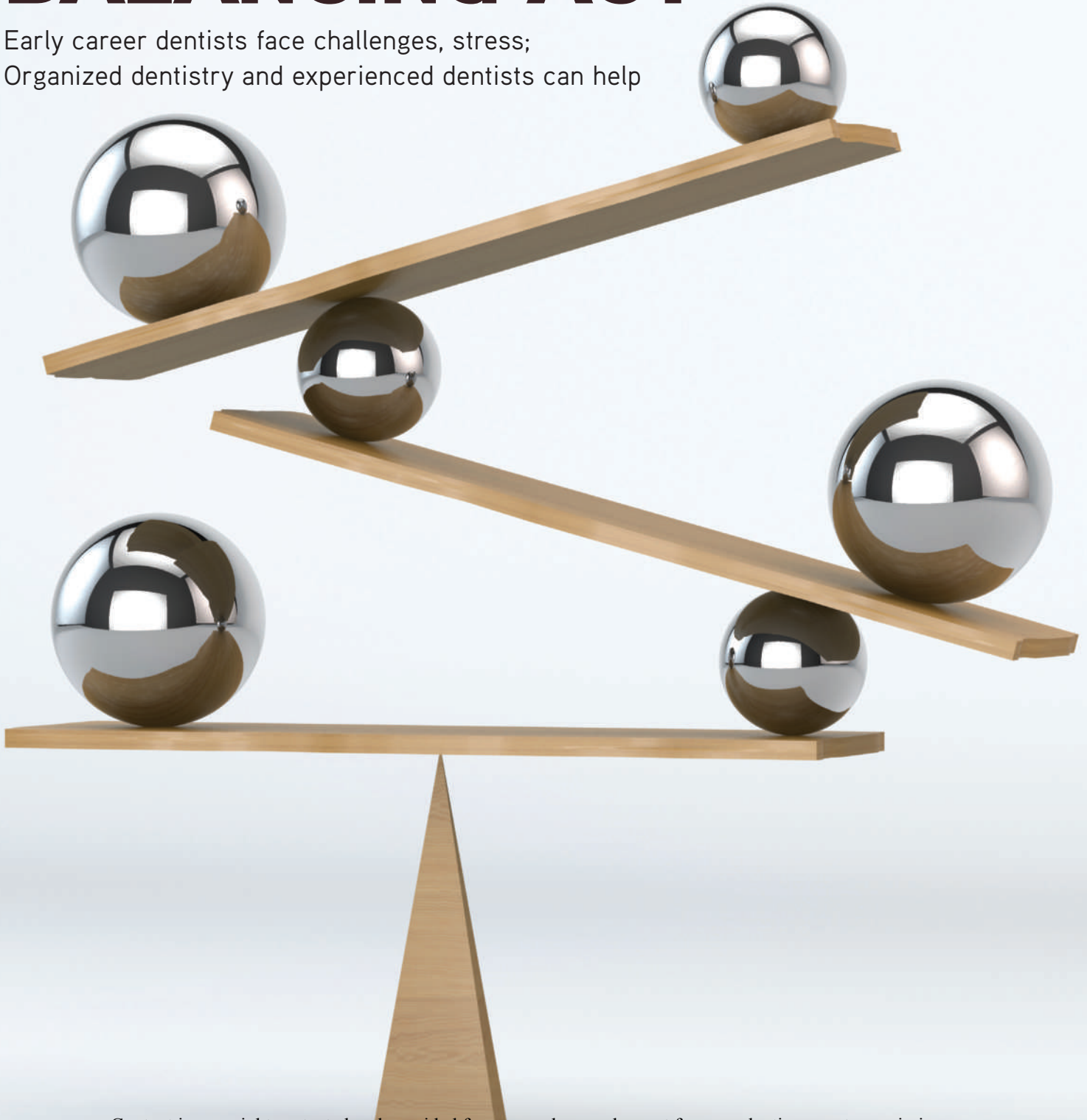


BALANCING ACT

Early career dentists face challenges, stress;
Organized dentistry and experienced dentists can help





CDS FOUNDATION DISTINGUISHED SPEAKER LECTURE SERIES



Presented by:

Judy Kay Mausolf

speaker, author and
dental culture specialist

Practice Solutions, Inc.
Savage, MN

*Intended for the entire
medical and business team*

Tickets \$85, with proceeds
to benefit the CDS
Foundation

Delivering W.O.W. Service

Thursday, February 23

8:30 a.m. - 11:30 a.m.

