



May/June 2013

www.cds.org

REVIEW

Continuing Excellence in Dentistry



PERFORMANCE REVIEWS



The art of language
Professional help
Branch News

LEND US A HAND



The CDS Foundation Dental Clinic is now open.

We are looking for volunteer dentists and hygienists to care for patients, as well as oral surgeons to accept referrals. We also need in-kind donations of supplies and consumables.

Located in Wheaton, the CDS Foundation Dental Clinic offers free basic dental care to uninsured patients whose incomes are at or below 200% of the poverty level. The brand new three-operator clinic is modern and professional. All qualified patients are scheduled ahead of time. All a volunteer needs is the desire to help.

Come in and do what you do best — provide excellent dental care!

To volunteer, please contact the clinic:

Call 630.260.8530

Email CDS.Foundation.Clinic@gmail.com.



Foundation
Dental Clinic

416 E. Roosevelt Rd., Suite 102, Wheaton, IL 60187

Be sure to download your Midwinter Meeting CE certificate for 2013

Did you attend our Midwinter Meeting in February? If you didn't already do so, be sure to download your CE certificate as proof of your continuing education credit hours.

Attendees may download CE certificates for the 2013 Midwinter Meeting at no charge through the end of the year. Go to

<http://on.cds.org/2013mwmCE> to get started.

If you have not yet downloaded your proof of CE hours from the 2012 Midwinter Meeting, you can still do so at <http://on.cds.org/CEValidation>. There is a \$25 fee for each CE certificate.

To obtain proof of CE hours from prior Midwinter Meetings, contact Angela Powell at apowell@cds.org.



**YOUR
DUES
AT WORK**

Officers election set for November 13

The 2014 CDS Election of Officers will be held Wednesday, Nov. 13, during the Regional Meeting at Drury Lane, 100 Drury Lane, Oakbrook Terrace.

The 2014 CDS officer nominees are

- President: Richard Holba
- President-elect: Susan Becker Doroshow
- Secretary: George Zehak
- Vice President: Phillip Fijal
- Treasurer: Louis Imburgia

The Installation of Officers will take place Sunday, Nov. 17, at the Palmer House, 17 E. Monroe St., Chicago.

Get the CDS Review for your iPad



Look for the *CDS Review* today in Apple's App Store. And be sure to follow CDS online at CDS.org, as well as:

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

Dental Office Designers & Builders



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

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

"Experience Matters"

ACOA, Ltd.
CONSTRUCTION COMPANY
DESIGNERS & BUILDERS



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



Protecting dentists.

It's all we do.®

For more than three decades, we've had a singular focus on protecting dentists. Which is why we insure nearly 18,000 of the profession's finest and are endorsed by the Illinois State Dental Society. We offer:

- Professional Liability
- Office Property
- Employment Practices Liability
- Workers' Compensation
- Home, Auto & Umbrella
- Exclusive Risk Management seminars
- Dedicated Risk Management Advice Line
- New dentist program

Coverage specifically underwritten by The Dentists Insurance Company includes Professional Liability, Office Property, and Employment Practices Liability. Workers' Compensation, Home, Auto & Umbrella products are underwritten by other insurance carriers and offered through TDIC Insurance Solutions.

Endorsed by



Contact your dedicated agent:
Rennie Holmes, DMD

800.733.0633
tdicsolutions.com

The Dentists Insurance Company





IN THIS ISSUE

Copyright 2013 by the Chicago Dental Society.
CDS Review (USPS 573-520) May/June 2013,
Vol. 106, No. 3. The CDS Review is published seven
times a year by the Chicago Dental Society.

STAFF

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

CORRESPONDENCE & CONTRIBUTIONS

Address editorial correspondence to:

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

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

ADVERTISING

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

Fox-Chicago

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

Fox-New York

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

Fox-Los Angeles

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

Fox-Detroit

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

Fox-Phoenix

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

SUBSCRIPTIONS

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

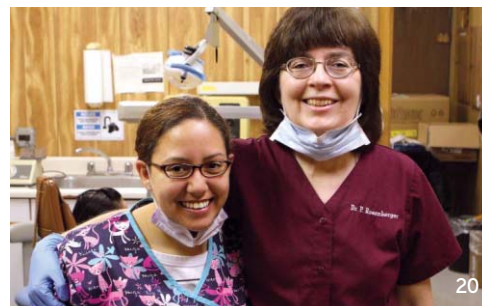
Circulation: 7,800. Periodicals postage paid at
Chicago, IL, and at additional mailing offices.

Postmaster: Send address changes to:

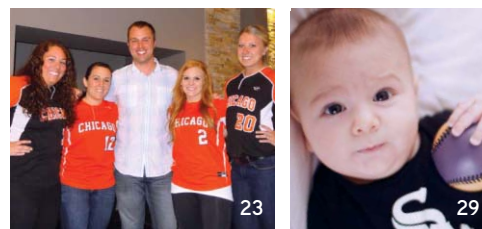
Chicago Dental Society
Member Services
401 N. Michigan Ave., Suite 200
Chicago, IL 60611-5585



14



20



23

29

Features

How to make the most out of performance reviews 10

Joanna Brown and Stephanie Sisk get advice from human resources professionals.

Professional help 14

Joanna Brown reports on a statewide program that helps healthcare professionals who are struggling with addiction, depression and stress.

Columns

President's Perspective 8

David Fulton Jr., DDS: The art of language

It's the Law 16

John M. Green, DDS, JD: Scandal is painful reminder to practice safely

From the Ground Up 17

Milly Goldstein: Encouraging signs accompany spring

Final Impressions 48

Walter F. Lamacki, DDS: Mind the gap

Departments

Directory 4

Vox Pop 6

@CDS.org 18

Access to Care 20

Going Local 22

Snap Shots 23

Dental Dateline 24

Applicants & Deceased Members 25

Meeting Place 26

Branch News 29

Classified Advertising 38

Advertising Index 45



Cover photo
© Sergey Nivens /
Shutterstock Images



DIRECTORY

CDS Officers

President: David Fulton Jr., 847.249.2621, jamdocr@hotmail.com
President-elect: Richard Holba, 708.349.3637, rsh.kmh@sbcglobal.net
Secretary: Susan Becker Doroshow, 847.677.2774, sbddd@aol.com
Vice President: George Zehak, 708.484.0235, grzenterprises@comcast.net
Treasurer: Phillip Fijal, 847.824.5252, pjflbtp@aol.com

Branch Officers

ENGLEWOOD

Director and Correspondent: Denise Hale, 708.599.7090, denise.haledds@yahoo.com
President: Brian Karshen, 708.361.1770, bkarshen@sbcglobal.net

KENWOOD/HYDE PARK

Director: Jack Liu, 773.674.3992, jjliu@aol.com
President and Correspondent: Sherece Thompson, 773.238.9777, sthompsondds@sbcglobal.net

NORTH SIDE

Director: Ilie Pavel, 773.739.2800, docpavel@yahoo.com
President: Alice Boghosian, 847.296.4030, agbdds@gmail.com
Correspondent: Joshua Ries, 312.751.0026, joshua.ries@gmail.com

NORTH SUBURBAN

Director: Paul Kattner, 847.244.7900, dockattner@aol.com
President: Dorothy Anasinski, 847.685.6686, dr.d.anasinski@gmail.com
Correspondents: Nikisha Jodhan, 312.854.0806, nikishajodhan@yahoo.com; and Ingrid Schroetter 312.372.7752, ingridschroetter@aol.net

NORTHWEST SIDE

Director: Thomas Schneider Jr., 773.794.1332, ipperia@aol.com
President: Brett Gilbert, 847.588.7890, kingendo@kingendo.com
Correspondent: Mark Spinazze, 847.255.7080, markspinazze@gmail.com

NORTHWEST SUBURBAN

Director: Petra von Heimbürg, 847.382.2832, ceprof@aol.com
President: Renee Pappas, 847.253.8501, reneed@wideopenwest.com
Correspondent: Angela Willox, 847.670.9020, angiewillox@gmail.com

SOUTH SUBURBAN

Director: Loren Feldner, 708.349.1515, lorenfeldner@gmail.com
President: Joseph Noetzel, 708.755.1333, joai7@aol.com
Correspondent: Edward Ruiz, 708.798.8899, eruidds@earthlink.net

WEST SIDE

Director: James Bryniarski, 773.586.9700, jhb@uic.edu
President: Frederick Orendach, 773.586.6622, orendach@comcast.net
Correspondents: Michelle Jennings, 708.354.4545, lagrangeperio@yahoo.com; and Michael Santucci, 815.621.1605, msantucc@uic.edu

WEST SUBURBAN

Director: Dean Nicholas, 630.678.9090, drdinodds@aol.com
President: Derrick Williamson, 630.961.5850, drw@drwmson.com
Correspondent: Andrew Wiers, 630.369.2020, andywiers@yahoo.com

Chicago Dental Society Foundation

Carolyn Van Eck, Interim Executive Director; 312.836.7301; Fax: 312.836.7337; carolyn@cdfsfound.org
 401 N. Michigan Ave., Suite 200, Chicago 60611; www.cdfsfound.org

American Dental Association

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

Illinois State Dental Society

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

Contact CDS

SEND COMMENTS TO:

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

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

CDS Staff

Executive Director:

Randall Grove
 312.836.7308, rgrove@cdfs.org

Associate Executive Director:

Barry Ranallo
 312.836.7314, branallo@cdfs.org

Director of Exhibit Services:

Lisa Girardi
 312.836.7327, lgirardi@cdfs.org

Director of Member Services:

Joanne Girardi
 312.836.7320, jgirardi@cdfs.org

Director of Publications:

William Conkis
 312.836.7325, wconkis@cdfs.org

Director of Scientific Programs:

Aloysius Kleszynski, DDS
 312.836.7312, akleszynski@cdfs.org

Manager, Financial and Information Services:

Mohammed Adil
 312.836.7316, mkadil@cdfs.org

Manager, Mediation and Peer Review:

Helen Rabitoy
 312.836.7331, mediation@cdfs.org

PHONE DIRECTORY

CDS Review.....312.836.7325
Communications.....312.836.7330
Classified Advertising.....312.836.7323
Display Advertising.....312.836.7326
Member Services.....312.836.7321
Peer Review.....312.836.7331
Scientific Programs.....312.836.7312



Vitality DENTAL ARTS
DIGITAL DESIGNS. BEAUTIFUL SMILES.



Chicagoland's

Premier Dental Laboratory!

Call for a pickup today! 1-800-399-0705



IPS EMAX®



BRUXZIR SOLID ZIRCONIA®



CAD/CAM IMPLANT ABUTMENTS

Vitality DENTAL ARTS
DIGITAL DESIGNS. BEAUTIFUL SMILES.

\$89 per unit

on IPS Emax
limited to 3 units per new customer
may not be combined with other offers

Code CDS313

Vitality DENTAL ARTS
DIGITAL DESIGNS. BEAUTIFUL SMILES.

\$79 per unit

on BruxZir Solid Zirconia
limited to 3 units per new customer
may not be combined with other offers

Code CDS313

Vitality DENTAL ARTS
DIGITAL DESIGNS. BEAUTIFUL SMILES.

\$229 per unit

on Titanium or Zirconia Custom Abutment
limited to 3 units per new customer
may not be combined with other offers

Code CDS313

2 Chicagoland Locations!
Arlington Heights and Lake Zurich

1-800-399-0705

www.vitalitydentalarts.com

BruxZir is a registered trademark of Glöckel Laboratories. IPS e.max is a registered trademark of Ivoclar Vivadent.

VOX POP

comments from our readers

ADA a flightless bird

I want to compliment editor Walter Lamacki for his Final Impressions column in the March/April *CDS Review* (“Why is the ADA the organization of NO?”). My wife, Johanna, and I read it with interest. We agree that the American Dental Association is acting like an ostrich with its head in the sand, thinking that by not responding, the problem will indeed go away.

Kudos to Dr. Lamacki for writing another thought-provoking column.

— *Robert Manasse, DDS*
Olympia Fields

ADA is not working on solutions to access

The Final Impressions column by Walter Lamacki in the March/April *CDS Review* is right on the mark.

I believe the American Dental Association is part of the problem and not working on a viable solution to the access to care situation.

If someone can figure out how to pay for the dental care of the poor then I'm sure the ADA can find a way to make it happen.

Keep up the good fight, Dr. Lamacki.
— *Gary Alder, DDS*
Chicago

ADA 8th District trustee responds

I read with great interest and attentiveness editor Walter Lamacki's most recent Final Impressions, (“Why is the ADA the Organization of NO?”).

The American Dental Association is obviously somewhat different from when Dr. Lamacki served as the 8th District trustee, but its mission and vision remain essentially the same. The

ADA is in full agreement with him in that the association absolutely can not be the organization of “No.” And, I believe I can safely say the ADA is not, has not and will not be the organization that says “No.”

The ADA has taken the lead in establishing the facts surrounding the use of therapists around the world, has called for further research and study, developed a curriculum and financially supported the effective pilot of the community dental health coordinator (CDHC) program, and has issued a collective call to action to bring both national and state resources to bear to address the crisis in access.

While the ADA has also attempted unsuccessfully to engage the Kellogg Foundation in a discussion, our ADA senior leadership and members of the senior staff have just recently met with the Pew Foundation leadership to move our relationship forward. I would like to share with you some further information and highlight some actions that the ADA has been taking that are not only in keeping with Dr. Lamacki's point of view, but demonstrate that the ADA has, contrary to his comments, made what I and others consider tremendous progress on the access front.

The Kellogg Foundation, in my view, has taken a very aggressive role in promoting the expansion of the dental workforce with dental therapists and is the primary funder behind the Community Catalyst effort noted.

I find it unfortunate that Kellogg continues to invest heavily in lobbying activities when the same money could be utilized to provide real interventions and prevention support. When this was announced, there was some consideration given to an ADA response. However, the Commission on Dental Accreditation (CODA) had already begun addressing



the development of standards.

CODA is the only entity recognized by the U.S. Department of Education to accredit dental education programs on a national basis. While CODA is an agency of the ADA, accreditation decisions, standard setting and accreditation policy are solely under CODA's purview.

The U.S. Department of Education criteria for recognition require that CODA have a stringent conflict of interest policy. In point of fact, CODA is in the public comment phase related to the draft accreditation standards for dental therapy programs.

The publication of “a systematic review of oral health outcomes produced by dental teams incorporating mid-level providers” in the January *Journal of the American Dental Association* was the result of an ADA House of Delegates action that, for the first time, provided a comprehensive, objective and evidence-based review of all the studies and data from around the world published on the role and impact of therapists.

Perhaps the most important conclusion was that the evidence was of poor quality and the authors called for more study. This review is the only one that was conducted by a team which included public health, private practice and academic dentists working together to review 7,701 worldwide citations.

The systematic review did find that more treatment reduces untreated disease. But at the same time, it suggests that there seems to be no evidence that populations are getting healthier. That means, in the views of myself and others, that there needs to be a full alignment of efforts on making sure that preventive efforts are a priority.

The CDHC bridges the effort to get people the care they need right now, with a strong focus on community intervention and prevention. There may be only 34 working in seven states, but CDHCs are a real and sustainable solution delivering results for the clinics in which they are based. For more details

on the program, visit <http://on.cds.org/communityDHC>.

Right now, there are 10 states actively looking at the inclusion of CDHCs as one more way to address access issues, and the ADA has licensed the curriculum so that educational institutions can easily establish CDHC educational programs for their communities.

There are even more efforts being organized around the country to ensure that the ADA is offering real solutions to access issues in addition to those noted above — including hospital emergency room diversion programs and a unique approach to providing care to elderly residents in nursing homes.

As these begin to take root, stakeholders and interested individuals will clearly be able to witness how dentistry is actively and positively responding to need and bringing quality oral care to the most vulnerable.

