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# REVIEW

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### About our speaker:

Ms. Jameson is founder and CEO of Jameson Management in Oklahoma City. She is a popular and frequent lecturer at the Midwinter Meeting.

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## January 11 Regional Meeting minutes

The Regional Meeting of the Chicago Dental Society convened Jan. 11 at the Drury Lane Oak Brook, Oakbrook Terrace, with CDS President John Gerding presiding.

Dr. Gerding called the meeting to order at 9:08 a.m.

Attention was directed to the minutes of the meeting of Wed., Sept. 21, 2011.

Inasmuch as the official minutes of the meeting of Wed., Sept. 21, 2011, were published in the December 2011 issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by John Hagopian, seconded by Phillip Fijal, and carried to dispense with reading the Sept. 21, 2011, minutes at this time.

MOVED by Andrew Browar, seconded by Richard Holba, and carried to accept the minutes of the meeting of Wed., Sept. 21, 2011.

Attention was directed to the minutes of the meeting of Wed., Nov. 9, 2011. Inasmuch as the official minutes of the meeting of Wed., Nov. 9, 2011, had not yet been published, Dr. Gerding said he would forego the reading and approving of the minutes at this time until everyone had an opportunity to review them.

Attention was directed to the minutes of the meeting of Sun., Nov. 13, 2011. Inasmuch as the official minutes of the meeting of Sun., Nov. 13, 2011, had not yet been published, Dr. Gerding said he would forego the reading and approving of the minutes at this time until everyone had an opportunity to review them.

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

There was no unfinished business to report and no new business to present.

Dr. Gerding informed the audience that per policy adopted by the CDS Board of Directors, beginning with the April 4, 2012, Regional Meeting, registration for the Regional Meetings will end one-half hour after the actual start of the program. Attendees will receive bar coded badges that capture the time of entry and attendee badges will be scanned as you leave at the end of the program. No partial credit will be issued. Continuing Education credit forms will be mailed after the meeting. The CDS Board of Directors passed this new policy at the Dec. 8, 2011, Board meeting.

With no further business, Dr. Gerding called upon Regional Meeting program chairman David Dooley to introduce Lois Banta, who presented the program entitled "Practice Management Systems from the Ground Up."

The meeting was adjourned at 2:10 p.m.

## Tickets still available for Cubs rooftop event



Watch your Chicago Cubs take on the Arizona Diamondbacks, a predicted playoff team, from Beyond the Ivy Wrigley Field Rooftop at 1010 W. Waveland Ave. Sunday, July 15.

A limited number of tickets are still available online at [CDS.org](http://CDS.org).

Members are limited to two tickets each. You must log in to the website as a member to purchase your tickets.

The ticket includes all your favorite American ballpark food, beer and wine. This \$137.13 ticket is available to members for \$70, with CDS providing a \$67.13 subsidy. The subsidy is nearly a 50 percent savings per ticket.

### IMPORTANT NOTE

If you've already purchased your tickets, please email Joanna Brown at [jbrown@cds.org](mailto:jbrown@cds.org) with the name of your guest. All attendees must be named on the guest list CDS provides to Beyond the Ivy. No paper tickets will be mailed. Tickets are non-transferable.

## Find out what your colleagues are up to in Branch News

Do you have news that you would like to share with the CDS membership? Maybe you've moved your office to a new location, or you'd like to share with others accomplishments happening in your family.

Four times a year the *CDS Review* publishes Branch News in the back of the magazine. We hope that this feature adds value to your practice both professionally and personally by bringing you together with your neighbors, peers and professional contacts. Branch News, like the branch meetings, creates strong relationships and networking opportunities for our member dentists and their dental teams.

In these busy times it can be so hard to keep in touch with everyone in your profession, share your experiences, find old friends and make new friends. Make sure to keep in touch and connect with your colleagues through Branch News.

If you have news that you would like to share, please send it to your branch correspondent. Branch correspondents and their contact information are listed on page 4 and online at [CDS.org](http://CDS.org).



**YOUR Dues AT WORK**

## Northwest Side Branch to install officers April 3

The Northwest Side Branch will install its officers Tuesday, April 3 at Rosewood Restaurant, 9421 W. Higgins Rd. in Rosemont. Festivities begin at 6:30 pm.

Officers to be installed are Michael Biasiello, president; Brett Gilbert, president-elect; Spencer Bloom, vice president; Chester Klos, Treasurer and Gordon Ziols, secretary.

Contact George Frayn, 773.777.8282, or John Kaminski, 847.824.7722, for more information. ■

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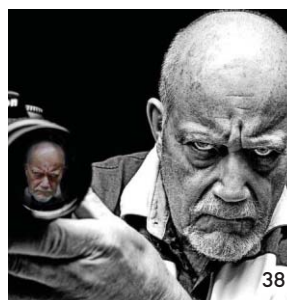
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<sup>2</sup>Harkavy, J., Kleinknecht, R.A., McGlynn, F.D., & Thorndike, R.M. (1984). Factor analysis of the dental fear survey with cross-validation. *J Am Dent Assoc.* 108 (1): 59-61.

<sup>3</sup>Getka, E., Glass, C.R. (1992). Behavioral and cognitive-behavioral approaches to the reduction of dental anxiety. *Behavior Therapy.* 23 (3): 443-448.

<sup>4</sup>Getz, T., Milgrom, P., Weinstein, P. (1995). *Treating fearful dental patients: A patient management handbook.* University of Washington.

<sup>5</sup>Hamilton, J.G. (1995). Needle phobia: A neglected diagnosis. *Journal of Family Practice.* 41: 169-175.

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## VOX POP

comments from our readers

### ADA must challenge false claims of dental therapist advocates

The Final Impressions column “A swan song for CODA?” written by my friend Walter Lamacki in the December issue of the *CDS Review* troubles me.

The column dealt with the issue of the Commission on Dental Accreditation (CODA) concerns raised in the 2011 American Dental Association House of Delegates. The real issue is the so-called mid-level provider or dental therapist.

When I served the ADA on the Alaska Task Force to study the Alaskan Dental Health Therapist for four years, we discovered several basic realities. While the proponents of therapists claim that 53 countries have dental therapists, most of these are varying degrees of hygienists and assistants who perform no irreversible procedures. Only Canada, New Zealand, Australia and the United Kingdom have therapists comparable to what is proposed here. In the opinion of the Task Force, none were successful when measured by the standards of this country, and to a large degree they are unsuccessful when critically assessed in their own countries.

Another overlooked reality is that 20 new dental schools are forecasted to be operating by 2020. I might ask proponents of dental therapists if they think that it is possible in the future that dentists will be working on each other in order to stay busy.

While Wally and I have been friends for a long time, I disagree with the statement in the column that the ADA should “withdraw its obsessive myopic focus on defeating the mid-level provider concept.”

The ADA needs to:

- Recognize that it represents the dues paying membership



- Counter the false assertions about the record of therapists in other parts of the world

- Recognize 20 new dental schools in this country will produce a work force that will be more than adequate to deal with access to care issues

- Examine the emphasis that is being placed on the public health model by a disproportionate number of public health dentists in furthering the therapist model as creating any kind of quality care in units sufficient to improve access.

It is important what view the members hold of the organization they support with their dues. ADA membership is down 4 percent; I don't believe that all of that is related to the condition of the economy. We will only survive with a strong ADA, but if the ADA loses sight of the wishes of the members, heaven help us all.

—Ty Ivey, DDS  
Macon, GA

Former member of the  
ADA Council on Government Affairs



### Learn a lesson from the veterinarian profession

I agree with *CDS Review* editor Walter Lamacki's column “A swan song for CODA?” published in the December issue, but it was too light to ignite a fire.

I believe that the Kellogg Foundation wants to propagate more schools to create another industry of jobs. I believe that the American Dental Association wants to gently let it go through, as it will create more members in the grand scheme of things, thus creating a more powerful association with strong financial resources.

Having 18 more accredited dental schools will not make the dentists happier, as it will increase the supply of dentists and depreciate the hourly compensation. We should be taking a lesson from the veterinarian profession, which has a limited number of schools.

The veterinarians are not dependent on insurance. Yet dentists are adding to the significant profits of the insurance companies.

—Brian Del Carlo, DDS  
Downers Grove  
West Suburban Branch President

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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.

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## PRESIDENT'S PERSPECTIVE

by John Gerding, DDS

Write to Dr. Gerding at [jgerdingdds@msn.com](mailto:jgerdingdds@msn.com).

# Dental

## The 12 points of the ~~Scout~~ Law

Part One of a two-part series

**A**s one who has spent over 25 years involved in scouting, it has often come to mind how many of the attributes and goals in scouting could be applied to our profession as well. Accordingly, I would like to relate the "12 Points of the Scout Law" to what we as dentists do or should do in the practice of our profession.

### 1. TRUSTWORTHY

Our whole world is based on trusting other people, and nothing could be more important in our profession than that. Our patients put faith in us by coming into our practices, and they assume that we are properly educated and maintain our skills through continued education on an annual basis. They trust that our fees are fair and that we do not cut corners or use substandard materials. They feel safe that we follow proper sterilization techniques and utilize masks, gloves and protective eyewear according to the Centers for Disease Control Universal Guidelines.

We on our part also rely on trust. We expect that the patient will show up for his appointment and pay his bill in a timely manner.

We rely on our lab to meet our deadlines, bill fairly, and not subcontract their work to an offshore facility. We count on our staff to not be tardy, to be honest, and to put a good face forward to our patients, even on those days or with those patients when it takes an extra effort to do so.

### 2. LOYAL

Loyalty should start at home and carry into our country, community, schools, place of worship and practice. Do we support our local businesses, our educational institutions? When was the last time we flew the American flag? Do we even know on which days to fly the flag? Our dental school, PACs and dental foundations would surely love to see some loyalty in the form of a donation.

At the office, how loyal are you to your staff and they to you? Are your patients ones of long standing who refer many others? Do you show loyalty back to them when they have a

special need or request? Do you avoid criticizing or embarrassing staff in front of patients?

### 3. HELPFUL

Help other people at all times, the Scout Law says. Does the Hippocratic Oath not essentially say the same thing to physicians and dentists? Is that not why most of us entered the health profession: to help our patients attain maximum health to the best of our ability? True, at times it is difficult to do what is best for some of our patients when they can barely afford minimal care, much less optimal care. But there are many avenues of help available if we just pursue them, even an occasional pro bono case. The bottom line, as so often in life, is the Golden Rule. How would we like to be treated? Try doing a good turn daily, as the Scouts are urged to do, to feel really helpful.

### 4. FRIENDLY

The best way to have a friend is to be one yourself, in all areas and facets of life. We have all heard the old saying about being able to tell a real friend when times are tough and you are in need. How true! Expand this philosophy beyond our personal lives and into the office environment, and life suddenly looks rosier. Is friendship the foundation for our deepest relationships? For those married, is our spouse not our best friend?

### 5. COURTESY

Courtesy comes from the heart and goes hand in hand with friendship. Life can be so much more enjoyable by just showing a little courtesy to others. It is an honor to be called a lady or a gentleman, so strive to be polite to everyone. Did you know that part of the training of the plebes at West Point and Annapolis includes training in the courtesies of being an officer and a gentleman or lady? Whether an officer in the military or a leader in our community or profession, we should aspire to set the bar higher.

### 6. KIND

Friendly, courteous, kind! They all tie together so nicely, and if we have one of these attributes, we probably have the other two as well. What a nice compliment to speak of someone as "being so kind." Do we hear that enough about ourselves? Are we good-natured, benevolent, compassionate? There is strength in being gentle.

In the next issue, I will discuss the other six "dental" laws. ■

The bottomline, as so often in life, is the Golden Rule. How would we like to be treated? Try doing a good turn daily, as the scouts are urged to do, to feel really helpful.

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# Swinging Season

## We look back at the 147th Midwinter Meeting

by Joanna Brown

### 2012 MWM ATTENDANCE

Dentists . . . . .	6,887
Graduate Students/Residents . . . . .	153
Dental Students . . . . .	880
Hygienists . . . . .	3,797
Assistants . . . . .	2,853
Office Personnel . . . . .	2,049
Lab Technicians . . . . .	251
Hygiene/Assistant Students . . . . .	1,980
Guests . . . . .	1,952
Press . . . . .	106
Trade . . . . .	1,022
Exhibitors . . . . .	9,239
<b>TOTAL . . . . .</b>	<b>31,169</b>

**B**usiness and pleasure made for a harmonious duet at the 147th Midwinter Meeting. More than 31,000 professionals gathered for education and more than a little bit of shopping in the Exhibit Hall Feb. 23-25.

And when the work was done, they reconvened at venues throughout the city to honor achievements in their shared profession and — just as importantly — to have a good time.

Following are some of the weekend's highlights. Mark your calendar now to be a part of *A Midwinter Night's Dream* at the 148th Midwinter Meeting, Feb. 21-23, 2013.

### OPENING SESSION

It was with great spirit and enthusiasm that Chicago Dental Society President John Gerding opened the 147th Midwinter Meeting Feb. 23.

"I hope that you find the Midwinter

Meeting as exciting and as much fun as I do," he told the hundreds of Midwinter Meeting attendees who had gathered in the Skyline Ballroom for the Opening Session. "We trust you will agree that *Teeth and All That Jazz* will fulfill your Midwinter Meeting attendance goals and objectives."

With Midwinter Meeting General Chair Dean Nicholas at the podium, the program went on to honor several guests.

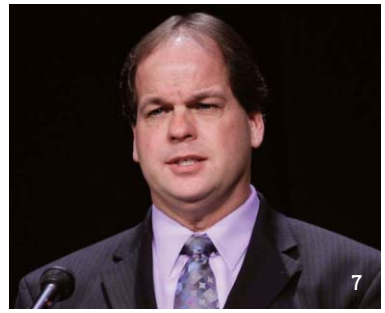
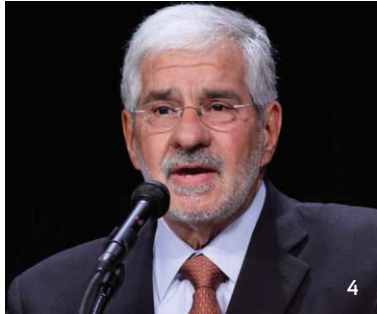
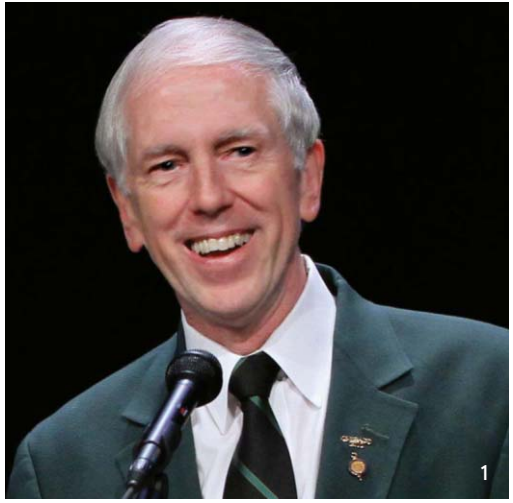
Gordon Christensen joined Dr. Nicholas on stage first to present the Recognition Lecturer Award named for Dr. Christensen, who has a record of outstanding contributions to both the dental profession and the Midwinter Meeting. This year the Christensen Award was presented to Joseph Maggio.

Dr. Nicholas then called attention to Terry Dickinson, executive director of the Virginia Dental Association and the founder of the Mission of Mercy (MOM) projects, and Bruce Bergstrom, execu-

*Photography by Andrew Campbell*

# Opening Session

WELCOME RECEPTION, HONORS & RYAN BAKER



1. CDS President John Gerding; 2. Ryan Baker performed songs from the Frank Sinatra songbook; 3. Englewood Branch Director Hale and guests; 4. Christensen Award winner Joseph Maggio; 5. M. Caroline Scholtz, wife of the late Dr. Michael Stablein, recipient of the CDS Foundation Vision Award; 6. Cushing Award co-recipient Bruce Bergstrom; 7. Tim Finley and the family of the late Dr. Leo Finley Jr. were honored with a posthumous reading of the resolution passed by the Illinois State Dental Society House of Delegates session to commemorate the past CDS president's contributions to organized dentistry; 8. Michael Biasiello, Paula Duszynski and Douglas Kay; 9. Gordon Christensen; 10. MWM General Chair Dean Nicholas and his staff.

# Around McCormick Place West

COURSES & EXHIBIT HALL



tive director of the America's Dentists Care Foundation, which has helped supply the equipment to the MOM events. They received this year's George H. Cushing Award.

Honorees are selected annually by the Communications Committee for their efforts to raise public awareness about the importance of public health. Though Dr. Dickinson was unable to attend the ceremony, Mr. Bergstrom delivered thanks on his colleague's behalf.