3 CE Credits, Course DL132

Research shows that practices that build their office environment around serving the patient own and dominate the market. Customer service is often confusing, complex and vague! "I'm satisfied" means nothing in today's world. Set yourself apart from your colleagues: differentiate *why you and your office* and not the office down the street!

Learn principles for strengthening communication skills, practice brand, and service standards. Illuminate the patient decision making processes to create lasting impressions and exceptional experiences. Inspire the entire team to deliver W.O.W. service with more passion and focus!

Communication Solutions

Thursday, February 23

1:00 p.m. - 4:00 p.m.

3 CE Credits, Course DL166

Discover how to elevate your communication to a level that inspires open communication, prevents breakdowns, resolves conflict and builds trust and respect resulting in high performing team and patient relationships!

Learn the skills to communicate positively and effectively with different and even difficult personalities. Discover formats to hold positive, effective and efficient huddles and team meetings. Transform attitudes from toxic to tremendous and create a positive environment where everyone looks forward to coming to the office. Elevate the level of communication in your life!

The CDSF gratefully acknowledges the following corporate sponsors of the program:



Personnel changes coming to CDS

Cheryl Mora, DDS, will join the CDS staff as Director of Scientific Programs in early 2023, replacing retiring Ted Borris, while Will Conkis, director of publications, will retire Dec. 31, capping a 19-year tenure at CDS.



In her role, Dr. Mora will lead development of the scientific programming for the annual Midwinter Meeting, selecting speakers and course topics in collaboration with the Midwinter Meeting Subcommittee, as well as other CDS continuing education programming.

Dr. Mora graduated with her dental degree from the University of Illinois at Chicago College of Dentistry in 1991. She has been very active in the Academy of General Dentistry and received her Mastership Award in 2015. She is past president of the Illinois Academy of General Dentistry and has served as chair of its Continuing Education Committee. With CDS, she served as Program Chair for the 2021 Midwinter Meeting.

Her private dental practices in Vernon Hills and Arlington Heights are family affairs. She practices with her husband Dr. Michael Mora and daughter Dr. Cassie Mora Patterson, whose husband Dr. Stephen Patterson plans to join the practice upon Dr. Cheryl's departure.

We congratulate Dr. Mora, who will visit the office over the next two months to collaborate with Dr. Borris before his Feb. 28 retirement after seven years in the post. She will begin full-time Feb. 1.

Mr. Conkis' newspaper background provided the perfect qualifications to lead production of the CDS Review magazine, which is published seven times a year and still mailed to CDS members. He also serves as the staff liaison to the CDS Government Affairs and Access Advocacy Committee.

A highlight of his tenure was the ambitious issue that chronicled the 150th anniversary of CDS. He and the staff spent hundreds of hours to research and write the story of CDS from its founding in 1864 to its 150th anniversary year in 2014.

Mr. Conkis will be deeply missed by his colleagues, who take consolation in knowing that Chicagoland's golf courses will have to staff up to keep up with Will as he makes the rounds in retirement. All our best to Will and his wife, Dee.

Taking his position as director on Jan. 1 will be Stephanie Sisk, currently assistant director of communications since 2019. Sara Robinson will join the communications department to take over social media duties and member email campaigns by CDS and the branches.

CDS Strategic Plan update

Work continues on defining strategic goals and metrics for achieving them as the CDS Board of Directors undertakes a strategic planning process to set the organization's direction in the coming years.

Revisions are being considered to the organization's mission statement and "core values" are being identified as guideposts for the board's priorities and decision-making, all based on responses to a CDS member survey that was distributed this past summer.

The Strategic Plan Task Force has held several Zoom meetings this summer and fall to review the survey submissions, and the Board as a whole met in September to synthesize the information and discuss some of the emerging priorities as work continues on the final draft of the plan.

At its September meeting, the board again thanked members and non-members for taking time to respond to the survey. Members' feedback will help set the foundation for board decisions through 2026.

The board will discuss the draft revisions again at its December meeting in hopes of adopting a final plan in January.

CDS expects to post the draft plan to its website later in December. ■

Search firm to guide executive director hiring process

A Chicago search firm will help manage the process for selecting a new executive director for the Chicago Dental Society. Randy Grove, who has been director for 33 years, will step down May 31, 2023.

