists from throughout Illinois gathered in Schaumburg to advance their shared profession and celebrate the accomplishments of their peers at the Illinois State Dental Society's 148th Annual Session Sept. 6-9.

First came the business. The House of Delegates took the following actions:

- **ISDS will pursue the appropriate legislative or regulatory changes necessary to allow dentists to administer vaccines to the public.** Appropriate education and training would be required of all dentists providing this service. The background statements report that since dentists have the skills and education to provide vaccines, dentists see patients regularly and more frequently than physicians, dentistry is a preventative discipline, and medical costs have become excessive, dentists should be allowed to provide vaccines.

- **Delegates adopted a 2013 budget of \$2,677,545**, including a projected \$10,030 surplus. This enabled the House further to set 2013 dues for active and active-life members at \$340 – an amount that has not changed since 2011.

- **Delegates defeated a resolution to eliminate live patients from the clinical licensure exam process.** Proposed by several dental students, the resolution was based on the American Student Dental Association's *White Paper on Ethics and Professionalism in Dental Education*, which suggests ethical lapses in the exam process; as an example, the paper offered anecdotal accounts of patients extorting candidates for financial gain and candidates coercing patients into unnecessary treatment choices.

Worried that this would affect the reciprocity of Board exams, delegates instead supported a resolution which

CDS makes donation to strengthen ISDS reserve fund

Delegates in Schaumburg did not consider Resolution 16, a proposed \$25 special assessment in 2013 to fund ISDS's reserves. Rather, the Chicago Dental Society made a donation of \$125,000 to strengthen the ISDS reserve fund.

The donation exceeds the \$124,000 the special assessment was projected to net. In a letter to ISDS president Robert Bitter prior to the Annual Session, CDS president John Gerding explained that the donation will benefit all members, easing the burden of the increased fees during a difficult economic time.

"Our Board concurs that in order to have a stable and sustainable organization, adequate reserve funds are of paramount importance. We also believe that in order to maintain and grow our collective membership base, we must not make our dues or dues assessments a reason not to join the tripartite, especially considering the impact the economy is having on activities within the dental industry," Dr. Gerding wrote.

mirrors an American Dental Association policy calling for the limitation of live patients in the clinical licensure exam, with the exception of the curriculum integrated format of the dental schools.

But like most dental meetings, the work was tempered with celebration.

CDS associate member **Larry Osborne** was named this year's Distinguished Member, an award which annually recognizes significant service to mankind, including civic, cultural, religious, humanitarian, and academic or professional achievement. Dr. Osborne has been an active member of organized dentistry for 30 years, including terms as president of ISDS and DENT-IL-PAC, and as chair of the ADA's Council on Government Affairs. He is also active with the First Lutheran Church ELCA, the Richland Community College Board of Trustees, the Macon County Board of Health, the March of Dimes and the Decatur Celebration Smile Contest.

President's Awards were presented to four honorees, recognizing their contributions to dentistry and the profession.

Loren Feldner, South Suburban Branch director, was recognized for efforts and successes in legislative advo-

cacy on behalf of dentistry. Dr. Feldner recently became co-chair of ADPAC, the ADA's political action committee.

Mary Beth Humenik, wife of CDS member Mark Humenik, was recognized for her volunteerism with the Mission of Mercy programs. In presenting the award, ISDS president Robert Bitter noted her concern for the success of the program and the energy she brings to her projects.

Paul Kattner, who is director of CDS's North Suburban Branch and ISDS Speaker of the House, was recognized for his long service to the House of Delegates and his commitment to organized dentistry on the national, state and local levels.

Cheryl Watson-Lowry, who chairs CDS's Government Affairs Committee, was recognized by Dr. Bitter for her contributions to her component society and the Bridge to Healthy Smiles campaign, especially in her communication with Cook County leaders. Dr. Watson-Lowry is a past director of the Kenwood/Hyde Park Branch and served as program chair for the 2009 Midwinter Meeting. ■

CDS Review Editor Walter Lamacki and senior writer Joanna Brown contributed to this report.



Live television returns to the Midwinter Meeting!

Live closed-circuit television returns to the Midwinter Meeting for patient-based lectures each day. Join leading clinicians in the operator in the southeast corner of the Exhibit Hall for a demonstration and discussion. Every seat is a good one, as techniques will be broadcast live on large screens. And audience members are encouraged to interact with the presenter; a moderator will facilitate questions throughout each program.

Topics change daily, so make time to visit the live TV educational theater each day of the 148th Midwinter Meeting.

Thursday Frank Milnar will present on restorative dentistry. Educational funding was provided by Shofu Dental Corp.

Friday Ahmad Eslami will present on the latest in implant technology. Educational funding was provided by Henry Schein.

Saturday Fred Margolis will present on lasers in dentistry. Educational funding was provided by Biolase, Kerr Corp., Bisco Dental Products, GC America, Shofu Dental Corp., Kuraray America, and KaVo/Dexis.

NO TICKET IS REQUIRED TO ATTEND.

CONTINUING EDUCATION CREDIT (CE) WILL BE AWARDED.

Chicago Dental Society Midwinter Meeting equipment display for closed-circuit television CE is provided through the generous support of Henry Schein Dental, Pelton & Crane, KaVo N.A., D4D Technologies and Dentt.io, in professional partnership with CDS.





IT'S THE LAW

by John M. Green, DDS, JD

Contact Dr. Green at 312.676.5980 or jgreen@greenlawoffice.net.

What is a dentist's duty?

What you do when you suspect oral cancer can save a life. . . and your practice

The jury foreman read the verdict: "Not guilty." With that pronouncement, relief and tears flowed down the faces of two general dentists.

In May of this year, I successfully defended two dentists (partners in the same office) who had been sued for allegedly failing to evaluate and properly refer a 75-year-old female syndicated newspaper columnist for an oral lesion that turned out to be squamous cell carcinoma. The plaintiff asked the jury for \$18.2 million. Two fine dentists endured an emotional litigation roller coaster for four years before finally being vindicated by a Cook County jury.

The plaintiff, who lost three-quarters of her tongue, represents a growing number of people who develop squamous cell carcinoma (SCC) without having any of the typical risk factors such as smoking, drinking, human papillomavirus (HPV), or a family history. Moreover, recent data shows that females are developing oral cancer at a greater rate than males. Furthermore, this case challenged the commonly accepted notion that simply referring a patient to an oral surgeon to investigate a mouth lesion absolves the general dentist of any liability.

The plaintiff was an elderly woman, a native of Chicago who lived in an eastern city and came to Chicago every six months for check-ups with her general dentist. In late 2006, the dentist noticed a tiny red dot on the left lateral border, which he attributed to minor irritation from a prophylaxis jet. Showing the patient the irritated area with a hand mirror, he advised her to

contact him in two weeks if the irritation persisted.

She never called back.

Three months later the patient returned complaining of pain from the left lateral border of the tongue. There was now a white patch near the same area where the red dot had been. The dentist referred the patient to an oral surgeon.

Two weeks later when the patient saw the oral surgeon, there was a significant white overgrowth on the tongue and the left buccal mucosa. The oral surgeon biopsied the left buccal mucosa because it appeared to be the most virulent area in the mouth. The results came back as lichen planus, a benign condition with many causes.

Three months later, the patient returned to the general dentist's office and was seen by his partner, who diagnosed the patient with a recurrence of lichen planus. The partner dentist informed the patient to call her in two weeks if the lesion persisted, but the patient never did.

Over the next nine months, the patient was seen by an oral surgeon and a physician in another city, neither of whom suspected she had cancer. The patient eventually developed an indurated tumor in the body of her tongue that was diagnosed as SCC. The patient filed a lawsuit against the two general dentists and the oral surgeon claiming they failed to evaluate and timely diagnose and treat her SCC. (In addition to the defense verdict for the two general dentists, the oral surgeon was also exonerated.)

The risk management issues and learning points in this case are as follows:

- Oral cancer screenings must be routinely conducted and recorded on all patients, not just those who may have the typically accepted risk factors such as smoking and drinking;
- The screening must include palpation of the tongue, as some early tumors may be better detected through touch;
- White or red lesions or ulcers on the tongue, gums or cheeks that do not go away within two weeks should be referred to an oral surgeon for further evaluation;
- While it is not a deviation from the standard of care to ask a patient to inform you if the lesion has not gone away, a dentist should schedule a follow-up appointment so that the lesion can be evaluated;

After referring a patient to an oral surgeon for evaluation of a lesion, the general dentist should follow-up with the oral surgeon to determine if the patient followed through with the referral and to discuss the oral surgeon's findings and treatment plan

- While screening aids such as a VELscope may be helpful in evaluating lesions, a biopsy is the only way to know for sure whether a lesion is cancerous or not;

- Early SCC can take on many varied and painless forms, which is why it is prudent to schedule a follow-up visit in two weeks to see if a lesion persists;

- After referring a patient to an oral surgeon for evaluation of a lesion, the general dentist should follow-up with the oral surgeon to determine if the patient followed through with the referral and to discuss the oral surgeon's findings and treatment plan; and

- Document. Document. Document.

Oral cancer, left untreated, is not only severely life-altering but also can be fatal. Dentists are on the frontline in alerting patients to oral cancer. As a result, a dentist can be sued for millions of dollars if he or she fails to perform oral cancer screenings, fails to follow up, or fails to refer.

Even more importantly, properly evaluating an oral lesion can mean life or death for the patient. ■

Editor's note: The above article does not constitute legal advice but is for educational purposes only. In order to obtain legal advice, a personal consultation with an attorney is required. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society.

Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for 19 years. Find more information on Dr. Green at www.greenlawoffice.net.

Dr. Green was recognized by the *Law Bulletin* for his work on this case. Read about it in Going Local, page 22.

Loreggi Imperiale N 9



- ✓ 2 HIGH SPEED HANDPIECES PORTS
- ✓ HANDPIECE ILLUMINATION SYSTEM
- ✓ 1 SLOW SPEED HANDPIECE PORT
- ✓ BUILD IN PIEZZO SCALER
- ✓ BUILD LED CURING LIGHT
- ✓ PROPHY JET / WET-DRY /
- ✓ LED HDTV MULTIFUNCTION MONITOR
- ✓ DIAGNOSTI INTRA ORAL CAMERA
- ✓ LED OPERATORY LIGHT / TOUCH FREE CONTROL /
- ✓ PLUMBING-LESS CUSPIDOR CONVERTOR
- ✓ 2 MULTIFUNCTION CONTROL PANELS
- ✓ FULL ASSISTANT PACKAGE
- ✓ DOUBLE WATER SUPPLY SYSTEM
- ✓ TOUCH-FREE WATER SENSING SYSTEM
- ✓ WATER HEATING SYSTEM
- ✓ MULTI-USERS MEMORY PACKAGE
- ✓ DENTIST STOOL
- ✓ 2 YEARS GUARANTEE / PARTS AND LABOR /
- ✓ FREE DELIVERY AND BASIC INSTALLATION



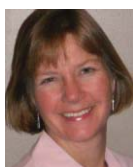
MASTERDENT DENTAL EQUIPMENT
www.MASTERDENTEQUIPMENT.COM

773.715.2098

At your service since 1999

\$ 10,950.00
 / \$ 4000.00 down payment then \$580.00 for 12 month /

**** FOR MORE DENTAL EQUIPMENT, CABINETS AND OTHER SERVICES PLEASE VISIT OUR WEB PAGE ****



IN OTHER WORDS

by Stephanie Sisk

Follow the conversation online at <http://on.cds.org/FrontDesk>.

Stay ahead of the curve online

Online columnist Stephanie Sisk took her job literally this fall, discussing two ways in which the dental profession has integrated virtual activities into its bricks-and-mortar business. In September, Ms. Sisk called attention to the Chicago Dental Society's second Virtual Reality Meeting with a discussion of how to maximize the experience. And in October, she began a multi-column discussion of the role of the Internet in the modern — and growing — dental practice.

Look for more of Ms. Sisk's columns on this topic at <http://on.cds.org/columnists>, and post your responses at the end. Or leave your comments on our Facebook page, www.facebook.com/ChicagoDentalSociety. Our columnists also want to hear which topics you'd like them to address. Send suggestions to review@cds.org.

CDS Virtual Reality Meeting is a convenient way to connect and learn

If a virtual reality meeting seems like an oxymoron for the dental staff — where hands-on contact is the rule — the tech-driven meeting is in fact a widely used corporate tool for meetings and training. Add the explosion in the use and abilities of cell phones in the last five years, and the audience is primed to participate digitally.

"About four years ago, I saw an article in the *Chicago Tribune* on virtual reality meetings," explained David Fulton Jr., CDS president-elect. "I felt that if CDS was to stay on the forefront as 'The Respected Leader in Scientific Dental Meetings,' we needed to push the boundaries of our successful Midwinter Meeting."

Looking to connect with dentists — especially younger dentists — on the digital platforms they've already incorporated into their practice of dentistry, "I felt that this could offer an inroad for them with technology that they are much more familiar with," Dr. Fulton said.

It's a view endorsed by one of this year's exhibitors.

"As the younger dentist enters the industry and the Baby Boomer dentists retire, younger dentists are getting their information online, through apps, etc. They want information quickly," said Nicole Moreno, marketing manager for Skokie-based Bosworth Co.

Increasingly Bosworth is using E-blasts, social media sites, digital ads in email newsletters and even industry smart phone apps to reach that growing audience, Ms. Moreno said.

As the word spreads, Dr. Fulton said he likes what he sees in the Virtual Reality Meeting's ability to meet the continuing education needs of CDS's membership as well as bring together members and exhibitors.

Manage your online reputation

Once upon a time, people connected in real life — over coffee, at the golf course, at school and community events. Today? It's Facebook, the social media gorilla with more than 550 million users a day. Add Twitter (175 million daily posts), YouTube with 4 billion video views globally a day, LinkedIn with an expected 5.3 billion professional searches this year, and a plethora of lesser known sharing outlets.

It's a fact that 50 percent of the world's population is under 30. This demographic in the U.S. can't remember when phones were attached to a cord and hasn't been in a classroom without a computer. Their world view is of near-instant connectivity and their pursuit is to connect technologically.

Are these your patients? Do you want them to be?

"The most meaningful reason to establish a presence (online) is that patients can find you and perhaps learn a bit more about your perspective, approach and rapport with your patient base," wrote Howard Luks, a member of the external advisory board to the Mayo Clinic's Center for Social Media.

A New York orthopedic surgeon, Dr. Luks thoughtfully and thoroughly explores why social media matters to doctors in any field in a must-read piece for the Mayo Clinic Center for Social Media.

Social media allows doctors "to replicate the content that you share with 40 or more patients every day in your office," Dr. Luks said. "Why not convert that to print form and benefit from the fact that that content is now available to anyone who wishes to read it?"

Dr. Luks finds other benefits as well: providing patients with meaningful content, sharing health-related information, humanizing the healthcare encounter, sharing news of professional accomplishments of you and your staff, promoting community outreach programs the office offers, among others. ■

The full versions of these columns are available online at <http://on.cds.org/FrontDesk>.

The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society.



FROM THE GROUND UP A column about the CDS Foundation.

by Milly Goldstein

For more information, visit <http://on.cds.org/CDSF>

Volunteer — it's good for your health

The winter holiday season makes so many people hopeful for the future, and I think this is especially true now.

October's ADA Annual Session never fails to invigorate our passion for our professions. Leading up to November's election, candidates on both sides of the aisle spoke passionately about making our communities stronger.

And in December we'll revisit our New Year's resolutions, goals for strengthening ourselves and our families. A 2010 survey suggests the volunteerism will help you meet all of those goals.

Volunteerism hubs VolunteerMatch and UnitedHealthcare partnered to survey 4,500 American adults — only some of whom identified themselves as active volunteers. The survey found that volunteering has a positive impact on physical and emotional health. Among survey participants:

- 68 percent said volunteering made them physically healthier;
- 84 percent said they learned things about themselves through volunteering; and
- 73 percent said volunteering lowered their stress levels.