James Robinson, a CDS Foundation trustee, joined Dr. Nicholas on stage to present the first CDS Foundation Vision Award. The award aims to honor outstanding volunteer achievement and philanthropy.

The late Dr. Michael Stablein, who served CDS as president in 2010 and is

to Dr. Finley's talent for seeing the potential in young dentists long before they saw it in themselves.

In addition, the Illinois House of Representatives 97th General Assembly adopted House Resolution 563, acknowledging Dr. Finley's commitment and dedication to dentistry. He not only served CDS, but also the U.S. Army, Illinois State Dental Society, Dent-IL-PAC, and the American Dental Association.

Dr. Finley's wife of 50 years, Alicia, and their children and grandchildren were present to accept the resolution from Dr. Nicholas.

The audience then welcomed Ryan Baker to the stage for an evening of Frank Sinatra's music. This Las Vegas star, backed by a live band, took audience members back in time.

and said their efforts were reflected in the beauty of the space.

"The Exhibit Hall is bright and clean and just gorgeous," he said after cutting the ribbon. "We're expecting a large crowd today and everyone is ready to see what's inside the Exhibit Hall."

Dr. Segal added, "Because of where we are and when we have this meeting, people really come here to do business. And you can feel that when you walk through the building."

Two corporate friends of the Chicago Dental Society Foundation were especially busy as word spread that Harry J. Bosworth Company and Crest/Oral-B had committed a portion of their sales to the CDS Foundation.

Attendees traveled from far and wide to browse the Exhibit Hall in search of the newest and best that dentistry has to offer. CDS associate member Reiner Petras, of Moers, Germany, has been doing so for 25 years. He was honored at this Midwinter Meeting alongside Carlheinz Swaczyna, of Krenfeld, Germany, for their exceptional loyalty.

"It's always been about the education: the selection of the courses over the years. I've heard a lot of things here that came to Germany later," Dr. Petras said of his long-standing loyalty to the Midwinter Meeting. "We used to carry home catalogs, pour over them, place our orders and pay import taxes to get the products we wanted. Now, we do it all online."

Another attraction, Dr. Petras described fondly, is the number of friends he's made in the course of his travels. Attendees glance at his badge, see that he's from Germany, and strike up conversation.

"It's always amazing to see this many people gathered here, and that's part of the attraction of coming," Dr. Petras said. Over the years, he has made friends with dentists from around the globe who share a love of dentistry and Chicago.

Also in the Exhibit Hall, Midwinter Meeting attendees found the return of Live CE. A small studio was built in the southeast corner of the exhibit floor so that clinicians could deliver lectures and demonstrations for CE credit throughout the Midwinter Meeting. Cameras



## Celebrating 25 years

Carlheinz Swaczyna (left) has been coming to the Midwinter Meeting from Germany for 25 years. He is pictured with Northwest Suburban Branch Director Petra von Heimburg, CDS President John Gerding and Reiner Petras.

celebrated by friends and colleagues as a champion for access to care, was the first honoree. M. Caroline Scholtz, wife of the late Dr. Stablein, accepted the posthumous award.

"Our final recognition tonight is for a colleague and a friend that we lost way too soon," Dr. Nicholas said, speaking of CDS past president the late Dr. Leo Finley Jr. Dr. Finley died in August and was honored by the Illinois State Dental Society House of Delegates in the fall. Personally, Dr. Nicholas called attention

## EXHIBIT HALL

Chicago Dental Society officers and directors joined Dr. Gerding, Dr. Nicholas and Midwinter Meeting Program Chair Ed Segal to cut the ribbon and open the Exhibit Hall Feb. 23, signaling the start of commerce in this very busy venue.

Staff members from more than 600 companies who occupied the hall hurried to put the finishing touches on their booths; the crowds were lined up to enter as the clock struck nine.

Dr. Gerding commended their work

# A wonderful world of Fashion

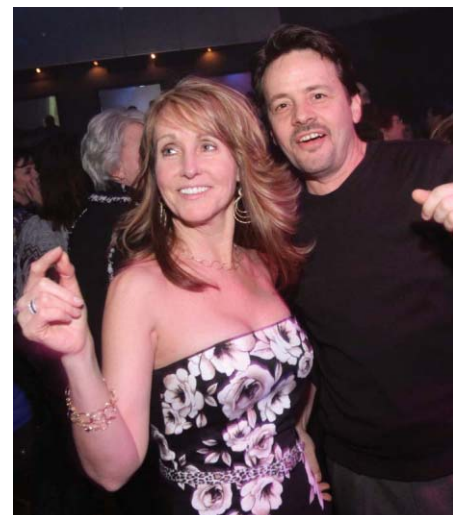
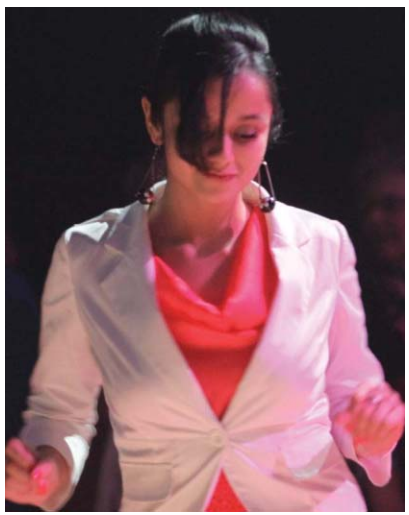
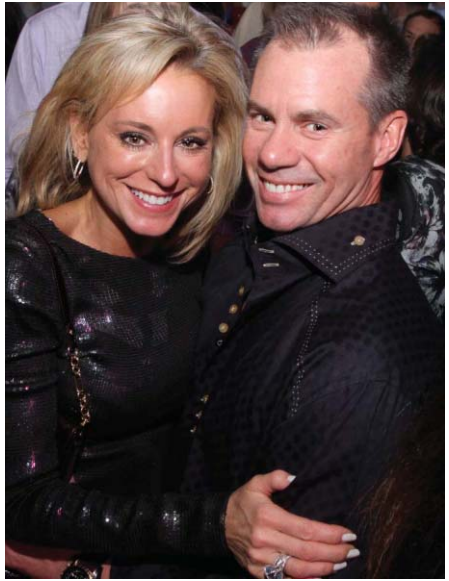
ANNUAL MIDWINTER MEETING FASHION SHOW & LUNCHEON





# Stayin' Alive

FRIDAY NIGHT CONCERT BENEFITING THE CDS FOUNDATION



captured every movement for broadcast on large screens inside the studio, and for a live webcast Thursday morning.

### FASHION SHOW AND LUNCHEON

It was *A Wonderful World of Fashion* at the Chicago Hilton and Towers Friday afternoon, when more than 200 guests gathered for a sneak peak at spring designs during the Chicago Dental Society's annual Fashion Show and Luncheon.

CDS President John Gerding welcomed guests to the beautiful setting before they enjoyed lunch and the afternoon's entertainment.

With narration by producer Tracey Tarantino, of Oak Brook-based ZZAZZ Productions, models walked the runway in evening gowns, fur coats, active wear, and everything in between.

Escada, on Michigan Avenue, started the show with designs in colors that Ms. Tarantino described as the "sorbet colors of the season." They were paired with nude pumps, "spring's answer to winter's black pump," Ms. Tarantino explained.

Caroline Rose, a mother-daughter team who design and produce their lines in Chicago, offered up much brighter and airy neon tops, paired with black pants, for spring.

Lauren by Ralph Lauren and BCBG, both available at Lord and Taylor, shone their spotlight on orange: as a colorful topper to neutral white pants and brown shirts, and as an eye-catching one-piece jumpsuit.

Eva Pazola, another Chicago-based designer, treated the crowd to gold formalwear.

But no matter how talented the models or how dazzling the designs, the loudest applause is always reserved for the CDS officers who walk the runway in their own formalwear. Treasurer George Zehak offered his thumbs up, Vice President Susan Becker Doroshov twirled in her emerald blue cocktail dress, Secretary Richard Holba flashed a wide smile, and President-elect David Fulton Jr. blew a kiss from the catwalk.

### FRIDAY NIGHT CONCERT

The Park West was the place to be Friday night, Feb. 24, for *One Night of the Bee Gees* with Stayin' Alive. This Canadian tribute band had the sold out crowd rockin' and rollin' on the dance floor, as they created an amazing feeling of seeing the brothers Gibb live on stage.

The evening benefitted the CDS Foundation, the philanthropic arm of the Chicago Dental Society, which is dedicated to strengthening dental education and improving oral healthcare by supporting programs in our communities. The CDS Foundation recently announced plans to open a dental clinic in DuPage County by working with volunteers from the recently closed dental program at the DuPage Community Clinic — news that put everyone at the Park West in an especially celebratory mood.

For more information about the CDS Foundation's plan to open a clinic, visit <http://on.cds.org/newclinic>.

Midwinter Meeting brings people from other dental meetings to Chicago. Needless to say, we are proud to have you all here."

Guests represented the Associazione Italiana Odontoiatri, the Asociacion Dental Mexicana, the Asociacion Dental Del Distrito Federal, the Australia Dental Association, the Federation Dentaire Internationale, the Hispanic Dental Association, the Journées Dentaires de Nice Dental Meeting, the APCD Sao Paulo Brazil Dental Meeting, the American Dental Society of Europe, the California Dental Association, the Greater New York Dental Meeting, the Hinman Dental Meeting, the National Dental Association, the Pacific Northwest Dental Meeting, the Texas Dental Meeting, the Star of the North Dental Meeting, and the Yankee Dental Congress.

Also celebrating Dr. and Mrs. Gerding that night were several representatives of the American Dental Association: President William Calnon,

The Friday evening concert benefitted the CDS Foundation,  
the philanthropic arm of the Chicago Dental Society.  
The CDS Foundation announced plans to open a dental clinic in  
DuPage County by working with volunteers from the recently  
closed dental program at the DuPage Community Clinic.

### PRESIDENT'S DINNER DANCE

It was an elegant night in the Grand Ballroom at the Chicago Hilton and Towers. Hundreds of guests from around the world gathered Feb. 25 to honor Dr. and Mrs. John Gerding at the President's Dinner Dance.

Entertainment Chair Ken Bueltmann welcomed several special guests before dinner and dancing to the music of the Don Cagen Orchestra.

"Tonight, as we close our meeting, we are again honored to have with us many friends from various dental meetings around the world," Dr. Bueltmann said that night. "They represent how the

President-elect Robert Faiella, Executive Director Kathleen O'Loughlin, and current Eighth District Trustee Joseph Hagenbruch.

Representing the Illinois State Dental Society were President Robert Bitter, President-elect Barry Howell, Vice President Brian Soltys, Secretary Bradley Barnes and Treasurer Edward Segal.

Guests were also treated to the song stylings of Northwest Side Branch Director Lou Imburgia, whose parody of "She Loves You" showcased his love of the Midwinter Meeting. ■

Ms. Brown is CDS senior writer.

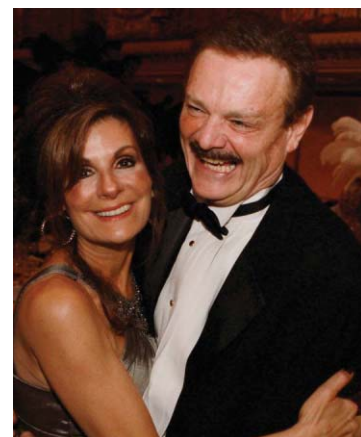
## Want to view more photos?

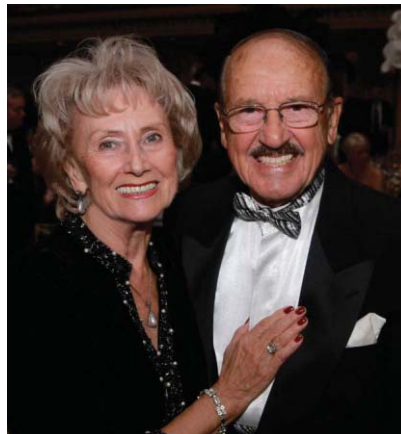
Find additional photos from the 2012 Midwinter Meeting online at <http://on.cds.org/MWMphotos>.

# President's Dinner Dances

AT THE CHICAGO HILTON & TOWERS







**NORTH SUBURBAN BRANCH  
NORTHWEST SUBURBAN BRANCH**

# Suburban Scramble

### Reservations

Priority given to branch members who register before April 27.

Registration will be open to all others after May 1 on a first-come, first-served basis.

### Fees\*

North Suburban & Northwest Suburban branch members: \$165

All others: \$175

Includes greens fees, golf cart, breakfast, lunch, a chance to putt for \$5,000 and many additional prizes!

\* Fees increase by \$25 if you register after April 27

### Buy a Mulligan

\$25 each on site

Proceeds benefit Illinois Mission of Mercy



**Wednesday**

**May 16**

8 a.m. shotgun start

**Green Acres Country Club**

916 Dundee Rd., Northbrook



## Reservations

Dr. John Vickery, 847.480.9141, or Dr. Jeff Kemp, 847.255.3020

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City/State/Zip: \_\_\_\_\_

Office phone: \_\_\_\_\_

Cell phone: \_\_\_\_\_

CDS branch: \_\_\_\_\_ Amount enclosed: \$ \_\_\_\_\_

Send checks made payable to **NORTH SUBURBAN DENTAL SOCIETY** to: Dr. John Vickery; 1290 Shermer Rd., Suite 3; Northbrook, IL 60062

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**CHALLENGE:** Dr. Moore always dreamed of having a cutting-edge dental practice. And with a growing patient list, he was eager to expand. But his cash flow challenges were limiting his growth potential.

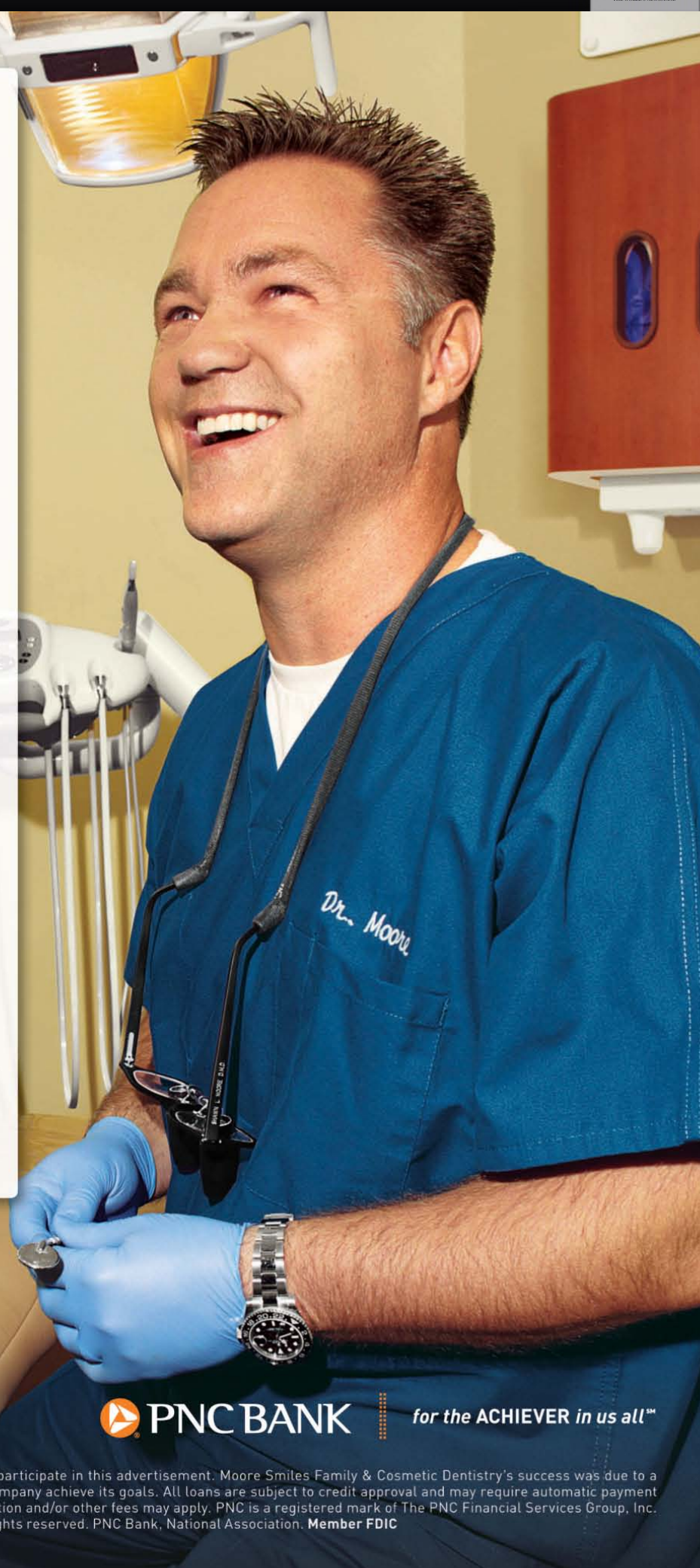
**SOLUTION:** Dr. Moore had the Cash Flow Conversation with his PNC Healthcare Business Banker, who used his detailed knowledge of the industry to help Dr. Moore tackle key business issues. They consolidated his equipment leases into one monthly payment, which lowered expenses and freed up working capital — and tailored a real estate loan that helped open the door to bigger opportunities.