— Joseph F. Hagenbruch, DMD
ADA 8th District Trustee
Harvard



Write to us

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

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

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

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

Letter to editor strikes a nerve with member

I was disappointed to read the letter in the March/April *CDS Review* critical of Chicago Dental Society President David Fulton Jr.'s concerns about the lack of involvement in CDS by new dentists. The writer feels that new technology and media allow us to stay current and share ideas.

While there is truth in that belief, email and online chats don't compare to the benefits gained by one-on-one, personal and group sharing of ideas that can occur at dental meetings.

Chicago dentists are particularly fortunate for their proximity to so many high caliber meetings in this area, in particular, the incomparable Midwinter Meeting.

It's a huge mistake to overlook the one-on-one camaraderie afforded by dental meetings — something that no electronic media can approach. This can lead to lifelong friendships among fellow professionals whom one might never otherwise have known.

Furthermore, the writer of the letter alludes to the possibility of greater involvement when younger dentists begin to purchase their own practices. That time could come sooner for those as a result of interaction and networking with colleagues — colleagues unknown to one who is dependent upon electronics.

I sympathize with the frustration experienced by younger dentists and hope the writer, who deserves accolades for her professed committee involvement, takes another look at attending CDS meetings. Meetings have been a highlight of my long career in the profession and I truly believe they help prevent burnout.

Also, I'd like to thank Dr. Fulton for his work in organized dentistry and for the enthusiasm he displays in his endeavors.

— Bob Henschel, DDS
Elm Grove, WI

Tort reform missing from ObamaCare

It was interesting to read the article in the March/April *CDS Review* ("How will the new Illinois insurance exchange affect dentistry?") dealing with ObamaCare's involvement with dentistry in Illinois.

What was missing in the article was some commentary that it should have become very obvious that as a profession, dentistry needs to stay out of any involvement with ObamaCare.

Our physician brothers have been woefully weak politically, and they now have become the whipping boys of the trial attorneys, as evidenced by ObamaCare: 2,700 pages of unread legislation by some members of a particular political party in Congress has now sprung into a pile of regulations reportedly more than seven feet tall.

What should have been done was to simply copy the two-tiered tort reform laws passed in Texas during the last 120 years.

The first law was a limit on non-economic damages for medical malpractice lawsuits. This brought an enormous influx of medical personnel of all types to the state because they could survive economically.

The second law is a "losers pay system" which in many lawsuits requires the losing party to pay the legal fees of the winning party. A dramatic drop in frivolous lawsuits resulted from the law, greatly reducing business costs.

If national lawsuit abuse legislation was enacted, we could see the Texas economic results spread throughout the United States. There would be no need to ruin our fine profession as is being done to our medical colleagues.

— James Economos, DDS
Bartlett



PRESIDENT'S PERSPECTIVE

by David Fulton Jr., DDS

Write to Dr. Fulton at iamdocjr@hotmail.com.

The art of language

Language — the ability to communicate — stands at the pinnacle of importance for achieving success in our profession. The ability to communicate effectively with our patients, our staff and our loved ones can be most reflective in our success both in dentistry and in life. We spent almost no time in our dental school curriculum on the subject, and yet spend nearly a lifetime in practice chasing the elusive tools necessary to become effective communicators.

“My words fly up, my thoughts remain below: Words without thoughts, never to heaven go.”
— William Shakespeare, *Hamlet*. Act III Scene 3

From the beginning of time, language and the ability to harness its power has lead to the rise and subsequent fall of nearly all civilizations. Shakespeare possessed an unusual talent to take our English language and brush it onto pages like a great painter strokes oil to a canvas. Each word, like the colored oil of an artist's palate, may seem difficult to appreciate unto itself, but when taken into the context of a whole thoughts become illuminated and ideas realized.

I have always been amazed at the transformation which takes place when one sits at the start of a Shakespearean play struggling to understand the English prose being thrown out to the audience one word at a time. Somewhere shortly thereafter, a magical shift takes place in one's ability to process the words. What once were obscure attempts to dialogue the action on stage metamorphose into flowing lines of penned emotion heard in an almost songlike manner. A bulb in the language center of my brain lights up and suddenly. . . I understand.

We've all committed fine examples of failure in this arena and I'd like to share one which comes to mind from my early days in practice.

We spent nearly zero time in our dental school curriculum on the subject, and yet spend nearly a lifetime in practice chasing the elusive tools necessary to become effective communicators.

I had a very nice, middle aged woman in the chair who complained of severe pain from a lower left molar. She was very, very nervous. Fear was flowing from her eyes as I tried to calmly explain that she had a deep carious exposure, pulpal necrosis had begun, and the tooth would require endodontic treatment. I tried to pick my words carefully so as not to frighten her any further.

After calming her down, I escorted her up to the desk to have her appoint for the needed procedure. As I turned and walked away I heard the patient, in a very elated state of mind declare to the receptionist, “I am so happy; here all along I thought I was going to need a root canal!”

I felt completely deflated; I had just witnessed a complete failure on my part to properly educate the patient on the procedure she required.

Years later, I have learned through confidence in the talents I possess that to successfully perform the required procedures one must speak honestly with patients, using language they understand. That includes those two ominous words, “root canal.”

When instructing patients on their treatment plans using a presentation which is both understandable and confident, the patient is instilled with a greater sense of faith and trust in you and the procedure. They understand.

Now, I am not saying that we need to speak like Shakespeare. We need, however, to be effective in creating that same level of understanding for our “doctor language” as Shakespeare had for his English prose. Once mastered, a level of satisfaction and contentment by both doctor and patient will be achieved. The art of language is mastered.

“In Shakespeare the birds sing, the bushes are clothed with green, hearts love, souls suffer, the cloud wanders, it is hot, it is cold, night falls, time passes, forests and multitudes speak, the vast eternal dream hovers over all. Sap and blood, all forms of the multiple reality, actions and ideas, man and humanity, the living and the life, solitudes, cities, religions, diamonds and pearls, dung-hills and charnel houses, the ebb and flow of beings, the steps of comers and goers all, all are on Shakespeare and in Shakespeare.”

— Victor Hugo ■



FOR SEEING

the best month to buy that new equipment.



Cash Flow Insight™ | for the achiever in you*

Introducing Cash Flow Insight powered by PNC CFO — a suite of user-friendly online tools that can help you understand and project your practice's cash flow, so you can turn insight into action. Try it at no cost today*. Call the Cash Flow Insight Center at 855-762-2361, stop by any PNC branch or go to pnc.com/cashflowinsight



*Offer valid during your current statement cycle period and two additional statement cycles. Offer requires a PNC Business Checking account and enrollment in PNC Online Banking. Prior to any charges being made to your account, you will receive a notification stating the trial period is ending. At that time, you can continue with Cash Flow Insight for \$10/month. If you do not take any action to continue the service after the trial period ends, you will revert back to your current free business online banking service. Beyond the trial period, certain account types have Cash Flow Insight for no additional monthly fee, including Business Enterprise Checking, Industry Solutions Checking and Retail Businesses Checking. Cash Flow Insight and CFO: Cash Flow Options are service marks of The PNC Financial Services Group, Inc. ©2013 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC





How to make the most out of
**PERFORMANCE
REVIEWS**

by Joanna Brown and Stephanie Sisk

Every management book on the shelf recommends annual reviews of employees' performance. The employer tells the employee what is good and bad about their performance, they solidify goals for the coming year, and they establish a work history that can be called upon if the relationship ever goes sour.

But human resources consultant Carol Semrad says there is a lot of discussion right now that questions the value of traditional performance appraisals, particularly as they apply to the diversity of ages represented in the workforce.

"Baby Boomers, like me, are used to annual reviews. But younger workers may demand more frequent interaction to find out 'what can I do to get better today?'" said Ms. Semrad, also a spokesperson for the Chicago Society for Human Resources Management. "So, is there value in the appraisal, or is the workplace going toward a coaching culture that can be more beneficial to the worker and the business?"

Whether they will be scheduled annually, quarterly or weekly, experts agree that appropriately handled employee appraisals benefit the whole practice.

Consultant Lois Banta, speaking at the 2013 Midwinter Meeting, sited setting expectations for top performance in an office as one of the *10 Top Management Tools for a Successful Practice*. She said the dentist functions as the de facto leader of the team.

A dentist who embraces the leadership role "leads the team with a positive spirit, inviting the team to step up to the plate and take leadership roles themselves." Too often work becomes work, lacking self-examination, planning or even a sense of challenge. Plugging in, rather than plugging along, can shake off ennui and elevate work to the next level for both the staff and the practice.

Using positive reinforcement, dentists can instill a desire in employees to work to and beyond their potential. In turn, employees are happier on the job and look favorably on the opportunities

for growth and self-improvement.

"Lack of appreciation is the number one reason team members leave their employer," Ms. Banta noted. The dentist, too, benefits from the feedback and positive reinforcement that can be had from a well-organized performance appraisal.

productivity and staff may not want you as a coach."

Start by setting the scene. Find a private place to have an honest conversation away from other staff members. Removing the white coat and other items you wear that make you look like an authority figure. Toward that end

Tips for conducting a constructive employee review

The staff at *Inc* magazine compiled several recommendations for conducting constructive employee reviews. While the complete list is available at inc.com, here is a sample:

DO

Set goals early. Outline in a job description what skills applicants must have and what will be expected of them on the job. Clarifying the criteria against which they will be measured sets everyone – and the business – up for success.

Meet with staff regularly. Don't let displeasure simmer until the once-a-year annual review. Offer both positive and negative feedback throughout the year so that staff may improve and grow before you impose negative consequences.

Plan ahead. The employee review could last up to an hour, so make sure to schedule time to give it your undivided attention in a comfortable environment.

DON'T

- Compare employees to each other.
- Allow performance in one area to overly color your review unfairly.
- Give everyone an average score regardless of performance.
- Inflate your review in order to avoid confrontation.

PLAN FOR SUCCESS

But before anyone calls a meeting, Ms. Semrad recommended a bit of planning. Consider not just the employee's performance since your last meeting, but also the environment in which the appraisal will be delivered.

"If you're not prepared for the conversation, it can do more harm than good — particularly if the employee is not performing. You may wimp out or come down harder than you need to. A poorly delivered appraisal reflects worse on the leadership. It's not inspiring for

too, sit beside the employee who will be evaluated, not across the desk from them, so that you appear as a partner in success.

Think about all parts of the employee's performance — both successes and shortcomings over a long period of time — and be prepared to address it all during your meeting.

BE HONEST

"Everyone does something well, so be honest about that in their evaluation," Ms. Semrad said. "Also, be honest about

what they don't do well. No one is done any favors by saying something that isn't true."

The language you use during the evaluation will convey a similarly strong message. It's fine to talk about "we the organization," Ms. Semrad advised, but overuse of "we" during a performance review can be inappropriate.

"The employee owns their performance, and it's important that the conversation be about their performance. If you use 'we' to talk about behavior, you

your business.

"Sometimes it's just about having an honest conversation during these meetings. A lot of people don't like change. And if you didn't talk about adapting to change in the (pre-employment) interview, rather than wait until the end of the year, talk about it now and see if maybe the match isn't a good one for this employee. By waiting until the end of the year to have that conversation, you could really make someone miserable."

"People take in information in all different ways. Be adaptable to the style of person that you are coaching. You might suggest to your employee that you come together again on Tuesday and see what you've both come up with. "

The appraisal should be consistent with your management style, Ms. Semrad continued.

"You can't think about the appraisal outside of what the whole work environment is like. If you don't have rapport with staff, it's going to be hard to

"The employee owns their performance, and it's important that the conversation be about their performance. If you use 'we' to talk about behavior, you assume some of the responsibility. Don't mince words to soften the blow when you really need to be holding people accountable."

assume some of the responsibility. Don't mince words to soften the blow when you really need to be holding people accountable."

As an example, Ms. Semrad pointed to late arrivals. "We need to get here on time," suggests that the doctor has some responsibility in the matter. Instead she suggested, "you need to get here on time." And then follow up with, "Have I communicated that to you clearly?" to open a conversation with the employee. The doctor may learn how to better express expectations to all staff in the future.

Consider, too, how the office environment has affected expectations for employees' performance. Changes in the office can seriously stress your staff, and their willingness to roll with the punches might be a hot topic during quarterly appraisals. An employee's willingness to adapt to change can be very valuable to

MOVE AHEAD

Many employers find it difficult to close out employee appraisals smoothly and in good spirits. Ms. Semrad recommends that the employer outline some next steps for the employee.

"End the conversation with an action plan for what happens next," Ms. Semrad advised, making reference to CE courses, mentoring sessions with more skilled staff, or other ways staff will look to improve their skills. Encouraging these pursuits tells employees that they have potential and value in your office, and that you are interested in building relationships with them and investing in them.

Some employees will want to brainstorm with their employer right there and then, while other will want to leave the appraisal meeting, consider their options, and continue the conversation in the days ahead.

establish it when you're holding power over people in an annual review. If you want it to be a fruitful conversation, consider how you interact day to day."

Ms. Brown is CDS senior writer.

Ms. Sisk is a freelance journalist.

Photo: © Sergey Nivens / Shutterstock Images.



CELEBRATE SUMMER

with CDS Special Events

August 4

CDS Summer Event at Great America

Grab your sunscreen and meet your colleagues for a day of fun at Six Flags Great America. CDS members and their guests will enjoy the theme park and water park, as well as an exclusive picnic on site. Purchase tickets online only. First-come, first-served.

Member price: \$20/each

(Face value: \$47/each)

- CDS members are allowed to purchase a maximum of 4 tickets at the discounted price.
- Members may purchase additional tickets at full value.
- CDS accepts Visa, Mastercard and American Express.

TICKETS FOR GREAT AMERICA WILL NOT BE MAILED.

CDS members must pick them up at Will Call, located at:
Grand Hotel and Suites
5520 Grand Ave., Gurnee

Get your tickets while supplies last!

To purchase tickets, visit

<http://on.cds.org/events2013>

You must be logged into our website as a CDS member to purchase tickets.

Problems accessing tickets online? Call Tom Long at 312.836.7326.

Six Flags Great America is located at 1-294 at Milwaukee Avenue, Gurnee



Professional help

by Joanna Brown

**STATEWIDE PROGRAM HELPS
HEALTHCARE PROFESSIONALS
WHO ARE STRUGGLING WITH
ADDICTION, DEPRESSION, STRESS**



O rland Park dentist Phil Schefke listened to a lot of speakers giving a lot of courses at the 2012 Mid-winter Meeting, but one affected him uniquely.

He popped his head into Michael Oreskovich's course on "Stress, Burnout, Substance Abuse Among Dentists" and recognized several people in the audience. They struck up a conversation during the break, discussing in brief the personal struggles that their colleagues face with varying degrees of success.

"My original concern was for my colleagues who I'd noticed were getting divorced or dealing with depression and other issues and were so distraught that they had dropped their membership (in organized dentistry)," Dr. Schefke explained. "As the discussion expanded, I found myself doing a little research for how we could get them help, get them back on track, and get them back as viable members.

"Because we're dentists, we have stressful lives. But there are options to help you get better, stay well and not fall off the rails."

Dr. Schefke found first a *Handbook for Dentist Well-Being Programs*, published a decade ago by the American Dental Association. The free book aims to help dental societies establish member assistance programs. (Download the PDF at <http://on.cds.org/wellbeing>.) Dr. Schefke said the quick read was well worth his time.

"But I found that we don't need to do this, because Carole is already doing it in Des Plaines," Dr. Schefke said, speaking of Carole Hoffman and her staff at the Illinois Professionals Health Program (IPHP). The statewide program of the Advocate Medical Group helps health-care professionals exclusively who are struggling with addiction, depression and psychosocial conditions including family problems and stress.

"The dentists we work with are largely independent practitioners for whom drug

and alcohol abuse and stress affect their ability to practice in some way," explained Dr. Hoffman, program director at IPHP. "Our No. 1 goal is to get people healthy and well and back to work. But what that means depends on the situation. There are options depending on the related issues and new skills we can work on. But second we have to think about the safe practice of medicine.