The Board of Directors agreed on Nov. 3 to hire Tuft and Associates Inc., to direct national advertising and conduct initial candidate screening with the input of the Executive Director Search Task Force. As the process moves along, the task force will update the Board of Directors, which will be brought in for the final interviews and the final selection.

The search for the replacement should be complete by late spring 2023.



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.

Phone: (847) 658-6222
www.DentalBuilder.com

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

* Done by licensed engineers and architects.

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.
For reprints please contact the Publisher.



FEATURE

Balancing Act:8
 Career launch filled with stress for young dentists; organized dentistry and experienced dentists can help

Find your next job at the 2023 Midwinter Meeting13

Electronic prescriptions required15
 for some controlled substances

COLUMNS

President's Perspective6
 by **Thomas Schneider Jr., DDS:** Optimistic about future of CDS

It's the Law14
 by **John M. Green, DDS, JD:** Drawing the Line

From the Ground Up18
 by **D. Spencer Pope, DDS:** Volunteer Spotlight: Brittany Hill, Trustee

Second Opinion16
 by **Blase Brown, DDS, MS, FACD:** Oral healthcare for patients with disabilities: Time to change the status quo

Second Opinion17
 by **Greg Cannizo, DDS:** How to move a mountain one stone at a time

DEPARTMENTS

Branch News.....20

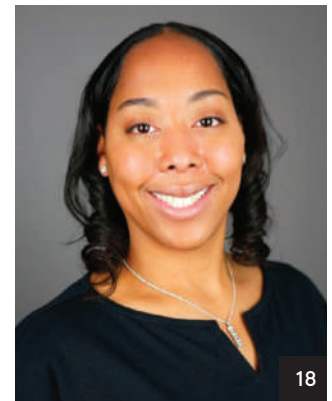
Classified Advertising30

Directory4

Meeting Place.....19

Regional Meeting Minutes28

New Members39



COPYRIGHT 2022 by the Chicago Dental Society. *CDS Review* (USPS 573-520) December 2022, Vol. 115, No. 7. The *CDS Review* is published seven times a year, bi-monthly (every other month) and November and December by the Chicago Dental Society, 401 N. Michigan Ave, Suite 200, Chicago, IL 60611-5585.

Circulation: 6,920
 Periodicals postage paid at Chicago, IL, and at additional mailing offices.

STAFF

Director of Publications/Managing Editor: Will Conkis
Publications Coordinator/Graphic Designer: Tom Long
Staff Writer: Joseph DeRosier
Director of Communications: Rachel Schafer
Assistant Director of Communications: Stephanie Sisk

ADVERTISING INDEX

Andrews Construction, Inc.2

Chicago Dental Broker7

DDSMatch.com21

DentalPost23

Great Lakes Dental Partners25

Office Anesthesiology and Dental Consultants, PC15

Vitality Dental Arts Lab5

PURCHASE INFORMATION

Subscriptions and individual issues are available for purchase through our secure website at www.cds.org/store/cds-store.

POSTMASTER: Send address changes to CDS Review, Member Services, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611-5585.