**ACHIEVEMENT:** Moore Smiles Family & Cosmetic Dentistry now has a beautiful, modern space to call home. And Dr. Moore has turned his dream into a reality.

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# Ready for an office makeover?

Experts advise to plan for what your practice will be in the future

by Joanna Brown

**T**hinking about redesigning your office space? Does the mere mention of such a project quicken your heartbeat and dampen your brow?

Calm down, the veterans say. It won't be that bad. Knowing what preparations you should make ahead of time and when you should call in the experts is half the battle.

It starts with thinking not just in the short term (white cabinets or natural wood?) but in the long term: consider what your business will look like in five, 10 and 15 years to ensure your construction dollars aren't wasted on short-sighted decisions.

"You're going to spend a lot of money, and you want to be sure the decisions you're making are appropriate not just for your immediate needs, but for the overall business needs," said Eric Pepa, principal at South Elgin-based Allen and Pepa Architects.

In other words, know what kind of business you are and what you want to be. The build-out and functionality of your office space is an extension of your business's image and overall business plan, Mr. Pepa explained.



**CALL IN THE PROS**

Architects come in at the beginning of a project, Mr. Pepa said, to design the overall layout of your new space. They consider code compliance and the functionality of the space, as well as the doctor's priorities for what the business will become. A spa practice that offers several services will have different priorities than a general dentist who aims to take on a few associates as time passes and the business grows.

"The architect is the overall director of the project," Mr. Pepa said. "He speaks the language of the contractor and is your agent and interpreter. When the contractor comes to tell you that the price is going up because you need a certain switch, the architect can help you respond. That's where the real value is: in being able to speak the language of the contractor, code authority, municipality and interior decorator."

Before calling in an architect, however, Mr. Pepa advised dentists to consider the image you want to present, the services you want to provide, the tools you'll use to provide them, the community you work in, and the patients you'll attract. Then, plan for 10-year growth. Will you add cosmetic or spa services to your dental practice? Do you have the rights to the adjacent office space if you want to expand your suite?

Construction contractor Jason Stulberger, of Wheeling-based ACOA, Ltd., agreed with the need to think about your long-term business goals before anything else.

"Do you envision a five-operator office in five years? Talk to your contractor about building them all now, even though you'll only furnish and work out of two immediately. You'll save money down the road when you want to use the additional operatories," Mr. Stulberger said. "Consider also how those rooms will be used — what other needs will you have for plumbing and electrical if they will be occupied by a specialist?"

The next step is to assemble your team. Yes, the customer is always right, but Mr. Pepa explained that getting your team — architect, general contractor, equipment vendors and financial team — in place up front allows the dentist to understand where each player is coming

from as planning moves ahead.

The architect will handle the overall scope of the project, while the general contractor addresses the nuts and bolts and manages costs. Your equipment vendor will provide reasonable cost estimates, as well as details that affect build out. And your banker and accountant will help you hone in on an overall budget for both the project and the long-term financial success of your practice.

**BARE ALL**

The banker will want to know a lot about you, so have ready financial statements for both your business and yourself in hand when you call the bank, advised Chuck Gitles, first vice president of American Chartered Bank, in Northbrook.

"If you've gone to the contractor and the architect, go to the bank with your budget for the project," Mr. Gitles added. "That allows the bank to look at you and say 'you're going to spend X, so I can fund Y.'"



© Shutterstock Images

Most banks will lend 70-80 percent of a project's cost, Mr. Gitles explained, so be prepared to put some of your own cash into the project. Banks don't want to take on 100 percent of the project risk with their loans; showing that the dentist and practice are similarly invested in the success of the project — through their monetary investment in a construction project — is important.

But, if the practice is a young one without a track record of success, the dentist may be asked to personally guar-

antee the loan to the practice, so talk to your spouse and your financial planner about what assets you have for such a guarantee.

**GET TO WORK**

"If you're going to do a full gut renovation, where you'll be coordinating multiple trades and contractors, then you're definitely going to need to have a licensed professional with you," Mr. Pepa said.

"Most municipalities require the signature and seal of a licensed architect when you're dealing with codes, life safety issues and energy costs," he continued. "The requirements have gotten a lot more stringent these days."

He added: "Understand that while interior designers can help you with colors, furnishings and material selections, they are not licensed to practice architecture or seal drawings, which will be required for any substantial renovation project."

A general contractor, Mr. Stulberger

explained, will help you assess the limits of your space, and also provide a cost estimate that you can take to the bank if you'll be applying for a loan.

"When you think about doing a project, call a contractor," said Mr. Stulberger, who has 20 years experience and more than 200 dental offices in his portfolio. "We can look at the space, talk about what's realistic, and do some interior space planning." This includes the kinds of finishes you'll want on the countertops and walls, which can have a dra-

matic impact on the price tag — consider the difference between granite, Corian and laminate counters. Having a complete and accurate estimate will help your banker make an accurate assessment of your lending potential.

Hiring architects and contractors can be intimidating, but shouldn't be. Sometimes they work in teams, so that one phone call will net you a few professionals who are used to working together. If you choose instead to hire each separately, look for professionals who are already familiar with dentistry, Mr. Pepa and Mr. Stulberger agreed.

**'Get referrals from friends, visit sites that the company has already completed and see the quality of their work. . . Make sure you're using the right people. Go with people who know dentistry.'**

"Get referrals from friends, visit sites that the company has already completed and see the quality of their work," Mr. Stulberger said. "Make sure you're using the right people. Go with people who know dentistry. You'll save a fortune with what they know about your plumbing and electrical needs alone."

A good contractor, he explained, will have at the ready a list of completed projects that clients can visit to check out the quality of work. Mr. Stulberger recommended looking specifically for dental offices in any portfolio.

"This proves that they can do what they say they've been doing," he said.

The same goes for your lender. Mr. Gitles recommended talking with your attorney, your accountant and other entrepreneurs who have made similar-sized investments in their businesses about the lenders they respect, and then talking to two or three different banks from their list of recommendations. The smallest loans — less than \$50,000 — will find the most success with the biggest banks, while larger loans can best be handled by midsize banks, he advised.

In addition to references, request a timeline for your project. These can vary based on the size and scope of the job and the location of your office (storefronts and high rise office suites present very different construction challenges), as well as any need you have to work in phases so that the business never completely shuts down.

When you request a construction estimate, request that it be itemized, Mr. Stulberger said, so that you are comparing like services. The estimate that comes in lower than others may be leaving out key items like permits, or the high bidder may have included unnecessary items. Mr. Stulberger recalled one estimate where the client in a medical building asked why one bid was so much lower than the others. The high bidders had included in their itemized bids heating and cooling units — which

the building owner was already committed to provide for his tenants.

The lesson here, he said, is that itemized estimates will help you and your contractor understand why one bid stands out from the others.

### THE BOTTOM LINE

The other party that needs to be in on these discussions is your financial team: your accountant to anticipate how you will repay a loan and how your revenue may change during construction, and a lender who will assess your business plan and performance to decide how much you can take on when you present your wish list.

Mr. Pepa said that upfront costs in any build-out can vary wildly. Installing all LED lighting, he used as an example, will be expensive up front, but has a 10-year payback in energy savings. Other things to consider are if you will be buying new equipment or retaining the existing equipment, and the projected size of your staff. You can design an office now with unfurnished space for a fourth operator, in anticipation of adding an associate later, to minimize expenses.

"A lot of it goes back to ROI: what's worth doing now," Mr. Pepa said. "The costs are not as important as the return for which you're investing in. Short-term decisions are easier and cheaper now, but then you're stuck. Dental offices are capital intensive, so you must think long term." ■

Ms. Brown is the CDS senior writer.



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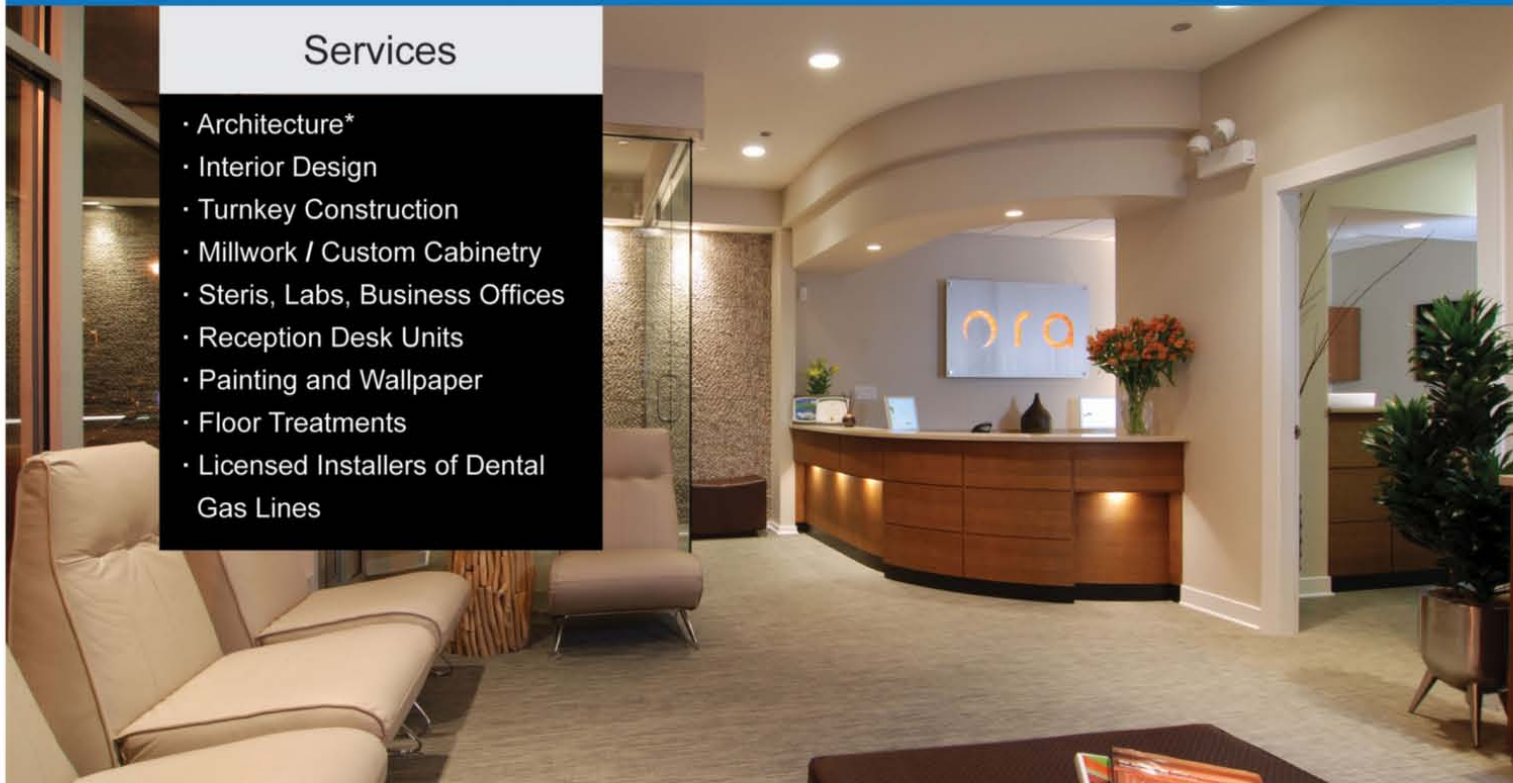

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Presented by  
**Robert Fazio, DMD**

**Wednesday  
April 4**

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### About our program

Dentists face a myriad of systemic health problems and medications when devising treatment plans for their patients. Numerous risk factors directly affect what dental procedures and medications a dentist can prescribe.

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This chairside-friendly course is for clinicians.

### 5 CE hours

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### Target audience

Dentists and staff

### About our speaker

Robert Fazio, DMD, is an associate clinical professor of surgery at the Yale University School of Medicine. He is the author of **The Ultimate Cheat Sheets: The Practical Guide for Dentists**. Dr. Fazio also serves on the editorial board for **Inside Dentistry** and **Compendium of Continuing Education in Dentistry**. Dr. Fazio maintains a private practice limited to oral medicine and periodontology in Norwalk, CT.

### 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 pre-register online at <http://on.cds.org/regional>.

### New CE rules

Beginning with the April 4, 2012, 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. The CDS Board of Directors passed this new policy at its Dec. 8, 2011, meeting.

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## ORAL HEALTH SUMMIT

# Community leaders work to solve lack of access to oral healthcare

by Joanna Brown

**M**ore than 50 of Chicago's leaders in oral health met in January to discuss ways to strengthen the systems that connect underserved patients with dental care and education.

The Chicago Community Oral Health Forum (CCOHF) organized an Oral Health Summit Jan. 27 at the American Dental Association Conference Center. Featured speakers and participants represented Cook County government, the Illinois Department of Public Health, Chicago government, community clinics, private practice dentists and the Chicago Dental Society, among others with a shared goal: improving access to dental care for Chicagoans.

Illinois dental director David Miller called it a "renaissance of how we will

stakeholders together to look at the systems we have in Chicago and put our heads together to develop an action plan for improvement," Ms. Clancy said. "We were very pleased with the participation we had from the public sector, education, community health advocates and private providers.

"One huge outcome was to get everyone together and talking, so that was a big success in itself."

Chicago leaders opened the Summit with updates on the current healthcare systems, as well as the financial constraints they face. Chicago Department of Public Health Commissioner Bechara Choucair explained that Mayor Rahm Emanuel's Healthy Chicago plan, released in August, identified improving access to care among his priorities for the Public Health system. Other priorities, as well as measurable targets and strategies for

ner with the private sector if we are serious about moving the needle. There is not enough capacity in the public sector alone to make a difference in that area."

Caswell Evans, associate dean for prevention and public health sciences at the University of Illinois at Chicago College of Dentistry, echoed his feelings.

"There is an expectation that all of us in this sector will come to the table, be partners, and be accountable for being at the health table. Clearly, the service capacity must be addressed. One of our thoughts should be, are there organizational opportunities in which the structure of the entity can be created, be expanded, and be morphed into something else."

Summit participants broke into two rounds of work groups for brainstorming sessions. Moderators facilitated discussions of how the current healthcare system should be used and accessed by local residents, how to improve the oral health infrastructure, and how to promote the importance of oral health.

"I know they were talking about the same things that we have before, but we needed to get those conversations documented, and then get larger, more diverse groups to break them down and evaluate the recommendations," Ms. Clancy said. The work groups were so engaged in their work, she said, that many went over their allotted time to complete discussions.

This enthusiasm may have come from the status updates provided by local leaders in public health. Cook County Board President Toni Preckwinkle opened the Summit with kind words to describe the balance between the need for better access to care and the financial constraints of our local government. She told the audience that she learned about oral healthcare needs from the late Michael Stablein, who

---

**'We have to partner with the private sector if we are serious about moving the needle. There is not enough capacity in the public sector alone to make a difference in that area.'**

---

approach oral health in the state of Illinois. And all the sectors are here."

CCOHF is a coalition of community organizations, clinics, educators, policymakers, corporations and other stakeholders working together to improve oral health access in Chicago. It was organized in 2008 with funding from the Ortho Sprague Institute, and continues to seek grant funding from local and national sources.

Director Anne Clancy said CCOHF organized this summit to develop a five-year plan that many organizations will contribute to.

"Our goal was to get a variety of

improvement, came in the areas of obesity, tobacco use and adolescent health.

Find more information about Health Chicago at [www.cityofchicago.org/health](http://www.cityofchicago.org/health).

"We really want to improve the number of Chicagoans who have had a dental visit in the last year," Dr. Choucair said. Toward that end, they need more capacity for oral health services, he continued, which will likely come through partnerships with federally qualified healthcare centers — not reopening any of the city's shuttered dental clinics to expand direct dental services.

"There is no way we can do this in the public sector alone. We have to part-

served as president of the Chicago Dental Society in 2010.

“You’re doing good work,” Ms. Preckwinkle said. “I learned about some of these issues while I was on the campaign trail. I traveled the city, and Dr. Stablein told me some of the disturbing facts and gruesome stories, and it made an impact on me. That’s why I continue to meet and work with oral health experts and organizations, in particular Cheryl (Watson-Lowry, chair of CDS’s Government Affairs Committee) and the Chicago Dental Society.

“I’m a teacher, and am particularly disturbed to learn that two-thirds of third graders have cavities. As a county we have to make tough choices, but we continue to invest in oral health.”