Volunteering also corresponds with greater levels of satisfaction:

- 42 percent of volunteers feel a good sense of meaning in their lives, compared to 28 percent of non-volunteers;
- 36 percent reported overall satisfaction with life, compared to 27 percent of non-volunteers;
- 31 percent feel control over their lives and 30 percent feel control over their health, compared to 26 percent and 25 percent, respectively;
- 97 percent said volunteering is an important service to their community, and 96 percent agree that volunteering can help create a stronger, healthier America.

Control over your health and satisfaction with life: Sign me up!

* * * *

This year, more CDS members than ever have joined our cause to improve oral health in Chicagoland. Our Board members enjoyed spending time with many friends of the CDS Foundation at our third annual Wine Tasting Oct. 7 in Wheaton — not far from the DuPage County dental clinic we've been working so hard to open. The wine event is one we look forward to every year, and we owe special thanks this year to sponsors Pure Wine, Hinsdale Wine Shop and Southpoint Insurance.

This annual event is a great way to support the CDS Foundation while enjoying the company of many CDS members. The evening offered many opportunities to taste different wines

and foods while bidding on a large variety of gifts; our luckiest guests won something in the raffle. If you haven't attended this function before, make sure you join us next year for good wine and great conversation, all for a good cause.

I look forward to the Friday Night Concert during the Midwinter Meeting, featuring Cheap Trick (See page 21). Tickets are available when you register for the Midwinter Meeting, or call us about a sponsorship to ensure you get the best seats in the house.



Photo by Tricia Konig

Roland Davidson, CDSF Major Gifts Committee chair Terri Tiersky and CDSF trustee Kevin King at the CDS Foundation Wine Tasting Benefit at Cantigny. For more photos, go to <http://on.cds.org/FoundBen>.

In between, the CDS Foundation participated in several local events. Among them were 31st Ward Ald. Ray Suarez's October health fair for seniors, State Rep. Toni Berrios' Back-to-School fair, and the 4th Ward's Health and Housing Fair.

We're working especially hard right now on two major projects: reopening the DuPage County dental clinic, and organizing donations and classroom visits for Healthy Kids Brush Up, our celebration of National Children's Dental Health Month. Tens of thousands of toothbrushes will be distributed to classrooms throughout Cook, Lake, and DuPage counties, with visits from volunteer dentists who make the gift really meaningful.

The CDS Foundation is growing faster than ever — but your help is still needed. Contact us at 312.836.7301 to be a part of the action, or to volunteer on one of our many committees. Help us build momentum.

Please remember us, too, during your holiday giving. Page 1 of this *CDS Review* lists the organizations that received grants from the CDS Foundation in 2012. The more support we receive from you, the greater our impact will be in 2013.

Thank you for being with us every step of the way. ■

ACCESS TO CARE

A look at challenges facing our profession.

Chicago Public Schools teach students to make oral health a priority

by Joanna Brown

She may not have acknowledged it growing up, but today Megan Erskine feels lucky that her parents made oral hygiene a priority at home.

“My mom immigrated from the Netherlands, and she always told stories of how they brushed with baking soda,” Ms. Erskine remembered recently. “She always said that she didn’t care if we wore makeup or brushed our hair, but we would brush our teeth twice a day.”

Today Ms. Erskine is well groomed and making oral health a priority in her role as the Chicago Public Schools’s (CPS) student health specialist. Her job is to manage the relationships between the schools and the healthcare providers who serve students during the school day, be they in school-based clinics or mobile health centers.

Among those is the Chicago Department of Public Health, which worked with CPS to provide dental screenings to more than 113,000 students at 504 schools last year. That’s an 18 percent increase over the previous year, and it stands to grow again this school year, as high schools have been incorporated into the program.

“We’re also hoping to expand our referral system,” Ms. Erskine said. “It’s great that the kids get the screening, but we need to make sure we’re communicating with parents and connecting students with the services they need.

“In the school districts, we’re always thinking about education; services are

important, but that’s just one part,” she continued. “If students can understand why they are getting services, they will take that away and tell their parents, their siblings, and that’s sustainable. We want to make them good consumers of the healthcare system.”

For that reason Ms. Erskine has partnered with the Chicago Community Oral Health Forum’s oral health educator, Heidi Johnson, to develop a curriculum that will precede the delivery of oral healthcare on CPS campuses.

make the right decisions.

“We can’t assume they are talking about this at home — though we hope that they are. The fact is that one-third of kids on Medicaid had a dental visit in 2005, and even for the general adult population, the numbers on usage are really low.”

The curriculum, which is still awaiting CPS approval, is only one lesson to be had from CPS’s oral health program. Bringing dentists onto school campuses exposes students to a career opportunity they might not otherwise consider, Ms.

**Megan Erskine**

If students can understand why they are getting services, they will take that away and tell their parents, their siblings, and that’s sustainable. We want to make them good consumers of the healthcare system.

Lessons are targeted at students in five age groups to explain both how and why to care for their teeth and mouths. The goal is to get students thinking and talking about the subject so that their habits will improve.

“We’re really excited to have this opportunity to connect directly with students and teachers,” Ms. Johnson said. “Especially as the older kids have more autonomy and do more decision-making, we want to empower them to

Erskine explained.

“We have to think of it as more fun to climb the mountain than to be on top of the mountain,” she said. “As we help families to better understand their health, we’ll get more participation.

“I’m really excited to be a part of a coordinated effort in this city. It’s coalescing in a way that we’ll see changes in the next five years, and that’s pretty cool.” ■

Ms. Brown is the CDS senior writer.

Cheap Trick Cheap Trick

Friday night concert featuring Cheap Trick at Park West

For our Friday Night Event, we are proud to bring legendary Midwest rockers Cheap Trick to the Park West. With a catalog of hits that includes "I Want You to Want Me," "Surrender," "Dream Police," "Come On, Come On," "California Man," "The Flame" and many more, this popular Midwinter Meeting event is sure to sell out.

Purchase tickets online at www.cds.org or use the registration form in this issue. Tickets may also be purchased on site Thursday morning at McCormick Place West at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.

FRIDAY, FEB. 22

- Doors open at 8 p.m., Performance starts at 9 p.m.
- Park West, 322 W. Armitage, Chicago
- \$70 per ticket; ticket required for entry
- **Event number: SE3**

SPONSORSHIPS ARE AVAILABLE

For information on being a sponsor, contact Rodney Watt at 312.836.7301 or rwatt@cdsfound.org.

All proceeds will benefit the Chicago Dental Society Foundation.

A contributing sponsor to this event is Hu-Friedy.

How the best perform



GOING LOCAL

A look at what's happening in our community

LAW BULLETIN HONORS JOHN M. GREEN

John M. Green — founder of Green Law Offices, LLC, and a columnist for the *CDS Review* — was honored with



John M. Green

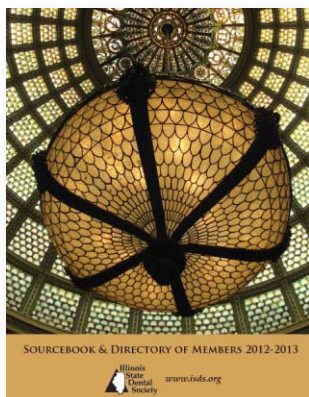
a 2012 Trial Lawyer Excellence Award for Outstanding Defense Verdict for

work in a dental malpractice case. The award was presented Oct. 17 by the *Jury Verdict Reporter*, a division of the Law Bulletin Publishing Company at the annual *Law Bulletin* awards ceremony before more than 200 attorneys and judges.

As one of the few practicing defense attorneys in the United States who is also a practicing dentist, Dr. Green is a noted expert in dental malpractice defense litigation. He is also a popular speaker on dental malpractice defense.

Renowned for his expertise in intricate cases, Dr. Green was honored for his successful defense of two dentists who were sued for allegedly failing to diagnose the tongue cancer of a syndicated journalist in 2006 and 2007 which caused her to lose two-thirds of her tongue (See *It's the Law*, page 16). As a result of the tongue cancer, the journalist faced a lifetime of speech challenges. The plaintiff's attorney had asked the jury for \$18.2 million, but instead the jury returned a not guilty verdict.

CDS member's photo makes cover of ISDS Sourcebook



A photograph of the Tiffany dome in the Chicago Cultural Center snapped by CDS member Frederick Orendach took top honors in the first contest sponsored by the Illinois State Dental Society for the cover of the 2012-13 *Sourcebook and Directory of Members*. Dr. Orendach is a general dentist who practices in Chicago.

A member of the West Side Branch, Dr. Orendach is a 1967 graduate of the Loyola University School of Dentistry and a member of DENT-IL-PAC.

Other finalists were Aurora general dentist Mark Bancroft, Chicago periodontist Peter Cabrera, and Chicago oral and maxillofacial surgeon Paul Smulson.

According to the *Law Bulletin*, hundreds of cases that go to trial are reviewed each year by the *Jury Verdict Reporter*, with only nine cases recognized for outstanding achievement.

A Chicago native, Dr. Green received his undergraduate degree from the University of Notre Dame. He is a graduate of the Loyola University School of Dentistry and the DePaul University College of Law.

He resides with his wife, Mary, and four children, in the Chicago area.

KENT KNOERNSCHILD ELECTED CHAIR OF CODA

Kent Knoernschild, professor of Restorative Dentistry at the University of Illinois at Chicago College of Dentistry, was recently elected chair of the Commission on Dental Accreditation (CODA). He is the first prosthodontist ever elected chair of CODA.

The chair represents the commission to the dental community and the public at



Kent Knoernschild

large, as well as to the American Dental Association. The chair also presides at all meet-

ings of the Board of Commissioners, which reviews accreditation recommendations, makes accreditation decisions, and sets policy for the commission.

"The commission has broad representation from all areas of dentistry — general dentistry, advanced specialty education, dental allied, and dental laboratory groups," Dr. Knoernschild said in a prepared release. "I've gained valuable perspective from collaboration with the commissioners over the last three years, and I'm honored to have been elected by them to serve."

Dr. Knoernschild's term will last for one year, starting at the ADA Annual Session in October.

DENTAL ARTS CLUB INSTALLS OFFICERS

The Dental Arts Club celebrated the Installation of Officers Sept. 22 in Oak Brook. New officers include: Daniela Brzozowski, president; Richard Bona, president-elect; Robert Moll, vice



Daniela Brzozowski

president; Martin Piekos, treasurer; and Chester Klos, secretary.

New directors are Paulina Brzozowski-Sawicki, Robert Daszkiwicz and Daniel Weber.

Joining the Advisory Board are Vickyann Chrobak, Lorette Luksha, Stephen Slomski, Joseph Sodini and Mary Starsiak.

Honored guests included Richard Holba, Ron Howell and Thomas Machnowski.

AAOMS honors Mark Steinberg with 2012 Presidential Achievement Award

Chicago Dental Society member Mark Steinberg, of Northbrook, received the AAOMS Presidential Achievement Award Sept. 12, during the opening ceremony of the 94th American Association of Oral and Maxillofacial Surgeons Annual Meeting in San Diego. The award is presented in recognition of significant contributions to the specialty of oral and maxillofacial surgery.

Dr. Steinberg received his dental degree from the Northwestern University Dental School in Chicago and his medical degree from the Drexel University School of Medicine at the Hahnemann University Hospital campus in Philadelphia. He completed his residencies in oral and maxillofacial surgery and anesthesiology at Michael Reese Hospital and Medical Center in Chicago.

In addition to his private practice, Dr. Steinberg is a clinical professor of surgery at the Loyola University Stritch School of Medicine. He is active in several local and national professional organizations and recently completed his term as president of the Chicago Society of Oral and Maxillofacial Surgeons and the Chicago Academy of Dental Research.

Dr. Steinberg is a frequent presenter at scientific meetings and has served as an editorial reviewer for the peer-reviewed journal *Oral Surgery, Oral Medicine, Oral Pathology, Oral Radiology and Endodontics* for more than a decade. ■



Mark Steinberg (right) received the Presidential Achievement Award from AAOMS past president Arthur Jee.



CDS MEMBER BENEFIT

 **Chicago Dental Society**
The respected leader in scientific dental meetings™

Protecting workers. Protecting you.

Keeping your employees safe is one of your top priorities. Ours too. That's why we offer low-cost group rates with a 5% up-front discount on workers' compensation. With minimum premium to qualify, the possibility of long-term dividends is a real benefit to you.

AccidentFund.com/groups

To learn more about enrollment, contact:

SOUTHPOINT

Barb Smerz
19645 S. La Grange Road, Mokena, IL 60448
barb@sthpoint.com
708-390-2539

 **Accident Fund**®
INSURANCE COMPANY OF AMERICA
A CENTURY OF SERVICE 1912-2012

CELEBRATING 100 YEARS

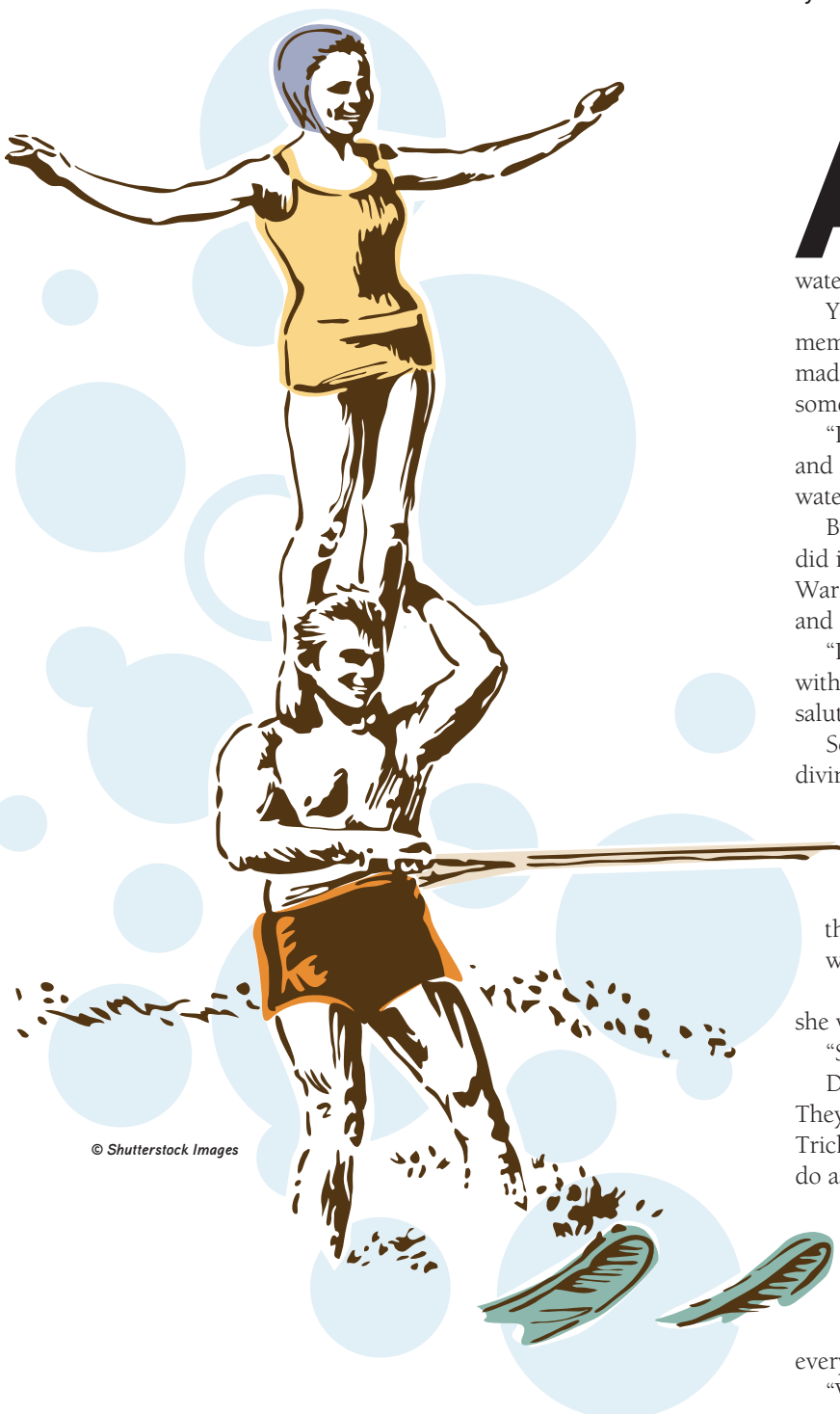
10739

SNAP SHOTS

Profiles of people in our profession

Harry Price is still leaving gold in his wake

by Rachel Azark



© Shutterstock Images

As we age, many of us will move toward hobbies and sports that are less thrilling and risky than those we enjoyed in our 20s and 30s; perhaps the slower pace of golf is a contender. But for Harry Price, waterskiing is still as thrilling today as when he started in 1939.