"We are not a treatment program. We try to help people get help," Dr. Hoffman said.

**We are not
a treatment
program.
We try to
help people
get help.**

IPHP was created more than 30 years ago by physicians interested in helping their colleagues who abused drugs and alcohol, but since 1997 IPHP has been professionally staffed by case managers like Russ Romano. Mr. Romano screens clients to get an idea of what issues are disrupting their lives, and then works with them to identify a treatment program and further aid their return to good health.

"Some patients come in themselves, some are referred by colleagues, some are referred to us by the Illinois Department of Financial and Professional Regulations (IDFPR)," Mr. Romano explained. "A common fear that patients have when they come to us is the fear of being reported to IDFPR, but our program offers complete confidentiality — even if the patient is non-compliant

with our treatment plan."

The exception, Mr. Romano said, is those patients who are referred to IPHP by IDFPR; he must report back to IDFPR on their progress. IPHP has no disciplinary authority.

"Sometimes it's just an issue of shame," Mr. Romano said of his patients. "But they quickly find that their struggle is not unique. Many have walked down that same path."

What is unique, Dr. Hoffmann explained, is the cache of treatment programs and professionals to which Mr. Romano refers his patients. IPHP has identified resources nationwide which are accustomed to working with health-care providers and the unusual challenges to their recovery because of the environments in which they work.

"There are risk management issues that aren't present in your garden-variety treatment programs," she said.

Mr. Romano offers patients a few options to consider, and the patient decides which is the best fit. Mr. Romano then steps in to draft an aftercare agreement, which may keep him in contact with the patient for up to five years.

"We monitor their compliance with the program they've chosen, whether that means therapy or random toxicology testing or continued use of antidepressants. I call it 'keeping them in the fairway,'" he said. "When they stray, I'm going to challenge them to get back on track."

The most important thing, Mr. Romano said, is that everyone makes good health a priority.

"The profession has a responsibility to maintain its integrity. The dentist's responsibility is to be sure the profession isn't desecrated by addiction and harm to patients. It's up to the individual; if they feel that they need help they need to attend to it, just as they would if they were in severe pain." ■

Ms. Brown is CDS senior writer.

Photo: © Igor Normann / Shutterstock Images.

Find more information at <http://www.advocatehealth.com/illinoisprofessionalshealthprogram>.



IT'S THE LAW

by John M. Green, DDS, JD

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

Scandal is painful reminder to practice safely

In March, an oral surgeon in Tulsa, OK, made national headlines. A patient of the practice with no known risk factors tested positive for both HIV and hepatitis C. It is believed the source of the infection was the treatment received from the oral surgeon.

Upon investigation by the Oklahoma Board of Dentistry, it was discovered that the office used two sets of instruments: one set for patients known to have infectious diseases and a second for those believed to be free of diseases. The autoclave machine had not been tested for six years. There were other sterilization and cross-contamination issues found during the investigation.

When patients hear such stories, concern about exposure to diseases in a dental setting can shake the public's faith in dentistry.

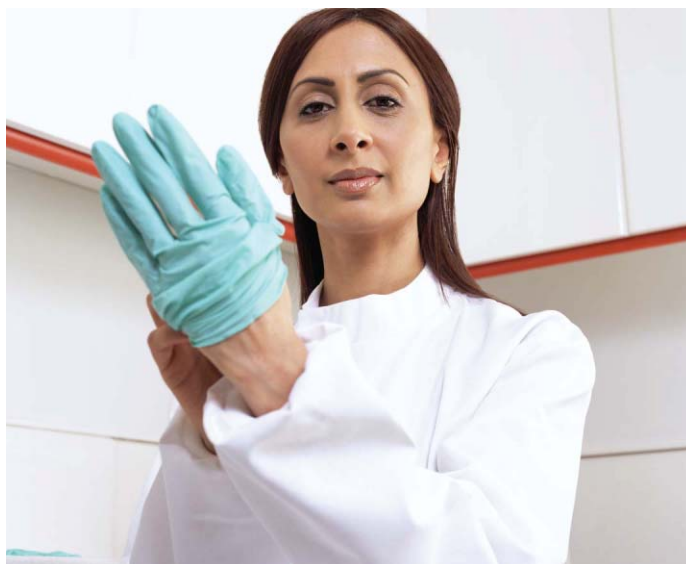
Knowledge of how diseases are transmitted and our understanding of appropriate prevention methods has improved significantly. The vast majority of practitioners have sound safety guidelines in place. However, when a crisis of confidence such as the scandal in Tulsa comes to light, it is important for all dental offices to review the precautions that they are taking. Now is the time to update practice policies and make certain that everyone who works in the office understands the policies and procedures and complies with them.

In 2003, the U.S. Centers for Disease Control and Prevention published *Guidelines for Infection Control in Dental Health Care Settings*. These guidelines are the standard of care for infection control in dentistry.

The recommendations outlined in the report include:

- Educating and protecting dental healthcare personnel;
- Preventing transmission of bloodborne pathogens;
- Hand hygiene;
- Personal protective equipment;
- Sterilization and disinfection of patient-care items;
- Environmental infection control;
- Dental unit waterlines, biofilm and water quality; and
- Special considerations (i.e., handpieces and other devices,

When patients hear such stories, concern about exposure to diseases in a dental setting can shake the public's faith in dentistry.



© Getty Images

radiology, parenteral medications, oral surgical procedures and dental laboratories).

Infection control is much like football; the best offense is a good defense.

Make certain that all the people who work in the office are familiar with the policies. Hold periodic meetings to review the policies and reinforce their importance with all personnel. Doing so will help educate, and also serves as a check to make certain that everyone on staff is in compliance. Additionally, explaining that the protocols are in place not only for the patient's safety, but also for the workers' safety will ensure that there is a vested interest in complying with the procedures.

Finally, demonstrate to patients your office's adherence to infection control guidelines by showing them packaged sterilized instruments and your use of universal precautions to reinforce your patients' confidence in your practice.

Complacency is not an option. ■

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

Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for 20 years. Find more information on Dr. Green at www.greenlawoffice.net.



FROM THE GROUND UP A column about the CDS Foundation.

by Milly Goldstein

For more information, visit www.cdsfound.org

Encouraging signs accompany spring

This spring I find myself globe-trotting for both business and pleasure. Each place I visit has something to teach me; I try to learn from what the locals are doing to help their neighbors in need, and I consider what is doable at home. I ask of both our CDS Foundation and myself, “Are we doing enough?”

This recent report from The Giving Institute at the Indiana University School of Philanthropy, published at www.charity-navigator.org, offers insight into the challenges and opportunities we face:

- Total giving to charitable organizations was \$298.42 billion in 2011 (about 2 percent of GDP). This is an increase of 4 percent from 2010.
- As in previous years, the majority of that giving came from individuals. Specifically, individuals gave \$217.79 billion (73 percent), representing a 3.9 percent increase over 2010.
- Giving by individuals is critically important, as it represents nearly 9 out of every 10 dollars donated.
- Corporate giving accounted for just 5 percent of total giving in 2011.
- Donations were up for health charities (2.7 percent); public benefit charities (4 percent); arts, culture, humanities charities (4.1 percent); international charities (7.6 percent); human services charities (2.5 percent); and environmental and animal charities (4.6 percent).

Giving by individuals is critically important, as it represents nearly 9 out of every 10 dollars donated. Corporate giving accounted for just 5 percent of the total giving in 2011

Therefore, it gives me great pleasure to talk about all the ways the CDS Foundation is growing.

Make plans to meet me at the CDS Foundation Dental Clinic Open House Sunday, June 9. Our CDS Foundation trustees and the clinic’s Board of Managers are eager to show you around the modern new facility and tell you about the care our volunteer professionals have been delivering since February. If you like what you see at the Open House, make a contribution or volunteer. Our patient base is growing quickly, and so too must our volunteer pool. Volunteer for an afternoon, one day per month, or whatever fits your schedule. To volunteer, call

the clinic at 630.260.8530.

If anyone knows about the need for a strong volunteer network it is Ed Schaaf, the 2012 recipient of our CDS Foundation Vision Award. Dr. Schaaf’s 52-year career exemplifies everything that the Vision Award represents: contributions that significantly and consistently impact the advancement of the dental profession through volunteer service; a demonstrated ability and willingness to serve as a mentor; and evidence of philanthropy, including time and expertise donated to improve access to care.

For many years Dr. Schaaf was the face of dentistry at the now-shuttered Free People’s Clinic, where free care was provided to all who sought it. In addition to the clinical work, Dr. Schaaf recruited volunteers and collected extra supplies from virtually any vendor he met. There are innumerable patients who owe their improved oral health — and oral health awareness — to Dr. Schaaf. The CDS Foundation was honored to relay its thanks through the Vision Award.

I hope that you will nominate a similarly esteemed colleague for the 2013 Vision Award. The nominating form is available at <http://on.cds.org/visionCDSF>.

I know our new interim executive director, Carolyn Van Eck, is eager to receive your nominations and to speak with you about our foundation’s plans for the coming year.

Carolyn has served on the CDS Foundation Board of Trustees, 2009-11, and as chair of the Dental Trade Alliance Foundation, 2009-11. In addition, she has more than 30 years of corporate experience with a major manufacturer in the dental industry, in the roles of vice president and chief financial officer.

The CDS Foundation Board of Trustees is glad to have her with us at this time, and we hope you enjoy working with her as much as we have.

As you gear up for warmer weather, here are a few ways you can show your support for the CDS Foundation:

- Visit the free clinic: attend the open house and sign up to volunteer;
- Consider who you would nominate for the 2013 Vision Award;
- Look for the CDS Foundation at your branch golf outing;
- Ask about the upcoming Wine Tasting;
- Make a donation now at www.cdsfound.org. ■

Ms. Goldstein is the chair of the Chicago Dental Society Foundation. She is also the president of Harry J. Bosworth Company, a Skokie-based manufacturer of dental materials.

@CDS.ORG

A peek at the conversation online



© Creative / Shutterstock Images

ONLINE COLUMN

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

by Stephanie Sisk

Charting new territory

What's big news for dentistry in the next few years? Electronic charting. Let's start by dispelling the rumor that the federal government is requiring adoption of electronic health records (EHR) by next year. Dentists in private practice will not be required to switch to EHR unless they have Medicare patients or a large Medicaid patient load.

It's what electronic charting can do that tantalizes.

"Besides the everyday improvements such as image management, financial management, payroll, etc.," said L. Stephen Buchanan of the Dental Education Laboratories in California, "electronic charting offers the possibility of data mining across thousands of dental offices to pull out real-time clinical data about methods used and outcomes seen." Instead of waiting years to analyze a new method or new material, dentists can get results in months, allowing for successful treatments to be shared and implemented sooner.

There are other benefits as well.

Once a digital charting is up and running, "a paperless system allows you to spend more time with patients and provide better care," wrote Jana Berghoff in an article in *RDH* magazine.

OPEN WIDE BLOG

[@cds.org/news/blog](http://cds.org/news/blog)

David Schubert brings hope to Baudin, Haiti

What started as a typical college course for his daughter inspired a labor of love in West Suburban Branch member **David Schubert**. His family's interest in helping the residents of Baudin, Haiti, in 1996 has grown into a year-round effort to provide dental and medical services to the remote mountain community today.

Dr. Schubert's oldest daughter, Vicky Krick, first learned about the Haitian culture through her coursework at Carthage College in Kenosha, WI. She spent a semester break in Baudin, refurbishing a school and teaching. The stories and emotions that Ms. Krick shared upon her return prompted Dr. Schubert to volunteer, too. He soon found himself on a plane to Haiti.

That first year, Dr. Schubert and other volunteers provided dental services out of a tiny, ill-equipped dispensary at a church. Volunteers used an old birthing chair, flashlights and a lot of gauze, as Baudin does not have electricity or running water.

Dr. Schubert said recently that he found need, faith and gratitude among his Haitian patients, and on the volunteers' final day there the line of residents waiting to be seen was still 50 deep. He resolved to return.

Dr. Schubert typically makes three trips to Haiti a year, accompanied by up to seven volunteers. An average trip is eight days and includes five clinic days, during which approximately 110 fillings, 35 cleanings and 400 extractions will be performed by two dentists, one hygienist and three other volunteers.

For more information about these trips or to make a donation, visit www.baudin-dentalmission.org or find them on *Facebook*.



David Schubert (center) with his niece, Rachel Mautone, and wife, Laura.

TWEETS

[Twitter.com/Chicago_Dental](https://twitter.com/Chicago_Dental)

The dental Twitterverse writes

RT @DrLowenberg

“Children learn to smile from their parents.” Shinichi Suzuki

Retweeted by Chicago Dental Soc

@Chicago_Dental

We're making BIG plans (really, really BIG) to celebrate our 150th anniversary next year. How do YOU celebrate milestones?

@WADentalAssoc

#OralHealth fact: less than half of children brush their teeth twice a day or more

#2min2X

Retweeted by Chicago Dental Soc

@MallGADentistry

Did you know that snails have teeth? Thousands of teeny tiny little teeth called denticles.

Retweeted by Chicago Dental Soc

@Grisko

Today's #GriskoTip: Your employees are some of your most influential brand ambassadors. Equip them with the tools they need.

Retweeted by Chicago Dental Soc

@Chicago_Dental

The CDS Foundation Dental Clinic in Wheaton welcomes uninsured patients for free care (volunteers are needed, too)

@Tate

What did the artist say to the dentist?- Matisse hurt

Retweeted by Chicago Dental Soc

@RStilesDDS

Great to see Dr. Fayad speak abt CBVT tech and its role in modern endo at the NW Side Branch meeting. Awesome!

Retweeted by Chicago Dental Soc

ON FACEBOOK

[Facebook.com/chicagodentalsociety](https://facebook.com/chicagodentalsociety)

In case you missed it

April 17

Did you see this article at [Forbes.com](http://forbes.com)?

Dr. Oz is worried about your teeth.

Should you worry, too?

www.forbes.com

April 16

Did you see the news about healthcare and vouchers like those sold on Living-Social and Groupon? An attorney from the State Board of Dentistry says the rules also apply to dental services

<http://www.idfpr.com/News>

April 15

Illinois recently received grant funding to develop its health insurance marketplace. Learn more from the governor.

www3.illinois.gov

April 9

Don't forget that CDS has a Jobs Board just for dental assistants and hygienists

www.cds.org/jobboard

March 6

A midweek chuckle, attributed to Mark Twain:

“Be careful about reading health books. You may die of a misprint.” ■

Stay connected with Chicago Dental Society

- Like us on [Facebook](https://facebook.com/chicagodentalsociety)
- Follow us on [Twitter](https://twitter.com/chicagodentalsociety)
- Read Stephanie Sisk's monthly column available exclusively online at CDS.org
- Find out about CDS news and events through our blog — [Open Wide](#)



ACCESS TO CARE

A look at challenges facing our profession.

Paula Rosenberg finds her calling along the backstretch

by Joanna Brown

Like many new graduates, Paula Rosenberg was open to most any job opportunity that crossed her path. She was working a few part-time jobs in the Pilsen neighborhood in 1984 when she heard about an opening for a dentist at the racetracks.

Yup, the racetracks. “I thought a bit about the population there, and I was intrigued,” recalled Dr. Rosenberger, a 1982 graduate of the University of Illinois at Chicago College of Dentistry. “But I knew when I said out loud about the opening, ‘this is too weird’ that I was going to go after that job.”

Since 1984, Dr. Rosenberg has been a staff dentist at the Racing Indus-

try Charitable Foundation (RICF), a body established five years prior to provide comprehensive care to racetrack workers in Illinois. She offers dental care to backstretch residents of all ages.

The late Lucy Reum, the first female chair of the Illinois Racing Board, was moved by her experience to create RICE.

“She had visited the backstretch and was appalled by the health disparities there,” said RICE executive director Peggy Goetsch. “The backstretch residents work on site seven days a week — long days caring for the horses — and they’re always moving around the country. They have poor oral health, among other health needs.”