Dr. Watson-Lowry also addressed Summit participants that day. The Government Affairs Committee, she said, supports the hiring of full-time dentists for the Cook County system, as well as a dedicated pediatric clinic to relieve UIC’s burden.

sional staff, and purchase dental equipment. There are early plans to develop a dental clinic in the northwest suburbs, relocate jail services and expand services for children with special needs, likely at Provident Hospital.

“These are goals in a cash-strapped system,” Dr. Raju said. “To make the system more efficient, we have to do more billing, be less of a burden on the county and county taxpayers, and also provide the best care possible. But still, there will be a structural deficit.”

A draft of the action plan developed during the summit was delivered to the CCOHF executive committee Feb. 20, and Ms. Clancy anticipates following up with the stakeholders monthly via various methods to share activities and maintain a sense of accountability among participants.

“We want to be working together and communication is key right now,” she said. “The goal is not only to have an action plan, but also to understand what others are doing to augment and

### Action plan: First draft

The first draft of the action plan that came out of the Jan. 27 Oral Health Summit identified three main goals:

- **Increase public/private partnerships through volunteerism** to expand the capacity of the oral health system, better utilize resources, and advocate for local leaders who are dedicated to moving oral health objectives forward.
- **Expand system-wide strategies that integrate oral health** into general health and prevention models and education of the general public.
- **Work toward a focused education strategy** for non-oral health professionals that emphasizes oral health promotion, prevention and referral for proper care.

“It’s naïve to call it lobbying; we are educating leaders who are in a position to make change,” she said.

Ramanathan Raju, chief executive officer of the Cook County Bureau of Health and Hospital Services, explained just how tough those decisions that Ms. Preckwinkle referenced will be: 88 percent of people seeking ambulatory care from Cook County are not insured, and 60 percent of in-patient care goes to the uninsured. That adds up to \$500 million in uncompensated care last year.

Now that \$1 million has been allocated for dentistry in budget years 2011 and 2012, Dr. Raju said, there are plans in place to hire a dental director and profes-

strengthen the plan.”

CCOHF, she said, should act as the hub for that communication among all stakeholders — both those who work in the community and those who affect policy.

“We wanted to get an interesting panel together — to reach out to the top folks and let them know that this is a big deal, and also to show our stakeholders that we are reaching out to tell folks that oral health is important. The work that is being done has engaged these leaders.

“Baby steps lead to bigger things in the future.” ■

Ms. Brown is CDS senior writer.

## NORTH BANK HELPS DENTISTS CREATE A LIFETIME OF SMILES



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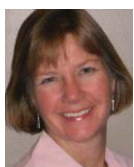
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## IN OTHER WORDS

by Stephanie Sisk

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

# Does your office have a personality?

Online columnist Stephanie Sisk tackled two parts of your practice's personality in recent columns – and friends of the Chicago Dental Society joined the conversation with their comments. We want to hear from you, too. Look for new columns from Ms. Sisk and others online monthly 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](http://www.facebook.com/ChicagoDentalSociety).

Our columnists also want to hear which topics you'd like them to address. Send your suggestions to [review@cds.org](mailto:review@cds.org).

## Does your office make a lasting impression?

What do you remember when you meet someone for the first time? Piercing eyes? Nice outfit? Wild hairdo?

First impressions carry over to places too, including your dental office. We all understand that appearances shouldn't matter, or matter as much. But when walking into a healthcare provider's office, patients want some reassurance that they've chosen well, that the dentist and staff are professional, caring and, well, interesting.

Of course, your office should look professional, and functionality should rule the day in the operatory. Your office arrangements and decor do matter, though, and affect the impressions your patients have of you and your staff.

It's another way of being accessible, of opening up and creating connections with patients and staff, says David Ahearn, a dentist who also runs a dental office design business in Massachusetts. Dr. Ahearn prefers a neutral look, but says décor is a matter of taste. Kelly Jorn Cook of Chandler, AZ, is one to follow his own tune.

A huge classic rock and roll fan, Dr. Cook set out 10 years ago to create a musically themed office. His waiting room is bright and bold and features signed guitars, framed album covers and posters he's collected over the years. Treatment rooms are similarly outfitted. (Check out photos of his office at [www.kellyjorncook.com](http://www.kellyjorncook.com).)

"So many people are terrified of the dentist, so I wanted a distraction that made people feel comfortable and at ease," Dr. Cook explained. It took a little while for patients to "get it," but he said his office has enabled "me to be myself" – and the payoff has been worthwhile.

"It's important that my patients are comfortable with me in my own environment; they feel it, and it has helped create the trust fundamental to our relationship."

So don't be reluctant to give your patients a glimpse of who you are, your personality. Authentic can be interesting.

### READERS RESPONDED:

- **James Bregenzer:** I love Dr. Cook's themed waiting room and operatories!
- **Simon Roy:** If it is true, I need a major overhauling. . .

## Sounding a welcome?

Have you ever called your office? I don't mean to reach your staff to check in or tweak the day's schedule. I mean, have you listened — really listened — to the way your receptionist answers the phone?

Do you hear a warm, welcoming tone, one that sounds cheerful and helpful? Or do you hear exasperation, distraction, and even irritation? It might seem inconsequential, but how your practice sounds to a caller, especially a first-time caller, can make the difference when snagging a new patient or reinforcing an established patient's feeling that they've chosen your office for all the right reasons.

Don't underestimate that in this age of healthcare indifference, patients need reassurance from their dental and medical offices that they're more than just a name and number on a chart.

Management consultants as well as staffing services like Kelly Services and Manpower tell us what is common sense: that a receptionist is a "gatekeeper" who sets the tone for the visitor's whole experience at the office. It's crucial that they be warm and personable as well as composed, capable and professional. They start that "wow" customer service experience you want for your patients.

But for a small dental office, where a staffer who serves as receptionist also holds several other responsibilities, the question might be: How can I possibly find such an extraordinary employee?

Business icons like Nordstrom advise that the right person can be trained and nurtured to handle all the tasks you can throw at them, and then some.

Sure, it takes a little longer to get them started. But it's an investment worth making. ■

### READERS RESPONDED:

- **Phil Schefke:** I would encourage every doctor to have someone call their office and pose as a patient and ask some tough questions. Great topic for the next staff meeting!

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>

# Your support helps us provide access to care

**T**he CDS Foundation has had such a busy start to 2012. Most recently, at the highly successful Midwinter Meeting, we hosted several outstanding events.

Friday morning, our Corporate Breakfast brought together our supporters — dentists and business leaders alike — for an energizing meeting. It was a pleasure to see many of you there, and we hope you left as excited as we are about the CDS Foundation’s bright future.

Friday night was a fun filled night at the Park West. The CDS Foundation is so grateful to CDS for its partnership in hosting the party. The crowd on the dance floor is always so spirited. We appreciate the support of the event sponsors, Benco Dental and Henry Schein Dental.



Photos by Andrew Campbell

CDS President John Gerding and CDS President-elect David Fulton Jr. with CDS Foundation Chair Milly Goldstein at the Corporate Breakfast Feb. 24.

We hope you had a chance to stop by the CDS Foundation’s booth and Donor Lounge in the Exhibit Hall. This lounge was open to any CDSF donor. The foundation’s board members were delighted to meet and reunite with so many of our supporters. We are so lucky to have you with us, and we thank Pesavento and Pesavento, Ltd., for sponsoring the space.

At these events, we’re frequently asked about the organizations that the CDS Foundation supports. The Grants Committee and the Board of Trustees considers a few main criteria in our evaluations of grant applications.

**MAKE SURE THE FUNDING WILL REACH PATIENTS**

Our Grants Committee looks for ways that money will directly and positively impact the delivery of care to the patients who need it most; we will not consider requests for funds to supplement salaries or administrative costs. Grants may be given to aid in the purchase of supplies or new equipment that a clinic desperately needs; in one case this year, a clinic included in its grant application the model number for a piece of equipment and its current price — down to the penny. Your support allows us to provide grant money that will increase access to care too; one grant aided in transportation to a clinic.

In addition, the Illinois Mission of Mercy received funds from the CDS Foundation to support its 2010 and 2012 clinic events, specifically to offset the costs associated with renting space and transporting equipment.

**LOOK FOR ORGANIZATIONS WITH PROVEN RECORDS OF SUCCESS**

The CDS Foundation requires that all grant applications include copies of the applicant’s operating budget and a financial audit. This demonstrates that the applicant is a healthy business with reasonable overhead expenses, and that it has the potential for future growth and sustainability. We know that the need for access to dental care will continue to grow and that resources will shrink. So we look to support organizations and efforts that can handle those pressures. In the case of national organizations, we call out their local activities to be sure that any funds we award remain close to home.

**ENABLE CDS FOUNDATION FUNDS TO SUPPORT CDS MEMBERS**

As working professionals with various demands on our time, we understand your time is precious. And if you think volunteering at a particular clinic is a good use of your time, then that clinic must be a pretty special place. That’s why we ask all grant applicants to submit lists of their board members and volunteers: to see where our members are spending their time and to support their efforts whenever possible.

We work hard to be good stewards of your donation dollars. Please support us by making a donation today. ■

In February the CDS Foundation announced plans to open a dental clinic in DuPage County. Read more in Going Local on page 36.



## IT'S THE LAW

by John M. Green, DDS, JD

Contact Dr. Green at 312.676.5980 or [jgreen@greenlawoffice.net](mailto:jgreen@greenlawoffice.net).

# Learn lessons from dental malpractice cases

**H**aving defended dental malpractice cases at trial for the last 20 years, I have gained unique insights from these cases that I often share with dentists and dental specialists. In this column, I will discuss actual cases from which the dental profession can learn.

### Case 1

Just last year, an oral surgeon was sued for allegedly failing to provide proper post-operative care following an apicoectomy on tooth #4 on a female patient in her mid-40s. To his credit, the oral surgeon had the patient sign a consent form which set forth the possible complications of the apicoectomy, including post-operative infection.

One week post-op, the patient returned complaining of pain, swelling and numbness in the area of the surgery. The oral surgeon recommended that she stay on the antibiotics and return one week later for continued post-operative monitoring.

Instead of returning to the office one week later, the patient telephoned the doctor's office and left messages after hours in his voice mail. The oral surgeon and his staff never returned the calls and lost track of her.

A suit was later filed by the patient who claimed that she ended up being hospitalized for an infection and sustained permanent numbness in the upper right lip. During a seven-day trial, a verdict in favor of the defendant oral surgeon was obtained from the jury.

### LESSONS TO BE LEARNED

A signed surgical consent, particularly for a surgery such as an apicoectomy, is advisable as it is powerful evidence to support that there was a discussion of risks prior to the surgery. However, the oral surgeon should have "mapped" the area of numbness when the patient returned post-operatively.

Whenever a patient complains of numbness following a procedure, the dentist or dental specialist should accurately describe in the records the area and profoundness of the numbness to get a baseline of the patient's condition; merely documenting that the patient is "numb" is insufficient. In addition, it is advisable that the office contact the patient if he or she fails to return for a post-operative visit, particularly when the dental professional knows that the patient has a post-operative infection and numbness.

Efforts to contact the patient by phone should be documented in the record; it is even advisable to write the patient a letter

if contact by telephone is unsuccessful. It is not prudent for a dentist or oral surgeon to assume that the patient has gotten better when the patient does not return after developing post-operative complications.

### Case 2

A few years ago, a general dentist was sued for negligently cutting the inferior alveolar nerve, artery and vein during the extraction of an impacted tooth #32. The plaintiff, a young man in his early 20s, came to the defendant's office unannounced at the end of the day complaining of severe pain from the lower right wisdom tooth. The patient begged the general dentist to extract the tooth rather than referring him to an oral surgeon because he "didn't have any money."

Even though the X-ray showed a mesioangular bony impacted tooth, the dentist, at the patient's urging, agreed to extract the tooth.

Further complicating matters was that his dental assistant had left for the day, leaving the dentist to perform the extraction without any auxiliary help. During the procedure, he encountered severe bleeding which should have been the first sign of trouble. Nevertheless, the dentist continued with the procedure and sutured the area after extracting the tooth.

After leaving the office, the patient continued to experience severe bleeding and swelling; he went to a hospital emergency room. It was discovered that his inferior alveolar nerve, artery and vein were severed. As these facts emerged during the lawsuit, the general dentist was advised to settle, but he refused and the case went to trial with the jury awarding a six-figure amount.

### LESSONS TO BE LEARNED

Never let a patient talk you into doing a procedure that is either beyond your level of expertise or for which you do not have the proper surgical assistance. In the above case, the dentist had neither. Additionally, the dentist should have immediately contacted an oral surgeon when he encountered significant bleeding — which should have been a tip-off that he likely had injured the inferior alveolar nerve and its blood vessels.

Finally, it is sometimes wise to follow the advice of your defense attorney who has experience in how this type of case will appear before a jury.

### Case 3

A general dentist was sued for placing a splinted bridge from teeth #2-15, which the plaintiff claimed was below the standard of care as it allegedly had open margins and improper occlusion. An interesting aspect of this case was that the patient bartered housekeeping services to pay for a portion of the dental fees.

Shortly after temporarily cementing the permanent bridge (in order to let the patient wear it for a short period to see how it looked and felt), the dentist went on medical leave. Efforts were made by another dentist who was covering the practice to get the patient back to permanently cement the bridge, but were unsuccessful.

In the meantime, the temporarily cemented bridge fell out a number of times over a six-month period, during which time the patient re-cemented the bridge herself with temporary dental cement she got from a local drugstore. She eventually went to another dentist who criticized the bridgework by claiming that it did not fit properly.

I was able to successfully argue that the sole reason for the plaintiff's alleged injuries was her failure to timely return to another dentist and for re-cementing the bridge herself. The jury returned a verdict in favor of the defendant dentist.

#### LESSONS TO BE LEARNED

It is not recommended that you barter with a patient for payment of fees. Such arrangements can later sour, leaving both parties uncomfortable and can lead to problems.

Furthermore, make sure you arrange to have another dental colleague step in should you have to go on medical leave for an extended period of time.

It is also crucial to have a plan in place with your staff so that upon a dentist's disability or death, patients who are in the midst of treatment be contacted for completion of their work.

Finally, make sure to impress upon your patients that they must return for you to evaluate temporarily cemented dental work and that they refrain from re-cementing dental work themselves. ■

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## ACCESS TO CARE

A look at challenges facing our profession.

# Barry Booth creates a Smile for a Lifetime

CDS member's foundation helps those who've fallen on hard times

by Joanna Brown

**W**hen a fast food chain opens a new restaurant and offers free fries to the first 100 customers, the line wraps around the building and snarls traffic.

Anticipating the same enthusiasm for his offer of free orthodontic care to qualified applicants, Homer Glen orthodontist Barry Booth established a foundation in 2011: Smile for a Lifetime of Southwest Chicagoland. He took on six scholarship patients his first year, and he's ready for more in 2012.

"This is something I've always wanted to do, and something I've always done on the side," Dr. Booth said of the pro bono patients his practice has always accepted. Like all dentists, he had patients who fell on hard times during the course of treatment, and he proceeded with their treatment at no cost — informal arrangements that he was always happy to make.

"But the foundation formalizes it," Dr. Booth explained. "It's a way to give back to a community that's been good to me."

Dr. Booth's Smile for a Lifetime of Southwest Chicagoland is a chapter of the national Smile for a Lifetime Foundation. The Colorado-based charitable organization was established in 2008 to help local orthodontists like Dr. Booth establish boards of directors and grow their local affiliates. There are more than 50 chapters in 26 states.

Despite the national affiliation, the day-to-day work of the foundation

Photo by Tricia Konning



remains local. Scholarship information is available from the local health departments, school counselors and nurses, local chambers of commerce and Rotary Club members.

Completed applications include photos, proof of income, and two letters of recommendation. Upon receiving these, Dr. Booth appoints each applicant to his office to evaluate their oral health and to take both digital photographs and radiographs. He will present their cases to the foundation's Board for evaluation.

"These visits allow us to see that the family is reliable and committed, that they're coming to these appointments on time," Dr. Booth said. "We record if they're even 10 minutes late."

**'I want my colleagues to be aware that this exists and to help us find bona fide patients who need our treatment. Our goal is to give more than one scholarship a month.'**

The Foundation's Board of Directors, which evaluates each application, is a 10-member body of which Dr. Booth is not a voting member. The mix of dentists, school administrators, pastors and business leaders selects scholarship recipients and oversees the distribution of funds.

One scholarship recipient begins treatment each month. Dr. Booth provides all orthodontic services during the regular course of business; Ormco Corp. supplies all of the hardware.

In addition, dental teams from other practices have partnered with Dr. Booth to provide auxiliary dental care, including fillings, extractions and other ser-

vices to improve the patient's overall oral health.