Yes, it was more than 70 years ago that this retired CDS member learned to ski at Paw Paw Lake in Coloma, MI. He made his own water skis and taught himself how to ski while someone else drove the boat.

“It was a great exhilaration of getting on top of the water and skiing. It was a great first,” said Dr. Price of his first time waterskiing.

But waterskiing wasn’t the only thrilling sport that Dr. Price did in his younger years. To finance his education after World War II, he came home and worked as a tower diver in circuses and carnivals.

“I used to dive from 95 feet into six-and-a-half feet of water, with gasoline on it, wave the torch and do the whole hokey bit, salute, and then take off,” said Dr. Price. “It paid very well.”

Soon after being home from the war, he met his wife on a diving board. Dr. Price had been asked by a friend to teach the English teacher how to dive.

“And I thought, naw, I don’t want to be saddled with some old English teacher,” he laughed. “I met her, I was diving on my board, and walked back and climbing up the ladder was my wife. We got acquainted — I said, ‘How would you like to water ski?’ That closed the deal.”

Dr. Price taught his wife to water ski and three years later she was competing in national competitions.

“She worked very hard,” said Dr. Price.

Dr. Price and his wife, Artis, are called “traditional skiers.” They compete in three events: tricks, slalom, and jumping. Tricks involve having two 20-second passes in which you try to do as many tricks as you can. Slalom is zigzagging between six buoys while the boat increasingly goes faster and the tow-line shortens. And jumping involves jumping as far as you can off of a five- to six-foot high ramp.

To get ready for tournaments, Dr. and Mrs. Price practice on their lake in Florida for a couple of hours every day, even in the winter.

“We can ski down to about 39 degrees,” said Dr. Price.

All of their hard work over the past 70 years has paid off though. Between the two of them they have won 130 gold metals in national competitions. They have won so many metals that they donated 60 to the Water Ski Hall of Fame in Polk City, FL, so the museum can showcase the different types of medals given over the years. Both Dr. and Mrs. Price have been honored with the Award of Distinction at the Hall of Fame.

This year at the 70th Goode National Water Ski Championship in West Palm Beach, FL, they skied a national record tournament. Dr. Price set three national records, and won gold medals in both jumping and tricks. Mrs. Price set one national record in her age category and won gold medals in slalom, tricks and overall. This year was Dr. Price's 53rd Nationals and Mrs Price's 52nd.

"Harry and I have competed in more Nationals than any other man or woman in the sport, and so our goal is to keep skiing as long as we can," said Mrs. Price.

Dr. and Mrs. Price truly love competing together. They live by their motto: "Stay healthy and keep skiing!" ■

Ms. Azark is the CDS editorial assistant.



Harry and Artis Price

Dental Office Designers & Builders



- Architecture* and Engineering*
- Interior Design and Decorating
- Turnkey Construction
- Millwork / Custom Cabinetry
- Steris, Labs, Business Offices
- Reception Desk Units
- Painting & Wallpaper
- Floor Treatments
- Licensed Installers of Dental Gas Lines

*Architecture services provided by Licensed Architects
*Engineering services provided by Licensed Engineers

"Experience Matters"

ACOA, Ltd.
CONSTRUCTION COMPANY
DESIGNERS & BUILDERS



See our work at www.acoadental.com
Contact us: 847-229-8414

DENTAL DATELINE

Provided by your Chicago Dental Society member dentists.

New concerns emerge as we hit middle age

As we age, we encounter oral health concerns that are different from those we faced during our younger days. Older dental work might be wearing down, and new medications bring side effects that impact oral health.

Read on to learn about oral health concerns that affect people in their 40s and 50s.



© Getty Images

MISSING TEETH

According to the American Dental Association, the average adult ages 20-64 has three or more decayed or missing teeth. Missing teeth can cause a whole host of problems including how you speak or eat, shifting teeth, and in some cases bone loss. But there are options for replacing a tooth. Here are a few to ask about:

- **Bridges:** They can be removable or fixed, and are anchored to your adjacent teeth
- **Dentures:** An option if you have lost most or all of your teeth
- **Implants:** An option that is most similar to a natural tooth.

To prevent tooth decay, remember to brush twice a day, floss daily, eat a balanced diet, and schedule regular visits with your dentist. A regular dental visit can also help the dentist keep an eye on any fillings, bridges or crowns that are wearing down and may need to be replaced.

OROPHARYNGEAL CANCER

Oropharyngeal cancer can affect the lips, gum tissue, cheek lining, tongue, jaw, the hard or soft palate and the throat. It will often start as a tiny white or red spot, soreness or swelling anywhere in the mouth or throat. The symptoms can include:

- Sores that bleed easily or do not heal
- A thick or hard spot or lump
- A roughened or crusted area
- Numbness, pain or tenderness
- A change in the way your teeth fit together when you bite down.

During your regular dental visit, make sure to tell your dentist about any concerns you have about your mouth or throat. A regular dental check-up including an examination of the entire mouth is essential in detecting cancerous conditions. ■

For more information on oral health in your 40s and 50s, visit www.mouthhealthy.org/en/adults-40-60.

DRY MOUTH

Ever get that feeling that your mouth is full of cotton? Dry mouth is the culprit and if it's happening frequently, it's best to figure out why. Decreased saliva can start to cause tooth decay.

A dentist can check for signs of decay that might result from the decreased saliva, but a physician should test for medical conditions that may be causing the dry mouth. Certain medications can also lead to dry mouth.

Tell your dentist about medications you are taking and about your changing health, as this can help the dentist identify the cause.



ANOTHER MWM CLASSIC RETURNS AT THE 148TH MIDWINTER MEETING OF THE CHICAGO DENTAL SOCIETY

The NEW Dentist Reception is Back

After a hiatus, CDS is bringing back a popular Midwinter Meeting Event. New dentists (those who have been a dentist for 10 years or less) are invited to gather together at a special reception just for them from 4:30 – 6 p.m., Friday, Feb. 22 in the Level 2, 260 Restaurant at McCormick Place West. **Enjoy cocktails and food as well as conversation with your contemporaries.**

Socializing and networking...Good food and refreshments all for \$10

Sign up for special event SE5 when you register for the Midwinter Meeting online at www.CDS.org.



MEETING PLACE

Dental meetings and CE opportunities

December

4: Kenwood/Hyde Park Branch

Alexander Chan, DDS, and Cornell McCullom, DDS, MD: Teamwork for Optimal Results (prosthodontics/oral surgery). Norman's Bistro, 1001 E. 43rd St., Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jason Grinter, 815.600.9022 or jgrinter@gmail.com.

4: North Suburban Branch

Alan Boghosian, DDS: Amorphous Calcium Phosphate: The New Frontier in Biomimetic Materials. Green Acres Country Club, 916 Dundee Rd., Northbrook. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Benjamin LoGiudice, 847.945.6700 or benlogiudice@sbcglobal.net.

4: Northwest Side Branch

Holiday Party. Cube at Rivers Casino, 3000 S. River Rd., Des Plaines. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Richard Stiles, 847.299.4811 or rstiles@gmail.com.

9: Englewood Branch

Christmas Brunch featuring Santa Claus. Edgewood Valley Country Club, 7500 S. Willow Springs Rd., LaGrange. For information, contact Ammar Adam, 708.425.5290 or axa34@yahoo.com.

11: West Side Branch

Sunil Sinha, DDS: Teeth in a Day: All-on-Four and Zygoma Implants. Barclay's American Grille at the Carleton of Oak Park, 1110 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Frederick Orendach, 773.586.6622 or orendach@comcast.net.

11: Arcolian Dental Arts Society

Annual Christmas Party. Park Ridge Country Club, 636 N. Prospect Ave., Park Ridge. For information, contact Benjamin LoGiudice, 847.945.6700 or benlogiudice@sbcglobal.net.



January 9 CDS Regional Meeting

Martin Zase, DMD: Cosmetic Dentistry

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

CDS designates Regional Meetings for 5 continuing education credits. Regional 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 and their staffs who are not CDS members, which may be applied to membership for the current year. Advance registration is not required, but CDS encourages you to register online in advance at <http://on.cds.org/regional>.

ADA CERP® | Continuing Education Recognition Program

CDS is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp.

Study clubs

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. For information, contact Paul Showers, 847.816.3636.

Chicago Aesthetic Masters, a Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. at the office of Sheldon Seidman, 410 N. Michigan Ave., Suite 1014, Chicago. For information, call 312.644.4321 or email smilechicago2@aol.com.

Chicago Dental Study Club

For information, visit www.chicagodentalstudyclub.com or call Forrest Tower, 708.423.0610. Newcomers are free. Please RSVP.

Greater Evanston Dentists Association

Meets first Monday of every month, noon-1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. For information, contact Roger Nouneh, 847.475.7754.

Uptown Dental Forum

Meets every Friday, 12:30-2 p.m., Via Veneto Restaurant, 6340 N. Lincoln Ave., Chicago. Academy of General Dentistry sponsorship approved. For information, contact Steven Pearl, 773.262.4544.

Waukegan Dental Study Group

Semi-monthly meeting, noon-2 p.m., Waukegan Ramada, 200 Green Bay Rd., Waukegan. For information, contact Robert Stanuch, 847.336.8080, or Ellis Neiburger, 847.244.0292.

Publicize your event



Submit your information using our online form at <http://on.cds.org/MyEvent> or fax it to 312.836.7337.

Include the following: subject, date, time, location and speaker's name and degree, as well as the name and phone or email of your contact person. All information must be submitted in writing. The editor reserves the right to edit material for space and style.

January

8: Englewood Branch

Matthew Hallas, DMD: Immediate Placement and Provisionalization of Dental Implants in the Esthetic Zone. Francesca's Vicinato, 12960 S. LaGrange Rd., Palos Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Ammar Adam, 708.425.5290 or axa34@yahoo.com.

8: North Side Branch

Walter Lamacki, DDS: How We Got Here. Vivo, 838 W. Randolph St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jun Lim, 773.794.1299 or edgebrookperio@yahoo.com.

8: North Suburban Branch

Stephen Russo, DDS, and Nadine Brodala, DDS, MS: Rebuilding Esthetics by Managing Soft and Hard Tissues. Green Acres Country Club, 916 Dundee Rd., Northbrook. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Benjamin LoGiudice, 847.945.6700 or benlogiudice@sbcglobal.net.

8: Northwest Suburban Branch

John Polley, MD: Current Methods and Treatment Planning for Craniofacial Disorders. European Crystal Banquets, 519 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact Ahmed El-Maghraby, 847.618.5573 or aelmaghra@nch.org.

8: South Suburban Branch

Mary Ann Ahearn, NBC 5 political reporter: Media. Balagio Restaurant, 17501 Dixie Hwy., Homewood. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Patricia Castor, 708.849.8627 or patricia.castor@gmail.com.

8: West Side Branch

Harvey Mahler, DDS: Bright Ideas for General Practice. Barclay's American Grille at The Carleton of Oak Park, 1110 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Frederick Orendach, 773.586.6622 or orendach@comcast.net.

8: West Suburban Branch

Alan M. Atlas, DMD: Cosmetic Dentistry. Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:45 p.m. For information, contact John Milgram, 630.922.0005 or damr53@me.com.

Created by a dentist, we are a dental design firm out to gargle, rinse and spit out the status quo. Cookie cutter dental offices have been the standard for far too long and they have no place in our world.

ARE YOU READY TO MOVE PAST BLAND?

ID IMAGE+DESIGN
IDIMAGEANDESIGN.COM
 312.404.6222

**SIT BACK AND RELAX.
 YOU'RE IN GOOD HANDS.**
 — DR. MILAD NOURAHMADI

BRAND DEVELOPMENT | ARCHITECTURAL DESIGN | TURNKEY CONSTRUCTION | PROJECT MANAGEMENT | INTERIOR DESIGN
 MATERIALS SOURCING | LOCATION SELECTION | LENDING SOLUTIONS | LEGAL ASSISTANCE

APPLICANTS & DECEASED MEMBERS**APPLICANTS****Acharya, Priya**

Boston University, 2007
223 W. Jackson Blvd., Chicago
Kenwood/Hyde Park Branch

Advani, Vishal

Columbia University, 2011
3435 W. Irving Park Rd., Chicago
North Side Branch

Aristodemo, Amelia

University of Detroit-Mercy, 1997
435 S. Roselle Rd., Schaumburg
Northwest Suburban Branch

Atsawasuwan, Phimon

Mahidol University, 1993
801 S. Paulina St., Chicago
West Side Branch

Azab, Sameh

Marquette University, 2011
8441 W. Lawrence Ave., Chicago
Northwest Side Branch

Baker, Chernara

University of Illinois, 2008
2525 W. Montrose Ave., Chicago
North Side Branch

Banuelos, Sara

Universidad De Guadalajara, 1980
3800 Highland Ave.,
Downers Grove
West Suburban Branch

Chawla, Sumit

Tufts University, 2008
519 N. Cass Ave., Westmont
West Suburban Branch

Chidester, James

Marquette University, 1962
120 Oak Brook Center Mall,
Oak Brook
West Suburban Branch

Condit, Patrick

University of Michigan, 2011
4949 W. Irving Park Rd., Chicago
Northwest Side Branch

Dinkha, Christen

University of Illinois, 2010
2155 W. Roscoe Ave., Chicago
North Side Branch

Friduss, Marc

Loyola University, 1982
500 River Oaks Dr., Calumet City
South Suburban Branch

Flewelling, Michael

Loma Linda University, 2012
5962 N. Lincoln Ave., Chicago
North Side Branch

Genta, Jason

Creighton University, 2011
7702 W. North Ave.,
Elmwood Park
West Side Branch

Gogineni, Sirisha

Creighton University, 2011
2401 Chambour Dr.,
Buffalo Grove
North Suburban Branch

Harlow, Rand

University of Illinois, 1992
801 S. Paulina St., Chicago
West Side Branch

Jermanus, Caroline

Nova Southeastern University, 2007
636 Church St., Evanston
North Side Branch

Kancharla, Sreehari

New York University, 2011
12200 S. Western Ave.,
Blue Island
South Suburban Branch

Katsis, John III

University of Illinois, 2010
110 S. Oak Ave., Bartlett
West Suburban Branch

Kirovski, Sanja

University of California-
Los Angeles, 2004
2650 N. Lakeview Ave., Chicago
North Side Branch

Mell, Lauren

Ohio State University, 2011
1632 S. Indiana Ave., Chicago
Kenwood/Hyde Park Branch

Mohindra, Sumedha

University of Illinois, 2012
901 S. Ashland Ave., Chicago
West Side Branch

Patel, Kinnery

University of Detroit-Mercy, 2010
3800 N. Pulaski Rd., Chicago
Northwest Side Branch

Pisareva, Irene

Midwestern University (AZ),
2012
55 S. Main St., Naperville
West Suburban Branch

Rajesh, Mythili

The Tamilnadu MGR Medical Uni-
versity, 2003
804 Pomeroun St., Naperville
West Suburban Branch

Rivera, George

Loyola University, 1984
17W535 Butterfield Rd.,
Oakbrook Terrace
West Suburban Branch

Sielski, Maciej

University of Illinois, 2011
200 Milwaukee Ave.,
Buffalo Grove
North Suburban Branch

Singh, Ravneet

New York University, 2008
600 N. McClurg Ct., Chicago
North Side Branch

Sullivan, Stacy

University of Michigan, 2009
3500 N. Lincoln Ave., Chicago
North Side Branch

Trzcinska, Anna

Southern Illinois University, 2012
14 N. Peoria St., Chicago
West Side Branch

Vouziers, Meagan

University of Michigan, 2012
5643 N. Fairfield Ave., Chicago
North Side Branch

Williams, Larry Jr.