Given that Illinois is the only state that allows minors to reside in back-

stretch housing with their parents, Ms. Goestch said there are 6,000 people in RICF's care. The foundation offers on-site primary care, dental care, social services, outpatient substance abuse treatment and mental health services at Arlington Park, Balmoral, Fairmount Park, Hawthorne and Maywood Park racetracks.

Services are bilingual, as 96 percent of backstretch staff are Spanish-speaking immigrants. A recent study of the backstretch residents by the University of Illinois found that their health disparities are twice those of the average low-income Latino. This includes areas like childhood obesity, respiratory illness and tuberculosis, as well as oral health.

Dr. Rosenberger does a lot of restorative work, extractions, and care for bloody gums that have never been cleaned. "It keeps my skills sharp," she said. "We talk a lot about flossing and periodontal disease, but I find that the

Hispanic population I work with has a very high dental IQ."

But, she said, it's the people she cares for who keep her coming back.

"They come to their appointments straight from the barns, so they might have hay or snow on them, but they are all very appreciative of the care we provide. They step away from their jobs to come to their appointments, so it's a real sign of respect and appreciation when they take the extra time for a shower before they come here."

A 2012 grant from the Chicago Dental Society Foundation will allow RICF to purchase new equipment; specifically, a 45-year-old mobile dental unit, which is transported to each track twice annually will be replaced.

"This will change my life," Dr. Rosenberger said. ■

Ms. Brown is the CDS senior writer.
Photography by Andrew Campbell.



A Chicago Dental Society Foundation grant will allow RICF to replace its 45-year-old mobile dental unit.

AFTCO

■■■■■■■■■■ TRANSITION CONSULTANTS

Call 1-800-232-3826
or visit us online at
www.aftco.net for a
free practice appraisal,
a \$2,500 value!

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

*"Over \$1.5 Billion
in Practice Sales"*

Sahand Zomorrodian, D.M.D. has acquired the practice of
Robert A. Lipschultz, D.D.S. - Arlington Heights, Illinois

Shilpa P. Mailapur, D.M.D. has acquired the practice of
Neil M. Blumenthal, D.D.S. - Homewood, Illinois

AFTCO is pleased to have represented
all parties in these transitions.

GOING LOCAL

A look at what's happening in our community

UIC's Christopher Engeland Receives NIH Grant

Christopher Engeland, an assistant professor of periodontics at the University of Illinois at Chicago (UIC) College of Dentistry, received a \$1,250,000 research grant through the National Institute on Aging of the National Institutes of Health as a principal investigator for a study being done in collaboration with Penn State University and the Albert Einstein Medical College in the Bronx, NY — the main site where the study takes place.

The data collected enables the research team to study the effects of stress on cognitive decline over time.

The study has 320 male and female subjects between the ages of 25 and 65, and who are economically and racially diverse. It first looks at the daily stress levels of the individual for two weeks. In a similar manner, stress levels are reassessed every six months for four years.

The data is collected in real time by using smartphones. Subjects are asked how much stress they are undergoing at particular moments, and cognitive tests are done on the phone.

One goal is to see what the impact on cognitive functioning is for someone with a stressful day versus someone with a stressful week, and to assess the cumulative effects of stress across years.

In addition, Dr. Engeland will study how stress affects cognition with inflammation as a potential mediator. Blood samples are shipped to UIC and tested for baseline inflammation and inflammatory responses. Saliva samples, attained four times a day for a week, also are tested as a measure of physiological stress.

"I am very excited about this study because of its depth," said Dr. Engeland, "as well as the breadth of information it will give to us."

The information regarding stress, inflammation, and cognitive health will assist in UIC's blood and tissue regeneration research, Dr. Engeland added.

CORTINO SUKOTJO WINS ADEA FELLOWSHIP

The American Dental Education Association (ADEA) awarded the ADEA/William J. Gies Foundation Education Fellowship to UIC 's Cortino Sukotjo, DDS, PhD. The fellowship was awarded March 16-19 at the ADEA Annual Session in Seattle.

"ADEA is pleased to offer Dr. Sukotjo this opportunity to examine the ways in which dentists who are educated abroad may meet the challenges that faculty shortages pose to dental education programs in the United States," said ADEA President Gerald Glickman.

As the ADEA/William J. Gies Foundation Education Fellow, Dr. Sukotjo will spend three months in Washington, DC, working with the ADEA Policy Center on issues of importance to higher education, such as faculty recruitment, development and retention; leadership development; teaching strategies; competencies and their assessment; as well as accreditation and licensure.

A dentist educated abroad himself, Dr. Sukotjo has written numerous articles on topics related to dental education, and currently serves as a member of the Editorial Review Board for the *Journal of Dental Education*.

In 2008, as a member of the Predoctoral Implant Program at UIC, Dr. Sukotjo received the ADEA/Zimmer Dental Implant Education Teaching Award. ■



LOOKING FOR A DENTAL HYGIENIST?

Dental Careers Forum connects dentists with dental hygienists

We've made the job of looking for a dental hygienist or dental assistant easier. The CDS online **Dental Careers Forum** is the place to start your search. CDS offers this service FREE to member dentists, dental hygienists and dental assistants.

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

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



Chicago Dental Society

The respected leader in scientific dental meetings™

SNAP SHOTS

Profiles of people in our profession

Eric Jackson goes to bat for the Bandits

by Rachel Azark

It was just a few months ago that Chicago Dental Society member Eric Jackson found a message on his *LinkedIn* account from the Chicago Bandits, a women's professional fastpitch softball team. They were looking for a team dentist.

Little did the team know that Dr. Jackson, a 2005 graduate of the University of Illinois at Chicago College of Dentistry, has a bit of history with softball. Both his wife and sister-in-law coach softball at Lyons Township High School in LaGrange. And they have all been avid Bandits fans since the team's inception in 2004.

As the clock ticked down toward Opening Day, Dr. Jackson geared up to fit the women for their mouth guards.

"[Regarding injuries], pretty much anything you have seen in major league baseball you can see in professional softball. You can get hit by a pitch, especially in the mouth, or a ground ball can take a bad hop and jump up. With all those sorts of things you obviously have to protect the professional athletes as best you can," he said.

So far, Dr. Jackson has only met a handful of the players, since most of them live out of state for a large portion of the year. He attended their 2013 Collegiate Draft Night in Rose-

mont to watch the live stream from ESPN3 on the big screens of the draft happening live in Nashville.

"It was great to sit with current team members watching these 'dreams come true.' The players were excited, happy, debating who was going to be drafted. It was really fun to be at live, and it was a really great time," said Dr. Jackson.

During the season, Dr. Jackson is required to be on call in case of any injuries. But he expects to also attend some of the games as just a fan with his daughters.

"It's kind of like that classic baseball experience: you sit down, have your kids next to you, get some popcorn or peanuts and you're in good shape," said Dr. Jackson.

As a father of two girls, he thinks that the Bandits' new stadium is a great place to see professional women playing a sport. And he appreciates the fact that the players sign autographs after the games.

"[The players] are amazingly skilled athletes and role models," said Dr. Jackson. "Fastpitch softball, there is no men's equivalent. I like the uniqueness of it."

Dr. Jackson is looking forward to the season opener June 1 against the Indiana Slammers.

"I have had such a good time meeting the players — even though it's only been a few of them," said Dr. Jackson. "When they all get into town, it will be really great to be a part of the team. I can't be more excited." ■

Ms. Azark is the CDS editorial assistant.



Eric Jackson with Bandits team members.

Bandits fast facts

- Jennie Finch, who *Time* magazine once described as the most famous softball player in history, joined the Bandits in 2005 after winning a gold medal at the 2004 Olympics. She retired in 2010.
- In 2011, the Bandits made history. Its stadium was the first built solely for a women's professional sports team. Its address, appropriately enough, is 27 Jennie Finch Way, Rosemont.
- The stadium capacity is 2,000.
- The team colors are black, orange and blue.
- The team mascot is a raccoon named Outlaw.

DENTAL DATELINE

Provided by your Chicago Dental Society member dentists.

Good oral health begins with a well-balanced diet

Everybody knows that a well-balanced diet is good for a healthy lifestyle. Your food choices affect your body — but they also greatly affect your oral health. What you choose to eat helps prevent tooth decay and gum disease. Your mouth, teeth and gums are also your tools for eating, chewing and swallowing, so it's important to keep them healthy with the right foods.

A HEALTHY DIET

According to choosemyplate.gov, a website from the Center for Nutrition Policy and Promotion, a balanced diet should include:

- **Fruits and vegetables.**

Combined, these should cover half your plate at meals.

- **Grains.** Half the grains you eat should be whole grains.

- **Dairy.** Choose low-fat or fat-free dairy products.

- **Protein.** Make lean protein choices.

DIET AND TOOTH DECAY

According to the American Dental Association, the foods you eat and what you drink can have a direct influence on how often cavities occur and how they progress. This is dependent on a few factors including:

- **The form of the food** and whether it's liquid, solid, sticky or slow to dissolve;

- **The frequency with which you eat or drink** sugary and acidic foods and beverages;

- **The combination of the foods** you eat and the order in which you eat them;

- **Medical conditions** you might have, such as acid reflux or eating disorders, which can increase the risk of cavities and weaken your teeth.



LIMIT THE SUGAR IN YOUR DIET

Bacteria found in your mouth feed off the sugars in food and release acids, which can lead to tooth decay. Sweets and snack foods are a concern because of the amount and type of sugar they contain, not to mention that they offer little or no nutritional value.

Sugary drinks like soda, lemonade and sweetened coffee or tea are particularly harmful because the constant sipping creates a sugar bath over the teeth and promotes tooth decay.

FOODS THAT MAY BENEFIT DENTAL HEALTH

Foods rich in calcium and other nutrients are good for tooth health. They include cheese, milk, yogurt, leafy

greens and almonds. For sources of phosphorus, try protein-rich foods like meat, poultry, fish and eggs. Both calcium and phosphorus are important for protecting and rebuilding tooth enamel.

Other healthy food choices are fruits and vegetables, since they are high in both water and fiber. These foods also help stimulate saliva production, which will wash away harmful acids and food particles away from the teeth. Many contain vitamin C, which is important for healthy gums and quick healing of wounds, and vitamin A, which is a key nutrient in building tooth enamel. ■

For more information on healthy eating and your oral health, visit www.mouthhealthy.org/en/nutrition. Images: © Shutterstock Images

APPLICANTS & DECEASED MEMBERS**APPLICANTS****Adebayo, Albert**

University of Illinois, 2012
7033 S. Merrill Ave., Chicago
Kenwood/Hyde Park Branch

Al-Azzawi, Bushra

International Dental School
2545 W. Peterson Ave., Chicago
North Suburban Branch

Ansari, Asim M.

University of Illinois, 2010
1037 Woodfield Rd., Schaumburg
Northwest Suburban Branch

Arora, Nina

University of Illinois, 2008
5050 S. Kedzie Ave., Chicago
Englewood Branch

Azad, Koushan

University of Montreal, 1998
200 W. Lake St., Addison
West Suburban Branch

Brewer, Shari

University of Nebraska, 2012
3001 Green Bay Rd.
North Chicago
North Suburban Branch

Crystal, Howard

University of Illinois, 1978
528 W. Barry, Chicago
North Side Branch

Dillard, Melvin

Howard University, 2010
1504 E. 87th St., Chicago
Kenwood/Hyde Park Branch

Duraes, Gabriela

University of Maryland, 2010
12033 S. Pulaski Rd., Alsip
South Suburban Branch

Foes, Jennifer

Southern Illinois University, 2011
3600 W. Fullerton Ave., Chicago
North Side Branch

Foley, John

University of Illinois, 2009
820 S. Bartlett Rd., Streamwood
Northwest Suburban Branch

Gonzalez, Michael

University of Detroit-Mercy, 2012
3337 N. Harlem Ave., Chicago
Northwest Side Branch

Jafri, Ambreen

New York University, 2005
37 Lake Adalyn Dr.
South Barrington
Northwest Suburban Branch

Kapoor, Shikha

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

Kontos, John

Loyola University, 1986
25 E. Washington St., Chicago
North Side Branch

Lombardo, Alma

University of Illinois, 2008
754 S. Rand Rd., Lake Zurich
Northwest Suburban Branch

Lychyk, Natalie

Loyola University, 1989
1200 Highridge Pkwy.
Westchester
West Suburban Branch

Medina, Nancy

Harvard University, 2001
7109 N. Ottawa Ave., Chicago
Northwest Side Branch

Parker, Stephen

Louisiana State University, 1985
300 Center Dr., Vernon Hills
North Suburban Branch

Patel, Amitkumar

Boston University, 2012
12200 S. Western Ave.
Blue Island
South Suburban Branch

Patel, Deepan

Tufts University, 2010
4714 N. Kimball Ave., Chicago
North Side Branch

Patel, Geena

University of Illinois, 2010
5452 S. Kedzie Ave., Chicago
Englewood Branch

Patel, Prashant

University of Illinois, 1991
150 W. Half Day Rd.
Buffalo Grove
North Suburban Branch

Patel, Sima

Loyola University, 1993
28956 W. IL Route 120
Lakemoor
North Suburban Branch

Pezeshk, Mohammad

Indiana University, 2012
4049 W. 26th St., Chicago
West Side Branch

Pienkowski, Alma

University of Illinois, 1977
1101 W. Irving Park Rd.
Bensenville
West Suburban Branch

Pryor, Elizabeth

University of Illinois, 1985
1515 E. 52nd Pl., Chicago
Kenwood/Hyde Park Branch

Radfar, Rebecca

University of Pennsylvania, 2004
9725 Woods Dr., Skokie
North Side Branch

Sarantopoulos, Demetios

Marquette University, 2006
1900 E. Golf Rd., Schaumburg
Northwest Suburban Branch

Sharma, Vineet

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

Umapathy, Meenakshi

New York University, 2011
6560 W. Fullerton Ave., Chicago
West Side Branch

Weitz, Lauren

Marquette University, 2005
101 Amherst Dr., Bartlett
West Suburban Branch

Woisetschlaeger, Chi

Howard University, 2011
200 W. Lake St., Addison
West Suburban Branch

Zoeteman, Michelle

Marquette University, 1999
605 E. 170th St., South Holland
South Suburban Branch

DECEASED MEMBERS**Battistoni, Julio**

Loyola University, 1960
315 N. LaGrange Rd., Apt. 809
LaGrange Park, IL
West Suburban Branch
Died March 8.

Catrambone, Dominic

Chicago College of Dental
Surgery, 1947
1609 Clover Dr., Inverness, IL
West Suburban Branch
Died April 6.

Green, John M., Sr.

Loyola University, 1954
10600 Kolin, Oak Lawn, IL
Englewood Branch
Died Oct. 2.

Krol, Zenon

Chicago College of Dental
Surgery, 1944
195 Cascade Dr.
Indian Head Park, IL
Englewood Branch
Died July 27, 2008.

Loevy, Hannelore

International Dental School, 1952
5550 S. South Shore Dr.
Apt. 415
Chicago, IL
West Side Branch
Died March 23.

Madigan-Jones, Mary

University of Illinois, 1983
7 Jasmine Ct., Streamwood, IL
Northwest Suburban Branch
Died March 14.

Schklair, Eugene

University of Illinois, 1961
19100 Sprague St., Tarzana, CA
West Suburban Branch
Died Dec. 22, 2011.

MEETING PLACE

Dental meetings and CE opportunities

May

22: West Side & West Suburban branches

Annual Golf Outing. Old Oak Country Club, 14200 Parker Rd., Homer Glenn. 8 a.m. shotgun start. Includes golf cart rental, BBQ lunch and prizes. Limited to 72 players. First-come, first-served. \$100 Early Birdie Fee (if registered by May 8); \$125 Bogie Fee (after May 8). RSVP to Mark Ploskonka at ploskonka@msn.com or 630.926.3920.