directory

STAFF DIRECTORY

ADMINISTRATION

Executive Director

Randall Grove, 312.836.7308, rgrove@cds.org

Associate Executive Director

Barry Ranallo, 312.836.7314, branallo@cds.org

Office Manager

Lennooree Cleary, 312.836.7310, lcleary@cds.org

Financial and Information Services Manager

Mohammed Adil, 312.836.7316, mkadil@cds.org

COMMUNICATIONS

Director

Rachel Schafer, 312.836.7330, rschafer@cds.org

Assistant Director

Stephanie Sisk, 312.836.7332, ssisk@cds.org

EXHIBITOR SERVICES

Director

Lisa Girardi, 312.836.7327, lgirardi@cds.org

Administrative Assistant

Nathan Pease, 312.836.7315, npease@cds.org

MEMBER SERVICES

Director

Joanne Girardi, 312.836.7320, jgirardi@cds.org

Assistant Director

Lisa Hosley, 312.836.7321, lhosley@cds.org

PUBLICATIONS

Director

William Conkis, 312.836.7325, wconkis@cds.org

Publications Coordinator & Graphic Designer

Tom Long, 312.836.7326, tlong@cds.org

Staff Writer

Joseph DeRosier, 312.836.7324, jderosier@cds.org

SCIENTIFIC PROGRAMS

Director

Ted Borris, DDS, 312.836.7312, tborris@cds.org

Administrative Assistant

Angela Powell, 312.836.7311, apowell@cds.org

CDS OFFICERS

President: Thomas Schneider Jr., 773.794.1332, tschneider@cds.org

President-elect: Michael Durbin, 847.824.0154, mdurbin@cds.org

Secretary: David Lewis Jr., 847.525.9194, dlewis@cds.org

Vice President: Denise Hale, 708.599.7090, dhale@cds.org

Treasurer: Philip Schefke, 708.567.0342, pschefke@cds.org

New Dentist Director: Neil Singh, 305.607.7039, nsingh@cds.org

BRANCH OFFICERS

ENGLEWOOD

Director: Joseph Unger, 773.582.8129, junger@cds.org

President: Kathryn Bielik, 312.315.4605, kbielik@gmail.com

Correspondent: Genaro Romo Jr., 773.247.3345, drgeneromo@gmail.com

KENWOOD/HYDE PARK

Director: Sherece Thompson, 773.519.9777, sthompson@cds.org

President: Jazmine Daye Dillard, jazmine.daye@gmail.com

Correspondent: Lori Lightfoot, 708.753.5241, llightfoot1@cookcountyhhs.org

NORTH SIDE

Director: Jun Lim, 773.556.0133, jlim@cds.org

President: Joanne Oppenheim, 773.612.9879, childds@rcn.com

Correspondent: Jun Lim, edgebrookperio@yahoo.com

NORTH SUBURBAN

Director: Theodore Constantine, 312.213.5553, tconstantine@cds.org

President: Jason Rogers, 847.250.1130, jason.t.rogers1@gmail.com

Correspondent: Jennifer Adhami, 224.545.8142, dr.jenniferadhami@gmail.com

NORTHWEST SIDE

Director: Gordon Ziols, 847.951.6166, gziols@cds.org

President: Elise Adley, 847.212.6211, eliseadley@gmail.com

Correspondent: Paul Muhr, 773.205.1188, pmuhrdmd@gmail.com

NORTHWEST SUBURBAN

Director: Victoria Ursitti, 847.870.0475, vursitti@cds.org

President: Benjamin Belavsky, 847.215.9971, bbelavsky@gmail.com

Correspondent: Sylvia Deek, drsdeek@gmail.com

SOUTH SUBURBAN

Director: D. Spencer Pope, 773.469.3908, spope@cds.org

President: Ni Van, 773.627.0300, ni.van.dmd@gmail.com

Correspondent: Kevin Patterson, kpattersondds@aol.com

WEST SIDE

Director: Kamal Vibhakar, 630.747.1199, kvibhakar@cds.org

President: John Polivka, 708.352.4500, jwpolivka@gmail.com

Correspondents: Richard Kohn, 708.579.0488, trainset8505@yahoo.com; and Michelle Jennings, 708.354.4545, lagrangeperio@yahoo.com

WEST SUBURBAN

Director: Paul Kempf Jr., 630.605.7215, pkempf@cds.org

President: Daniela Brzozowski, 708.337.0928, drdanielab@gmail.com

Correspondent: Celeste Medynskyj, 630.323.0060, drceleste@saltcreekfamilydental.com

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

All material submitted for consideration must be emailed or typewritten, not handwritten. Original articles published herein become the property of the *CDS Review*. Opinions and statements expressed within this publication are those of the writer and not necessarily those of the Chicago Dental Society.

MEETING ANNOUNCEMENTS

CDS provides the free publication of meeting announcements for dental study clubs and not-for-profit organizations in the *CDS Review* and on our website, www.cds.org. Publication of such notices is at the sole discretion of CDS.

Be sure to 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. CDS reserves the right to edit material for space and style.

Email meeting information to review@cds.org.