University of Tennessee, 1982
4934 Lunt Ave., Skokie
North Side Branch

Zaygermakher, Karina

Tufts University, 2009
1701 N. Sheffield Ave., Chicago
North Side Branch

DECEASED MEMBERS**Alberti, Maurice**

Loyola University, 1955
2662 Sanctuary Dr.,
Stevensville, MI
West Suburban Branch
Nov. 1

Davies, Graham

Chicago College of Dental
Surgery, 1946
2751 Floral Tr., Michigan City, IN
Kenwood/Hyde Park Branch
Feb. 2, 2009

Garunas, Ona

University of Illinois, 1954
14915 127th St., Unit 209,
Lemont, IL
Englewood Branch
Date of death unknown

Hoyt, Thomas

Loyola University, 1953
242 Leeds Ct., Lake Bluff, IL
North Suburban Branch
March 21

Ivans, M. Michael Jr.

Loyola University, 1954
22 Park Ln., Unit 215,
Park Ridge, IL
Northwest Side Branch
April 24

Mueller, William

Loyola University, 1956
890 Audubon Way, Apt. 501,
Lincolnshire, IL
Northwest Suburban Branch
Oct. 7



BRANCH NEWS

News from the home front

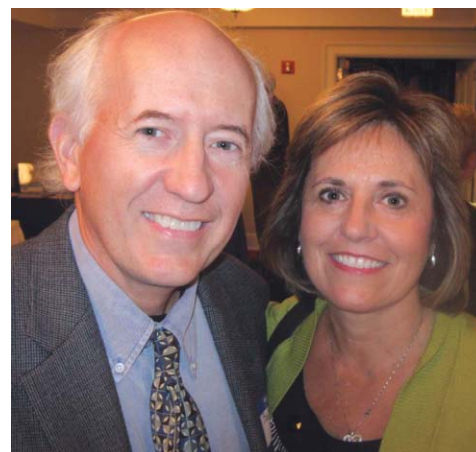
Englewood

by Denise Hale, DDS

Steve Nicorata's son Dan and his wife, Erin, are graduating in May from the Creighton University School of Dentistry. Hope you're ready to retire, Steve; looks like there are some new kids on the block! Steve's other son, Joe, and his wife, Karry, have started their own IT support and website development company, Umbrella Business Solutions. Looks like Steve raised entrepreneurs, too!

Andy Moormann tells us his daughter, Andrea, is going to Midwestern University to pursue a Master's degree in occupational therapy. Andy attended the CDS Branch Leadership Conference at the CDS Headquarters in September. He's off to a great start as our new dinner chair/VP.

John Kozal's daughter Tatiana was accepted at both Millikin University and Grand Valley State University in nursing; I hope she picks the cheaper school, for John's sake! His daughter Anastasia is deciding between the University of Kentucky and the University of Missouri for pre-dental studies. Congratulations to his daughter Katarina, who made the Lockport High School pompon squad.



ENGLEWOOD: (Top) Glenn Bailey, his wife, Mary, and their dental assistant, Dominika Fafrowicz. (Left) Steve Nicorata's son Joe works hard to get Denise Hale's computer running smoothly. (Right) Bob Michet and his sister, Marilyn Michet.

Your branch correspondents

ENGLEWOOD	Denise Hale, 708.599.7090, denise.haledds@yahoo.com
KENWOOD/HYDE PARK	Sherece Thompson, 773.238.9777, sthompsondds@sbcglobal.net
NORTH SIDE	Joshua Ries, 312.751.0026, joshua.ries@gmail.com
NORTH SUBURBAN	Nikisha Jodhan, 312.854.0806, nikishajodhan@yahoo.com and Ingrid Schroetter, 312.372.7752, ingridschroetter@att.net
NORTHWEST SIDE	Mark Spinazze, 847.255.7080, markspinazze@gmail.com
NORTHWEST SUBURBAN	Angie Willox, 847.670.9020, smilesforkids@comcast.net
SOUTH SUBURBAN	Edward Ruiz, 708.798.8899, eruizdds@earthlink.net
WEST SIDE	Michelle Jennings, 708.354.4545, lagrangeperio@yahoo.com and Michael Santucci, 815.621.1605, msantucc@uic.edu
WEST SUBURBAN	Andrew Wiers, 630.369.2020, andywiers@yahoo.com



Tom Remijas and **John Kozal** have been busy visiting branches to spread the news on the Midwinter Meeting, as they will serve as general chair and program chair for our 2013 Chicago Dental Society president, **David Fulton Jr.**

Dennis Nowak says he will be taking a Mediterranean cruise. Pictures at the next branch meeting would be appreciated!

Yours truly traveled west to San Francisco for the American Dental Association Annual Session in October.

It is with a heavy heart that I report **John M. Green Sr.** has died. He will be greatly missed by his family, friends and colleagues.

Kenwood/Hyde Park

by Sherece Thompson, DDS

South Loop Dental Specialists hosted its first Back to School Supply Drive Sept. 9 at Grant Park. The event was sponsored by referring doctors, children and staff members. **De'Avlin Olguin** and **Jamal Flowers** were very pleased with the overwhelming support of more than 60 people who donated school supplies for Chicago Public School students of all ages. There was entertainment, food, crafts and jumpers to kick off the event.

Cheryl Watson-Lowry was presented with the President's Award by Illinois State Dental Society President **Robert Bitter** in September. Cheryl was recognized by her branch at the October meeting, held at Norman's Bistro. It is indeed an honor to have Cheryl representing our branch with this prestigious award.

A STREET NAMED NEWSOME

Congratulations to **Max Newsome**. On Aug. 18, the Auburn-Gresham community and the 17th Ward honored Max with an honorary street sign in recognition of his service to the community.

Max has practiced dentistry for 45 years at the intersection of Carpenter and 79th streets. Ald. Latasha Thomas and State Sen. Jacqueline Collins com-

mended Max for his contributions to the neighborhood. Max expressed his deep gratitude to the many guests, patients and family members who attended the ceremony.

What an honor for our society!

Seoul, South Korea, to teach English. The North Side Branch wishes Lydia all the best in her new endeavor.

Kirk Kollmann and **Cissy Furusho** attended a four-day course on orofacial



KENWOOD/HYDE PARK: Congratulations to Max Newsome, whose contributions to his community earned him an honorary street named after him. To view more photos of the event on Youtube, go to <http://on.cds.org/newsome>.

North Side

by Joshua Ries, DDS

The North Side Branch held its first meeting of the season Oct. 2 at McCormick and Schmick's Seafood and Steaks in the Old Orchard Mall. The meeting was well attended, including several dental students and members of the CDS Board of Directors. Jason Porter gave a presentation entitled "Understanding Legal Tools: The Key to Asset Protection and Tax Reduction."

Joshua Ries and his wife, Andrea, announce the birth of their daughter, Emma Sydney Ries. She was born Oct. 3. Big brother Jacob is excited to have a new playmate.

Ron Jacobson, of Jacobson Orthodontics, welcomes **Ray Tsou** as a partner. Ray has worked at Jacobson Orthodontics for the past four years.

Alice Boghosian reports that her daughter, Lydia Gerlach, has moved to



NORTH SIDE: Jacob Ries, son of Joshua and Andrea Ries, holds his baby sister Emma Sydney, born Oct. 3.

President Profile

Yetta McCullom, DDS | KENWOOD/HYDE PARK

Education: Yetta McCullom earned her dental degree in 1985 from the Howard University College of Dentistry. She went on to earn her GPR in 1986 at the Veterans Administration Hospital in Washington, DC. Dr. McCullom completed her specialty education in periodontology in 1990 at the Northwestern University Dental School.

Family and Practice: Dr. McCullom and her husband, Cornell III, have three children: Kristyn (24), Cornell IV (18), and Noelle (16). Dr. McCullom practices on the south side of Chicago in the Chatham neighborhood.

Outside of dentistry, my interests include: lecturing, dancing, practicing yoga and enjoying a sunny day.

My goal for the coming year: is to fulfill the desires of our branch members. My survey showed their interests are primarily in clinical dentistry. To get the most from our time together, I've paired the main (specialties) of dentistry: pedodontics/orthodontics, endodontics/periodontics, and prosthodontics/oral surgery. I hope to bring together members in a comfortable environment with some of the best clinicians in Chicago for an open, discussion-based forum. I believe Chicago dentists are some of the most talented in the country and we have much to learn from each other. My own selfish goal is to have a session on social media; it's a hot topic. I want our dentists to be well informed and ready to use this medium to our advantage.



The McCullom family: (Clockwise) Kristyn, Cornell IV, Noelle, Cornell III and Yetta, pictured with their dogs Golden Graham and Sunshine.

myofunctional therapy and are excited to offer this service to their patients.

Kirk and **Marvin Berman** also presented a hands-on course on dental trauma in young children at the annual Academy of General Dentistry meeting in Philadelphia. The course was well-received and well-attended.

Peter Cabrera returned from the American Academy of Periodontology meeting in Los Angeles where he received a Distinguished Alumnus Award from the Alumni Association of the University of Illinois and Loyola and Northwestern universities.

Scott Miller reports that he has moved into a brand new office in Lincolnwood, at 7358 N. Lincoln Ave., Suite 150.



NORTH SIDE: (Left) Isabel Nakisher, granddaughter of Dan Uditsky, participated in the Maccabi Games as a member of the Detroit Jewish Community Center's volleyball team. (Above, L-R) Arda Paylan, Alice Boghosian and Agata Skiba enjoyed the Oct. 2 branch meeting.

David Behm's band, Gasoline Alley, can now be seen on *YouTube*. Go to <http://on.cds.org/NSideRock> to find videos of the band in action.

Dan Uditsky and his wife, Arlene, went to Houston to watch their granddaughter, Isabel Nakisher, participate in the Maccabi games as a member of the Detroit Jewish Community Center's volleyball team.

Alvin Atlas reports that he had a nice summer. He played golf for a week in Park City, UT, and traveled with his wife, B.J., to New Orleans to visit their son, Brian, who is a second-year law student at Tulane University.

North Suburban

by Nikisha Jodhan, DDS, and Ingrid Schroetter, DDS

Ryan Skale and his wife, Laura, are expecting their first child this month!

Ira Shapira, 62, finished his first Marathon Oct. 7, in Chicago. He presented his intensive course in dental sleep medicine Sept. 28-29 and also presented a full-day lecture on the same topic for the Academy of General Dentistry in Rockford in October. Ira also reports that Delany Dental Care is celebrating its first anniversary in its new office after 27 years in its original location.

Gary Livacari invited **Steven Fischman** to participate in a Mission of Mercy project in Wise, VA, this past July. They worked alongside general dentists, periodontists and oral surgeons, performing extractions under local anesthesia for the underserved in Appalachia. Dental assistants, dental students and pre-dental students acted as assistants. It was truly incredible practicing our craft outdoors under a tent.

In particular, Steven was happy to have the opportunity to work with Daniel Laskin, former department head of Oral Surgery at the University of Illinois at Chicago College of Dentistry.

"That was a real treat. He recognized me, of all things, after all those years. It

President Profile

James Benz, DDS | NORTH SUBURBAN



The Benz family (clockwise): Timothy, Gregory, Christopher, James and Margo.

Education: James Benz earned his dental degree from the University of Illinois at Chicago College of Dentistry in 1979. He earned his GPR certificate in 1981 from Advocate Illinois Masonic Medical Center.

Family and Practice: Dr. Benz and his wife, Margo, have three sons: Timothy (25), Christopher (23), and Gregory (21). Dr. Benz practices in Skokie.

Outside of dentistry, I enjoy: biking, boating, family activities/outings and reading.

My goal for the coming year is: to continue our branch tradition of providing a strong educational program at our meetings. I encourage younger members to become involved in organized dentistry. I also encourage our members to support our dental schools. We invite Bruce Graham, dean of the University of Illinois at Chicago College of Dentistry, and Lex McNeil, dean of the Midwestern University College of Dentistry, to attend our meetings. Finally, I will continue our effort to go green with branch communications, with help from CDS.

was a joy to work along side such an esteemed and enthusiastic colleague,” Steven said.

Dr. Laskin was Steven’s professor in dental school (1975-79). This was the first time Steven ever participated in such an event, which he found extremely gratifying; he said he would do it again.

Peter Chang ran the Rock ‘n’ Roll Half Marathon July 22 with Yolanda, his front desk staff at Roselle Dental.

Mike Gaynor lectured to the Englewood Branch in November.

MaLu Simon spent a week in Dallas as an examiner for the Oral Clinical Exam-

Kathy Davis, Marie Fischl, Paul Fischl, Chad Freund, Kiah Henry, Scott Hopf, Pam King, George Mandelaris, Peter Neuhaus, Randy Oliva, Eleni Patos, John Reilly, MaLu Simon, Saseelan Sivagnanam, Michael Stohle, Leila Younger, and Mike Lawler of Komet and Steve Connors of Patterson Dental.

Brad extended special thanks to Bill McKinley and Benchmark Imaging, the Giving Hand Foundation, and Keith Phillips and the Evanston Lighthouse Rotary Club.

Richard Cottrell and **Sharon Foertsch** attended the American Academy of Esthetic Dentistry meeting in Naples, FL, in August. It was a hot but beautiful location and a great meeting with lectures from the best in esthetics.

Nikisha Jodhan, a board-certified periodontist, announced the grand opening of her practice, Advanced Periodontics & Implants, Ltd., in Skokie. She looks forward to serving her community through the years.

Paul Akers, Mike Stohle and **Gary Borden** hosted a hands-on “All-on-Four” course in September taught by prosthodontist **M. Nader Sharifi**. Additionally, Mike and Gary attended the American Association of Oral and Maxillofacial Surgeons (AAOMS) 94th Annual Meeting in San Diego.

Congratulations to **Mark Steinberg**, who received the Presidential Achievement Award Sept. 12, during the opening ceremony of the AAOMS Annual Meeting. The award is presented in recognition of significant long-standing contributions to the specialty.

William Nickel and **Mark Steinberg** announced the opening of their new second location of the North Suburban Center for Oral and Facial Surgery, at 560 Oakwood Ave., Suite 102, Lake Forest. The Lake Forest/Lake Bluff Chamber of Commerce hosted a ribbon-cutting ceremony and open house in October.

Ken Gehrke continues to serve as a fac-



NORTH SUBURBAN: Branch members and their staffs volunteered for the Pankey Access Days mission in Evanston in the fall thanks to the organization efforts of Brad Weiss.

As an aside, Steven is very proud to say both of his sons are serving our country. Adam has been in the Army National Guard for 8 1/2 years, first in Arizona, and now in Illinois. He worked for the Department of Defense and now is with the Patent and Trademark Office in Arlington, VA.

Jason, his older son, is in Special Ops in Pararescue in the Air Force. He is stationed at Moody Air Force Base, GA. Steven hopes to go diving in Bonaire with Jason prior to Jason’s deployment in February.

ination on behalf of the American Board of Pediatric Dentistry. Way to go, MaLu!

Mark Canon, Michael Durbin and **Joseph Tylka** sponsored a lecture by Rolando Nunez of Venezuela, entitled “Which Bonding Works Best for You?”