28: Dental Arts Club

Steven Weeks, DDS: Electronic Root Measurement: An Update. Lincoln Tavern, 1858 W. Wabansia Ave., Chicago. 6:30-10:30 p.m. For information, email Daniela Brzozowski at dbrzozowskidds@gmail.com.

June

5: Arcolian Dental Arts Society

Annual Golf Outing. Village Greens of Woodridge, 575 W. 75th St., Woodridge. 7 a.m. shotgun start. Includes golf, lunch and prizes. For information, call Mike Biasiello at 847.825.1457 or email mjbslo@yahoo.com.

5: Englewood Branch

Annual Golf Outing. Cog Hill Golf and Country Club, Course 2, 12294 Archer Ave., Lemont. 12:30 p.m. shotgun start. Fees: Golf, cart and dinner: \$103/player; Golf and cart only: \$60/player; Dinner only: \$43/person (at 6 p.m.). RSVP to Michael Meehan by May 22. Call 708.448.3131, fax 708.448.3412 or email info@meehanorthodontics.com.

7: South Suburban Branch

Annual Fishing Trip. Leaving from Burnham Harbor (west side, closest to Soldier Field. The boat is at I dock). Arrive no later than 5:30 a.m. The boat can accommodate up to 20 fishermen. Friends and children are welcome. Send a \$100 deposit to hold your place to: Kevin L. Patterson, DDS; 910 S. Catherine Ave., La Grange, IL 60525. Email Dr. Patterson with any questions at preventcavities@aol.com.

September 25 CDS Virtual Reality Meeting

All Day — Starting at 9 a.m. (CST).

Earn live CE credits when you attend the day of the presentation. Or view sessions on demand at your convenience to earn self-study CE credits. Attend on the day of the presentation for a chance to win prizes. Registration is free. Register at <http://on.cds.org/2013VRM>.

Featuring presentations by:

- Richard Sullivan, DDS: Implants (sponsored by Nobel Biocare)
- Anthony Cardoza, DDS: Lasers (sponsored by Technology 4 Medicine)
- Mary Govoni, CDA, RDH, MBA: Dental Assisting
- Kirk Behrendt: Practice Management
- Doreen Johnson, RDH, MA: Non-Surgical Periodontal Anesthesia Options (sponsored by Dentsply Professional)

ADA CERP® | Continuing Education Recognition Program

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

Study clubs

Central Lake County Dental Study Club

Meets third Tuesday of every month at noon, January-November, Grandma V's Pancakes, 10 E. Maple Ave., Mundelein. For information, contact Paul Showers, 847.816.3636.

Chicago Aesthetic Masters, a Hornbrook Group Study Club

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

Chicago Dental Study Club

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

Greater Evanston Dentists Association

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

Uptown Dental Forum

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

Waukegan Dental Study Group

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

Publicize your event

CDS provides the free publication of meeting announcements for dental study clubs and other not-for-profit organizations. The publication of such notices is at the sole discretion of CDS.

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

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





» » » Chicago Dental Broker presents **A DENTAL TRANSITION SYMPOSIUM**

Are you looking to make a transition?

Join us for this **FREE** first-ever of its kind **EVENT FOR SELLERS** featuring a:

- Dental Accountant
- Investment Advisor
- Lawyer
- Lender
- Practice Broker
- Realtor

all together at one time!

Friday

SEPTEMBER 27

12:30 p.m.

The Lido Banquets

5504 N. Milwaukee Ave., Chicago

** Includes food and beverage*

RSVP by September 17

Email chicagodentalbroker@gmail.com

Chicago Dental Broker is the only locally owned dental brokerage that is operated by a dentist and CDS member. I represent you — the seller — exclusively.

- No dual representation.
- No start-up counseling.
- I only represent YOU.

Dr. Robert A. Uhland » 847.814.4149 » www.chicagodentalbroker.net



The Chicago Dental Society Officers and Directors cordially invite you and your spouse/guest to attend the

Installation of Officers

SUNDAY

November 17

Palmer House • 17 E. Monroe St., Chicago

Reception: 6:15 p.m. | Installation: 7 p.m. | Dessert: 8 p.m.



The 2014 CDS Officer Nominees

- President • Richard Holba, DDS
- President-elect • Susan Becker Doroshow, DDS
- Secretary • George Zehak, DDS
- Vice President • Phillip Fijal, DDS
- Treasurer • Louis Imburgia, DDS

CDS Election

The election will be held Wednesday, November 13, during the Regional Meeting at the Drury Lane in Oakbrook Terrace.

BRANCH NEWS

News from the home front

Englewood

by Denise Hale, DDS

Happy Spring!

Kevin King is one of several dentists who worked diligently to open the Chicago Dental Society Foundation Dental Clinic in Wheaton. The free clinic serves patients in Lake, Cook and DuPage counties who show proof of residency and an income at or below 200 percent of the poverty level.

Outgoing branch president **Aaron Tucke** spent his birthday in Clearwater, FL, with his family. Rumor has it the family had a little too much time in the sun and that lobsters were not the only red creatures milling about. Happy belated birthday, Aaron!

Rena and **Mike Sheehan** celebrated their 27th wedding anniversary Feb. 2. Happy Anniversary to the love birds!

John Kozal reports that his daughter Katarina's JV pom dance team — the Lockport High School Porterettes — won the Illinois state championship for Division I schools. John's other daughter, Natasha, was invited to dance with the Willow Street Dance Theater at its national dance competition. No dentists in the family, but plenty of talented dancers!

Ava Green, wife of the late **John M. Green Sr.**, mother of members **John M.**



ENGLEWOOD:
(Top) Rick Schuberth, Brigid McCormick (Jim McCormick's wife), Bernie Muzynski and Don Doyle.

(Left) Larry Michet with his wife Bernadette and her friend, Dulciline Dusreis. Both Bernadette and Dulciline are from São Palo, Brazil.

Green Jr. and **Gavin Green**, and physician Christopher Green, has died. We extend condolences to the entire Green family.

I hope to see everyone at the Englewood Branch Golf Outing June 5 at Cog Hill. Let the swinging begin!

Your branch correspondents

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

Kenwood/Hyde Park

by Sherece Thompson, DDS

Our deepest sympathy and prayers are for our past president, **Lawrence White**, who lost his father Feb. 3. Leland White was a veteran of the Armed Services, where he served as a sergeant for the medic unit. Mr. White received a Master's degree from Roosevelt University and began his teaching career in the Chicago Public Schools. He also served on the Chicago Board of Education for over 34 years.

North Side

by Joshua Ries, DDS

The North Side Branch held its third and fourth meetings of the year at Vivo. Both meetings were well attended, including many first-timers.

Walter Lamacki presented "How We Got Here," a historical look at our profession, at the Jan. 8 meeting. And on March 12, **Sheldon Seidman** gave a presentation entitled "Cosmetic Dentistry is More than Making White, Straight Teeth."

Harvey Mahler had a very busy start to 2013. On Jan. 8, Dr. Mahler presented the lecture "Essentials of General Dentistry" to the West Side Branch.

Harvey was featured in a live, in-studio segment titled "Focus on Family: Alleviating Dental Anxiety" Feb. 26 on the *WGN Midday News*. Dr. Mahler discussed tips for kids, dealing with dental fears and the Dental Vibe, a multi-purpose instrument.

Harvey will also contribute to the American Dental Association's 2014 Library Transition Plan.

Lynse Briney became a diplomate to the American Board of Pediatric Dentistry.

Barry Cherny, Leo Dumanis, Bruce Hochstadter and **Richard Isaacson** recently hosted an instructional course covering immediate load dental implant full arch restoration. This over-the-shoulder bench course included a live demonstration projected on screen

detailing all prosthetic aspects of this technique. Participants were encouraged to ask questions while they watched how to convert a denture into a full arch provisional prosthesis.

Irene Renieris and her husband, Eric Arvin, welcomed a baby boy, Apollo, Aug. 11. They are very excited to introduce little Apollo to the world of sports and to have him help cheer on the Chicago White Sox and the University of Michigan sports teams.

their interests and enjoy their family without being on a schedule.

Many of our North Suburban Branch endodontists gathered at our March meeting to hear **Mohammed Fayad** present the lecture "Cone Beam Volumetric Technology in Dentistry: A New Era of Diagnosis and Treatment."



NORTH SIDE: Irene Renieris and her husband, Eric Arvin, announced the birth of their baby boy, Apollo, born Aug. 11.

North Suburban

by Nikisha Jodhan, DDS, and Ingrid Schroetter, DDS

Dick Janson reports that he has merged his practice with that of **George Warga**. The new combined practice will be called Winnetka Dental Arts and will be located in Winnetka.

After 46 years of practicing dentistry on the northwest side of Chicago, **Woody Malitz** is finally calling it quits. It was a great ride made wonderful by being surrounded by a great staff and loyal patients. He and his wife, Mickey, plan to enjoy their retirement by "staying out of each other's way;" they will pursue

Northwest Side

by Mark Spinazze, DDS

It was a busy winter for our colleagues on the northwest side, with a long list of special achievements.

Continuing a proud history of the Northwest Side Branch, **Mary Starsiak** is now the chair of the Illinois State Board of Dentistry. **Barb Mousel, Anthony Spina** and **Geri DiFranco** have also held this prestigious position in the past. Congratulations to Mary, as we all wish her well in her new endeavor.

Recently, the members of the Illinois State Board of Dentistry have become



NORTH SUBURBAN: (Top) Irwin Malitz, pictured with his wife, Mickey, and staff, announced his retirement.

(Bottom) The March branch meeting was well attended as Mohammed Fayad (top, second from right) presented a lecture on cone beam technology. Pictured standing with Dr. Fayad (L-R) are Marcella Leonard, Scott Bentkover, David Rosenbaum and Larry Farsakian. Seated are Michael Gaynor and Marty Rogers.

members of the Western Region Examining Board, adding to their duties as Central Regional Dental Training Service and North East Regional Board members. Mary also remains secretary of the CDS Foundation Board of Trustees and chair of its Special Events Committee. She noted that the CDSF Dental Clinic saw its first patients in February, and is hosting an Open House June 9.

Mark Storer participated in the Chicago Hockey City Classic weekend at Soldier Field earlier in the year. He was an ice

marshall on opening night for the Chicago Blackhawks Alumni Skate, where the temperatures dipped to a frosty -15 degrees! Mark also participated in the Inner City Education's charity fundraising game (no word on whether he was in the enforcer role).

Congratulations to **Anthony Spina** on being named the American Association of Oral and Maxillofacial Surgeons' Committee Person of the Year for 2012.

The AAOMS award specifically recognized his work with the Committee

NORTH BANK HELPS DENTISTS CREATE A LIFETIME OF SMILES



Dr. John M. Domanico, Oral & Maxillofacial Surgeon, in his office at 30 N. Michigan Avenue with Charlie Soria, Vice President of North Bank.

"North Bank's financing gave me the opportunity to open my practice in 1993, and they continue to serve my banking needs today... everything from credit facilities to online banking," says Dr. Domanico.

"They provide the personal attention and service I would never expect from larger banks and that helps me serve my patients better," he said.

If you seek a banking partner who understands your business, look to North Bank, **servicing Chicago's medical and dental community for more than 41 years.** Call Charlie Soria at 312-644-4000 today.



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

Member FDIC



on Health Care and Advocacy. The award will be formally presented at the opening ceremony of the AAOMS national meeting in October.

Angela Falcone is settling into her beautiful new office in the Fulton River District in Chicago. Fulton River Dental, 567 W. Kinzie St., is approaching its first anniversary. Angela and her staff, Elizabeth, Abby and Annie, also celebrated their first holiday party at Carnivale.

Chuck DiFranco was honored as the recipient of the Raffaele Suriano Award from the University of Illinois at Chicago College of Dentistry. The award is given for important contributions to dentistry in the Chicago area by a faculty member or alumnus of a Chicago-area dental school or friend of dentistry. The award reflects the contributions of Dr. Suriano, a former Dean of the Loyola University School of Dentistry. Congratulations to Chuck on this great honor!

With the warm weather upon us and the meeting season winding down, we wish everyone a safe and fun summer. We will see you at Rosewood Restaurant in the fall.

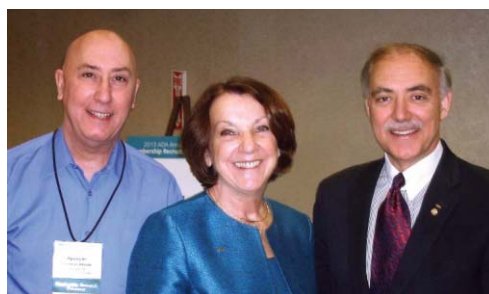
Northwest Suburban

by Angie Willox, DDS

The Northwest Suburban Branch is pleased to announce our newest members: **Tina Smith-Arpino** welcomes new associate **Joshua Secrest**, and **Jeff Kemp** is pleased to announce the addition of **Chris Hall** to his team.

John Foley announced that he purchased Northwest Orthodontics from Alan Kaplin in January. Northwest Orthodontics has been a staple in Streamwood and Franklin Park for more than 30 years with a strong commitment to its patients and its communities.

Dr. Foley and his staff are excited about the future of the practice, as they work to integrate new technologies and techniques while maintaining strong personal relationships with their patients.



NORTHWEST SIDE:

(Top) Mark Storer participated in the Chicago Hockey City Classic weekend at Soldier Field earlier in the year.



(Middle) Spencer Bloom with ADA Executive Director Kathy O'Loughlin and ADA President Robert Faiella at the ADA Recruitment and Retention Conference.

(Bottom) Angela Falcone will be celebrating the first anniversary of her practice, Fulton River Dental. She is pictured with her staff at their holiday party at Carnivale. (L-R) Elizabeth, Abby, Angela, Annie.

Dr. Foley is a native of Lake Zurich and, after completing his residency at the Mayo Clinic in Minnesota, is excited to be back in the Chicago area close to family, friends and colleagues.

Yaroslav Yarmolyuk held an open house Jan. 19 to introduce people to his new orthodontic practice, Orthodontic Experts, in Arlington Heights.

Dean Nichols reports that his son Park-

er, a sophomore, and the Stevenson High School basketball team finished second at the 4A state tournament in March. Dean and his family are very proud of the team and look forward to a repeat appearance, as many of Parker's teammates are sophomores and juniors.

Victoria Ursitti presented a Windy City Lecture on pediatric dentistry at the 2013 Midwinter Meeting. She and her family also enjoyed a Spring Break ski



NORTHWEST SUBURBAN: John Foley purchased Alan Kaplin's practice in January.

trip to Breckenridge, CO. They skied down from the highest lift in North America — 12,840 feet!

Please watch out for the schedule of our 2013-14 branch meetings and plan to join us this fall for some great presentations, discussions, meals and CE! I look forward to seeing many of you there.

As always, please feel free to email me at smilesforkids@comcast.net with any branch news, or call 847.670.9020.

South Suburban

by Edward Ruiz, DDS

Cyclist **Gregory Duffner** of Homewood is leading a group of four as they embark on a mission trip to raise money and awareness for Mercy Housing (www.mercyhousing.org). The non-profit organization develops, finances and operates affordable program-enriched housing communities for families, seniors and people with special needs who lack economic resources and access to quality safe housing opportunities.

This group of dedicated individuals will be taking six weeks out of their personal lives — as well as their dental practices — to ride from San Francisco to the east coast. Donations can be made

Andrews Construction, Inc.

Specializing in dental office design, layout and construction

**General &
Carpentry
Contractors**

Founded in 1984, Andrews Construction has established itself as a leader in the field of medical, particularly dental, office construction. Whether remodeling, building out, or building from the ground up, from affordable start-ups to award winning showcase offices, we concentrate all of our efforts into making sure that our customers have a stress-free and pleasant experience. We take pride in giving you the best value, while ensuring that your new office is completed in a professional and timely manner.



- Architecture and Engineering
- Design and Decorating Services
- Financing and Appraisals
- Custom Cabinetry
- Total Turn Key Construction



www.DentalBuilder.com

Andrews Construction, Inc.