Each scholarship is valued at \$6,000. All recipients make two commitments to Dr. Booth: that they will make it to all of their appointments on time, and that they will complete 10 hours of community service. Dr. Booth says this places value on the scholarship in the eyes of the recipient — many of whom are teenagers.

"If the child is going to benefit from it, they should appreciate it," Dr. Booth said. The foundation has relationships with school and church-based organizations, as well as the Special Olympics, which allow patients access to service opportunities within their comfort zones.

While scholarship recipients all live

near Dr. Booth's Homer Glen office, they represent a wide spectrum of orthodontic patients. One, a high school sophomore, came to the program with letters of recommendation from the two local politicians for whom she was volunteering. She is the youngest of five siblings, and her mother is a single parent.

Another scholarship recipient was a 23-year-old mother of two. While she isn't the traditional applicant, the Board was pleased to meet her: she maintained a full-time job at a local senior citizen residence and cared for her ailing mother and aunt. Her orthodontic needs were severe, Dr. Booth recalled.

"I'll treat anyone from anywhere, as long as they'll drive here for appointments," he said.

The foundation is still young, and Dr. Booth is working hard to get applications into the right hands. He hopes his colleagues will help him find suitable applicants.

"I want my colleagues to be aware that this exists and to help us find bona fide patients who need our treatment. Our goal is to give more than one scholarship a month. I've got a lot of giving back to do for good things that have happened to me," said the true Chicagoan. Dr. Booth is a graduate of Marist High School and the University of Illinois. He earned his dental degree in 1984 and completed a specialty program in orthodontics in 1986.

Upon graduation, he borrowed money from his parents to purchase an X-ray machine, and shared space with a local dentist. Today, this father of three (the oldest is in dental school) owns his own building just a few blocks away from that first office.

"Dentists are charitable and we donate in lots of ways to lots of causes," Dr. Booth said. "But orthodontic scholarships — that's using something that we're really good at and that's unique. To give a child better self confidence — who knows where that will lead?"

Find more information about the Smile for a Lifetime of Southwest Chicagoland foundation, as well as applications for your patients, at <http://boothorthodontics.com>. ■

Ms. Brown is the CDS senior writer.

	<p><b>Office Anesthesiology &amp; Dental Consultants, PC</b></p> <p>Providing State of the art Anesthesia care in your office                  General Anesthesia and Sedation                  Pediatric and Adult patients                  For Fearful and Special Needs Patients</p>	
<p>For more information contact us at <a href="mailto:ga4dds@yahoo.com">ga4dds@yahoo.com</a> or call us at (630) 620-9199                  Visit us at <a href="http://www.officeanesthesiology.com">http://www.officeanesthesiology.com</a> - For urgent contact (630) 290-8624</p>		<p><b>Zak Messieha, DDS</b>                  Dentist Anesthesiologist</p>

## GOING LOCAL

A look at what's happening in our community

### Volunteer for MOM in Grayslake June 8-9

The Illinois State Dental Society and the Illinois State Dental Society Foundation recently announced their partnership with the Collaborative Underserved Relief and Education Network (CURE Network) for the 2012 Mission of Mercy (MOM) event at the Lake County Fairgrounds in Grayslake June 8-9.



The partnership will benefit the two-day event by not only providing free dental care to uninsured and underinsured individuals and families, but also by offering free vision and medical services.

The Westchester-based CURE Network hosted a three-day clinic event at Chicago's Malcolm X College in 2011 which provided dental, medical and vision care at no cost to patients.

To learn more about CURE Network, visit [www.curenetwork.org](http://www.curenetwork.org).

Online volunteer registration for MOM is available at [www.isds.org](http://www.isds.org).

### Brunetti Foundation gives UIC largest gift

The University of Illinois at Chicago (UIC) College of Dentistry recently announced the largest-ever gift in the history of the College: \$8.2 million worth of KaVo Group dental equipment and technology, made possible through the support of the Guy D. and Rebecca E. Brunetti Foundation.

With this gift, the College of Dentistry has raised more than \$36.9 million during the Brilliant Futures: Educating a New Dentist for America capital campaign, exceeding its \$35 million campaign goal.

Dean Bruce Graham called it a "transformational gift," noting the donation "literally will help us to transform our

### CDS Foundation to open clinic in DuPage County

The Chicago Dental Society Foundation, the philanthropic arm of the Chicago Dental Society, recently announced plans to open a dental clinic in DuPage County by working with volunteers from the recently closed dental program at the DuPage Community Clinic.

"We chose DuPage County because of the active volunteer base there and also because it is the site of the most recently shuttered dental clinic in the metro Chicago area," said Mildred Goldstein, chair of the Chicago Dental Society Foundation (CDSF) Board. "Over the last several years, Illinois has seen devastating cuts to dental programs across the state, affecting our most vulnerable citizens. The Foundation is committed to improving oral health for all, and this clinic is a first step."

In June 2011, the DuPage Community Clinic ended its dental care program, citing the opportunity to generate more revenue by converting the space to a medical clinic.

Similarly, across the region and state, dental services are being cut by lawmakers as they aim to reduce healthcare costs. In February Gov. Pat Quinn introduced reforms that could dramatically cut Medicaid access for low-income and uninsured patients, weakening a healthcare system already in peril.

"The clinic served the working poor — those with incomes no greater than 200 percent of the poverty level and no access to dental insurance — whose meager earnings forced a choice between food and lodging or dental care. With our team of volunteers, we restored patients to good oral health by providing free comprehensive dental care," Kevin King, a longtime clinic volunteer and CDSF board member, said.

According to clinic records, in 2010 there were approximately 1,500 patient visits. A team of 40 volunteer dentists and 9 dental hygienists provided more than \$500,000 in free dental care. With the clinic's closure, there were no free dental clinics left in DuPage County to treat low-income, uninsured patients.

At its February meeting, the CDS Foundation Board voted to open a dental clinic in DuPage County, using equipment rescued from the closed clinic and working with those dentists who had once volunteered at the DuPage Community Clinic.

"We are privileged to be able to offer treatment to patients who were displaced by the clinic's closing," Ms. Goldstein said. "We still have work to do, but we are looking forward to collaborating with the community to open this clinic as soon as possible."

Keith Suchy, a regular volunteer at the DuPage Community Clinic, CDSF board member and past CDS president, said, "The Foundation is moving forward to make a meaningful commitment to access to dental care that the whole dental community can be proud of — and we need the support of that whole community to succeed. We need your time, your talents and your financial support to make this clinic work."

To find out more about the CDS Foundation or how to get involved with this new clinic, please visit [CDS.org](http://CDS.org).

39-year-old, outdated clinical facilities by creating a state-of-the-science Integrated Clinical Technology Center with 300 clinical operatories. The new center will encompass all of our undergraduate and postgraduate clinics within the first three floors of the dental school building."

The Guy D. and Rebecca E. Brunetti Foundation is an independent philanthropic and grant-making foundation which supports elementary, high school and higher education; healthcare; fine arts; and religious education and other religious institutions in Illinois. Robert

G. Brunetti serves as president of the Brunetti Foundation. He also is CEO of ProCare Dental Group, PC, which operates 14 dental offices in Chicago and the surrounding suburbs.

“The Guy D. and Rebecca E. Brunetti Foundation was honored to play a role in helping the UIC College of Dentistry to create the Integrated Clinical Technology Center,” said Dr. Brunetti. “Over the past decade, I have seen how UIC has assumed a role as a national leader in clinical dental education and the impact this has had on its dental students and the patients served by the College. Helping to provide the resources to renew the clinical facilities was the right thing to do.”

## Alvin Atlas to receive UIC leadership award

CDS member Alvin Atlas, a 1977 UIC alumnus, will receive the Irwin B. Robinson President’s Leadership Award at the College’s 2012 Reunion. The award is named for the late Dr. Irwin B. Robinson, a 1945 alumnus of the College and the longest-serving member of the UIC Dental Alumni Board of Directors in its history. Dr. Robinson also served in all of the board’s executive positions, including president.



Alvin Atlas

Dr. Atlas served as president of the UIC Dental Alumni Association Board of Directors in 2011-12, after previously serving in all of the board’s executive positions. He also taught in the Department of Restorative Dentistry at the UIC College of Dentistry from 1978-1999. He is in private practice in Evanston and resides in Northbrook, and remains active with several professional organizations.

The 2012 College of Dentistry Reunion will be held in a new venue this year. UIC College of Dentistry and

Loyola University Chicago School of Dentistry alumni will gather Friday, April 27, at the Hyatt Lodge in Oak Brook. For additional information, contact Ana Lisa Ogbac of the UIC Office of Advancement at [aogbac1@uic.edu](mailto:aogbac1@uic.edu) or 312.996.0485.

## UIC announces new faculty appointments

Praveen Gajendrareddy, assistant professor, has been named clinical director of postgraduate periodontics at the UIC College of Dentistry.

A faculty member since earning his Certificate in Periodontics from UIC in 2008, Dr. Gajendrareddy now is in charge of management of the day-to-day operations of the Postgraduate Perio Clinic. This includes overseeing patient schedules, directing clinic faculty coverage, management of clinic support staff and clinic inventory, and overseeing maintenance of clinic equipment.

CDS member Simona Katona, who in 2010 simultaneously earned her American DDS from the International Dentist Degree Program (IDDP) and her Certificate in Periodontics from the UIC College of Dentistry, has joined its Department of Periodontics as a clinical assistant professor.

Hailing from Romania, Dr. Katona earned a DMD degree in her home country in 1992, and then completed a six-year internship and residency in oral surgery, concurrent with general medical study and an MD degree.

Dr. Katona worked as an oral surgeon in private practice until 2003, when she moved to the United States. Dr. Katona is also in private practice on Chicago’s North Side.

James Kaszuba, a six-year veteran of the Comprehensive Care program in the College’s Monet Clinic and an assistant professor in the Department Oral Medicine and Diagnostic Sciences, has been named director of initial patient care.

In his new role, Dr. Kaszuba’s responsibilities “are directly related to the management and supervision of all aspects of initial patient screening and urgent care treatment at the College,” he said.

“My primary responsibility — and my passion — is clinical direction of pre-doctoral dental students in the group practices,” Dr. Kaszuba said. Associated administrative duties include faculty calibration, supervision of the initial patient experience to include procurement and review of radiographs, arbitration of patient concerns, and acting as a liaison between the various post-graduate programs at UIC.

Dr. Kaszuba continues to maintain his private dental practice in Munster, IN, where he has worked for the past 30 years.

## UIC professor named Educator of the Year

CDS member and CDS endowed professor Kent Knoernschild, an associate professor of Restorative Dentistry at UIC, was recently named the American College of Prosthodontists (ACP) Educator of the Year.

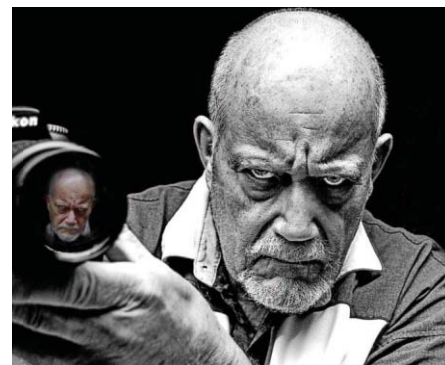
The ACP presents a single Educator of the Year Award annually for outstanding contributions to the welfare and advancement of the ACP and the specialty of prosthodontics, overall achievement in academic dentistry, and contributions to the sciences and health professions.

Dr. Knoernschild also is program director of the advanced education program in Prosthodontics and co-director of the Comprehensive Dental Implant Center at UIC, and a Diplomate of the American Board of Prosthodontics.

Dr. Knoernschild’s selection was made by an ACP nominating committee, whose members determine each year’s recipient based upon contributions to the specialty of prosthodontics and to the health professions as a whole. ■

## SNAP SHOTS

Profiles of people in our profession



It's unusual these days to find a true Renaissance Man, someone who excels in a few different areas of interest. Egon Schein might be considered that modern Renaissance Man, for he doesn't just excel at one thing; his hobbies take him across the board.

Dr. Schein has pursued performance on stage and radio — in various genres — and in the visual arts.

After a short hiatus, Dr. Schein recently began taking comedy classes in Libertyville at the Improv Playhouse.

"I always thought I could be funny," said Dr. Schein, a 1959 graduate of the University of Illinois at Chicago College of Dentistry. "I try to be funny. Sometimes I get groans and sometimes I get laughter, and both of those are OK."

The class is taught by an experienced stand-up comic. Dr. Schein said that if you "have the funniness in you," the instructor will help you bring it out so other people can enjoy it, too. Much of the routine that he has worked on in class has to do with aging.

"It's funny getting old," said Dr. Schein. "It's hysterical. You have to be able to laugh at it."

The comedy classes have also helped Dr. Schein with his timing and the way he reads lines in his other favorite pastime, performing old radio scripts with the Lake County "Those

Were the Days" Radio Players. Dr. Schein got involved with radio shows when he auditioned with a professional director for the part of Fibber McGee. Dr. Schein got the part and went live on air two weeks later.

Now he's acting out radio scripts from the '30s, '40s and '50s in front of groups of people, usually at libraries and occasionally in nursing homes.

"It's a lot of fun. We have a sound effects man with a desk full of things," said Dr. Schein. "And I always do a couple of the old time characters because all my life I've always done voice imitations."

This Renaissance Man's talents even extend into musical theater. Dr. Schein has had a few lead roles in community theater.

"In 1983, I auditioned for *Fiddler on the Roof* at the Historic Genesee Theatre in Waukegan, where I had a minor role," said Dr. Schein, adding, "where upon they told me they were going to do the musical *Scrooge* and would I like be Scrooge? For 13 years I was Scrooge in the musical."

These days, Dr. Schein finds that he doesn't really want to memorize scripts and that it's getting harder to do. Instead, he concentrates on his other passions of painting, drawing and photography.





“I like making pictures, whether I draw them or paint,” he said. “I like images and I think they’re fascinating. I like to be able to create new things.”

He has been interested in photography ever since he could afford to buy himself a camera, which was around 1945. He participates in the Lake County Camera Club’s competitions, and most enjoys doing the technical post-production work on the pictures. Dr. Schein has even been a subject in some of their model shoots.

“I am not a professional model,” clarified Dr. Schein. “I ain’t that cute.”

With all of things that Dr. Schein finds pleasure in doing, he still has the time to practice dentistry three and half days a week, joking that it gets in the way of everything else he has to do, but that he still likes it.

“I’d say I’m enjoying my retirement, but I’m not retired. I like to do things,” said Dr. Schein. “I’m never satisfied with anything I’m doing, so I want to do more. I want to do better.” ■

Ms. Azark is the CDS editorial assistant.

*Wondering what to do with your old patient records and other documents? Wonder no more!*



*It’s spring cleaning time, and the North Suburban Branch is here to help! Join us for*

# SHRED-A-T'HOON

## Wednesday, March 9

**7:30-9 a.m., Green Acres Country Club parking lot**  
*(concurrent with the Suburban Scramble Golf Outing)*

### PAPER DOCUMENTS

Simply bring your paper documents to Green Acres and unload them onto the ShredX truck. Shredding will be done while-you-watch and you’ll be provided with a document of destruction on site. **There is a six box limit per member.** There is a charge of \$10 per box. Make your check payable to Dent-IL-PAC)

### X-RAYS

X-rays will be collected inside the registration area until noon. There is no limit on recycling X-rays. Both exposed and expired film will be accepted.

Film will be securely sealed in cartons and picked up that day by B.W. Recycling, which will provide HIPAA-compliant destruction and silver reclamation. A copy of the destruction certificate will be mailed to you.

### PLEASE NOTE: YOU MUST SEPARATE YOUR X-RAY FILM FROM PAPER PRIOR TO SHREDDING.

There is no charge for X-ray disposal. Proceeds from processing will be donated to the CDS Foundation)

The March 9 branch program begins at 8:30 a.m. Non-attendees, kindly bring your materials for shredding after 8:30 a.m. to accommodate guests of the program.

**For additional information, please contact:**  
**David Williams, 847.291.0555, or**  
**Susan Becker Doroshow, 847.677.2774.**

## DENTAL DATELINE

Dental Dateline is provided by your Chicago Dental Society member dentists.

# Top Five Tips for caring for an infant's primary teeth

**D**id you know that when it comes to childhood illness, tooth decay is one of the most common, second only to the common cold? Nearly 30 percent of children will have a cavity by the time they reach age 5, and an estimated 52 million school hours are missed each year to oral disease.

With statistics like these, it's easy to see why it's so important for parents to start caring for children's oral health at birth.

The Chicago Dental Society surveyed more than 100 member dentists to collect tips on the most important steps to start your child on a lifetime of good oral health. If you're expecting or have questions on how to keep your little one's smile healthy, read on to see what dentists are saying.