Brad Weiss organized dental volunteers to participate in the Pankey Access Days mission in Evanston. Participants included: **Michael Alexander, Scott Bentkover, Jeff Bonk, Arnold Chernoff, Orly del Carmen, John** and

ulty member in the Department of Restorative Dentistry at the University of Illinois at Chicago College of Dentistry. In April, at the College of Dentistry reunion, Ken was presented with the Dr. E. Lloyd Du Brul Faculty Achievement Award. And in August Ken was promoted to clinical associate professor.

Northwest Side
by Mark Spinazze, DDS

With the winter season upon us, the meeting circuit is now in full swing. The Northwest Side Branch held its first meeting Oct. 2 at Rosewood restaurant. New president **Michael Biasiello** laid out plans for the upcoming year, and Illinois State Dental Society executive director Greg Johnson updated us on the ongoing legislative efforts.

There was a very good turnout for the first meeting of the year, including quite a few new members. If you are in the area and know of anyone looking to join organized dentistry, please contact me or any of the board members, as we welcome new members to this fantastic group of people!

A group of distinguished dentists were among the alumni present at the St. Mel High School Alumni Reunion in Addison recently. Among those present, **Sam Cascio** ('42), **Peter Lio** ('62), and **Rich Witek** ('52) represented three decades of Knights pride in the dental profession. The group was also honored with the presence of Frances Cardinal George, whose father was a graduate of St. Mel's in 1920! Great Italian food was served by Alta Villa Banquets, verified by Rich's profile.

Spencer Bloom displayed his fine woodworking skills with a beautiful handmade fretwork of "Wine Pouring Into a Glass". This piece was donated to the silent auction at the CDS Foundation Wine Tasting benefit in October, raising money for access to care and dental education. Thanks to Spencer for supporting this cause with his talents.

Jeff Ruttencutter and **Priscilla Chang** of Uptown Dentistry opened a beautiful



NORTHWEST SIDE: (Top) Sam Cascio, Peter Lio and Rich Witek at the St. Mel High School Alumni Reunion. (Left) Lisa from Uptown Dentistry showed off her skills as Super Tooth at the WGN-TV Back-to-School Kids Fair. (Right) Spencer Bloom used his scroll saw skills to create a piece for auction at the CDS Foundation Wine Tasting Benefit, Oct. 7 at Cantigny. Mary Starsiak took it home.

new office in downtown Park Ridge last year, and have been keeping busy ever since. Priscilla alternates her time between their practice and her position as clinical assistant professor and course director of a first-year dental student general dentistry course at the University of Illinois at Chicago College of Dentistry. Jeff and Priscilla also volunteered for the WGN-TV Back-to-School Kids Fair. They provided dental exams and fluoride treatments for students return-

ing to school. With the help of their assistants, Ana and Lisa, they helped provide access to care, and Lisa showed off her skills as Super Tooth. Thanks to Jeff, Priscilla and their staff for volunteering their time and efforts for this event to benefit Chicago students.

Enjoy a happy and safe holiday season!

Northwest Suburban

by Angie Willox, DDS

Our branch is proud to support one of our own, **Phil Fijal**, who was installed Nov. 11 as CDS treasurer. Congratulations and thanks for your dedication, Phil!

Jerry Pisano and **Dale Anderson** welcomed a new partner in their Schaumburg endodontic practice. **Ben Jafarnia** completed his endodontic training at the University of Connecticut, and has been practicing in the Chicago area for more than three years before joining the

36-year-old practice near Woodfield. Ben is a branch member and looks forward to meeting his branch colleagues. Welcome, Ben!

Mike Schroeder, **Pete Chemello** and **Jean Phillips** competed in the Chicago Triathlon Aug. 26. Mike swam one mile, Pete biked 25 miles, and Jean ran 6.2 miles. The team placed eighth out of 36 co-ed relay teams.

President Profile

Michael Biasiello, DDS | NORTHWEST SIDE



The Biasiello family: Dominic, Michael, Gail, Gina and Michael Jr.

Education: Michael Biasiello earned his dental degree in 1985 from the Loyola University School of Dentistry.

Family and Practice: Dr. Biasiello and his wife, Gail, have three children: Michael Jr. (26), Gina (25), and Dominic (22). Dr. Biasiello practices in Park Ridge.

Outside of dentistry, I enjoy: boating, golfing and spending weekends in Lake Geneva with my family. I also enjoy traveling to Italy to visit with relatives.

My goal for the coming year: During the coming year, it is important to conduct meetings with topics and speakers that appeal to both general dentists and specialists. This will lead to better communication between our members, better and more consistent referrals, and increase the quality of our patient care. As a volunteer on the Illinois State Dental Society Membership Committee, it is my goal to recruit new and younger dentists and to engage them with a true sense of value derived from being a member. This will ultimately lead to members who participate in organized dentistry, ensuring our branch will be led by enthusiastic representatives in the future. Recruitment and retention are my primary goals.



NORTHWEST SUBURBAN: Jean Phillips, Mike Schroeder and Pete Chemello competed in the Chicago Triathlon Aug. 26.

Our branch members enjoyed an informative presentation by Bruce Lowy, entitled “Increasing Practice Profitability and Value” at our most recent branch meeting. Bruce is a practice management and transition specialist. Our meeting venue this year is the European Crystal Ballroom in Arlington Heights.

Please check out the schedule for our 2012-13 branch meetings online at CDS.org and plan to join us for some great presentations, discussions, meals and CE! I look forward to seeing many of you there.

As always, please feel free to contact me with any branch news at my office by phone, 847.670.9020, or email, smilesforkids@comcast.net.

South Suburban

by Edward Ruiz, DDS

Spencer Pope was promoted to associate professor at the Marquette University School of Dentistry. Spencer has been teaching the orthodontic residents at Marquette since 1999 and finds his interaction with the residents to be extremely rewarding and enjoyable. Congratulations, Spencer!

State Rep. Renée Kosel and several CDS leaders joined us for our Oct. 9 branch meeting. CDS President-elect **David Fulton Jr.**, CDS Secretary **Richard Holba**, branch directors **Denise Hale**, **Jack Liu**, **John Hagopian**, **Louis Imburgia** and **Loren Feldner**, and 2013 Midwinter Meeting chairs **Tom Remijas** and **John Kozal** joined us at Balagio Restaurant.

We discussed reaching out to new members as well as ways our current members can aid our legislators and the American Dental Association in supporting the quality of dental care in Illinois.

It was a privilege to feature Rep. Kosel as a guest speaker, as she highlighted the activities in Springfield. Renée has been an advocate and voice for organized dentistry in Illinois for many years. She has taken a leadership role in fighting to maintain the standards of dentistry for our state. We are proud to have Renée working with us.

West Side

by Michelle Jennings, DDS, and Michael Santucci, DDS

This year has started off with a bang for the West Side! Our first meeting was a big success, as Kelly Clark spoke on tax solutions. There were numerable take-home tips. Kelly also left us with a thought to ponder: When you fail to plan, you plan to fail.

Many branch members participated in the House of Delegates during the Illinois State Dental Society Annual Session in Schaumburg in September. Thanks to **Gary Alder**, who was instrumental in passing a resolution in support of allowing dentists to provide vaccines; Gary is



SOUTH SUBURBAN: CDS leaders showed up in force at the Oct. 9 branch meeting. Pictured (L-R) are Lou Imburgia, John Hagopian, Denise Hale, Jack Liu, David Fulton Jr., Richard Holba, John Kozal and Tom Remijas.

also an ISDS trustee. Serving the West Side Branch as delegates were **Shafa Amirsoltani**, **Jim Bryniarski**, **Fred Orendach**, **Frank Orland** and **George Zehak**. Alternate delegates who actively participated included **Carol Everett**, **Michelle Jennings** and **Sue Zelazo-Smith**.

Gary Alder has joined the practice of **Russ Umbricht** in River Forest

Our West Side continues to grow and we warmly welcome new members **George Barsa**, **John Dunning** and **Eric Schoening**.

George is a 2012 graduate of the University of Illinois at Chicago College of Dentistry (UIC). He works in multiple offices, including one in Orland Park and another in Chicago. George teaches Sunday school at St. John the Baptist church in Northlake. He also sings with the Byzantine choir. He said that marriage, life and work take all of his time!

John is a University of Kentucky alum, having graduated in 1998 — and will always be a true blue Wildcat fan! He is an Air Force Dental Corps veteran. John received his MBA from the Kellstadt Graduate School of Business at DePaul University. He serves as a part-time faculty member at UIC in Restorative Dentistry.

Eric is a native of Valparaiso, IN, and is a graduate of both Butler University and the Indiana University School of Dentistry. Eric worked his first year in Kentucky and is proud to be home in Chicago to practice with Chris Thomas in Oak Park.

Other exciting branch news included that of **Russ Umbricht's** son David and daughter-in-law Denise who welcomed twin girls Sept. 7. All are doing very well even though they spent all of September in the hospital. Congratulations, Grandpa Russ!



WEST SIDE: Jim Bryniarski and his wife, Leona, vacationed in Sweden and Norway, visiting Stockholm, Oslo and Bergen.

From reading past Branch News, you may be aware that **Larry Jacobs** has been active for many years in endurance sports, including battling through many marathons and ironman triathlons. As this has been a passionate hobby for Larry, in 2004 he trained a college buddy to run his first marathon at age 50. He continues to be a great resource for runners and two months ago his friend asked him to train his wife. She was stuck at 3 miles and now has completed two 8-mile runs!

Jim Bryniarski and his wife, Leona, spent 10 days in Sweden and Norway visiting Stockholm, Oslo and Bergen. Jim reports that everything was lovely and they had a great trip. The food was delicious but expensive!

John Hartmann had a great summer, including a fishing trip to Ontario with four classmates from the Loyola University School of Dentistry Class of 1980. Joining John were **Joe Barry, Nick Burns, Larry Smith** and **Bob Swanson**, as well as several sons and other friends. It was a great group of people and many dental school antics were remembered. Oh, and the fishing was fun, too.

Busy as usual, **George Zehak** is putting a lot of miles on his car. This time he drove to Normal for the American Dental Association second caucus. That night he drove to Rockford to help run the Illinois Academy of General Dentistry master track. The next day George and his wife, Maria, drove to West Lafayette, IN, to watch the Purdue/Michigan football game. Unfortunately Purdue lost, but it was a great day for football. Will George ever relax?

Rich Caraba visited Albuquerque for a few days, joining his former golf partner at the city's annual hot air balloon festival before heading out to San Francisco for the ADA Annual Session in October. He said it was a good chance to meet up with Brian and the rest of the "Chicago People."

Where you'll smile more.

Most of us get into the dentistry field because we genuinely want to help people maintain a healthy smile and experience the confidence that smile brings. But when you're running your own practice, keeping up with the day-to-day business tasks can make those rewarding moments seem fewer and far between. Fortunately, when you join Dental Associates, you can truly put your focus back on your patients.

From a small, solo practice that launched more than thirty-five years ago, Dental Associates has grown to ten multi-specialty dental centers. We're proud to bring quality, progressive treatment to communities across Wisconsin.

In addition to general dentistry, each Dental Associates center provides the following dental services:

- Urgent Care
- Pediatric Dentistry
- Oral Surgery
- Orthodontics
- Endodontics
- Periodontics
- Prosthodontics
- Cosmetic Dentistry
- Dental Implants



To learn more visit careers.dentalassociates.com, give us a call at 800.315.7007 or email us at thinkingofyou@dentalassociates.com. We look forward to hearing from you!

careers.dentalassociates.com

Dental Associates
smile more.

We'll close with this dispatch from **Chuck Thometz**:

"We departed Milwaukee airport Aug. 27 and landed in Rome the following morning. We spent three full weeks in Italy. The first two nights and also the last five nights were spent in Rome. Rome is a truly fantastic city full of history, outstanding architecture, culture and also much good food and wine.

"Sandwiched between we spent seven nights in Tuscany touring Florence, Assisi and several other charming medieval towns. We spent seven more nights on the Amalfi Coast soaking up the beautiful scenery of that area and also checking out the amazing ruins of the city of Pompeii — destroyed, but preserved, by the eruption of Mt. Vesuvius in 79 AD. When asked what was our favorite part of the trip we can only say 'all of it!'

"Our bucket list was shortened by several items on this trip. All in all, our summer was fantastic. We are now some 21 months into retirement and find we are still getting settled into our new lifestyle in Lake Geneva but very much enjoying life here and the good health which we have been blessed with. We're also in very close proximity to all four of our grandchildren, which makes life ever so much more interesting and enjoyable."

Thank you to all our West Side friends for sharing your news. Keep it coming!



Pictured are: (top row, L-R) Rudolph Basile, James Griseto, Chester Bochenek, Sam Cascio, James Daly. (Seated, L-R) Frank Novak, Peter Nichols, Joseph Discipio, John Caringella.

Loyola Class of '52 celebrates 60th anniversary

Chicago area members of the Loyola University School of Dentistry Class of 1952 gathered in Downers Grove this summer to mark the 60th anniversary of their graduation.

Nine dentists attended, along with their guests, for an evening of reminiscing this July. But they've been meeting biannually for lunch or dinner since they received their diplomas. Illinois State Dental Society past president Sam Cascio and Chicago Dental Society past president Joseph Discipio, classmates, update the group on matters of organized dentistry before the camaraderie continues. Dr. Discipio reports that discussion covers dentistry, of course, as well as world news, family affairs, personal health, and of course humor.

Congratulations, doctors, on this achievement!



Volunteers wanted

The **Chicago Dental Society Midwinter Meeting™** has a well-earned reputation for *continuing excellence in dentistry* thanks to the efforts of our member volunteers. Help CDS maintain its standard by volunteering as a Room Chair or Presiding Chair. Regular and associate members are invited to participate. And if you are a dental student, please consider becoming a Student Chair.

Presiding and Room Chairs: Presiding Chairs greet our speakers in our registration office, escort them to meals and then to their rooms, and introduce them to their audiences. Room Chairs verify tickets and help manage crowds.

Student Chairs: The primary responsibilities of Student Chairs are to verify tickets and help manage crowds.

VOLUNTEERS EARN MONEY. SIGN UP ONLINE.

Presiding or Room Chairs: <http://on.cds.org/chair2013>

Student Chairs: <http://on.cds.org/stud2013>

Contact Dr. Al Kleszynski, Scientific Programs Director, 312.836.7312 or akleszynski@cds.org.

West Suburban

by Andrew Wiers

Stephen Fako, Vince Penesis and Vesna Sutter were all winners of iPads! The West Suburban Branch raffles off iPads at each meeting to season ticket holders who RSVP for their meeting. Buy your season ticket now and RSVP for your chance to win an iPad!

Andy Wiers competed Sept. 9 in Ironman Wisconsin, in Madison. The Ironman consists of a 2.4-mile swim, a 112-mile bike ride, and is capped off by a full marathon. His time was both numerically and competitively impressive: 12:34:56. Congrats, Andy!

Leslie Sanders graduated in June from the University of Texas at Houston School of Dentistry. Congratulations and welcome to our wonderful profession, Leslie!

David Sanders and wife **Gabrielle Smulson Sanders** welcomed a precious new baby boy to their family, Ethan Aaron Sanders.

Kelly Kirtland welcomed a new associate, **Nira Patel**. Nira completed her undergraduate and graduate education at The Ohio State University, and a pediatric residency at the University of Illinois at Chicago in June. She has successfully completed her state pediatric specialty licensure exam and the written portion of her diplomat exam. Welcome, Nira!



WEST SUBURBAN: (Top) Members represented the West Suburban Branch in the House of Delegates during the Illinois State Dental Society Annual Session in September.

(Left) Andy Wiers competed in the Ironman Wisconsin event in Madison.

(Below) Stephen Fako, Vince Penesis and Vesna Sutter were all winners of iPads raffled off to season ticket holders who RSVP for branch meetings.