ADVERTISING

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

Chicago: 800.440.0231 or 312.644.3888,

Fax: 312.644.8718

New York: 212.725.2106, Fax: 212.779.1928

Los Angeles: Jack Friend: 805.522.0501;

Fax: 312.644.8718;

Patrick Carriglio: 312.644.3888, ext. 120;

Fax: 312.644.8718

Detroit: 248.626.0511, Fax: 248.626.0512

AFFILIATED ORGANIZATIONS

AMERICAN DENTAL ASSOCIATION

312.440.2500 or 800.621.8099; www.ada.org

CHICAGO DENTAL SOCIETY FOUNDATION

Kristen Weber, Executive Director

312.836.7301, kweber@cdsfound.org;

Fax: 312.836.7337; www.cdsfound.org

ILLINOIS STATE DENTAL SOCIETY

217.525.1406, 800.475.4737; www.isds.org

CROWNS & IMPLANTS

EXCEEDING EXPECTATIONS



VITALITY




 @vitalitylaboratories

VITALITYDENTALARTS.COM | CALL 1.800.399.0705 OR TEXT 847.499.1855 FOR PICKUP | SHIP TO US FOR FREE

* Solid Zirconia Crown

\$59 per unit

Retail Price \$99 per unit
COUPON CODE: MAG1 (LIMIT 1 UNIT)

* Titanium Custom Abutment

\$199 per unit

Retail Price \$299 per unit
COUPON CODE: MAG1 (LIMIT 1 UNIT)

* Screw-Retained Implant

\$199 per unit

Retail Price \$299 per unit
COUPON CODE: MAG1 (LIMIT 1 UNIT)



* VITALITY

* VITALITY

* VITALITY

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.
For reprints please contact the Publisher.



PRESIDENT'S PERSPECTIVE by Thomas Schneider Jr., DDS

Opinions and statements expressed within this publication are those of the writer and not necessarily those of the Chicago Dental Society. Write to Dr. Schneider at tschneider@cds.org.

Optimistic about future of CDS

AS I GET READY TO PUT DOWN THE CDS PRESIDENTIAL GAVEL, I AM OPTIMISTIC about our future in many ways, but particularly over how we continue to work our way back from the effects of the COVID-19 pandemic. I am very proud of the reaction of dentistry during this time. We bolstered our already very effective infection control procedures and kept our employees and patients safe. We kept our offices open to treat dental emergencies, protecting the dental health of the public we serve. We banded together to collect and donate PPE to local health facilities, helping keep them open and safe.

Organized dentistry led the way, providing information to our membership and the public in a timely fashion, allowing us to make informed decisions in a rapidly evolving environment. I cannot imagine having to negotiate all the information that was coming out on my own. As information became available, our CDS professional team gathered and sorted through it all and, with consultation with the CDS board, made information and recommendations available to the membership. We owe a debt of gratitude to the CDS professional staff as they reacted to information that evolved daily while continuing to run the society.

Despite some uncertainty about the ability to hold an in-person meeting in 2022, your CDS board was determined to go ahead with the planning of a Midwinter Meeting that we could all be proud of. As the February date of our meeting approached, we were still facing city-imposed restrictions, including those at McCormick Place. I am proud that with the work of our CDS professional team and our army of CDS member volunteers, we planned and presented a Midwinter Meeting with a robust exhibit floor, a scientific program with top speakers from around the world and unique social opportunities like **Brews & Bargains** in the Exhibit Hall Friday afternoon.

I would like to thank all of our exhibitors who stood by our side and committed to exhibit as well as the speakers who provided a scientific program that was second to none. Of course, we owe a debt of gratitude to you, our attendees. Presenting a

successful, well-attended Midwinter Meeting has been another step in our journey to get back to “normal” following the pandemic. I thank all of you for making it happen!

Your CDS board is in the process of developing a new strategic plan for our society. We are committed to keep up with the changing environment of our profession so that we can meet the evolving needs of our membership. A strategic planning task force researched, developed and collected background information for an all-day discussion by the entire board. Look for the publication of our new Strategic Plan. It will chart the vision that will allow us to meet the changing needs of our membership. We often speak of our practices being the “dental home” for our patients. I see the Chicago Dental Society as the dental home for all Chicago area dentists.

I hope you all are as excited for the 2023 Midwinter Meeting as I am! It is important to register early to take advantage of the amazing CE programs. Many fill up quickly.

We have an even bigger, more varied exhibit floor planned with an **Ice Cream Social** scheduled for Thursday afternoon and **Brews & Bargains** on Friday afternoon. Please take notice that we are bringing back the Friday night concert at Park West. We will be amazed by **Tributosaurus**, known as the Jurassic beast of multiple musical faces. As you can see, incoming president Dr. Michael Durbin and his Midwinter Meeting planning team have put together a great meeting. I look forward to seeing you all there.