**It's never too early.** Starting at birth, you can begin wiping your baby's gums with moistened gauze. Once a child's diet includes anything but breast milk or formula, you need to start brushing their teeth or cleaning their mouth twice a day to remove sugars and bits of food.

**Pick the right tool.** Before a baby has teeth, you can use cotton gauze moistened with water to clean the mouth; once teeth appear a soft infant toothbrush with the slightest smear of toothpaste is an ideal choice.

**See the dentist within the first year.** Dentists recommend parents take their baby to the dentist by one year of age, or within six months of cutting their first tooth, whichever comes first. Seeing a dentist within that first year is crucial for catching any early tooth decay or other oral problems.

**Avoid sugars.** Caring for primary teeth is just as important as permanent teeth. That said, managing a low-sugar intake for your baby is crucial. For example, fruit juices, which are high in sugar and can cause tooth decay, should be limited or even eliminated from your child's diet. A better choice is to eat the actual fruit.

**Take care of teeth at nighttime.** Once babies have their first tooth, it's important to brush at least twice daily, including once before bedtime. Letting a baby fall asleep sucking on a bottle can result in early tooth decay, known as "baby bottle tooth decay." If your baby uses a pacifier, always use a clean one — never give a baby one that has been dipped in sugar or honey.



© Shutterstock Images

Expectant mothers can also take precautionary measures, not only to protect their teeth, but their baby's, too. Research in recent years has found correlations between gum disease in pregnant mothers and low birth weight and preterm delivery. Expectant mothers should make sure to visit the dentist during pregnancy and stay on top of their own oral health regimen at home. ■

The Chicago Dental Society conducted the survey for its annual Midwinter Meeting, which attracted more than 31,000 dental professionals to Chicago in February. The Midwinter Meeting is a forum for dentists to learn about new products, technologies and methods.

# ENGLEWOOD BRANCH

## ANNUAL GOLF OUTING

WEDNESDAY  
**JUNE 6**

### COG HILL

GOLF & COUNTRY CLUB COURSE 1  
12294 ARCHER AVE. • LEMONT • 630.257.5872

TEE TIME: 12:30 p.m. shotgun start

**FEES:**

- Golf/cart rental/dinner: ...\$103/player
- Golf & cart rental only:.....\$60/player
- Dinner only: .....\$43/person
- (at 6 p.m., choice of steak or fish)



## \*RSVP

Please complete and return this reservation form by Wednesday, May 23.

Send checks made payable to **ENGLEWOOD DENTAL BRANCH** to: Michael Meehan, DDS; 6745 W. 127th St.; Palos Heights, IL 60463.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Preferred Starting Tee: \_\_\_\_\_

**Your foursome (check all that apply)** .....

Player 1: \_\_\_\_\_  Golf/cart rental/dinner  Golf/cart rental only  Dinner only  Steak  Fish

Player 2: \_\_\_\_\_  Golf/cart rental/dinner  Golf/cart rental only  Dinner only  Steak  Fish

Player 3: \_\_\_\_\_  Golf/cart rental/dinner  Golf/cart rental only  Dinner only  Steak  Fish

Player 4: \_\_\_\_\_  Golf/cart rental/dinner  Golf/cart rental only  Dinner only  Steak  Fish

**Total amount enclosed:** \_\_\_\_\_

Contact: 708.448.3131 • fax: 708.448.3412 • [info@meehanorthodontics.com](mailto:info@meehanorthodontics.com) • Pick up your receipt for participation at the sign-in table.

## MEETING PLACE

Dental meetings and CE opportunities

### Upcoming meetings

#### MARCH

##### 20: North Side Branch

Barry Freyberg, DDS: Current Standards for Treating Snoring and Sleep Apnea. Reza's, 432 W. Ontario St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Lindsey Krecko, [ljkdds@gmail.com](mailto:ljkdds@gmail.com) or 516.428.0458.

#### APRIL

##### 3: Kenwood/Hyde Park Branch

CPR Renewal. 820 E. 87th St., Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jason Grinter, 773.783.9000 or [jgrinter@gmail.com](mailto:jgrinter@gmail.com).

##### 3: Northwest Side Branch

Installation of Officers, followed by Bruce Lowy: Dental Practice Transitions. Rosewood Restaurant, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner: 7:15 p.m.; Program: 8 p.m. For information, contact George Frayn, 773.777.8282 or [gfrayn@ameritech.net](mailto:gfrayn@ameritech.net).

##### 4: Chicago Dental Society Regional Meeting

Robert Fazio, DMD: Systemic Disease as Related to Oral Health. 9 a.m.-2:30 p.m., at Drury Lane, 100 Drury Lane, Oakbrook Terrace. The meeting is free to attend for CDS members and their staffs, as well as dental hygienist members of the Illinois State Dental Society. Non-members: \$250 (which can be applied to CDS annual dues). Register at <http://on.cds.org/regional>.

##### 10: Englewood Branch

Medical Emergencies in the Dental Office. Francesca's Vicinato, 12960 S. LaGrange Rd., Palos Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Bill Hajiharis, 708.429.4770 or [info@khwporsurgery.com](mailto:info@khwporsurgery.com).

##### 10: South Suburban Branch

Steven Steinberg, DDS: Light, Love, Life and Shalom. Balagio Restaurant, 17501 Dixie Hwy., Homewood. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Edward Ruiz, 708.997.1188 or [edwardruizdds@yahoo.com](mailto:edwardruizdds@yahoo.com).

##### 10: West Side Branch

Organization and Legislator Night. Barclay's American Grille at The Carleton of Oak Park, 1110 Pleas-

### May 9 CDS Webinar

**ADA CERP**® | Continuing Education Recognition Program



**Cathy Jameson**

#### Ten Ways to Have an Excellent Practice in Any Economy

2 p.m. • 1 hour CE credit

The webinar is free to CDS members and \$30 for non-members. Registration begins at 9 a.m. Tuesday, March 20, at [CDS.org](http://CDS.org). If you are unable to participate on the day of the event, the webinar will be made available on demand the following day. However, the webinar will only be available to those who registered in advance.

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](http://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 e-mail [smilechicago2@aol.com](mailto:smilechicago2@aol.com).

#### Chicago Dental Study Club

For information, visit [www.chicagodentalstudyclub.com](http://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 Marshall Dolnick, 773.588.3880.

#### 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 Neiburgen, 847.244.0292.

ant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Frank Orland, [frorlanddds@yahoo.com](mailto:frorlanddds@yahoo.com) or 708.447.2100.

#### 10: West Suburban Branch

Petra von Heimburg, DDS, JD: Legal aspects of Dental Practice. Maggiano's Little Italy, 240 Oakbrook Center, Oak Brook. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Dottie Mackie, 630.515.1414 or [damr53@me.com](mailto:damr53@me.com).

#### 21: Northwest Suburban Branch

Installation of Officers. Makray Memorial Golf Club, 1010 S. Northwest Hwy., Barrington. Cocktails:

6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Scott Smoron, 847.255.2526 or [scottsmoron@comcast.net](mailto:scottsmoron@comcast.net).

#### 24: Arcolian Dental Arts Society

Installation of Officers. The Italian American Sports Hall of Fame, 1431 W. Taylor St., Chicago. Cocktails: 6:30 p.m.; Dinner: 7:30 p.m.; Program: 8:30 p.m. For information, contact Chuck Martello, 815.469.9119.

#### 29: North Suburban Branch

Installation of Officers. For information, contact Ted Constantine, [drconstantine@comcast.net](mailto:drconstantine@comcast.net) or 847.272.6646.

**West Suburban Branch ★ West Side Branch**

# Golf Outing

## Wednesday May 23

**Old Oak Country Club****14200 PARKER RD., HOMER GLEN**(View the course at [www.oldoakcc.com](http://www.oldoakcc.com))**TEE OFF: 8 a.m. shotgun start (7 a.m. registration)****REGISTRATION:****Early Birdie Fee: \$95/player (If you register by May 9)****Bogie Fee: \$125/player (If you register after May 9)**

Includes:

- Golf cart rental
- Mesquite BBQ lunch
- Prizes for everyone

**REGISTER EARLY!**

Golf outing limited to 72 players.

## RSVP by May 11

Send a check payable to **WEST SUBURBAN DENTAL SOCIETY** and the names in your foursome to:

Dr. Mark Ploskonka, 1818 Kelly Ct., Darien, IL 60561

Name: \_\_\_\_\_ Foursome: \_\_\_\_\_

Office address: \_\_\_\_\_

Office phone: \_\_\_\_\_

**For more information, please call Dr. Ploskonka @ 630.926.3920.**

**APPLICANTS & DECEASED MEMBERS****APPLICANTS****Ahmed, Parveen**

University of Illinois, 2001  
1000 Grand Canyon Pkwy.  
Hoffman Estates  
Northwest Suburban Branch

**Ahn, Jennifer**

Southern Illinois University, 2010  
2821 Grand Ave.  
Waukegan  
Northwest Suburban Branch

**Alkhatib, Tarek**

University of Illinois, 2007  
2254 S. Cicero Ave.  
Cicero  
West Side Branch

**Aloor, Neelam**

University of California-San Francisco, 2010  
42 W. Lake St.  
Addison  
West Suburban Branch

**Arthur, Lisa**

University of New Jersey, 2002  
18066 W. Pond Ridge Cir.  
Gurnee  
North Suburban Branch

**Assundani, Priyanka**

University of Colorado, 2011  
195 N. Harbor Dr.  
Chicago  
Kenwood/Hyde Park Branch

**Barnes, Marci**

University of Illinois, 2003  
7131 S. Jeffrey Blvd.  
Chicago  
Kenwood/Hyde Park Branch

**Bawa, Inderjit**

University of New York at Stony Brook, 1992  
1043 N. Penny Ln.  
Palatine  
Northwest Suburban Branch

**Botezatu, Vlad**

Tufts University, 2009  
9211 Waukegan Rd.  
Morton Grove  
Northwest Side Branch

**Campbell, Matthew**

University of Kentucky, 2009  
1255 S. Michigan Ave.  
Chicago  
Kenwood/Hyde Park Branch

**Chipp, Gregory**

Northwestern University, 1991  
7131 N. Ridge Blvd.  
Chicago  
North Side Branch

**Cho, Henry**

Southern Illinois University, 2008  
465 Prestwick Ln.  
Wheeling  
Northwest Suburban Branch

**Chou, Melvin**

University of Illinois, 2010  
4108 N. Sheridan Rd.  
Chicago  
North Side Branch

**Chunprapaph, Kabil**

Southern Illinois University, 2002  
1304 Macom Dr.  
Naperville  
West Suburban Branch

**Cooper, Richard**

University of Illinois, 1997  
1111 W. Madison St.  
Chicago  
West Side Branch

**Dauahera, Samir**

University of Colorado, 2007  
12033 S. Pulaski Rd.  
Alsip  
South Suburban Branch

**DeMars, Nichole**

University of Detroit Mercy, 2001  
3976 Route 22  
Long Grove  
Northwest Suburban Branch

**Dixon, Randy**

Meharry Medical College, 1994  
3400 W. 183rd St.  
Hazel Crest  
South Suburban Branch

**Escobar, Bleidy**

University of Illinois, 2011  
3939 W. Fullerton Ave.  
Chicago  
North Side Branch

**Farokian, Frank**

Loyola University, 1993  
2603 S. Washington St.  
Naperville  
West Suburban Branch

**Fields, Karen**

Howard University, 2007  
6560 W. Fullerton Ave.  
Chicago  
West Side Branch

**Gaglani, Anushka**

University of Illinois, 2011  
12200 Western Ave.  
Blue Island  
South Suburban Branch

**Goodzey, Sharon**

Southern Illinois University, 1997  
10 W. Phillip Rd.  
Vernon Hills  
North Suburban Branch

**Gordon, Jeffrey**

University of Iowa, 1993  
2501 W. 69th St.  
Chicago  
Englewood Branch

**Ha, Chris HM**

Loma Linda University, 2011  
6560 W. Fullerton Ave.  
Chicago  
West Side Branch

**Hall, Christopher**

University of Pennsylvania, 2009  
806 E. Jennifer Ct.  
Arlington Heights  
Northwest Suburban Branch

**Hanson, Lisa**

Indiana University, 2003  
1129 S. Harlem Ave.  
Forest Park  
West Side Branch

**Jacques, Tyler**

University of Florida, 2011  
2359 N. Lister  
Chicago  
North Side Branch

**Johnson, Mimi**

Howard University, 1985  
235 N. Mannheim Rd.  
Bellwood  
West Side Branch

**Jung, Yun Joo**

University of Detroit Mercy, 2011  
430 W. Erie St.  
Chicago  
Kenwood/Hyde Park Branch

**Katz, Paul**

Northwestern University, 1980  
111 E. Wacker Dr.  
Chicago  
Kenwood/Hyde Park Branch

**Khambaty, Sakina**

Nova Southeastern University, 2009  
2246 E. Grand Ave.  
Lindenhurst  
North Suburban Branch

**Khan, Tipu**

University of Illinois, 1997  
1828 W. Foster Ave.  
Chicago  
North Side Branch

**Lee, Eun Hye**

University of Pennsylvania, 2011  
7345 W. 25th St.  
North Riverside  
West Side Branch

**Lee, Soo**

Marquette University, 2004  
5267 Brentwood Cir.  
Long Grove  
Northwest Suburban Branch

**Lindsey, Allison**

Meharry Medical College, 1994  
3400 W. 183rd St.  
Hazel Crest  
South Suburban Branch

**Maborang, Michael**

University of Illinois, 2007  
6233 W. 55th St.  
Chicago  
Englewood Branch

**MacDonald, Charles**

University of Illinois, 2011  
676 N. Michigan Ave.  
Chicago  
North Side Branch

**Malika, Syeda**

University of Illinois, 2006  
2821 Grand Ave.  
Waukegan  
North Suburban Branch

**Mehta, Jessica**

Marquette University, 2009  
747 N. LaSalle St.  
Chicago  
Kenwood/Hyde Park Branch

**Meister, Kathryn**

Marquette University, 2010  
7011 W. Archer Ave.  
Chicago  
Englewood Branch

**Modarressi, Marmar**

University of Michigan, 2004  
845 N. Michigan Ave.  
Chicago  
North Side Branch

**Morrison, Paul**

University of Maryland, 2011  
4516 S. Damen Ave.  
Chicago  
Kenwood/Hyde Park Branch

**Nagpal, Ruchi**

The Ohio State University, 2008  
946 Harlem Ave.  
Glenview  
North Suburban Branch

**Nosrati, Irene**

Indiana University, 2011  
55 E. Washington St.  
Chicago  
Kenwood/Hyde Park Branch

**Pahouja, Sunny**

The Ohio State University, 2011  
47 Clock Tower Plaza  
Elgin  
Northwest Suburban Branch

**Pal, Aroon**

Southern Illinois University, 1991  
4441 S. Kedzie Ave.  
Chicago  
Englewood Branch

**Parella, Phillip**

University of Illinois, 2004  
2033 W. Division St.  
Chicago  
West Side Branch

**Palsis, Gerard**

University of Florida, 2011  
4410 S. Pulaski Rd.  
Chicago  
Englewood Branch

**Patel, Gayatri**

Boston University, 2007  
3205 W. Irving Park Rd.  
Chicago  
North Side Branch

**Patel, Rupal**

University of Illinois, 2005  
1254 W. Diversey Pkwy.  
Chicago  
North Side Branch

**Pithva, Amit**

University of Illinois, 2007  
1553 Bloomingdale Rd.  
Glendale Heights  
West Suburban Branch

**Poothawala, Salmaan**

University of Illinois, 2003  
1624 W. Montrose Ave.  
Chicago  
North Side Branch

**Prusa, Brandon**

University of Missouri-Kansas City,  
2010  
539 N. LaGrange Rd.  
LaGrange Park  
West Side Branch

**Ramirez, Victor**

University of Illinois, 1999  
3443 S. Halsted St.  
Chicago  
West Side Branch

**Reese, Matthew**

University of Michigan, 1999  
1014 W. Belmont Ave.  
Chicago  
North Side Branch

**Riccolo, Lora**

Loyola University, 1992  
1N121 County Farm Rd.  
Winfield  
West Suburban Branch

**Rodriguez, Ramon**

Southern Illinois University, 2006  
4600 S. Pulaski Rd.  
Chicago  
Englewood Branch

**Seeth, Rani**

University of Illinois, 2005  
136 S. Bolingbrook Dr.  
Bolingbrook  
Englewood Branch

**Sethi, Nadia**

University of California-  
Los Angeles, 2002  
1921 S. Falcon Dr.  
Libertyville  
North Suburban Branch

**Shafi, Reem**

Temple University, 1998  
1730 Park St.  
Naperville  
West Suburban Branch

**Shah, Fawad**

Temple University, 2007  
2380 S. Elmhurst Rd.  
Mount Prospect  
Northwest Suburban Branch