I am happy to announce that **Adam Saylor**, an orthodontist in Glen Ellyn, has been named president-elect of the

Wheaton Dental Society and will serve as president beginning in 2013. Good luck, Adam! ■



Office Anesthesiology & Dental Consultants, PC

Providing State of the art Anesthesia care in your office
 General Anesthesia and Sedation
 Pediatric and Adult patients
 For Fearful and Special Needs Patients

For more information contact us at ga4dds@yahoo.com or call us at (630) 620-9199
 Visit us at <http://www.officeanesthesiology.com> - For urgent contact (630) 290-8624



Zak Messieha, DDS
 Dentist Anesthesiologist



CLASSIFIED ADS

Place your ad online at CDS.org

DEADLINES

January/FebruaryDecember 10, 2012
 March/AprilFebruary 1, 2013
 May/JuneApril 10, 2013
 July/AugustJune 11, 2013
 September/OctoberAugust 2, 2013
 NovemberSeptember 2, 2013
 DecemberNovember 1, 2013

All advertisements, changes and extensions must be submitted in writing. No ads, changes or confirmations will be taken by phone. Although every effort is made to place ads received after the deadline in a specific issue, we cannot guarantee that late advertising will appear in the issue requested. The ad will appear in the following issue.

PAYMENT

Advance payment must accompany your ad. **Make checks payable to Chicago Dental Society.**

RATES

Standard Classified: \$95 for the first 30 words plus \$2 for each additional word.

Display Classified: \$115 per column inch. Minimum ad size is one column inch.

Premium Standard Classified: \$105 for the first 30 words plus \$2 per each additional word.

Member discount: CDS members are entitled to a 10% discount. Your CDS membership number must be provided as proof of membership when placing the classified ad to qualify.

Changes or edits to ads: \$10 per ad for any edit or change that an advertiser asks CDS to make prior to the ad's expiration.

PRACTICES FOR SALE

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

REPLY BOX NUMBERS

For an additional \$30, CDS will issue a confidential reply box number for your ad. These numbers ensure the privacy of our advertisers. All unopened responses are mailed to the advertiser weekly.

Address your replies to CDS Review reply box number ads as follows:

Box Number
Classified Advertising
Chicago Dental Society
401 N. Michigan Ave., Suite 200
Chicago, IL 60611

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

For Rent

DOWNTOWN WINNETKA PROFESSIONAL Center: Approximately 1,000 square feet. Large shared reception area, three operatories and private office. Excellent satellite office opportunity. Call 847.446.0970.

FOUR-OP SPACE FOR SUBLEASE in Highland Park: Four-op modern office, N₂O, in modern building with nice build-out. Take over lease and nominal fee for build-out. rezgholus@yahoo.com. 847.942.8814.

DOWNTOWN ELMHURST: Suites for rent from 781 to 2,400 square feet in well-established, busy professional building with great parking in an excellent dental community. Call Prudential Realty (Mickey) 630.279.9500.

EVANSTON PRACTICE: Want to start a practice in Evanston? Brand new, fully equipped office with great location. Great for new or existing practice with no up front investment. Contact Bruce Lowy 847.677.6000.

OFFICE FOR RENT: Mt Prospect. Second floor unit 700 square feet. Fully plumbed operatories, lab/darkroom, equipment available. Great starter or satellite office. Unit comes with one parking space in heated garage. Call Joe at 847.754.6521.

OAK BROOK AREA: Excellent location for dentist or dental specialist. Modern building with atrium, 1,100 and 3,000 sq. ft. available. Landlord will assist in build-out and remodeling cost. Call 630.279.5577 or visit <http://galleryoffices.com>.

DENTAL SPACE AVAILABLE: Located on Chicago's north side, three ops plumbed and ready to go. Turn-key type operation. Doctor to retire and space will be ready to lease starting in Jan. 2013. 1,500 square feet, private office and reception area. Good opportunity for new grad or experienced dentist looking for a new space. Call Dr. Leyba at 773.771.5747.

TINLEY PARK: Spacious (1,650 square feet), well-appointed office. Five, fully plumbed operatories, great for ortho, perio, endo. etc. Turn-key type operation. Doctor (ortho) retired. Please call Tammy for more details at 708.873.5540 ext: 24 or tammy@networkregroup.com.

GREAT LOCATION FOR RENT: Available now for a dentist. Ready to install. Newly remodeled. By Chicago and Damen avenues. Please call Virginia for more details. 312.543.8343.

NAPERVILLE DENTAL OFFICE SPACE: 1,360 square foot orthodontic office for rent. Great location downtown. Close to trains and schools. Contact 630.217.4290 or 630.217.1818.

SPACIOUS, MODERN, WELL-APPOINTED OFFICE located in New Lenox. Flexible schedule ideal for an oral surgeon, periodontist, or endodontist to share space with well-established dental practice. Please call 773.469.3908.

Space Sharing

SPACE SHARING/SATELLITE OFFICE: Beautiful downtown office with ideal location, six state-of-the-art operatories, 2,000+ square feet. Perfect opportunity for suburban practice needing downtown presence, downtown practice wanting to decrease overhead, or specialist/GP starting their own practice. Inquiries: 312.943.4376 or info@startmyownpractice.com.

SPACE SHARE WANTED: Orthodontist looking to rent space in a pediatric or general dental office. Recently relocated to the Chicago area. Please reply to tcm2234@gmail.com.

Positions Wanted

HARDWORKING, EXPERIENCED, GENERAL dentist wants immediate part-time job in north-west suburbs. Great attitude, current Illinois license. Multilingual, some Spanish. Good with kids/adults. Seeks office where production is not foremost emphasis. Flexible on days/hours. Cell: 913.707.0944. anil.rita@gmail.com.

DENTURE PRACTICE: General dentist, 35 years experience, seeking to join denture-oriented practice full- or part-time. Please call 847.909.6621 and leave a message.

IN-HOUSE SPECIALTY ENDODONTIC SERVICES: Experienced Illinois licensed endodontist is available two days a month to do endo in your office. Practice will need to provide scheduling, billing, staff, instruments and materials. If interested please email fsabek@hotmail.com.



Opportunities

DENTAL DREAMS DESIRES MOTIVATED, quality-oriented associate dentists for its offices in Chicago and suburbs, LA, MA, MD, MI, NM, PA, SC, TX and VA. We provide quality general family dentistry in a technologically advanced setting. Our valued dentists earn on average \$230,000/year plus benefits. New grads encouraged, great place to start your career. We have full-time, part-time and Saturday-only schedules available. Call 312.274.4524, email hr@dentaldreams.org, or fax CV to 312.944.9499.

GENERAL DENTIST: Family Dental Care. Full or part-time. Several of our associates have become partners. Come and talk to them. Very high income potential. Specialists on staff. Currently four locations and growing. 95 percent fee-for-service. No Public Aid. 773.978.7801 (ask for Irene or Laura) or email fdc92@hotmail.com. www.familydentalcare.com

CHICAGO-BASED GROUP PRACTICE has position for enthusiastic, personable individual with IV sedation experience. The ability to grow with a quality-oriented group of general dentists and specialists. Excellent compensation. Please respond to toothgroup@comcast.net.

DENTIST NEEDED TO TREAT SENIOR PATIENTS in upscale retirement communities. No nursing homes. Strictly fee-for-service with above average fees. Work four mornings, approximately 16 hours per week. Patients are independent living or gently assisted. Please visit www.dentalhealthonsite.com for overview. Email wlamacki@aol.com for details.

PEDIATRIC DENTIST NEEDED for multi-location group practices. Please email résumé to aqel4@msn.com.

WANT A DREAM JOB OR OWNERSHIP: Full- and part-time general dentists. Located 30 minutes south/southwest of downtown. Haven't found the right practice? We have the ideal opportunity, and could lead to partnership. Musts: two-plus years experience, work evenings, fast hands and create happy patients. Tell us why you, and send CV to 727dental@gmail.com.

ASSOCIATE DENTIST NEEDED: Part-time. State-of-the-art facility in the northwest suburbs. Must be motivated, experienced in all phases of dentistry, have a great attitude and personality. Multi-cultural patient base and amazing support staff in place. Email résumé to artefamilydental@yahoo.com.

ORTHODONTIST: Western suburbs in general office(s), multi-location a possibility. Two-plus years experience (retirees welcome) and a desire to work three-plus days per week. Confidentiality assumed. Send résumé to ddsjob@rocketmail.com.

Well-established dental clinic with state-of-the-art equipment and professional staff is looking for an energetic, enthusiastic and hardworking associate dentist. Excellent opportunity of growth for the right person. Must be comfortable working with young kids and special needs patients. Please fax résumé to 773.962.4620 or email dental@stbh.org.

GENERAL DENTIST POSITION: Immediate opening for part-time (potentially full-time) independent, energetic, and friendly associate for near north Chicago paperless/digital PPO practice. Experience and Polish language is a plus. dentaljobinchicago@gmail.com.

ASSOCIATE GENERAL DENTIST — Arlington Heights: Opportunity for highly motivated and enthusiastic general dentist in well-established family practice. Supportive trained staff with state-of-the-art equipment in a beautiful facility with busy patient flow. Private practice experience preferred. Email résumé to tarpino@comcast.net.

AFTCO

■■■■■ TRANSITION CONSULTANTS

Call 1-800-232-3826 for a free practice appraisal, a \$2,500 value!

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are there to serve you through all stages of your career.

Sam Dauahera, D.D.S.

has acquired the practice of

Martin LaPidus, D.D.S.

Chicago, Illinois

AFTCO is pleased to have represented both parties in this transaction.

Helping dentists buy & sell practices for over 40 years.

» WWW.AFTCO.NET

Looking for a rewarding ASSOCIATESHIP?

Offices in Chicago, southwest, far north, and west suburbs. Our valued dentists earn on average \$230,000/year with benefits. New grads encouraged. We have full-time, part-time and Saturday-only schedules available.

CALL: 312.274.4524
EMAIL: dtharp@kosservices.com
FAX: CV to 312.944.9499

General Dentist/Periodontist Wanted

A modern, full digital and fast growing practice in northwest suburb, looking for part-time general dentist and a periodontist with at least one year experience.

Email to info@dental-vue.com or call 847.682.6098.

DENTIST NEEDED: Webster Dental is expanding in the far north and west suburbs and we are seeking two general family dentists who can work three to four days including every Saturday and one evening. Reply to webdental@aol.com.

GENERAL DENTIST: North side, community-based dental group has position available for personable general dentist with skills and interest in treating oral surgery patients. Very busy practice with excellent earning potential. Please send CV to toothgroup@comcast.net.

WELL-ESTABLISHED DENTAL CLINIC in Chicago seeks experienced dentist in extractions and root canals. Part-time. If you are available, please call the office at 773.376.2777.

SCHOOL DENTIST NEEDED: Dentist needed for school-based dental sealant program in LaSalle/Henry County Mondays and Fridays. Exams only. \$500-\$600 plus/day. Please fax résumé to 708.226.0248.

GENERAL/COSMETIC DENTIST: High-tech practice in Glenview seeks full- or part-time dentist with a thrust for learning and in-depth experience with crowns, bridges, endo, veneers, implants, nitrous, Invisalign, etc. Must be available some weekends and Saturdays. Send résumé to yourfantasticsmile@gmail.com.

GENERAL DENTIST WANTED GREAT OPPORTUNITY

Independent and motivated associate wanted for a modern, well-staffed office in Glendale Heights. Four-plus years experience preferred. Should be able to perform most aspects of GD including extractions, molar endo and implant placements. High income potential. Please send your CV to glenwood10@gmail.com or fax to 630.545.1117.

ORAL SURGEON OPPORTUNITY AVAILABLE

Rockford Dental Care, P.C. is currently looking for an oral maxillofacial surgeon to join our group practice in northern Illinois. Excellent compensation. Hours and days are negotiable.

This is an excellent opportunity to join a continually growing practice with an established patient base.

Call Carol at 815.397.4280, ext 110, or email admin@rockforddental.net.

ASSOCIATE NEEDED ROUND LAKE: For part-time to work every other Saturday and two days a week. Email dentist19@att.net.

PART-TIME/FULL-TIME DENTISTS NEEDED for Chicago area dental clinics. Convenient locations from the city. Base salary and percentage of productivity. Good supporting staff. Work comfortably while making \$200,000 annually. Patient base and fairly new dental equipment. For foreign-trained dentists, we can sponsor visa status change and permanent residency. Please email résumé to aqel4@msn.com.

PEDIATRIC DENTIST: Excellent opportunity for a pediatric dentist in a state-of-the-art facility featuring general dentists, an orthodontist and an oral surgeon. Great compensation and growth potential. Turn-key opportunity for the right person. Reply to Box D1212-S4, CDS Review. Or email emgushova@gmail.com.

MOTIVATED GENERAL DENTIST WANTED: Full-time associate position available for a caring general dentist. This is a great opportunity for a clinician who wants to work in a professional environment with well-trained staff. Work week would include Monday-Saturday. Typically, our office hours are 10 a.m. - 7 p.m. Please forward your résumé with all clinical experience for consideration to dentaljobs123@gmail.com.

ASSOCIATE NEEDED

Associate with following needed for busy general, cosmetic and implant practice in Arlington Heights. Must be very proficient in all phases of general dentistry, CEREC, porcelain veneers, porcelain crowns, full mouth reconstruction and all phases of implant placement and restoration. This is not a mentorship position. If you don't feel that you fit this criteria please don't respond.

If you do feel you fulfill these requirements, I would welcome the opportunity to meet with you.

jdontia@aol.com

ESTABLISHED DENTAL OFFICE looking for a dentist. Please fax résumé to 773.376.2736.

SEEKING TWO GENERAL DENTISTS — RACINE, WI: Racine Dental Group is seeking two enthusiastic general dentists to join our large group practice in the summer of 2013. Applicants are being sought due to the retirement of two of our partners. We have existed as a group for nearly 50 years, and will be opening a new, state-of-the-art facility in early 2014. The qualified candidates will enter as associates, but have the opportunity for partnership/buy-in after three years. An established patient base, experienced staff, in-house lab and an extensive support staff will ensure a smooth transition. A guaranteed starting salary, benefit package and promising future make this an opportunity impossible to pass up. A minimum of one year experience or GPR required. Contact drscherer@racinedentalgroup.com to discuss further.

ORAL SURGEON PART-TIME: Our group practice is looking for an ACLS certified oral surgeon for one day per week. Duties would include all phases of oral surgery practice including implant placement. Join our staff in Lombard and enjoy the camaraderie and referrals of general practitioners and specialists in a state-of-the-art office with a fine, well-trained staff and appreciative patients. For more information, please send your CV and references to Dr. Robert Hurdle at sailor3739@comcast.net.

FULL-TIME/PART-TIME EXPERIENCED orthodontic assistant needed in Chicago office location. Treating children of all ages and adults. Experience is a must. Please email your résumé to aqel4@msn.com.

PART-TIME DENTIST: Flexible days for Chicago office. Please fax to 773.375.9526.

GENERAL DENTIST: Independent and motivated associate wanted for busy Chicago office (60632 and 60630). Office is clean, modern, fully digital and paperless. Staff and office are excellent - efficient and organized. Current full-time associates earn over \$200,000 annually. Compensation based on production with guaranteed minimum. Email résumé for fastest response pd4614@yahoo.com or fax 773.267.8601. Thanks.

DENTIST: Good with children. Part-time. Please call 773.375.2433.

PEDIATRIC DENTIST: Wanted for one-four days per month Tuesday and Thursday available. Near northwest suburban location. Email résumé to flytmj@aol.com.

PART-TIME ORAL SURGEON WANTED: Don't miss this great opportunity with a specialty practice start-up. This is a fantastic location in an established building, with ample parking, located in South Holland. Email Mary at bean34counter@hotmail.com.

GENERAL DENTIST: Our friendly dental practice in McHenry County is looking for a quality-driven general dentist with a great smile to join our team. Email family_dentistry@att.net.

EXPERIENCED, PART-TIME DENTIST for Chicago office. Please fax résumé to 630.794.9162.