880 East Oak Street Suite 2 Lake in the Hills, IL 60156
Phone: 847.658.6222 • Fax: 847.658.6641

online at www.mercyhousing.org.

The Jan. 8 branch meeting featured a wonderfully captivating speaker in **Robert Bosack**. His lecture on local anesthetics and their complications kept our group on the edge of their seats by citing examples of various complications we hope never to experience in our practice.

Our March 12 meeting at Balagio featured **Edward Pavlik**. Ed's credits are numerous, including a board certification from the National Board of Forensic Dentistry. He held our attention with photos and stories from the infamous Gacy murders case. Ed, a well regarded forensic dentist, was involved with the investigation, helping to identify victims. He was also involved in the investigation of the 1979 American Airlines flight 191 crash that claimed 274 lives. Thank you, Ed, for sharing your stories with us.

Speaking of Ed, he received the Odontology Section's Lester Luntz Award at the American Academy of Forensic Sciences 65th Anniversary Meeting in Washington, DC, in February. He is also an orthodontist/consultant for the American Dental Association Council on Dental Practice. Since 1967, he has worked as a forensic odontologist, consultant and lecturer throughout Illinois and Indiana.

Bob Moll acted as publicity chair for the 2013 Lenten Fish Fry and Raffle. The event was held March 1 and was a very successful fundraiser. Bob confirmed that a great time was had by all!

The South Suburban Branch hosted a Cinco de Mayo and Installation of Officers celebration May 4 at Cilantro Cocina Mexicana in Homewood. Participants enjoyed a delicious buffet and a raffle for a new iPad.

I encourage all South Suburban Branch members to "like" our branch page on *Facebook*. Stay up-to-date on all current events, share comments, and post pictures of events happening in your practice. Be part of the *Facebook* generation; it is a great way to stay connected.



SOUTH SUBURBAN: (Top) Cyclist Gregory Duffner of Homewood is leading a group of four on a mission trip to raise money and awareness for Mercy Housing.

(Bottom) Robert Bosack (second from right) presented a lecture on local anesthetics at the Jan. 8 branch meeting. He is pictured with Ted Braskey, Loren Feldner and Bernard Murray.

West Side

by Michelle Jennings, DDS, and Michael Santucci, DDS

With spring approaching, our new slate of officers for the West Side Branch for 2013-14 year has been proposed:

- President: **Fred Orendach**
- Vice-president: **Shafa Amirsoltani**
- Secretary: **Michael Tauber**
- Treasurer: **Larry Williams**
- Librarian: **George Barsa**

We say thanks to **Frank Orland** for his service to our branch for the past year!

Our January speaker, **Harvey Mahler**, shared his pearls and gems in the dental practice. It was a good meeting to start off the New Year after the holiday hustle and bustle.

George Zehak is keeping up his exemplary service to CDS. He did take some time to enjoy the holidays with his family including his wife, Maria, his son, Connor (who was home from college) and his daughter, Natalie. George's sister-in-law Mimma visited from Florida, as well, spending Christmas and New Year's with the family.

Larry Jacobs received a terrific surprise birthday present in December from his daughter, Deanna. Deanna is a 4th year Bronco at Western Michigan University. She signed herself and Larry up for a father/daughter half-marathon May 5 in Kalamazoo, MI, as his present. Larry was thrilled — although many of us would have viewed the present as torture instead! They also ran three 5K races in eight days in November; all were turkey trots.

Brian Caraba and his brother Rick visited their father **Rich Caraba** in Las Vegas to celebrate Rich's 70th birthday April 5. The rest of us West Siders will have to celebrate this momentous occasion here without him!

April was a busy month for Rich. Not only did he celebrate a birthday, he also spent three days of quality time with both his sons without any interruptions. And it was also his wife Irma's birthday April 10. Rich then flew to Anaheim for the California Dental Meeting and met up with **George Zehak** and the rest of the CDS contingent (it was his excuse to go to Disneyland).

Rich then celebrated his 45th dental school class reunion April 21-24 right in his hometown of Las Vegas with 34 of his classmates and 24 of their wives accompanying them (probably to make sure that the guys wouldn't get into any trouble).

Rich sends his regards to the West Side group.

Gary Alder and his wife, Diana, spent their Christmas vacation in Utah visiting

family and friends and skiing. They celebrated their 44th anniversary Dec. 26 seeing Donny and Marie Osmond in their Christmas concert. Marie came out into the audience and kissed Gary on his forehead, leaving a lipstick mark!

We mourn the death of **Marshall Smulson** who touched the lives of those he was involved with. A professor emeritus and former chair of the Department of Endodontics at the Loyola University School of Dentistry, Marshall died Jan. 20 at the age of 90.

Marshall was highly regarded by his students and colleagues for his passion for teaching, and he had one of the most successful endodontic programs in the country. He was nominated to give nine commencement addresses, including the final address at the closing of the school in 1993.

Marshall is survived by his wife, Alice, of 64 years; and his sons, Walter (Marla) a retired mathematics teacher at Loyola Academy; **Paul** (Robin) **Smulson**, an oral surgeon; and **Daniel** (Marina) **Smulson**, a periodontist. His fourth son, the late **James** (Kathy) **Smulson**, was a general dentist. He also had eight grandchildren and three great-grandchildren, with a fourth on the way.

Marshall will be greatly missed.

George Zehak will receive the Marshall H. Smulson, DDS, Humanitarian Award at the 39th Annual Ed Kelly Giant Awards Dinner. Among the honorees are All-American Jerry Harkness, captain of the 1963 NCAA Loyola Championship Basketball team receiving the



WEST SIDE: Irene Skirius has joined Gary Alder and Russell Umbricht in River Forest. She is pictured with her first patients at the new office.

Muhammad Ali award, and Bill Zweckler, Columnist for the *Chicago Sun-Times* receiving the Irv Kupciner Award. A dinner will be held June 24 at the White Eagle Banquet Hall in Niles. For information about attending this event contact **Paul Smulson** at 847.525.2729 or paulsmulson@yahoo.com, or Ed Kelly at 773.728.6300.

Irene Skirius has joined **Gary Alder** and **Russell Umbricht** in River Forest. She will focus primarily on children.

Richard Perry received the Distinguished Dental Alumnus Award at the University of Illinois at Chicago College of Dentistry reunion April 26.



Office Anesthesiology & Dental Consultants, PC

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

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



Zak Messieha, DDS
 Dentist Anesthesiologist

Henry Fung has served as the chair of the oral and maxillofacial surgery program at Stroger Hospital in Cook County since August. He has made many positive changes to improve the program.

Henry attended the Stryker Surgical Orthognathic Course last September in San Francisco. In December, he attended the American Association of Oral and Maxillofacial Surgeons' dental implant seminar in Chicago.

Henry reports that his daughter, Katharina, is in her first year of dental school and doing well.

Some good news for **Frank Catrambone!** His daughter, Lisa Catrambone-Roque, will graduate in a few months from the College of DuPage dental hygiene program. Congratulations to Lisa and her proud father!

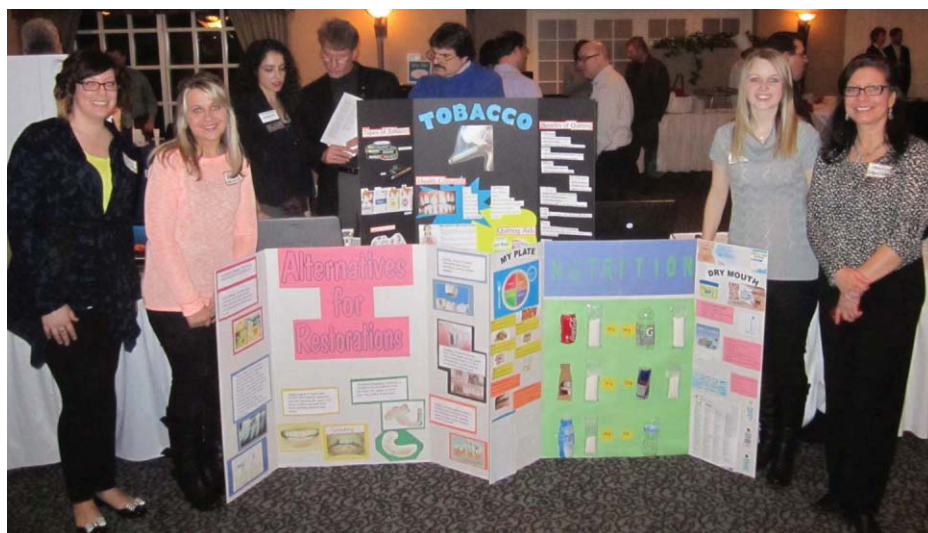
Continuing the West Side dental legacy, **Gary Clemens'** daughter, Erin, graduated from the Marquette University School of Dentistry last year and has been working in Chippewa Falls, WI. Both Gary and his wife, Connie, can be proud!

Bindi Vibhakar, daughter of **Kamal Vibhakar** and **Charu Vibhakar**, is finishing up at the Midwestern University College of Dental Medicine in Arizona. She graduates in May and will return to Chicago to join her parents' practice.

Kamal and Charu attended a wedding in India in February "the Maharaja way." Kamal referred to it as "the Big Fat Indian Wedding."

Dean Politis' daughter, Christine, is in the dual DDS/PhD program at the University of Illinois and currently working on the PhD portion. She went to Seattle in March for a poster presentation at the IADR. Meanwhile, Dean was recently inducted as a fellow in the American College of Dentists.

Our West Side Branch members continued to be active participants at the Midwinter Meeting. A highlight for **Michelle Jennings** was watching her hygienist, Jennifer Romano, on stage singing with Cheap Trick! Jennifer also had breakfast with Dennis Rodman.



WEST SUBURBAN: (Top) College of DuPage Dental Hygiene students presented various posters at the West Suburban Branch's Clinic Night.

(Left) Bruno Jham, an assistant professor in Oral Pathology at Midwestern University, presented a poster at Clinic Night.

(Right) Distinctive Dental Studio's Jim Gorgol and staff received an honorary plaque for their years of support for the West Suburban Branch

That is one heck of a Midwinter Meeting experience.

Until next time, we leave you with a thought from Aristotle to ponder for 2013: "We are what we repeatedly do. Excellence, therefore, is not an act but a habit."

We continue our excellence with our West Side Branch meetings. Come and see what we are about.

West Suburban

by Andrew Wiers, DDS

Past West Suburban Branch president and periodontist **Nolen Levine** participated in this year's Polar Plunge to benefit the Special Olympics.

Mark Ploskonka and **Paul Kempf** presented an honorary plaque to Distinctive Dental Studio's **Jim Gorgol** and staff for their years of support for the West Suburban Branch.

College of DuPage (COD) dental hygiene students Lisa Green, Katie Rotella and Christine Geberbauer presented various posters at the West Suburban Branch's Clinic Night.

NEXT BRANCH NEWS DEADLINE

September/October issue: August 1

Send news and photos to the correspondent for your branch. See page 29 for contact information.

Nutrition, tobacco cessation and alternative restorations were some of the poster project subjects displayed at Serenity House, an outreach program in Addison affiliated with COD. Serenity House provides outpatient treatment and halfway house care for men and women. The students were assisted by Laura Gibson. Thank you!

Bruno Jham, an assistant professor in Oral Pathology at Midwestern University, also presented a poster at Clinic Night. His poster presentation was entitled *ABC's of Oral Cancer*. Bruno is new to Midwestern University this year. Welcome, Bruno.

Jim Maragos will be inducted into the International College of Dentists at this year's American Dental Association Annual Session. Congratulations, Jim!

Bill Kort received the Distinguished Service Award from the Pierre Fauchard Academy at the ADA Annual Session in San Francisco. Following the meeting he enjoyed a vacation with his grandchild-



WEST SUBURBAN: Christopher Pallotto (left) discusses dentistry with Ed McElroy, host of *The Ed McElroy Show*, a Comcast cable show.

dren in Cabo San Lucas.

Bill was also recognized at the Oak Brook Historical Society's Veterans Day Commemoration Ceremony. Veterans

were honored by State Sen. Kirk Dillard, State Rep. Patti Bellock and other local dignitaries. ■



Helping dentists focus on dentistry

You became a dentist to care for patients, it's what you do best. By handling everything else, we give you the time to focus on your patients, your skills, and lead your team.

Talk with our doctors about their experiences with Midwest Dental and you'll see how well we can fit together.

Contact us at 715-926-5050 or development@midwest-dental.com



MIDWEST DENTAL

midwest-dental.com

CLASSIFIED ADS

Place your ad online at CDS.org

DEADLINES

July/August	June 11, 2013
September/October	August 2, 2013
November	September 2, 2013
December	November 1, 2013
January/February	December 10, 2013
March/April	February 3, 2014
May/June	April 10, 2014

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

PAYMENT

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

RATES

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

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

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

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

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

PRACTICES FOR SALE

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

REPLY BOX NUMBERS

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

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

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

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

For Rent

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

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

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

NAPERVILLE: 2,000 square foot dental suite in a medical/dental office building located next to Edward Hospital. Great location and opportunity to establish a thriving dental practice. Call 630.420.7444.

CHICAGO NORTHWEST SIDE: DEVON dental office for rent, 1,282 square feet. Three plumbed ops, sterilization, lab, office, reception and waiting area. Space for a panoramic radiographic machine. Ample street parking. Great location and good opportunity for any dentist. Call Aimee 773.252.5222, aimee@margolinc.com.

CENTRAL AND DEVON: We outgrew our space. Prime location — sublease remaining two years. Four plumbed operatories. 16-month, new panoramic and other office amenities negotiable. Contact us at 79dental79@gmail.com.

TINLEY PARK: Dental office for rent for dental specialist, 1,575 square feet. Five plumbed ops, sterilization, lab, office, reception and waiting area. Ample parking. Great location and good opportunity for new grad or experienced dentist. Call Kevin List 708.369.0916, kevin.list@svn.com.

Space Sharing

INTERESTED IN ASSOCIATING with a practice in Downtown or Near North Chicago. I have an existing patient-base and intend to return to practice in August. My work is entirely prosthetic and normally refer all operative, periodontics, oral surgery and endodontics. If you have space available and are interested, contact Joseph Morganelli at 312.368.6424.

SPACE SHARING/SATELLITE OFFICE: Beautiful downtown GP office with ideal location, six state-of-the-art operatories, 2000+ square feet. Perfect opportunity for suburban practice needing downtown presence, downtown practice wanting to decrease overhead, or specialist/GP starting their own practice. Inquiries: 312.943.4376 or info@startmyownpractice.com.

SPACE SHARING: Michigan Avenue office overlooking Millennium Park and near transportation. Great for part-time dentist, satellite office, retiring dentist, starting dentist or dentist looking to decrease overhead. ddschicago@live.com.

SPACE SHARING: North side office in Chicago, Milwaukee and Pulaski area. Street level welcoming for space sharing. Three ops, great for starters. Possible sublease. Contact 847.559.2400.

SPACE SHARING: Office in Roselle welcoming endodontists, pedodontists, periodontists, orthodontists, oral surgeon for space sharing. Four ops with digital X-rays and Dentrax. Newer build out. Contact jjdmd@yahoo.com or 630.479.0031.

SPACE SHARING: Beautiful east Lakeview Chicago GP office, 30 years established, 2,000 square feet. Available for space share/rent. Ideal for general dentist starting their own practice. Interested in an orthodontist, periodontist, and oral surgeon integrating into practice. Contact ashlanddds@aol.com.

SPACE SHARING: Beautiful Orland Park office close to Metra station. Five operatories with forest preserve views. Parking. Available two and half days/week. Occasional Saturdays. Perfect for new/experienced dentist without initial costs. Contact Patrick Morgan at 312.593.1804, email pmorgan@newmarketsservices.com.