**Shah, Reena**

University of Illinois, 2006  
1360 N. Sandburg Terr.  
Chicago  
North Side Branch

**Shah, Sharmi**

Boston University, 2008  
939 W. North Ave.  
Chicago  
Kenwood/Hyde Park Branch

**Sharma, Priyanka**

University of Illinois, 2011  
3210 W. 63rd St.  
Chicago  
Englewood Branch

**Sibai, Dima**

University of Illinois, 2011  
11739 Southwest Hwy.  
Palos Heights  
South Suburban Branch

**Skowronski-Adamiak, Paula**

University of Illinois, 2010  
542 W. Dundee.  
Wheeling  
Northwest Suburban Branch

**Souman, Omar**

University of Pennsylvania, 2011  
6301 W. Cermak Rd.  
Berwyn  
West Side Branch

**Stamas, Kathrine**

Marquette University, 1981  
12 W. Schaumburg Rd.  
Schaumburg  
Northwest Suburban Branch

**Szpaderska, Anna**

University of Illinois, 2006  
2160 S. First Ave.  
Maywood  
West Side Branch

**Tapani, David**

University of Michigan, 2011  
1261 Lake St.  
Aurora  
West Suburban Branch

**Traina, Barbara**

University of North Carolina, 1989  
1727 S. Indiana Ave.  
Chicago  
Kenwood/Hyde Park Branch

**Unterbrunner, Adam**

University of Iowa, 2008  
443 W. Huron St.  
Chicago  
North Side Branch

**Youn, Alexis**

University of Michigan, 2010  
2537 W. North Ave.  
Melrose Park  
West Side Branch

**Younan, Sandra**

University of Illinois, 2003  
275 Parkway Dr.  
Lincolnshire  
North Suburban Branch

**Young, Jeanette**

Howard University, 2009  
8741 S. Greenwood Ave.  
Chicago  
Kenwood/Hyde Park Branch

**DECEASED MEMBER****Rogers, William**

University of Illinois, 1950  
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Chicago  
Kenwood/Hyde Park Branch  
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July/August.....	June 11, 2012
September/October.....	August 3, 2012
November.....	September 3, 2012
December.....	November 2, 2012
January/February.....	December 10, 2012
March/April.....	February 1, 2013

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Paresh Shah, DMD, MS

### Evidence-Based Dentistry

**What is Evidence in Evidence-Based Dentistry?**

Elliot Abt, DDS, MS, MSc

### Orthodontics

**When is it Time for Orthodontic Treatment to Begin?**

Robert Manasse, DDS

### Sleep Apnea

**Incorporating Dental Sleep Medicine into Your Practice**

David Schwartz, DDS

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**OUTSTANDING OPPORTUNITY:** Partners in Care is seeking two full-time general dentists for our south suburban practices. We offer excellent benefits and a minimum pay guarantee to start. Over 30 years of proven practice administration experience allows you to practice dentistry and not have to hassle with running the office. Visit our website at [www.chicagolanddentists.com](http://www.chicagolanddentists.com) to see our other four locations. This is an outstanding opportunity to be a part of a dedicated team of dental professionals. Email résumé/CV to [marybeth@chicagolanddentists.com](mailto:marybeth@chicagolanddentists.com).

**ORTHODONTIST** needed for multi-locations dental clinic in the Chicagoland area to do ortho one or two days a month. Please email your résumé to [aqel4@msn.com](mailto:aqel4@msn.com).

**PERIODONTIST NEEDED:** Water Tower office needs a periodontist for implants, sinus-lifts and standard perio procedures one-two days a month. Periodontist to provide equipment. Please call 312.943.4376 or email [drbahu@drbamybahu.com](mailto:drbahu@drbamybahu.com).

**PART-TIME GENERAL DENTIST:** Established PPO/FFS practice in Plainfield seeking quality-oriented, productive associate. One-two days a week with great potential to grow. [vmf33@yahoo.com](mailto:vmf33@yahoo.com).

**GENERAL DENTISTRY ASSOCIATE** position available: Looking for part-time dentist to work in Oak Lawn. Must be willing to do all phases of general dentistry and able to work with children. Very interested applicants fax résumé to 708.598.0813.

**ENDODONTIST NEEDED:** Suburban, state-of-the-art office is looking for an endodontist. The office is the finest quality and uses the latest technology, including a brand new microscope and a cone beam CT scan. For questions please contact me via email at [periojobs@gmail.com](mailto:periojobs@gmail.com).

**DENTIST:** We are a small group practice with offices located around Schaumburg and Elgin areas. We are looking for a full-time or part-time dental associate to work in our state-of-the-art dental offices with friendly staff and great income potential. Please email résumé to [applycare@gmail.com](mailto:applycare@gmail.com) or fax to 630.596.5019.

**PART-TIME GENERAL DENTIST:** Immediate opening in a busy Aurora office. Work on a diverse population. Practice all phases of general dentistry. Office sees private, PPO and Medicaid patients. Earn between \$120,000-\$200,000. Email: [krishandental@yahoo.com](mailto:krishandental@yahoo.com), Fax: 630.892.6873, Phone: 773.742.8471.

**GENERAL DENTIST:** Tremendous earning potential in a successful high volume production practice in central Illinois. Highly established patient base with continued growth. Exciting opportunity for motivated general dentist to provide quality care in a new state-of-the-art facility. Guaranteed salary with benefits. Could lead to buy-in opportunity. Email CV to [mvalerin98@gmail.com](mailto:mvalerin98@gmail.com).

**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](mailto:hr@dentaldreams.org), or fax CV to 312.944.9499.

**EXCELLENT OPPORTUNITY:** For a highly motivated general dentist to associate with a potential for future buy-in. We're a progressive, fee-for-service group practice in the northwest suburbs. State-of-the-art equipment and a well-trained staff are in place to match your exceptional clinical skills. Reply to Box M0312-D4, *CDS Review*.

**MICHIGAN:** Fee-for-service contemporary, general dentistry practice seeking associate dentist leading to buy-in/buy-out. Our high-tech office has an excellent patient base, highly trained support staff, and is located in Kalamazoo. A small metropolitan area, Kalamazoo is well known for its arts, thriving entertainment district, higher education opportunities (Kalamazoo College, Western Michigan University and Kalamazoo Valley Community College), the Kalamazoo Promise and diverse business base. Located midway between Chicago and Detroit, Kalamazoo is surrounded by inland lakes and 35 minutes to the beautiful Lake Michigan shoreline. Visit our website [www.mdentaldesign.com](http://www.mdentaldesign.com). Please send CV/résumé to [brett@mdentaldesign.com](mailto:brett@mdentaldesign.com).

**PART-TIME DENTIST:** Two full days per week available in a fully digitized, recently built practice in Niles. Must have three years experience, independent and personable. [fristdentist1@gmail.com](mailto:fristdentist1@gmail.com).

**GENERAL DENTIST:** Practice in Mundelein seeking associate dentist to work two days per week (Tuesday/Thursday 12-7 p.m.) to start plus two Saturdays per month. Opportunity for more days as practice grows. Must be personable and energetic. To be mentored by experienced cosmetic/general dentist. [drnick1109@gmail.com](mailto:drnick1109@gmail.com).

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ASSOCIATE POSITION: High-tech, established dental practice seeks experienced general dentist to join our fabulous expanding team in our state-of-the-art, family-oriented location in southwest suburbs. To perform all phases of dentistry. Five years minimum experience. Initially part-time with potential for growth. Email résumé to [doctorsws@gmail.com](mailto:doctorsws@gmail.com).

**GENERAL DENTIST:** Full-/part-time in Chicago/Midway state-of-the-art office. Friendly staff and excellent patient base. Email [123909@sbcglobal.net](mailto:123909@sbcglobal.net) or 708.299.5499.

PART-TIME GENERAL DENTIST: Needed in Plainfield on Monday and/or Wednesday. PPO/FFS office, supported by great staff and technology. [ptdentaljob@yahoo.com](mailto:ptdentaljob@yahoo.com).

**GENERAL DDS, PART-TIME:** You are a motivated and talented DDS. You have completed an AEGD program or have three years or more of experience and CEU. You are looking for a long-term opportunity. We are a multi-specialty group practice in the northwest suburbs. We have a highly skilled support staff. We are a largely fee-for-service based practice. Please send résumé to [info@meadowsdentalcare.com](mailto:info@meadowsdentalcare.com). Thank you.

EAST DUNDEE: MIDWEST DENTAL is seeking a full-time dentist to join our long standing, fee-for-service, solo practice in East Dundee. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity in East Dundee, call Laurie Reardon at 715.530.4183 or email [lreardon@midwest-dental.com](mailto:lreardon@midwest-dental.com). Visit our website at [www.midwest-dental.com](http://www.midwest-dental.com).

**SPECIALISTS WANTED:** Dental Salon has been one of the fastest growing practices in Chicago for nine years. We are looking for specialists to join our team of 20 dentists in our Chicago and Schaumburg offices. Excellent pay, flexible hours. Endo, perio, pedo, ortho, and oral surgery are welcome to apply. Email [dentistjob@dentalsalon.com](mailto:dentistjob@dentalsalon.com) and visit us online at [www.dentalsalon.com](http://www.dentalsalon.com).

GENERAL DENTIST: Part-time (Bulgarian-speaking) dentist position available in Chicago office. Please email résumé to [dent210@yahoo.com](mailto:dent210@yahoo.com).

GENERAL DENTISTRY ASSOCIATE POSITION available: Far south side. Monee, Peotone, Frankfort area. Two doctor/one hygienist practice needs part-time GP. Fax CV or résumé to 708.534.3327 or email [monee\\_dental@sbcglobal.net](mailto:monee_dental@sbcglobal.net).

**CURRENT ASSOCIATES EARNING \$20,000 plus per month.** Looking for a better opportunity? Full-time/part-time general dentist needed for paperless/digital offices in Chicago. Work with trained staff in an organized, efficient, and stress free environment doing bread and butter dentistry. Our priority is patient satisfaction. Private practice experience preferred, mentoring available. [www.precisiondentalchicago.com](http://www.precisiondentalchicago.com). Email [pd4614@yahoo.com](mailto:pd4614@yahoo.com) or fax 773.283.2500 for more info. Thanks.

PART-TIME: GENERAL DENTIST NEEDED to work in Addison/Crystal Lake office. Must be willing to work with Medicaid/PPO patients. Please call 630.627.7626. [shak76@hotmail.com](mailto:shak76@hotmail.com). [www.signaturesdentalgroup.com](http://www.signaturesdentalgroup.com).

GENERAL DENTIST: Part-time/full-time, Polish speaking. Fully digitized, modern PPO/FFS practice. Great location, easy commute: Palos Hills. Please contact us, send résumé to [dr.beata@att.net](mailto:dr.beata@att.net).

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**GENERAL DENTIST NEEDED** part-time, two days. Root canal and denture experience required. Call after 12 p.m. 773.745.7188. Ask for Grace.

**GENERAL DENTIST NEEDED** to work in busy Chicago and south suburban practice locations. We have beautiful offices, state-of-the-art equipment, excellent patient flow and supportive staff. Full-time and part-time schedules available. Please submit your CV to [dentalhumanresources@gmail.com](mailto:dentalhumanresources@gmail.com).

**LOOKING FOR GENERAL DENTIST:** Full-time or part-time needed. Good compensation, accepts Medicaid and PPO only. Please fax your résumé to 630.566.5252/630.293.7778. Locations are northern suburbs and Waukegan.

**THIS IS AN IDEAL OPPORTUNITY:** Full-time and part-time. We are looking for youthful dynamic dentists in south suburbs. Must have two plus years experience, and open to change. Call 708.824.7869 to hear more, or email [jobs@performancedentalcare.com](mailto:jobs@performancedentalcare.com).

**PART-TIME GENERAL DENTIST:** A modern state-of-the-art busy practice in far west suburban location seeks part-time general dentist. Relaxed working environment. Great income potential as compensation is based on production as well as fixed-base salary. We have a good mix of PA, PPO and FFS patients. Days are flexible. [busydental@yahoo.com](mailto:busydental@yahoo.com). Fax 630.428.2182.

**ASSOCIATE DENTIST:** Needed for a very busy state-of-the-art dental practice located in Bolingbrook. We offer a clean environment, friendly staff and competitive compensation. Please email your résumés to [applydds@gmail.com](mailto:applydds@gmail.com) or fax to 630.596.5019.

**GENERAL DENTIST:** Associate needed part-time at one or both offices located in Lansing and Elgin. Send résumé to [bdctnc@gmail.com](mailto:bdctnc@gmail.com).

**ORTHODONTIST** needed for busy dental office in Morton Grove one or two days a month. Please call 847.663.1196.

**FULL-/PART-TIME GENERAL DENTIST NEEDED:** Negotiable schedule, in busy Chicago office within medical clinic. Seeing private, PPO and Medicaid patients. Relaxed environment, friendly staff, high percentage of compensation. Email résumé to [drjdr740@yahoo.com](mailto:drjdr740@yahoo.com) or fax 815.469.0704.

**STERLING: MIDWEST DENTAL IS SEEKING** a full-time dentist to join our long standing, fee-for-service, solo practice in Sterling. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity in Sterling, call Laura Anderson Laehn at 715.225.9126 or email [landerson@midwest-dental.com](mailto:landerson@midwest-dental.com). Visit our website at [www.midwest-dental.com](http://www.midwest-dental.com).

**EARN \$200,000 PLUS ANNUALLY:** Associate general dentist wanted. We have some full-time associates earning over \$200,000 annually. We have some part-time associates (working two-three days per week) earning over \$90,000 annually. You should be independent and motivated. All of our offices are clean, modern, fully digital and paperless with excellent staff. Several available positions in Chicago. We prefer that you have some private practice experience. Compensation based on production with guaranteed minimum. For faster response, email [pd4614@yahoo.com](mailto:pd4614@yahoo.com), otherwise fax 773.283.2500.



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ENDODONTIST: Excellent opportunity for the right part-time endodontist. Currently, we are referring approximately four-seven endodontic procedures out of our office per week. Our office is located in the northern suburbs (Lake County) and we are looking for a three-four day per month commitment (one day per week) to start. Please respond by email to [gbaydental@gmail.com](mailto:gbaydental@gmail.com).

DENTIST NEEDED: State-of-the-art dental office in Mundelein looking for a GP dentist to join our practice. Full-time/part-time. International students and new graduates are welcome. For inquiries please call 847.566.7850 or fax résumé to 847.566.7851.

GENERAL DENTIST needed for busy, progressive practices in the southwest suburbs. Part-time and full-time available. Candidate must be patient focused with strong communication and clinical skills. Fax résumé to 815.483.2299.

ORAL SURGEON NEEDED: Busy northwest suburban practice is looking to expand patient service within our office. Established practice in a new state-of-the-art facility has a large patient base and developed team. Oral surgery procedures, implants and biopsies are currently being referred out. Our practice is mostly fee-for-service. Please forward CV to [mygreatdentaljob@gmail.com](mailto:mygreatdentaljob@gmail.com) or fax to 847.637.0815 for consideration. Position is available immediately.

MULTI-SPECIALTY PRACTICE: Very busy/established dental office located in Cicero looking for a pedodontist or general dentist to treat children. Available days are Mondays, Tuesdays, Thursdays and Fridays. Please send résumé to [marisilva26@yahoo.com](mailto:marisilva26@yahoo.com).

GENERAL DENTIST: Full- or part-time dentist needed for our very busy state-of-the-art dental practice located in the western suburbs of Chicago. We offer competitive compensation and a friendly environment. Please email your résumé to [applycare@gmail.com](mailto:applycare@gmail.com) or fax to 630.596.5019.

GENERAL DENTIST NEEDED: Looking for general dentist to start one day a week in new, well-equipped office in western suburbs. Will develop into full-time position. Pay based on collection. PPO office. Please send CV to [periojobs@gmail.com](mailto:periojobs@gmail.com).

PEDIATRIC DENTIST AND ENDODONTIST: Wanted one-two days a month for a PPO and FFS office in western suburbs. Keep a flexible schedule. Please contact [smile4us96@gmail.com](mailto:smile4us96@gmail.com).

ASSOCIATE DENTIST wanted for multi-specialty practice in Naperville. We are seeking an outstanding, energetic dentist to join our team. We have a thriving and growing, state-of-the-art practice which includes: Dextrix, Dexis, Guru, Cerec, in-office lab, Diode lasers, computers in every operatory, Sybron, intra oral cameras, paperless, etc. Proficiency in endodontics is a must. Immediate availability for the right qualified applicant. We prefer a full-time placement for this position, but will consider part-time. Please email your CV/ résumé to [dentalcareeropening@aol.com](mailto:dentalcareeropening@aol.com).