PEDIATRIC DENTIST: Part-time pediatric dentist needed to join our busy west suburban office. Nitrous oxide equipment available. Please email to accessdentalcenter@live.com or fax résumé to 630.628.1104.

MERRILLVILLE, INDIANA: 45 minutes from Downtown. General dentist wanted three-four days a week. 32 percent, 50/50 lab. Will lead to partnership. You must be interested in partnership. Buy-in \$650,000 financing not a problem. Dentist will net \$300,000-\$400,000-plus. Only very serious future partners need apply. Contact 815.814.1313 or email covboy3368@att.net. Wanted: Complete used implant kits and handpieces, Camalog, Biohorizons, or similar. Need substitute general dentists for vacation, illness, etc, about 30-40-50 days per year.

ASSOCIATE DENTIST: General practice in north side Chicago is in need of part-time general dentist (Tuesday, Thursday, Saturday and every other Monday). PPO office, digital X-rays. Please contact Youbert at 312.671.3375.

ORAL SURGEON AND PERIODONTIST WANTED: Part-time. For state-of-the-art dental clinic in northern suburbs to provide all aspects of specialty care to our patients. Friendly staff, appreciative patients, excellent compensation. Email résumé/CV to roundlakefamilydentistry@gmail.com or fax 847.740.0397.

GENERAL DENTIST WANTED: Established practice looking for a motivated and energetic full-time associate dentist to alternate between two locations (south side and west side of Chicago). Please email résumé to doltondental@gmail.com.

ENDODONTIST: Excellent opportunity for an endodontist to join our well-established, multi-doctor modern practice for two-three days/month. Southwest suburb. Enough internal referrals to keep you busy. Great support team. Reply to vrrj10@gmail.com.

CHICAGO DENTAL BROKER

CDB is the ONLY locally owned dental brokerage that is operated by a dentist. Only a fellow dentist is really able to understand your point of view when selling.

I represent YOU and appraise from your perspective. I walk in your shoes.

I help fellow dentists buy and sell practices.

Free appraisal if listed.



Dr. Robert Uhland » 888.688.8441 » www.chicagodentalbroker.net

PEDIATRIC DENTIST/GENERAL DENTIST: State-of-the-art dental center in Deerfield is seeking a part-time pediatric dentist and a general dentist, experienced in implant placement. Please send your résumé to info@fhp dental.com.

HOFFMAN ESTATES/BARRINGTON AREA: Seeking high-integrity, high-quality dentist with existing practice wishing to relocate to a simply fantastic new office in northwest suburbs. Great location right off I-90 ramp (near Sears Center) in busy new shopping center. Well thought out facility and structure. Architecturally appealing with high ceilings and windows that open up the space, while truly keeping the privacy necessary for a dental practice. Potential opportunity to become an equity partner. Send email to drqolf007@sbclglobal.net to set up time for conversation.

GENERAL DENTIST: Our progressive dental practice is looking for a motivated and energetic general dentist. We are located in Westmont. Should be well-versed in root canals, extractions and fixed prosthetics. Please email cosmeticdentistry155@yahoo.com.

ENDODONTIST NEEDED: Exciting opportunity for a part-time endodontist to join our well-established, multi-specialty practice in the western suburbs. Highly competitive compensation, experienced team and state-of-the-art technology, including a Ziess Microscope and fully equipped operator. Desirable hours. Position available immediately. Forward cover letter, CV and work history to cindi@adsdentist.com.

ASSOCIATE POSITION AVAILABLE IN PEORIA: Guaranteed minimum of \$600/day. Annual CE credit allowance. Monthly health insurance allowance. Malpractice allowance. Annual paid vacation. Immigration sponsorship if needed. Inter-ested candidates please email Noel Liu DDS n1559@nyu.edu for more information.

ASSOCIATE: General practice in LaSalle/Peru, experienced team, excellent growth potential. Looking for a motivated dentist to practice quality dentistry in our fun and friendly atmosphere. Income potential \$200,000. No PPO/HMO. Send résumé to edmonroe@comcast.net.

WISCONSIN — ENDODONTIST AND PEDIATRIC dentist: More reasons to smile. This multi-specialty group practice has several Wisconsin locations. At Dental Associates we will take care of all the day-to-day business tasks. You can put all of your focus back on the patients and you will enjoy more of those truly rewarding moments. Very generous compensation and benefit package. We would love to have you visit with us and consider joining our group. Call 800.315.7007 or email sbullen@dentalassociates.com.

MICHIGAN (KALAMAZOO): Fee-for-service contemporary boutique dental practice, focusing on family, cosmetic/esthetic, contemporary, implant and reconstruction dentistry, seeking dentist leading to buy-in/buy-out. Our practice was established in 1978, currently with 1,940 active patients. Our facility is 2,300 square feet with seven operatories. We have recently remodeled with digital X-ray including PanX. Our current staff consists of two hygienists; two assistants with expanded functions; one scheduling coordinator; one financial coordinator; one office manager. Our modern, high-tech office is located in Kalamazoo. A small metropolitan area, Kalamazoo is well known for its diverse and extensive business base, arts, thriving entertainment district, higher education opportunities (Kalamazoo College, Western Michigan University and Kalamazoo Valley Community College) and the Kalamazoo Promise. Located midway between Chicago and Detroit, Kalamazoo is surrounded by inland lakes and 35 minutes to the beautiful Lake Michigan shoreline. Minimum of one-year post graduation experience is required. Visit our website, www.magnusondentaldesign.com. Please send CV to brett@mdentaldesign.com.



OUR PRACTICE IS LOOKING TO GROW!

LOOKING TO RETIRE OR SELL?

Manus would like to talk to you about purchasing your practice. Our goal is to see that you are financially rewarded for all your years of hard work, while simultaneously ensuring a smooth transition for your staff and your patients.



NOT READY TO RETIRE OR SELL?

At Manus, we are looking for doctors who want to continue building upon their success by joining one of the Manus Dental practices. We can provide you with practice management support and facilities; and you can continue to own and grow your patient base.

Top Quality Clinical Care • The Highest Professional Standards • Rewarding Work/Life Balance

manusdental.com

IMMEDIATE OPPORTUNITIES FOR DOCTORS CURRENTLY PRACTICING
IN RIVER NORTH/GOLD COAST, HYDE PARK & YORKVILLE.

Contact us at Dentistry@ManusHealth.com, or call Skip Heizer at 847.283.8700 ext 200

24/7 access

TO CLASSIFIED ADVERTISING

- View the latest job opportunities!
- Locate services to help you grow your practice!

We've made it easier to find us online. Simply click on the CLASSIFIEDS tab at CDS.org to get started.

For Sale by Broker

CHICAGO DENTAL BROKER: The only dental brokerage that is owned and operated by a local dentist, and represents dentists.

Contact Robert Uhland at 888.688.8441 or 847.814.4149. www.chicagodentalbroker.net.

NILES: Start-up practice ready to go. Four ops, beautiful finish out, low rent. Doctor retiring immediately. Priced to sell.

NORTH SHORE: Fantastic office, new technology, great location and staff. \$300,000 plus collections on two days/week. Huge growth potential.

SOUTHWEST SUBURBAN: Beautiful office. Very busy and very profitable. \$700,000 on a 32-hour work week. High volume requires an experienced dentist. Huge growth potential and located on a very busy street. Prefer buyer for real estate and practice. Serious inquiries only.

HENRY SCHEIN PROFESSIONAL PRACTICE

Transitions: Associateships; equity buy-ins; practice sales; practice valuations; we have qualified buyers for Chicago and suburbs. Interested sellers call or email in confidence. Contact Al Brown at al.brown@henryschein.com, 800.853.9493 or 630.781.2176.

DOWNTOWN CHICAGO #22134: Qualified buyer seeks to buy or merge practice/charts. All types of situations will be considered.

WESTERN SUBURBS OF CHICAGO #22135: Qualified buyer seeks practice to buy or merge. All types of situations considered.

NORTHWEST #22137: Doctor retiring from established \$550,000 production practice with growth potential.

CHICAGO #22140: Nine operatories, multi-doctor, gross receipts \$1.8 million.

NORTH CENTRAL #22141: Beautiful modern office, four operatories, gross receipts \$850,000.

WEST SUBURBS CHICAGO #22142: Well established, six operatories.

KANKAKEE COUNTY #22143: Four ops, nice location, annual gross \$250,000.

SOUTHWEST SUBURB OF CHICAGO #22145: Four ops in strip center at high-traffic intersection. Collections \$450,000.

SOUTHWEST SUBURBS OF CHICAGO #22147: Five-op office with good growth potential. Gross receipts \$400,000.

BUREAU COUNTY — NEAR PRINCETON #22148: \$400,000 collections, three ops plus building for sale.

FAR WEST CHICAGO SUBURBS #IL502: Four ops, \$560,000 gross, desired downtown location in high growth area.

CHICAGO #IL501: High volume, nine-op practice in Chicago area. Newer equipment and technology.

CHICAGO PRACTICE SALES — 773.502.6000, www.phicagopracticesales.com. Visit us at Booth 3203 at the 2013 Midwinter Dental Meeting!

BUYERS: Can't find a practice to buy? A busy, visible location can be built out and producing revenue in six months. We offer assistance with space location, construction negotiation, marketing, a business plan, and recruiting and training your staff. First-year revenues: \$300,000-\$600,000. To learn more, visit our sister company www.cuttingedgepractice.com.

OWNERS: Interested in learning if your practice is saleable? Need to know what your practice is worth? Need advice on how to make your practice desirable to today's buyer? Contact us today to learn more!

UP AND COMING: Oak Lawn

ILLINOIS PRACTICES FOR SALE:

BARTLETT: Three ops. Building available for purchase. Collections: \$450,000. 100% FFS.

CHICAGO: Sold!

CHICAGO — MIDWAY: Two ops. Collections: \$190,000. FFS, PPO, Medicare. Building for purchase.

CHICAGO — SOUTHWEST: Sold! Four ops. Collections: \$940,000. Building for purchase.

CICERO: Under contract! Seven ops at street level. Collections: \$600,000. Building available.

ELGIN: Sold!

LISLE: New! Four ops, 100% FFS, collections: \$400,000. Owner retiring.

MT. PROSPECT: Sold!

PALATINE: New! Three brand new ops in a highly visible strip mall on busy corner. New buildout. \$250,000 collections working only two days per week.

MT. PROSPECT: New! Three ops in professional center at street level. Collections: \$240,000. Condo for sale.

WISCONSIN PRACTICES FOR SALE:

MILWAUKEE METRO: Four ops in a professional building. Revenues: \$430,000. Seller retiring.

INDIANA PRACTICES FOR SALE:

NORTHWEST INDIANA: Data pending. Please call for information.

\$250,000, FIVE-OP OFFICE IN ORLAND PARK: Beautiful, fully equipped, digital office with growth potential. \$400,000 collections. Seller wants an immediate sale and will not compete. Contact Al for viewing, al.brown@henryschein.com.

**Don't miss the
deadline
January/February 2013
classified advertising deadline
is December 10**

ADS MIDWEST: Endorsed by the Illinois State Dental Society for dental practice brokerage and appraisal. Contact Peter J. Ackerman, CPA, at 312.240.9595 or www.adstransitions.com.

SELLERS NEEDED. Never has the market been stronger! Call for a free consultation if you are considering a transition or sale!

NORTHWEST CHICAGO: Great strip center location near O'Hare. Two ops, \$150,000, 100% fee-for-service. Low cost entry into private practice.

NORTH SIDE CHICAGO: Sold!

NORTH SIDE CHICAGO: Two ops, great starter, great location: Belmont/Pulaski.

NORTH SHORE: Once in a lifetime opportunity. High-end restorative/cosmetic practice in premier location. Beautiful new office, \$1.5 million collections.

NORTH SHORE: Three ops, 100% FFS, digital, \$550,000+ collections.

NORTHWEST SUBURB: Four ops, new build-out and equipment, digital. Desirable location. \$300,000+ collections.

NORTHWEST SUBURB: Fantastic condo for sale with equipment located in Elgin.

NEAR WESTERN SUBURB: Great hygiene-based restorative practice. \$300,000 collections. Very nice building for sale.

NEAR WESTERN SUBURB: Two-operator preventive/restorative practice. \$150,000 collections.

Condo for sale. Priced for immediate sale.

PALOS HEIGHTS: Sold!

PALOS AREA: Six-operator, fee-for-service preventative/restorative practice. Digital, \$450,000 collections. Specialties referred.

ROCKFORD: \$300,000 collections, free-standing building. Owner relocating out of state.

OMS: Chicago, premier FFS oral surgery practice, collecting \$800,000.

OMS: Northwest of Chicago. Collecting \$700,000, free standing building. Owner retiring.

PEDO: \$2 million FFS, no evenings, no weekends. Seller would stay.

NW ILLINOIS: \$500,000 collections, 1,700 active patients. R/E available.

Miscellaneous

ORDER SCHOOL EXCUSAL FORMS FOR YOUR student-age patients. CDS sells packages of 250 blue forms at a cost of \$12.95 per package (includes shipping). All orders must be prepaid. Send your check payable to Chicago Dental Society, 401 N. Michigan Ave., Suite 200, Chicago IL 60611. Visa, Mastercard and American Express orders are accepted. To order by credit card, shop online at CDS.org.

**NORTHWESTERN UNIVERSITY
DENTAL SCHOOL ALUMNI**

Midwinter Reception and Reunion
Friday, February 22 • 5:30-8 p.m.
Hard Rock Hotel Chicago
Adrian Codel, DDS • 312.217.9620
Twitter: @NUDS_Alumni

Advertising Index

Accident Fund Insurance Co.	23
ACOA Ltd. Construction Company.....	25
AFTCO	43
Chicago Dental Broker	45
Dental Associates	39
ID Image + Design.....	29
Law Office of Todd L. Erdman	50
Manus Dental.....	46
Masterdent Dental Equipment.....	17
Miller Dental Upholstery	50
North Bank.....	5
Office Anesthesiology and Dental Consultants, PC	41
Progressive Management.....	49
Siegel Construction.....	7
The Dentists Insurance Company (TDIC).....	inside front cover

How to advertise

Email adinfo.cds@foxrep.com or contact one of the following regional offices:

Fox-Chicago

312.644.3888 or 800.440.0232

Fox-New York

212.725.2106 or 800.826.3032

Fox-Los Angeles

213.228.1250

Fox-Detroit

248.626.0511

Fox-Phoenix

480.538.5021

The publication of an advertisement in the *CDS Review* is not to be construed as an endorsement or approval of the product or service being offered. Find our rate card and specifications at CDS.org.

**ESTABLISHED GP PRACTICE
FOR SALE NEAR WEST SUBURBS**

30-plus years. Multi-dentist GP, three ops, two hygiene, kitchen, lab, reception. All decor/equipment updated. Email mouser27@earthlink.net.

For Sale by Owner

SATELLITE FOR SALE BY OWNER: Far southeast Chicago satellite office for sale on main street. Three ops, single story building with private parking. Would make ideal HMO/PPO office. Collecting \$100,000 plus on 12 hours/week, all private fee-for-service. Practice and building available. Great starter opportunity for young dentist with a guaranteed income, or a perfect satellite. Only three other dental offices in the entire neighborhood. On busy street with bus route. Very low utilities, taxes. Contact ms_betty_22@comcast.net.

SELLING NORTHBROOK DENTAL PRACTICE: 20-year practice. Three days a week. Make \$100,000. Lovely office. Asking \$45,000. Serious buyers. Accept most insurances. Booked with appointments. But must leave for personal reasons. 224.456.2061.

THREE-CHAIR OPERATORY: Immediate occupancy with practice sale or equipment sale only. Make me an offer. Will stay for transition. Call 312.368.0949 and leave me a message.

FOR SALE GP OFFICES: Mt. Prospect: Turnkey, two ops, affordable lease. Elgin West: Turnkey, three ops, moving sale with affordable rent or equipment. Contact drbella70@gmail.com or call/text 773.620.8268.