Positions Wanted

PERIODONTIST AVAILABLE to perform periodontal, implant, and oral surgical procedures in your office. Excellent opportunity to keep the team approach to quality patient care under one roof and eliminate the headaches of referring cases out. Available booking for half-day, full-day, or on a per-case basis. For further inquiry, email perio.tutor@gmail.com.

GENERAL DENTIST: Current University of Florida AEGD resident looking for associate position in Chicagoland area, ideally with potential for partnership, upon June 2013 graduation. Fellow in International Congress of Oral Implantologists, Dawson Academy trained, proficient in comprehensive care, impacted thirds, implant placement and restoration, perio surgery. Receiving training in IV and oral sedation. Excellent communication and interpersonal skills. Contact mjowalczykdds@gmail.com.

GENERAL DENTIST SEEKS PART-TIME POSITION: Experienced general dentist wishes to work two-four days weekly in a modern family practice providing general and orthodontic services. Take advantage of my experience to help build your practice. Reply hwolf600@yahoo.com.

Opportunities

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

ORAL SURGEON: Great opportunity for an oral surgeon to join our endo-perio practice (Chicago north side). Please send your résumé to dentaspec.care@gmail.com.

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

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

ENDODONTIST NEEDED

Dental Salon is an established group practice with two locations and a large patient base. We need a quality-oriented endodontist to work one-two days in Chicago and one day in Schaumburg per week. Guaranteed to be busy from day one, we pay on production and take care of our specialists.

Apply with this online form: <http://bit.ly/TQqcHP>

GENERAL DENTIST/ ORTHODONTIST WANTED

A modern, full digital and fast growing practice in northwest suburb, looking for part-time, possibly full-time general dentist and orthodontist. Email to info@dental-vue.com.

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

GENERAL DENTIST ASSOCIATE: Seeking part-time associate/s for growing Elgin and Aurora dental practices. Flexible days and hours. Please respond with résumé to pkdds12@gmail.com.

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

WEBSTER DENTAL CARE IS EXPANDING

We are seeking to fill the following positions: general dentist, three days, for our Portage Park location; periodontist (part-time) for our Mundelein and Portage Park locations; oral surgeon (part-time) for our Skokie location; pedodontist (part-time) for Hoffman Estates and Mundelein; Orthodontist (part-time) for Mundelein. Contact Dr. Steve Rempas at webdental@aol.com.

Looking for a rewarding ASSOCIATESHIP?

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

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

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

GENERAL DENTIST NEEDED (part-time/full-time): Looking for energetic, caring and highly motivated general dentist who will work at our Chicago, Skokie and Schaumburg locations. Candidate must be willing to travel between offices and willing to work on weekends and early evenings. Please email résumé with cover letter to lipreza@sbcglobal.net.

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



OUR PRACTICE IS LOOKING TO GROW!

LOOKING TO RETIRE OR SELL?

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

NOT READY TO RETIRE OR SELL?

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

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

manusdental.com

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





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

DENTAL ASSOCIATE OPPORTUNITY: Looking for a dental associate for a state-of-the-art, cutting edge dental office located in Frankfort, specializing in implant surgery and cosmetic dentistry. Possible partnership opportunity. Please inquire at 815.469.0001 or email crowncentre@att.net.

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

ORTHODONTIST NEEDED: Fast growing, modern, digital, paperless practice is looking for a part-time orthodontist to join our team. Please email your résumé to angieb6868@yahoo.com.

PERIODONTIST WANTED: Our quality northwest suburban practice is in need of an individual with high standards and good people skills to join our team. The ideal candidate will have a minimum of two years of experience and be proficient in periodontics. This is a part-time position. We offer a pleasant working environment and a great staff. Please send your résumé and letters of recommendation, if available, for consideration. Reply to Box M0313-U2, *CDS Review*.

ORTHODONTIST AND GENERAL DENTIST needed: Practice in Naperville seeking experienced general dentist and an orthodontist. General dentist needed on Mondays and Tuesdays. Must be comfortable with molar RCT and extractions. Orthodontist needed in Naperville and Elgin locations. Great opportunity. Wonderful working environment. Send CV to agatharadamska@aol.com.

GREAT GP NEEDED: Oak Park and Palos Heights GP dentists wanted. Excellent opportunity for a skilled, comprehensive care-oriented GP dentist. Practices are full-service, multi-specialty, competent team and a positive environment with well-organized systems in place. Musts: one plus years of experience, work evenings and weekends, efficient, must love what you do and your patients too. Individuals looking for just "a job" need not apply. Résumé/CV and a cover letter with why you are a perfect fit is essential. chicagolanddentist@gmail.com.

ORTHODONTIST NEEDED: Part-time orthodontist needed for a busy modern practice in Buffalo Grove and/or Chicago. Please send your résumé to nerita777@yahoo.com.

GENERAL DENTIST NEEDED: A new downtown Chicago practice is looking for the right associate for one-two days per week. Two-three years experience is a must, so is a positive attitude and willingness to learn. Please email your response to brighteremail@gmail.com.

ENDODONTIST OR ENDO RESIDENT NEEDED one day a month at a north side Chicago location. Please email résumé to aqel4@msn.com.

ASSOCIATE OPPORTUNITY: Established and growing, two-location practice (<http://vvdental.com>) seeking an outstanding dentist with a minimum of three years experience. Full-time position. Please forward CV/résumé to ddssws@gmail.com.

SEEKING GENERAL DENTIST: Growing practice in Bucktown area looking to hire a general dentist to start in the summer. New equipment, nice staff, competitive compensation. Spanish a plus. Contact for details. 708.819.0515.

ENDODONTIST NEEDED: We are a busy group practice with both general dentists and specialists located in downtown Chicago. At this time, we are looking for a quality-oriented endodontist to join our team. This position is for one day per week. Please respond with your résumé and CV to dentalofficedowntownchicago@gmail.com.

ASSOCIATE: SPOT AVAILABLE IMMEDIATELY on our team. Looking for a game changer and general dentist that desires to cultivate autonomy, mastery and be profitable each day. Our team will support you in ways you can thrive and become a stakeholder with benefits that are rewarding in dentistry. Start a three day work week and expand to four after 90-120 days. Email résumé to psjobs@comcast.net.

GENERAL DENTIST — ELGIN: We are seeking a part-time general dentist to treat mostly children Mondays, Wednesdays, and every other Saturday. High-paced office, must be comfortable working two chairs. Excellent compensation, brand new state-of-the-art facility. 75% Medicaid, 25% PPO. New graduates welcome. Please send résumé to hrdent1527@gmail.com.

GENERAL DENTIST WANTED: Excellent opportunity in Bolingbrook in a state-of-the-art, paperless office with a large existing patient base and a very organized and friendly staff. Some prior work experience is preferred. High income potential with PPO/FFS/Medicaid patients. Please send résumé to dentalpointe@gmail.com.

GENERAL DENTIST NEEDED: Full-time for digital, state-of-the-art office with brand new equipment in DeKalb and/or McHenry County. New grads welcome. Earning opportunity of \$200,000 and greater with guaranteed base. Sign-on bonus and paid malpractice insurance. Email dmddds007@gmail.com.

PEDIATRIC/GENERAL DENTIST NEEDED: We are seeking a pediatric dentist or general dentist to treat children in our Elgin office Tuesdays, 9 a.m. - 5:30 p.m., and Fridays, 8 a.m. - 2 p.m. Candidate must be comfortable working two-three chairs in a high-paced environment. 75% AllKids/25% PPO. Compensation is paid at 45%/38% of collection. Current associates earn between \$700-\$1,500 per day. Please reply to hudent1527@gmail.com.

GENERAL DENTIST NEEDED: Looking for a motivated individual who wants to work in an all-digital office. All staff owner trained. We do molar endo, surgical extractions, ortho, implants, etc. Must have some private practice experience. Compensation based on production with guaranteed minimum. Email pd4614@yahoo.com for more information. Thanks.

IMMEDIATE OPENING FOR FULL-TIME general dentist: Monday - Friday for a Chicago underserved area practice, excellent income potential for a productive, friendly associate, should be comfortable with extraction. New graduates welcome. Please send résumé to dentalacv@yahoo.com.

WISCONSIN ASSOCIATE GENERAL DENTISTS needed: Partners in Care, LLC, which currently has four office locations, is looking to expand and purchase three additional offices in 2013, in southeastern Wisconsin. We are currently looking to purchase practices in Janesville and Beloit, WI, and are looking for associate general dentists with at least three years experience for these practices. We offer excellent benefits and a minimum pay guarantee to start. If interested, please forward résumé/CV to marybeth@chicagolanddentists.com.

GENERAL DENTIST/PEDIATRIC DENTIST: We are seeking a pediatric dentist/general dentist to treat children in Mount Prospect. Must have desire to work with children. Times/days are flexible. Please reply to dentist303@yahoo.com.

GENERAL DENTIST NEEDED: Well-established family dental practice in Dolton seeks experienced productive associate. Great working environment with excellent, well-trained staff. If interested, please email cover letter and CV to doltondental@gmail.com.

PART-TIME EXPERIENCED ASSOCIATE: We are searching for a motivated, dependable general dentist committed to delivering high-quality dentistry, who is interested in a long-term growth opportunity. Our office is located in the west suburbs of Chicago. If interested, please email cover letter and CV to customercarewsd@sbcglobal.net.

GENERAL DENTIST ASSOCIATE: Busy, downtown practice needs Saturday dentist. Can easily grow to more days. Great staff and beautiful office. Email résumé to chicagodentalbroker@gmail.com.

GENERAL DENTIST: Modern general practice in northwest suburbs looking for part-time associate to work Sundays and Thursdays. Fee-for-service and PPO providers. Please call 847.465.0800.

PEDODONTIST needed for busy group practice. We will fill your schedule, great money. We are efficient, small time commitment needed. Call 847.814.4149 for more information, Dr. Allen.

FAR NORTHWEST SUBURB ORTHODONTIST: Associate position leading to buy-in or partnership. Currently two and a half days/week with potential for growth. Email orthobraces@hotmail.com.

GENERAL DENTIST NEEDED FOUR DAYS per week: Looking for a motivated individual who wants to work four days per week in an all-digital office. All staff owner trained. We do molar endo, surgical extractions, ortho, implants, etc. Must have some private practice experience. Compensation based on production with guaranteed minimum. Email precision4317@gmail.com or fax 773.579.0412 for more information. Thanks.

DENTIST: Established dental practice has an opportunity for you to make it your own! Low overhead, dedicated and experienced staff. Practice is fee-for-service, PPO and HMO. 99% collection on \$300,000 gross. Continued growth guarantees great income potential. rfdent@gmail.com.

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

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

GENERAL DENTIST (PART-TIME OR FULL-TIME): Established, high-tech practice in near-west suburb seeks experienced candidate or motivated recent graduate to carry out bridges, crowns, endo, implants, Invisalign and veneers. Call 708.749.1844 for more information.

GENERAL DENTIST NEEDED: Four-op private practice. Mostly Medicaid kids and families of the Streamwood community. Spanish helps. Flexible hours. Helpful, friendly staff. Contact for details or to send résumé to brdentalcare@gmail.com.

GENERAL DENTIST ASSOCIATE: Busy Lansing practice needs Thursday evening dentist. Can easily grow to more days. Great staff and beautiful office. Email résumé to bdctnc@gmail.com.

GENERAL DENTIST NEEDED: Looking for full-time/part-time motivated general dentist for our digital office in Gurnee. Please fax your résumé to 630.477.0447.

GENERAL DENTIST FOR DOWNTOWN CHICAGO Loop practice: We are looking for a general dentist to work Monday - Friday from 8 a.m. - 5 p.m. We are a PPO and FFS office. Please email interest to info@downtown-dental.com. No phone calls about position please.

GENERAL DENTIST NEEDED: Well-established family dental practice in Humboldt Park seeks experienced productive part-time associate. Great working environment with excellent, well-trained staff. If interested, please email résumé to logansquaredental@gmail.com.

ORTHODONTIST NEEDED: For busy multi-specialty office in Naperville. Please contact Dr. Sud at drsud.dds@gmail.com. PPO insurances accepted. Must have IL specialty license. Visit www.woodlakefamilydental.com.

ORTHODONTIST WANTED: Three Mondays per month to assume patients in southwest suburban office. Average daily compensation \$1,500 - \$1,800 plus with six new patients a month. Call 708.388.7507, email résumé to bsantomarco@hotmail.com.

NEW DENTAL GRADS WELCOME to join one of our multi-functional dental practices located in the southwest suburbs. Established for over three decades, we provide the latest diagnostic tools and highly trained staff. Work side-by-side with some of the best in the industry. Unlimited income potential. Fax résumé to 815.483.2298.

DentalPost

Your online dental industry job board



Find your next employee!

- Post job openings, search resumes, or both.
- Postings syndicated to Twitter, Facebook, Indeed.com, and more...
- Dental professionals apply online or using our Mobile App.
- Resume database with pictures, personality test, & skills assessment.

Register your dental practice or yourself today - www.DentalPost.net

Questions? Email us at contactus@dentalpost.net



Tonya Lanthier, RDH

ORTHODONTIST NEEDED for part-time position in a group practice with more than 10 GP offices in the Chicago area. Please contact or email résumé to aqel4@msn.com.

GENERAL DENTIST ASSOCIATE: Established group practice in Rockford is looking for a full-time associate. Competitive wage and benefit package. Position may lead to partnership. Please send résumé to admin@rockforddental.net or fax to 815.484.2436.

ASSOCIATE POSITION: Winnetka general practice looking for a two-day, long-term commitment. Experience a plus. Very supportive staff/modern general practice. Please fax résumé to our office 847.446.6302 and call 847.446.0880.

ORTHODONTIST NEEDED Orthodontist wanted. Part-time position available for established practice in north side Chicago. New grads welcome. Please email CV to obeiddental@yahoo.com or fax to 775.561.5517.

GENERAL DENTIST ASSOCIATE: Busy, Chicago (Bridgeport) practice is seeking a motivated, part-time associate. Great working environment in an all digital office. Email résumé to info@bridgeportfamilydental.com.

DENTIST NEEDED: New private dental office located in Highland, IN, seeks general dentist for one to five days per week, days are flexible. Minimum one year experience required. Must be good at extractions and treatment planning with good verbal skills and some knowledge of insurance. anilpal7@gmail.com.

ASSOCIATE OPPORTUNITY: Established and growing, two-location practice (<http://vvdental.com>) seeking an outstanding dentist with a minimum of three years experience, bilingual helpful. Full-time position. Please forward CV/résumé to ddssws@gmail.com.

GENERAL DENTIST WANTED: Located in Belvidere (East of Rockford). Accepts dental insurance and All Kids. General dentistry with implant. New graduates welcome. Send résumé to belvideredental@gmail.com.

PART-TIME DENTIST needed for our growing practice located in the northwest suburbs, starting with Wednesdays and possibly adding another day soon after. We have some of the newest technologies (all digital and CT scan) to assist you in providing the highest standard of care and excellent customer service. If you are enthusiastic and motivated then come and grow with us. Email résumé aciobanu23@gmail.com

Miscellaneous

ORDER SCHOOL EXCUSAL FORMS FOR YOUR student-age patients. CDS sells packages of 250 blue forms at a cost of \$12.95 per package (includes shipping). Visa, Mastercard and American Express orders are accepted. Order online at CDS.org.

Looking to Purchase

SEEKING PRACTICE PURCHASE: Two experienced dentists and business partners looking to purchase an established dental practice in Chicago and neighboring suburbs. All options will be considered and no brokerage fee involved. Contact me.hammered@gmail.com.

CICERO/BERWYN: Two experienced dentists are seeking to purchase a practice with a minimum of 10 chairs in Cicero/Berwyn. Quick close desired with flexible options. Please email denthr0709@gmail.com.

READY TO RETIRE OR JUST WORK LESS? Experienced general dentist looking to purchase a practice in western suburbs. All sale options to be considered. Reply to chicagodds96@gmail.com.

ATTENTION: POTENTIAL SELLERS

Looking to practice for one to seven more years?