As my year as your president comes to a close, it has been a pleasure and an honor to serve you, the membership of the CDS. The opportunity to work with such a talented team at the CDS has been an amazing learning experience for me. I owe a debt of gratitude to our Executive Director Dr. Randall Grove. His thoughtful leadership and sound advice has made the job of president much less daunting, allowing me to truly enjoy this past year – thank you.

As always, I welcome your comments and concerns so that we can better serve your needs as a member. You can reach me at tschneider@cds.org. ■



Chicago Dental Broker

THE ONLY LOCAL DENTAL BROKERAGE OWNED AND OPERATED BY A DENTIST AND CDS MEMBER

BUY NOW AND SAVE!

NORTH SIDE

- **NEW** Chart sale, all FFS and doing \$300K+ lets make a deal.

SOUTHWEST SUBURBAN

- 4 op starter. All FFS and real estate also for sale.

WEST SUBURBAN

- Great practice grossing \$400K+ with 4 chairs. Seller can stay.

NORTHWEST SUBURBAN

- **NEW** Beautiful 4 chair FFS office Grossing \$650K on just 3 days/ week! Alot referred out the door. Could be \$1M in 2 years!
- **NEW** Great, affluent area and bundled with real estate. Doing \$425K/yr and never marketed. Watch this grow, Lets talk
- Great practice with 5 chairs, all FFS, great staff and more. Gross of \$700K +, real estate also. Won't last
- Profitable 3 chair/4 plum bed practice in strip center. FFS/PPO blend. \$775K gross. Seller will transition. Won't last.
- 4 op starter. All FFS and gross over \$300K in '18. Building also available.

NW INDIANA

- Several listings. Call for details.

NORTH SUBURBAN

- **NEW** Brand new build out and new equipment! All FFS and grossing \$650K, hard to believe but will sell fast!
- Great 4 op FFS practice grossing \$650+! Brand new finish out and new equipment.

SOUTH SUBURBAN

- **NEW** 4 chair FFS practice, also selling the condo. Great buildout and doing \$350K on just 2 days/week. Plug in more days and watch it grow.

WEST SUBURBAN

- **NEW** Fire Sale! 3 chairs doing \$450K. Great strip center location and visibility. Make an offer.

NORTH SHORE

- Great starter with 3 chairs and grossing \$425K on just 3 days/week. Almost all FFS.
- Gorgeous 5 chair practice!! Grossing \$1M with a blend of FFS/PPO. Real estate also and seller will help with transition. Will not last, call now!

PERIO

- **NEW** Perio practice in Chicago. Great opportunity, grossing \$600K+ on 2 to 3 days/week.
- Great FFS practice doing over \$1.3M and just working 3 days/wk.

"I HELP FELLOW DENTISTS BECAUSE I AM A DENTIST."



Complimentary consultation for sellers.

CDB is locally owned and operated by a dentist and CDS member.

CALL Dr. Rob Uhland, (847) 814-4149 for listing details

BALANCING

ACT

Career launch filled with stress for young dentists; organized dentistry and experienced dentists can help



Photo by akirbostancic/istockphotos.com

by Joseph DeRosier

STARTING OUT in any career is stressful, and that truism is especially meaningful for younger dentists in a time when the world is emerging from a pandemic and the business side of dentistry is rapidly changing.

Add the weight of a burdensome load of student debt and what should be a time filled with anticipation and sense of accomplishment can spiral into a tense and demanding ordeal.

According to an ADA report issued earlier this year, a 2021 survey on dentist wellness showed younger dentists feeling less respected by the people they work with and associate dentists in private practice being less likely than partners to be satisfied with their work lives.

Those feelings lead to younger dentists being disproportionately affected by mental and emotional health concerns and less likely to feel in control of their work environment. That resulted in a reported higher level of stress at work and scoring higher on a scale that measures depression.

As the report stated, “Younger dentists, who may benefit from additional support, were least likely to be aware of a state dentist well-being program available through their dental association.”