DENTAL OFFICE FOR SALE: Two fully equipped operatories and office room in medical building on the northwest side of Chicago. Parking on premises. Low price (\$15,000). Please call at 773.458.4870.

PRACTICE FOR SALE: Available immediately. Two operatories. Great location in the north suburb of Chicago. Good opportunity for a new graduate or an experienced dentist looking for a satellite office opportunity. Please call 773.719.3900 or email steve@trogub.com.

DCI PRO DENTAL CHAIR: Like new hydraulic chair, 20 months old. Fawn/beige color. Double articulating headrest, foot control. Includes post adapter. Photos available. \$3,500. Call 847.412.0600 or email doctorrn@sbcglobal.net.

ESTABLISHED, 29-YEAR-OLD PRACTICE located in Midway Airport area. Options include immediate or transition buy-in/buy-out. No temporary associates. Doctor transitioning to teaching career. Call 708.424.5700 or email doctorwhy@sbcglobal.net. Visit www.yerkesdental.com.

X-RAY AND NITROUS EQUIPMENT: Available are Gendex GX Panoramic, Gendex Orthoralix 9000 Pan/Ceph, DENT-X 810 Developer, and Nitrous Oxide System with manifold, hoses and alarm. Please call Debbie at 847.392.2457.

DENTAL PRACTICE AND EQUIPMENT: Mt. Prospect — G.P. starter/satellite. Two ops. Affordable rent. Asking \$16,995. Elgin - equipment sale: two ops and X-ray and peri-pro and more. Asking \$19,995. Dentist relocating. Contact drbella70@gmail.com.

ORLAND PARK: Five-op, high-tech office for sale, owner must leave ASAP for personal reasons. Transition is possible. 2011 \$386,000 collections on three days a week. Make an offer (\$200,000 asking price) with practice broker. orlandparkoffice4sale@gmail.com.

X-RAY EQUIPMENT FOR SALE: Gendex DenOptics Pan/Ceph/Intraoral digital scanner, uses phosphor plates (included). Phillips Pan/Ceph X-ray machine (Illinois Nuclear Safety certified). Gendex eHD digital intraoral X-ray sensors, sizes 1 and 2. Call 618.244.3800 or happyteeth@aol.com.

Looking to Purchase

ORTHODONTIST SEEKS PRACTICE: Experienced, board-certified orthodontist looking to purchase established orthodontic practice in Chicago or near north/northwest suburb. Flexible on transition or outright purchase. Please contact orthodoc27@gmail.com.

Services

FOR THE COMFORT of your patients: General dentist is available to work in your office, performing surgical extractions and removal of impacted third molars. Fax inquiries to 847.940.9885 or email saf62151@aol.com.

DENTAL OFFICE SPACE BROKER: Need assistance finding dental office space? Chicago Tenant Advisors are experts in finding dental office space in the Chicago area. Our service is free, so let us do the hard work. For assistance in finding space call us at 312.981.0540 or email us at pbeatrice@chicagotenantadvisors.com.

LAW OFFICES OF DONALD A. LEVY, LTD.

Representing dentists for over 20 years.

Contracts, corporations, partnerships, tax returns and tax matters, estate planning, wills and trusts, real estate, business litigation. 847.568.1300.



DENTAL AUXILIARY PLACEMENT SERVICE, INC.

Trusted by our clients since 1989.

- Dentists
- Registered Dental Hygienists
- Chair Side Assistants
- Receptionists
- Office Managers
- Exhibitor Booth Personnel

Permanent Placement – Temporary Personnel

847.696.1988
www.daps-inc.com

GENERAL PRACTITIONER AVAILABLE FOR TEMPORARY PLACEMENT

Would you like to take a vacation, maternity leave, or time off? Need a knowledgeable, personable and reliable dentist to help with your practice while you are away? Temporary placement for a day, week or longer. Experienced, team and patient-oriented GP will provide exceptional care to your patients. Chicago Downtown to North Shore. References available upon request.

Please send inquiries to
kirkland.smiles@gmail.com.

DENTAL BILLING, ACCOUNTING, AND TAX FILING

Ideal Accounting, Inc

Full-service accountants specialized in dental billing, reduction in A/R, collection of old debts, bank reconciliation, financial statements, and tax filing. First consultation is free.

Call us at 630.965.3307.

Email idealcctg1@gmail.com.



Dental Start - Ups Post-Transition Consulting Practice Management Modular Consulting Practice Re - Location

For General Dentists and Dental Specialists
www.CuttingEdgePractice.com

Visit us in Booth 3203 & 3204
OR Call

Wendy Pesavento (773) 502-6000
Sharon Kantor Bogetz (847) 370-9131

See Our Dental Design Portfolio at
www.MidwestDentalSolutions.com

BRUCE J. LOWY

TRANSITION SPECIALIST

(847) 677-6000 • www.brucelowy.com



Contact us today for current listings!

- | | |
|---------------------------|-------------------------|
| ■ Practice sales | ■ Associate integration |
| ■ Practice acquisitions | ■ Transition planning |
| ■ Practice appraisals | ■ Practice management |
| ■ Partnership development | |



Introducing
Alexandria J. Bigg
Management Consultant
*Staff Training
System Design
Team Building
Marketing*

10 % OFF DENTAL CHAIR UPHOLSTERY

All makes and models / on site, same day service.
27 years specializing in dental chairs, and showing at the MWM.

YOUR CHAIR WILL LOOK NEW,
FOR A FRACTION OF THE COST OF A NEW CHAIR!

We also buy some old, even broken chairs for the upholstery.

MILLER DENTAL UPHOLSTERY / STEVE MILLER
630-761-1450 OR E-DENTALUPHOLSTERY.COM

the law office of Todd L. Erdman, P.C.

Providing services to Dentists including:

- Leases and Commercial Condos
- Startups including Incorporation
- Purchase and Sale of Practices

www.erdmanpc.com • ph 847.945.3810 • email todd@erdmanpc.com

Dental Staff Placement, Inc

Chicago's Premier Staffing Firm Since 1984

We Place Temporary Staff as Our Employees—Handling All Taxes and Payroll—or as Independent Contractors. You Make the Choice!

We Accept Visa & MasterCard

- Hygienists ■ Assistants
- Business Staff ■ Dentists

Temporary 847.298.7779
Permanent 847.824.3560

Bruce Lowy & Kathleen Uebel
70 Years Combined Experience

www.dentalstaffplacement.com

Market your practice the right way

- Custom Logo Design
- Web Site Design
- Direct Mail Post Cards
- Dental Brochures
- Internet Marketing/Social Media
- Patient Reactivation
- Staff Training

See Our Portfolio On-Line
(847) 370-9131

www.midwestdentalsolutions.com

M I D W E S T
DENTAL
S O L U T I O N S



ACCOUNTING, TAX and FINANCIAL PLANNING

PESAVENTO & PESAVENTO LTD. • CPAs

Focused on the dental profession with over 35 years experience in providing quality accounting, tax planning, practice management and financial planning services.

We are
The Professional's Professional®
Call us at **708.447.8399**
to arrange a consultation.

Member: Academy of Dental CPAs
QuickBooks® Professional Advisors

SK&W

Schneiderman, Kohn & Winston, Ltd.
Certified Public Accountants

SKW LTD. provides quality accounting, tax services, as well as practice evaluation for your dental practice. We also provide a personalized approach for your financial needs. With over 30 years of experience, SKW can help you focus on the financial health of your practice.

Call Lawrence R. Erlich, 773.631.3055
or e-mail lerlich@skwcpa.com.

Member: Dental Advisory Network (DAN),
American Institute of CPAs and Illinois CPA Society.

DENTISTS' ATTORNEY

STEVEN H. JESSER

Affordable dentists' legal services, including practice purchases and sales, other contracting, collections, licensing and disciplinary problems. Representing practitioners since 1980.

800.424.0060 » Mobile: 847.212.5620
shj@sjesser.com » www.sjesser.com
5250 Old Orchard Rd., Suite 300, Skokie, IL 60077

APEX design build

Consult. Design. Construct. Furnish.
Renovating or Relocating?
*You build your practice,
we build the rest!*

www.apexdesignbuild.us.com

800-696-8485

millwood™

dental systems
Cabinetry and Furniture
for Dental Offices
www.millwood.us.com/dental

Crane Cabinet Company



Custom Dental Cabinetry

Over 17 years experience.
www.cranecabinet.com

15 East Palatine Rd., Suite 114 Prospect Heights, IL 60070 **847.459.8181**
Fax: 847.459.9306

FEED YOUR BRAIN



CDS is an ADA CERP
Recognized Provider.
ADA CERP is a service
of the American Dental
Association to assist den-
tal professionals in identi-
fying quality providers of
continuing dental educa-
tion. ADA CERP does
not approve or endorse
individual courses or
instructors, nor does it
imply acceptance of
credit hours by boards of
dentistry. Concerns or
complaints about a CE
provider may be directed
to the provider or to ADA
CERP at
www.ada.org/cerp.

ADA CERP® Continuing Education
Recognition Program

The respected leader in scientific dental meetingsSM

The Chicago Dental Society proudly offers the best in continuing education opportunities. Our library of lectures recorded by DC Providers features more than 50 CE hours of programs from past Regional Meetings and Midwinter Meetings covering a wide range of topics, including: Communication, Pharmacology, Cancer Detection, Esthetics, Implants, Orthodontics, Pediatric Dentistry, Periodontics and Sleep Apnea.

SUPPLEMENT YOUR SKILLS. Build your audio library and earn CE. Download audio presentations from the top lecturers in dentistry and practice management. Visit <http://on.cds.org/recordings> today.



CHICAGO DENTAL SOCIETY
Continuing Excellence in Dentistry





FINAL IMPRESSIONS

by Walter F. Lamacki, DDS

Contact Dr. Lamacki at wlamacki@aol.com.

Yes, I still believe

Ordinarily I don't comment on a letter to the editor. I've had my say and it is you, the reader's turn. However, a letter concerning my screed, "Is dentistry still a good career path?" in the September/October issue of the *CDS Review* — wherein I stated that becoming a dentist is a good business decision — merits a reply.

First, the letter:

You don't know me but I'm a young dentist in the Chicago suburbs. I get the *CDS Review* and read the articles fairly regularly. Your article spoke to a growing concern of mine, and I have been looking for an outlet that might be able to not only answer my question but also hopefully ease my concerns. I am happy to read that you are optimistic about the future of our profession, but as a general dentist in practice for two years in this market, I have an outlook of pessimism. I have been reading the history of dental education,



specifically, the output of practitioners by dental schools. It concerns me that while I keep hearing that, there is a shortage of dentists. Has anyone ever had difficulty finding a dentist within 55 miles of Chicago? I understand that nationally it may be a different picture, but along with astronomical tuition rates (it used to be under \$10,000 per year at the University of Illinois at Chicago College of Dentistry),

there is a dentist on every block in the Chicagoland area, and many of those dentists are saddled with massive debt loads. And now we must face a massive influx of competitors from the Midwestern University College of Dental Medicine, where class size is 125 students.

The American Dental Association's figure of \$194,000 as the average income is, I think, misleading in the Chicago area. I know none of my colleagues are even in that range on the high end. I have a hard time believing with supply costs going up and demand going down (much higher ratio of dentists to population), and subsequently reimbursement rates for procedures going down, that my generation and the ones that follow will be able to compete in a completely oversaturated market.

Both offices in which I work are associate-to-sale situations, and it is a very intimidating time to consider investing in a dental office with my outlook.

— Name withheld upon request

Our young dentist has a point; there seems to be no shortage of dentists in Chicagoland, especially in the more affluent neighborhoods. And he is right, of course, 125 new graduates of the Midwestern University College of Dental Medicine will be entering the profession in three years. Nationwide, eight new dental schools have either broken ground or have blueprints in hand, impacting an already fragile economic landscape for dental practice.

Our young dentist has trouble believing that the average general dentist nets \$194,000 per year, according to a 2009 survey by the American Dental Association. The Department of Labor is less sanguine; in a 2010 analysis, it pegs the figure at \$146,920. They estimate that income growth in the next 10 years will be 21 percent higher for dentists than the general workforce.

I called this young dentist to learn more about him. What I found is typical of many of our young colleagues. He works in two high-volume, low-fee practices. He is recently married, and although his dental school debt is manageable, together he and his wife have sizable educational debt. His classmates have similar experiences.

I asked if he attends his branch meetings: "I've gone to some," he said. Do you have an accountant familiar with the business of dentistry, I asked. "No, not really," he responded.

"I'm familiar with your branch and am certain you would be warmly welcomed. You can not underestimate the value of networking with your colleagues and being mentored by more experienced dentists," I told him. I also gave him the name of an accounting firm that has vast expertise in associating, buying and selling dental practices.

"I will hound you to death, if you do not follow up," I added.

Yes, I still believe dentistry is a good business decision. More dentists are retiring than entering practice and the scope of dentistry is expanding. Whether the income of a dentist is \$194,000 or \$147,000, it is higher than most other professions. However, young dentists will need to make informed choices to succeed. Unfortunately, good business practices are not taught in dental schools whose curricula are overcrowded. It has to be learned in continuing education, course by course, by experience and by mentorship.

I was pleasantly surprised when he emailed back a few days later telling me he had made an appointment with the accountant and asking how to start in organized dentistry. I will call him from time to time to see how he's progressing.

The longest journey begins with the first step. Reach out and help a young colleague. It will benefit you both. ■



REGIONAL MEETING



CHICAGO DENTAL SOCIETY Continuing Excellence in Dentistry

Cosmetic Dentistry

Presented by

Martin Zase, DMD

**Wednesday
January 9**

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

About our program

Designed to help dentists who are in the process of converting their practices to include more cosmetic dentistry procedures, this lecture gives many tips on how to do cosmetic dentistry better and more efficiently. Subjects covered include basic adhesive and microdentistry techniques, zero sensitivity in both bleaching and posterior composites, invisible restorations of fractured incisors, undetectable porcelain onlays, smile design, cementing and opaquing tips, porcelain veneers, laboratory communications, fixing errors, natural looking bridges with ovate pontics, and patient communications for success. Prepare for a day full of pearls on cosmetic dentistry.

5 CE hours

Register online at <http://on.cds.org/regional>

Target audience

Dentists and staff

About our speaker

Martin Zase, DMD, is a guest lecturer in cosmetic dentistry at numerous dental schools. He has developed techniques and instruments that are currently used in modern cosmetic dentistry. Dr. Zase serves on the American Academy of Cosmetic Dentistry Board of Accreditation Examiners and mentors accreditation candidates.

About CDS meetings

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

A fee of \$250 is charged to dentists who are not CDS members and their staffs, which may be applied to membership for the current year. Advance registration is not required, but CDS encourages you to register online at

<http://on.cds.org/regional>.

How to earn CE credit

Regional Meeting registration will end 30 minutes after the actual start of the program. Attendees will receive bar coded badges that capture their time of entry. Badges will be scanned as attendees leave at the end of the program. No partial credit will be issued. Continuing Education credit forms will be mailed to attendees after the meeting.

Directions to Drury Lane

Call 630.530.8300

ADA CERP® Continuing Education Recognition Program

CDS is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/cerp.





Midwinter Night's Dream

148TH MIDWINTER MEETING
CHICAGO DENTAL SOCIETY | FEBRUARY 21 – 23, 2013

Three days of the best

courses * lectures * exhibits

SAVE MONEY, AVOID THE LINES OF ON-SITE REGISTRATION. **REGISTER TODAY** at <http://on.cds.org/mwm13>. Registration ends Feb. 15. For complete information about the Chicago Dental Society Midwinter Meeting™, visit <http://on.cds.org/mwm13>.

MEMBERS GET IN FOR FREE!

Even if you do not live in the Chicago metropolitan area, you can still join CDS as an Associate Member and register for the 2013 Midwinter Meeting for free.* Learn more at <http://on.cds.org/assoc13>.

*Does not include course fees or special events tickets.