GENERAL DENTIST NEEDED: All digital new office looking for part-time general dentist for Tuesday/Thursday. Implants and nitrous experience a plus. Friendly office, fair compensation. Please call 773.360.1281 or 773.360.1281 or send CV to [rockwelldental@gmail.com](mailto:rockwelldental@gmail.com).

LOOKING FOR GENERAL DENTIST: Wednesdays to start and can grow from there. State-of-the-art office with trained staff, 65 percent fee-for-service and insurance, 35 percent Medicaid. Busy office located in Palatine. Please email your résumé [staff@thepalatinedentist.com](mailto:staff@thepalatinedentist.com).

PART-TIME GENERAL DENTIST OR pedodontist: Located across from Advocate Lutheran General Hospital in Park Ridge. Accepts dental insurance and KidCare. Potential to bring home \$100,000 on two and half days a week. Send résumé to [parkridgedentalclinic@gmail.com](mailto:parkridgedentalclinic@gmail.com).

PART-TIME/FULL-TIME DENTIST: Busy dental practice on the north and south side of Chicago is looking for dentist. Friendly staff and excellent patient base. We can sponsor visa status change and permanent residency. Fax résumé to 888.284.6088 or email at [dentalwish@hotmail.com](mailto:dentalwish@hotmail.com).

GENERAL DENTIST: Needed three days/week at office located in Morton Grove. Please contact office manager Angel at 847.663.1196.

ORTHODONTIST NEEDED: New Bucktown office looking for an experienced and friendly orthodontist to start ASAP. Two-four days/month (flexible schedule). Great opportunity and compensation. Call for details. 773.360.1281 or 708.819.0515.

POSITIONS/PRACTICES AVAILABLE: Come join the professionals at ProCare Dental Group PC. Generous compensation, contemporary facilities, flexibility, autonomy, continuing education, professional camaraderie. Positions are available in south and southwest suburbs. 847.621.7211.

GENERAL DENTIST needed for a temporary position (about one month) in Palatine while doctor is on maternity leave. Two-three days/week (flexible). The position would start second half of May 2012. 847.359.3336.

GENERAL DENTIST: Full-time, part-time general dentist needed for our busy dental office located a few minutes from Huntley outlet mall. Relaxed working environment, trained staff, digital X-rays. Potential of making more than \$250,000/year. Compensation based on production as well as fixed base salary. We have a good mix of PPO/FFS/Medicaid/All Kids patients. Email [prodentalpractice@live.com](mailto:prodentalpractice@live.com).

PEDIATRIC DENTIST NEEDED FULL-TIME: We are seeking a full-time pediatric dentist. You would be working between our city and our west suburban location. Contact Dr. Rempas at [webdental@aol.com](mailto:webdental@aol.com).

HINSDALE GP: Looking for a GP to join a solo GP. Restorative, preventive general practice. Future buy-in/out. Must know Hinsdale is where you want to practice. Fax CV to 630.323.9545.

GENERAL DENTIST: Looking for a general dentist with three plus years experience to work in busy practices. Experience in all aspects of general dentistry and knowledge and experience with implant and Invisalign preferred. Please do not reply if you have less than three years experience. Days/hours will be discussed upon meeting with the doctor. [nicoleodc1@yahoo.com](mailto:nicoleodc1@yahoo.com).

PART-TIME DENTIST: Needed in Darien to cover Tuesday and Thursday for six weeks in April. Lead to permanent position, competitive salary, excellent staff, state-of-the-art office. Contact [brkds2012@gmail.com](mailto:brkds2012@gmail.com).

ASSOCIATE WANTED: Part-time position open for general dentist with experience for busy north Lake County practice. Family-oriented dentistry with no capitation or DMO programs. Hours are one night a week, some Saturdays and half days during the week. Compensation based on your production. Email résumé to Drs. Reilly and Siegel at [streilly@sbcglobal.net](mailto:streilly@sbcglobal.net).

ORAL SURGEON: Established multi-specialty group practice in northern Illinois seeks oral surgeon one-two days per week. Flexible schedule and competitive salary. Please call Carol at 815.397.4280, ext. 110, or email [admin@rockforddental.net](mailto:admin@rockforddental.net).



PERIODONTIST WANTED FOR WEST SUBURBAN office: Looking for a periodontist to join modern, fully digital practice few days a month. Flexible hours, great pay, have patients for you to start immediately. Please send your CV/résumé to [lisedentalspecialists@gmail.com](mailto:lisedentalspecialists@gmail.com).

**DIRECTOR OF OPERATIONS:** Experienced in managing multiple practice locations. Well-versed in dental systems. Motivated and energetic to be part of an up and coming multiple practice group. Very competitive pay. Experience: need at least two years dental managing or administrator experience, Dentrax and Eaglesoft efficient, HR experience. Please call 630.339.3172.

PERIODONTIST AND ORAL SURGEON WANTED: Experienced periodontist and oral surgeon two-four days/month for busy, established practice in south suburbs. Compensation negotiable. Call 708.279.7464.

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](mailto:toothgroup@comcast.net).

PERIODONTIST WANTED: Modern all digital office in northwest suburb looking for a periodontist to join our team, average two days a month leading to once a week position. If interested please call 847.682.6098.

**ORAL SURGEON, PART-TIME:** Webster Dental Care is seeking a part-time oral surgeon to join our Skokie and Portage Park locations. We are looking at one day per week, preferably Friday or Saturday. Please respond to Dr. Rempas at [webdental@aol.com](mailto:webdental@aol.com).

ORAL SURGEON WANTED: Opportunity in fast-paced general practice in South Elgin, which accepts some PPOs. One-two days/month to start. Availability to work on Mondays is a plus. Email résumé to [selgindds@yahoo.com](mailto:selgindds@yahoo.com).

**OUTSTANDING OPPORTUNITY:** Partners in Care is seeking a part-time general dentist three and a half days per week for our Bloomingdale office. We are looking for candidates with at least two full years of experience that desire a long-term commitment to be part of a dedicated team of professionals. Visit our website [www.chicagolanddentists.com](http://www.chicagolanddentists.com) and take a virtual tour of our offices. Email résumé/CV to [marybeth@chicagolanddentists.com](mailto:marybeth@chicagolanddentists.com).

**PART-TIME/FULL-TIME DENTIST NEEDED:** Locations in Bolingbrook and Chicago. Seeking associate (weekend availability a huge plus). We see patients of all ages and are dedicated to giving back to the community. Excellent income potential with good benefits and future buy-in possibilities. Bolingbrook needed ASAP; Chicago starting in May. [www.shiningsmiles.org](http://www.shiningsmiles.org). Fax 630.598.9136 or email [milad@shiningsmiles.org](mailto:milad@shiningsmiles.org).

PART-TIME DENTIST: Part-time dentist position available in modern, new office in Elgin. Thursday, Friday, Saturdays. Please email résumé to [highpointsmiles@gmail.com](mailto:highpointsmiles@gmail.com).

**LUCRATIVE OPPORTUNITY FOR general dentist:** Associate wanted to join established practice. Please be independent and motivated. Modern office is fully digital and paperless with excellent staff. Some private practice experience preferred. Compensation based on production with guaranteed minimum. Fax: 773.283.2500. For faster response, please email [dentalcare2020@yahoo.com](mailto:dentalcare2020@yahoo.com).

DENTIST NEEDED: Full-time dentist needed in southeast Wisconsin. Excellent opportunity with great earning potential and minimum guarantee. Send résumé to [dldntdental@yahoo.com](mailto:dldntdental@yahoo.com).

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**PART-TIME GENERAL DENTIST, ORLAND PARK:** Great long-term opportunity for the right person. Must be available on Wednesdays from 10 a.m.-7 p.m. Position starts May 2. PPO/FFS office. Fax 708.403.1945, email: [drreiser@orlandsmiles.com](mailto:drreiser@orlandsmiles.com).

**PEDIATRIC DENTAL ASSOCIATE WANTED:** Our pediatric dental practice located in Arlington Heights is looking for a part-time, long-term associate to join our steadily growing practice. We service all aspects of pediatric dentistry. Come and be a part of our fun, talented and enthusiastic team. Please submit CV/résumé to [maryellen@allaboutkidsdentistry.com](mailto:maryellen@allaboutkidsdentistry.com).

**DENTIST NEEDED:** Looking for a general dentist in our Aurora office. State-of-the-art facility, digital radiograph. Must do all phases of general dentistry. Good with kids. Please fax résumé to 630.375.0037.

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**PRACTICE PURCHASE OR BUY-IN/BUY-OUT** wanted: Two caring and compassionate, detail-oriented dentists seeking practice to purchase in western, northwest, southern, or southwest suburbs. Please email [chicagolanddds@gmail.com](mailto:chicagolanddds@gmail.com).

### For Sale by Broker

**CALUMET CITY:** Great opportunity. Busy four-chair office grossing \$400,000. Owner will finance purchase. Building for sale if desired. Contract Bruce Lowy 847.677.6000 for confidential information.

### SCHERERVILLE, IN, practice for sale:

High-quality, highly visible practice for sale in the northwest region just outside Chicago in Schererville. Practice has wide range of procedures on fee-for-service patient base.

**Contact Thad, 317.679.4285, or visit <http://ddsmatch.com> for more details.**

**CHICAGO PRACTICE SALES:** For more info on any of our practices for sale, please contact Wendy at 773.502.6000 or email [wendy@chicago practicesales.com](mailto:wendy@chicago practicesales.com).

**BUYERS:** Can't find a practice to buy? Starting up a new office is a viable option! A busy, visible location can be built out and producing revenue in six months. Your patients, your staff, your office design. First year revenues between \$300,000 and \$600,000.

**SELLERS:** Will your practice sell when you are ready for retirement? What are your options? Ask about a free practice salability assessment.

**COMING:** Chicago, Palos Hills, Northbrook.

**ILLINOIS PRACTICES FOR SALE:**

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

**BELVIDERE:** 3 ops in a standalone building available for purchase. Collections: \$375,000. FFS/PPO.

**CHICAGO:** State-of-the-art endo office. Ask for details.

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

**CICERO:** Three ops in a strip mall. Collections: \$300,000. Newer build. FFS, PPO, CAP and Medicare.

**CICERO:** Six ops at street level. Great visibility and signage. FFS, PPO, and Medicare. Building for sale.

**ELGIN:** Four ops in a stand alone building. Collections: \$260,000. FFS and PPO.

**ELMWOOD PARK:** Four ops at street level. Collections: \$900,000+. FFS and PPO. Beautiful, newer facility.

**MT. PROSPECT:** Under contract!

**MT. PROSPECT:** Three ops in a strip center. Collections: \$585,000. FFS/PPO/MED. Newer equipment and build.

**NAPERVILLE:** New! FFS and PPO patient base sale. Collections: \$235,000. Seller motivated!

**ROCKFORD:** New! Seven ops in a professional building. Collections: \$650,000. FFS and PPO.

**WHEELING:** Under contract!

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](http://www.adstransitions.com).

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

SOUTHWEST SUBURB: Sold!

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

NORTH SIDE CHICAGO: Sold!

NORTH SHORE: Three ops, 100% FFS, digital. Mid-\$500,000 collections. Retiring dentist.

NORTHWEST SUBURB: Sold!

NORTHWEST SUBURB: Four ops, new build-out and equipment, digital, desirable location. \$400,000 collections.

ROCKFORD: \$300,000 collections, all specialty referred.

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

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

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ONE HOUR SOUTHWEST CHICAGO #22123: LaSalle County. Beautifully appointed five-operator office on busy main street. Doctor retiring from this 30-year-old general dental practice that averages about \$500,000 in annual production.

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 buyers 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.

DUPAGE COUNTY #22144: Chicago, western suburbs. Very profitable, three-op practice with growth potential.

## For Sale by Owner

**NILES/PARK RIDGE DENTAL PRACTICE for sale:** Turnkey office. Four fully equipped operatories with X-rays. Beautifully furnished. Premier location with ample parking. Low rent. Patient files included. Health issues necessitate sale. 847.370.1478.

TWO BOYD ORAL SURGERY CHAIRS: I have two Boyd oral surgery chairs for sale. Excellent condition. \$2,900 each. Email [lmb.jec@sbcglobal.net](mailto:lmb.jec@sbcglobal.net) or call 847.328.8899

DENTAL OFFICE FOR SALE: Turnkey dental office in downtown Highland Park. Four chairs, pan X-ray included. Owner consolidating two offices in other location. Assume lease. Call 847.604.9108 evenings.

BUILDING FOR SALE: Dental building (1,800 square feet) for sale on half acre lot. Located in southwest suburbs. Multi-use zoning. Ideal for specialist or large general practice. Priced to sell. Leave message at 708.562.3334.

GREAT OPPORTUNITY: Dental office for sale in Morton Grove with three fully equipped operatories, lab/sterilization area, two Gendex intraoral units, one Panoramic X-ray, plenty of parking. Price: \$53,000. Please call office manager Angel at 847.663.1196.

FOR SALE: Northwest suburb. Two fully equipped operatories. Two chairs, two delivery cabinets with delivery units, X-ray machine, PeriPro developer. Almost new reception room chairs and desk. Ideal for specialist/or startup office. \$11,500. 847.602.9351.

EXTRA INCOME SATELLITE: Far southeast Chicago satellite office for sale on main street near Indiana state line. 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 opportunity for young dentist, 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](mailto:ms_betty_22@comcast.net).

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Practice for sale located on the west side of Chicago. Associate run office. Owner compensation \$100,000-120,000 annually (without working). Low overhead, digital, Kavo, chartless. Two operatories. 80 percent Medicaid. Price: \$350,000. Broker commission, \$10,000.

[practicesales2012@gmail.com](mailto:practicesales2012@gmail.com)

ELGIN: Four and half year old general practice, three-op rooms, first floor corner suite with good visibility, low rent/overhead, great potential. FFS/PPO/PA/one HMO. Gross \$113,000. Part-time with 54 percent net. Owner relocating. Contact [jcpdental59@yahoo.com](mailto:jcpdental59@yahoo.com).

**FOR SALE BY OWNER:** Northwest Indiana. 40 minutes from downtown Chicago. Established general practice. Fee-for-service/PPO. Two ops, space for four-five. Beautifully furnished. State-of-the-art equipment. Grossing \$250,000 plus. Two and a half days per week. \$110,000 or best offer. Great experienced staff. Doctor retiring. Come see. Call 219.707.6128.

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by Walter F. Lamacki, DDS

Contact Dr. Lamacki at [wlamacki@aol.com](mailto:wlamacki@aol.com).

## Is your office a candidate for the Antiques Roadshow?

Last fall the Midwestern University College of Dental Medicine welcomed its inaugural class of 131 bright young people to its Downers Grove campus. The physical plant is chock-full of Space Age devices, from CAD/CAM to life-like mannequins at each student module. The students will be able to simulate the preparation of cavities using a hand-piece electronically tied to a computer screen that captures a real time image of the procedure as it is being performed.

Tuition is pegged at \$58,437, with additional fees adding another \$13,112. There is a fee of \$550 annually for student services; a caveat to this carnage is tuition increases will range from 4-7 percent per annum. Of course, that is a forecast, and like any forecast, it may or may not rain. And manpower needs are often overstated.

Even with the high cost of a dental education, the university believes there are market factors that make dentistry an attractive and rewarding profession.

The university's estimate is that for every three dentists who will retire only two dentists will enter the profession through 2014. Further, they believe demand for dental care will be strong, with aging Americans retaining their teeth longer, which increases demand for complex treatment and preventive care. Using 2008 figures, the median earnings for a general dentist was \$205,960.

These market factors make it a buyer's market for recent graduates who will be purchasing existing practices, but the flip side places economic pressures on the seller-dentist. For many retiring dentists, their practice is a large part of their estate.

The Star Wars education Midwestern graduates receive might lead them to expect the same high-tech goodies in private practice. I'm afraid the contents of most dental offices of today might be considered candidates for the *Antiques Roadshow*.

Last year my wife and I sold our condo only 16 days after putting it on the market for an amount within 5 percent of our asking price. We had lived there for 25 years and had accumulated collections of just about anything that a jaundiced eye could only (kindly) call clutter. We had remodeled a kitchen to gourmet standards and one of three bathrooms.

Our real estate agents diplomatically said that our place looked tired. They strongly suggested that we paint our home in pleasing off-white; clear counter tops, remove pictures of the family and generally present a "sterile" atmosphere. The process is called staging.

It behooves all dentists — whether they're selling or not — to sit in their waiting rooms and take stock. Is the seating comfortable and pleasing to the eye? Does it need painting and possibly tasteful artwork? Look at your private office dispassionately. Is the desk under a mountain of journals? Are the blinds dusty and are the windows washed? Do the rugs need replacing? Then look at your operatories. Can they be de-cluttered?

Do countertops need replacing?

Finally, don't hesitate to hire professional stagers, and then follow their recommendations. It's money well spent. ■

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