If you would like to get the equity out of your practice now, but need to maintain clinical income and wish to relinquish management responsibilities, let us show you how this can be done. Your practice may be worth 75-80% of your 2012 gross collections. The principles of Legacy Practice Transitions, Inc. can help you achieve financial security.

Contact Dr. Ron Prokes or Beth Benkert at 800.334.9126 or 224.238.7260 to learn how this can be done. Visit us at <http://legacypracticetransitions.com>.

For Sale by Broker

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

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

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

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

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

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

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

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

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

BERWYN/CICERO #IL503: Chicago area west. Five ops, \$660,000 gross with growth potential.

NORTH CHICAGO SUBURBS: Lake County, 2,750 square foot, two ops rooms and two plumbed ops. Eight-year modern office opportunity for \$125,000. Collections \$120,000 year. Immediate sale due to family illness. Inquiries 847.697.9222 or tracy@situscop.com.

LAKE FOREST AREA: Nice, two-operator facility has great street front access on main drive and is walking distance to Metra station. This is an estate sale, thus the seller's estate is motivated. This versatile opportunity can be a great start up, a satellite location, or merged into your nearby existing location. Call Legacy Practice Transitions at 800.334.9126 for more details.

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 <http://adsmidwest.com>

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

ORTHO: \$900,000, fantastic location. \$250,000 net after debt on part-time schedule.

OMS: Northwest of Chicago. Collecting \$700,000. Free standing building.

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

NORTHWEST CHICAGO: Two ops, \$150,000, 100% FFS.

NORTH SIDE CHICAGO: Three ops. Space-share-to-own. Nicely equipped.

NORTH SIDE CHICAGO: Premier practice collecting \$1.8 million.

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

NORTHERN SUBURBS: Three ops, room to grow. Low cost.

NORTHERN SUBURBS: Three ops, 100% FFS. Pending.

NORTH SHORE: High-end restorative/cosmetic. Beautiful office. \$1.5 million collections.

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

NORTHWEST SUBURB: Four ops, digital. Desirable location. \$300,000+ collections.

NORTHWEST SUBURB: Three ops, \$400,000, digital.

NORTHWEST SUBURB: Equipped dental condo in Elgin.

WESTERN SUBURB: High visibility, highly desirable suburb. Three ops, \$200,000 in FFS collections. All specialties referred.

WESTERN SUBURB: Four ops, FFS/PPO, new build out. \$625,000.

NEAR WESTERN SUBURB: Two operatories. Condo available. Priced for immediate sale.

SOUTH SUBURB: \$440,000 collections, FFS, six ops.

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

ROCKFORD: \$200,000 collections, part time. Priced to sell.

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

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

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

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

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

CHICAGO PRACTICE SALES: 773.502.6000, www.chicagopracticesales.com,

wendy@chicagopracticesales.com.

FOUND A PRACTICE that you like but need a second opinion? Ask us about buyer assistance services.

CAN'T FIND A PRACTICE TO BUY? A busy, visible location can be built out and producing revenues between \$300,000 - \$600,000 in the first year.

We offer assistance with space location, lease negotiations, demographics, architectural drawings, permits, construction planning, marketing, financing and recruiting and training your staff.

For more information, call Wendy at 773.502.6000 or visit www.cuttingedgepractice.com.

ILLINOIS PRACTICES FOR SALE:

CHICAGO: Under contract! Six ops. Beautiful build. FFS and PPO. Collections: \$565,000. Owner is retiring.

CHICAGO, EDGEBROOK: Data pending.

CHICAGO, GOLD COAST: Collections: \$850,000. 100% FFS. High-end cosmetic restorative focus.

CICERO: Sold!

ELGIN: Four ops in spa setting. Newer build. 100% FFS. Financial data pending.

MT. PROSPECT: Sold!

LANSING: Four ops at street level. Building with parking available for purchase. FFS and PPO.

OAK LAWN AREA: Data pending.

PALATINE: Sold!

WISCONSIN PRACTICE FOR SALE:

MILWAUKEE SUBURBS: Four ops at street level. Building available for purchase. Collections: \$800,000.

Siegel construction

Dental Design Build Experts

“ We can't thank you and your team enough for your hard work and perseverance in completing our project. Our space is absolutely beautiful. The interior design sealed the deal. We are grateful that everyone involved went beyond the scope of their work to deliver the perfect dental office. We are looking forward to working with you again on our next project! ”

Adam J. Unterbrunner D.D.S.

Chicago (847) 929 9161 www.SiegelConstruction.com

For Sale by Owner

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

LEASE SALE: Northwest Michigan. Lower peninsula. Growing community. Beautiful office available. Great opportunity for any dentist. Ideal location for any family. World class cultural environment. Sporting adventures abound. Turnkey. 231.947.3368.

MIXED COMMERCIAL BUILDING FOR SALE in Oak Park area: Building is two stories and has three units. The lower level was formerly a dental office and other units were used for rental income. This a great Oak Park location for a dental office. Please contact owner at 708.261.6989 for more details.

DENTAL EQUIPMENT FOR SALE: Closing one office to consolidate practice, selling all equipment in excellent working order. Four-chair office, everything for sale. Call for inventory, 847.609.0808. Available mid-June.

PRACTICE FOR SALE: Five-op, PPO/FFS practice in Naperville for sale. \$700,000 gross collections in 2012. Flexible transition options. Inquires please call 630.324.6749.

DENTAL OFFICE FOR SALE: Park Ridge. Two ops, great location in Landings Professional Building. Ideal for GP or specialist, \$75,000 or best offer. Call 847.912.7085 for information.

DENTAL EQUIPMENT FOR SALE NOW: Dental panoramic X-ray machine pc-1000, surgical chair - Midmark 419 (hardly used), Air Techniques Peri Pro Dental X-Ray and Dent-X Excel Film Processor 9000WD. All equipment in good working condition. Low prices. Call for details 773.625.2626.

BRAND NEW: Zila Pro-select Platinum Piezo with standard package. Retail value \$3,899. Available for \$3,500 or best offer. Contact Patti at 847.328.1180 or pkrueger@kruegerdental.com.

PRACTICE FOR SALE: Two offices with two equipped operatories in each office. One northwest suburb of Chicago. Two west of Chicago. Both are on main streets with ample parking. Dentist retiring. Call 847.297.8788 or email prospect01dental@aol.com.

SATELLITE FOR SALE: Far southeast Chicago office for sale on main street. Three ops, single story building with private parking. Would make ideal starter or second 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 for supplemental income. 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.

USED EQUIPMENT: Three complete treatment rooms of 30-year-old equipment available. Located in west central Illinois. Give me an offer. Contact me through my email, smldr@adams.net.

Services

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

LAW OFFICES OF DONALD A. LEVY, LTD.
Representing dentists for over 20 years.
Contracts, corporations, partnerships, tax returns and tax matters, estate planning, wills and trusts, real estate, business litigation. 847.568.1300.

cuttingedge PRACTICE

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

For General Dentists and Dental Specialists
www.CuttingEdgePractice.com

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

See Our Dental Design Portfolio at
www.MidwestDentalSolutions.com

SK&W

Schneiderman, Kohn & Winston, Ltd.
Certified Public Accountants

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

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

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

Dental Staff Placement, Inc

Chicago's Premier Staffing Firm Since 1984

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

We Accept Visa & MasterCard

- Hygienists ■ Assistants
- Business Staff ■ Dentists

Temporary 847.298.7779
Permanent 847.824.3560

Bruce Lowy & Kathleen Uebel
 70 Years Combined Experience

www.dentalstaffplacement.com



DENTAL AUXILIARY PLACEMENT SERVICE, INC.

Trusted by our clients since 1989.

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

Permanent Placement – Temporary Personnel

847.696.1988
www.daps-inc.com

ACCOUNTING, TAX and FINANCIAL PLANNING

PESAVENTO & PESAVENTO LTD. • CPAs

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

We are
The Professional's Professional®

Call us at **708.447.8399**
 to arrange a consultation.

Member: Academy of Dental CPAs
 QuickBooks® Professional Advisors

Market your practice the right way

- Logo Design
- Website Design & Re-Design
- Social Media
- Direct Mail Postcards
- Practice Brochures
- Patient Reactivation
- Referral Pads & Presentation Folders

M I D W E S T
DENTAL SOLUTIONS

(847) 370-9131
Serving start-ups, existing practices and practice transitions

www.MidwestDentalSolutions.com

See Our Portfolio On-Line

Crane Cabinet Company



Custom Dental Cabinetry
 Over 18 years experience.
www.cranecabinet.com

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

DENTISTS' ATTORNEY

STEVEN H. JESSER

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

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

Advertising Index

ACOA Ltd. Construction Co.1
 AFTCO.....21
 Andrews Construction33
 Chicago Dental Broker27
 Dental Post.....42
 Manus Dental40
 Midwest Dental37
 North Bank.....31
 Office Anesthesiology and.....
 Dental Consultants, PC.....35
 PNC Financial9
 Siegel Construction44
 TDIC.....2
 Vitality Dental Arts.....5

How to advertise

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

Fox-Chicago
 312.644.3888 or 800.440.0232

Fox-New York
 212.725.2106 or 800.826.3032

Fox-Los Angeles
 213.228.1250

Fox-Detroit
 248.626.0511

Fox-Phoenix
 480.538.5021

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

24 Classified Advertising

View the latest job opportunities! Locate services to help you grow your practice! We've made it easier to find us online. >>>
 Simply click on the CLASSIFIEDS tab at CDS.org to get started.

What's your story?



Do you have an unusual hobby or avocation?

Do you enjoy a creative outlet away from dentistry?

Do you have an interesting tale to share?

Tell us
all about it

The CDS Review is looking for members with a passion outside of dentistry to feature in our **SNAP SHOTS** section.

Contact Rachel Azark at razark@cds.org or call 312.836.7323.

CELEBRATE SUMMER

with CDS Special Events

July 7: Cubs Rooftop Outing

1:20 p.m. (Game time is subject to change)

Enjoy a Sunday matinee watching the Chicago Cubs take on the Pittsburgh Pirates from the comfort of Beyond the Ivy's rooftop deck on Waveland Avenue. Tickets are on sale now online only. First-come, first-served.

Member price: \$70/each

Includes food and beverage (Face value: \$137/each)

- Limited tickets are available. CDS members are allowed to purchase a maximum of 4 tickets.
- A CDS member must be part of the group attending the game.
- Tickets are non-transferable and non-refundable.
- **TICKETS WILL NOT BE MAILED.** Instead, CDS will provide Beyond the Ivy with a guest list of those who will attend.
- You must email Joanna Brown at jbrown@cds.org with the names of your party within 72 hours of purchase.
- Those not named on the guest list will be denied access to Beyond the Ivy.
- CDS accepts Visa, Mastercard and American Express.
- Beyond the Ivy opens to guests 30 minutes before game time.

Get your tickets while supplies last!

To purchase tickets to CDS special events, visit

<http://on.cds.org/events2013>

You must be logged into our website as a CDS member to purchase tickets.

Problems accessing tickets online? Call Tom Long at 312.836.7326.

Beyond the Ivy is located at 1010 Waveland Ave., Chicago





FINAL IMPRESSIONS

by Walter F. Lamacki, DDS

Contact Dr. Lamacki at wlamacki@aol.com.

Mind the gap

This past January, I spoke on the history of the Chicago Dental Society at the North Side Branch meeting. I was introduced as the only author-dentist in the ADA. “No no,” I protested. “There was Zane Gray, who wrote *The Riders of the Purple Sage*. You know, the movie with Randolph Scott.”

I was greeted with blank stares from the mostly young dentists.

Panic set in. My eyes darted around like a grocery cart with one malfunctioning wheel searching for an exit. Seeing no easy escape, I plowed on.

I had stumbled into the generation gap — a chasm in my case — forgetting that I was in the exponentially expanding digital age, and that for young people old movies are not on their radar screens (more accurately their computer screens).

One of the fastest growing segments of the digital age is distance learning, or online education.

Liberty University in Lynchburg, VA, founded by Jerry Falwell in 1971, now has 72,000 students — 62,000 of them online. They study toward degrees in psychology, business, education and criminal justice among others. Dental continuing education, increasingly available electronically, is also a growth industry.

Your Chicago Dental Society has been on the cutting edge of technology as it evolves: first with movies in the 1940s, detailing dental procedures and segueing into closed-circuit television with real time demonstrations of procedures on patients performed by noted clinicians. And we continue to evolve.

These days, you may access the *CDS Review* both in print and digitally. In the fall, I placed a classified ad — which also appears online at CDS.org — seeking a part-time dentist. Within an hour I received two inquires from dentists who saw the ad online.

CDS also regularly emails an e-newsletter. And two years

ago your Board of Directors created the Virtual Reality Meeting.

Sitting in your jammies with a cup of coffee in hand, you can watch and participate in continuing education courses online, earning credit toward your licensure requirements. It doesn't get better than that. The Virtual Reality Meeting has a high energy level imparted by the leadership of your society; I expect that it will only expand in the future.

A caveat, though; all courses offered on the web are not created equal. And many do not measure up to the standards of CDS-provided CE.

Make sure the program sponsor has received ADA CERP approval in order to meet the requirements for your license renewal. There is much on the web that is unsupported by science and is entrepreneurial; buyers beware.

Distance learning is certainly alluring, offering many advantages (CE in your jammies). But there remains great value in traditional educational meetings and seminars that is hard to qualify.

Engaging one's peers in dialogue, meeting young and old colleagues, making new friends and basking in the warmth of camaraderie has a great deal of importance, too. Distance learning and time-honored meetings are not mutually exclusive. . . they are symbiotic. As Shakespeare tells us in *A Midsummer Night's Dream*, “There is a time for all things.”

My wife often texts our granddaughter to the astonishment of her college roommate. “Your grandmother can text?”

Yes, us old geezers can absorb a great amount of technological savy. Maybe that generation gap is not as wide as I first thought. But I'm sorry to say that I'm not in the market for one of those fancy, schmancy electronic readers. No siree, Bob.

After writing this screed, I am going to plop in my comfy chair with good lighting and open a musty book with a comparably musty glass of wine on the table next to me, along with a few cashew nuts in a little antique crystal bowl; it's sublime.

TTFN. ■

(For you dinosaurs out there, that means, ta ta for now).

Distance learning and time-honored meetings are not mutually exclusive. . . they are symbiotic. As Shakespeare tells us in *A Midsummer Night's Dream*, “There is a time for all things.”



FEED YOUR BRAIN

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.

ADA CERP® | Continuing Education
Recognition Program

The respected leader in scientific dental meetingsSM

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

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



CHICAGO DENTAL SOCIETY

Continuing Excellence in Dentistry



LEARN

in the comfort of your own home or office.

MEET

with exhibitors in our Virtual Exhibit Hall.

CONNECT

with colleagues in our Networking Lounge.

IT'S FREE

for the whole dental team.

Virtual Reality Meeting

An Online Conference and Event sponsored by CDS



CDS proudly offers a dynamic online learning experience for your whole dental team.



**INVITE
YOUR
STAFF**

Earn LIVE CE credits when you attend the day of the presentation.

Or view sessions on demand at your convenience to earn **SELF-STUDY CE credits**

Attend on the day of the presentation for a chance to **WIN PRIZES!**

WEDNESDAY

September 25

All Day — Starting at 9 a.m. (CST)

Featuring presentations by:

- * Richard Sullivan, DDS
Implants (sponsored by Nobel Biocare)
- * Anthony Cardoza, DDS
Lasers (sponsored by Technology 4 Medicine)
- * Mary Govoni, CDA, RDH, MBA
Dental Assisting
- * Kirk Behrendt
Practice Management
- * Doreen Johnson, RDH, MA
Non-Surgical Periodontal Anesthesia Options (sponsored by Dentsply Professional)

A complete list of exhibitors will be announced online later this spring.

Register now!

Go to <http://on.cds.org/2013VRM>.



Chicago Dental Society

The respected leader in scientific dental meetingsSM