Those feelings might partially be explained by the fact that early career dentists are transitioning from an academic environment, one in which they were surrounded by both fellow students who offered peer support plus a cadre of experienced and willing teachers and mentors, to a situation in which they are expected to perform at high levels of competency with perhaps less support. Plus, the framework of dental practices has changed over the decades. Early career dentists are finding themselves more and more working in large group practice settings that do not easily present individual mentoring opportunities.

Bethany Cook, a clinical psychologist based in the Midwest, said experienced dentists need to recognize that viewing the struggles of younger dentists through the prism of their own experi-

When is stress GETTING TO A BREAKING POINT?

CLINICAL PSYCHOLOGIST BETHANY COOK says that experienced dentists can monitor the stress levels of associates.

“I would look for changes in work behaviors, are they making more mistakes, are they coming in late, are they getting sick more often, do they seem to have less patience in meetings, some of that stuff can be a clue to the individual well as the office staff,” she said.

According to “The Ultimate Workplace Mental Health Toolkit, NAMI Chicago and Launchways, 2020” here are some common signs of work burnout:

- **Over-productivity:** High level performers feel like they can’t “turn off” work and continue to deliver even under immense pressure.
- **Cynicism:** Employees become cynical, critical, or irritated by work and find little joy in day-to-day tasks.
- **No work-life balance:** Employees are working outside of designated hours, during vacation time or missing family time.
- **Employees feel exhausted and have difficulty concentrating:** There are changes in eating, sleeping habits and other physical symptoms such as headaches, stomach aches may be present.

The toolkit advises these action items:

- **Balance productivity and wellness:** Communicate about workload with managers encouraging employees to engage in wellness activities daily and limit new projects if the employee has plenty on their plate.
- **Prioritize off-time:** Managers should encourage employees to use their time off and plan to cover the workload, allowing the employee to disconnect from work.
- **Reach out for support:** Identify resources. Therapy, spending time with friends and family, and chatting with colleagues are all ways to stay connected during difficult times. The NAMI Chicago Helpline (833.626.4244) is available 7 days a week to connect callers to resources or serve as a compassionate listening ear.
- **For severe mental health situations** where a person’s safety is in question, friends or colleagues should be supportive and facilitate connection to a get in touch with a person certified to evaluate the individual; call a suicide hotline, go to the ER, or find a mental health facility.

ence, and categorizing it as simply complaining, is a bit judgmental.

“I try not to think about judging, I just think that it is more different. Every single generation has a set of their own unique issues and things they are dealing with not only at a personal level but all the way to society,” Dr. Cook said. “You can’t compare your experience with a

younger generation when it is just not the same.”

She echoed the observation that the work environment for younger dentists is different than what an earlier generation experienced, with more dentists working in a corporate setting that requires production metrics to be met.

That atmosphere creates stress. “If

“It’s all about spider webbing. It is about making connections. It might not work out today but that doesn’t mean it won’t tomorrow, so go to those events, make those relationships. . . you have to network.”

– Bethany Cook

you have someone breathing down your neck to get something done or make a certain amount of money or see a certain number of patients to keep your job, guess what you’re going to do?” she asked. “It’s the system and how it’s set up with profit healthcare.”

While the current landscape has provided stress points and financial challenges, she points out it has also allowed for avenues to be successful at a quicker pace than older dentists experienced.

Younger dentists need to look at the positives they enjoy, including access to the internet and the associated marketing and branding opportunities that allow

younger dentists to become established in the profession quicker than ever before.

“I point that out because I don’t want people to have a defeatist mentality. That is not helpful for anyone,” she said.

If a young dentist has an attitude that getting started is so hard and they will never make it, or if older dentists chalk it up as simply a rite of passage, then the stress will hamper growth of the profession, she explained.

Dr. Cook said younger dentists not seeking help and just “toughing it out,” or older dentists not offering a hand up, is not a winning path.

Realistically, even the most successful

people need help, she said.

And, she explained, organized dentistry is in a perfect position to help young dentists dealing with stress because “it’s not what you know, it’s who you know.”

A good life lesson for younger dentists to learn is that they need to reach out to others and “be the squeaky wheel.”

“It’s all about spider webbing. It is about making connections, it might not work out today but that doesn’t mean it won’t tomorrow, so go to those events, make those relationships. . . you have to network,” she advised.

And more experienced dentists need to be receptive and understanding of that need, she said.

TALK THERAPY, MASSAGE FIGHT STRESS

Older dentists who are supervising younger dentists should also be aware of signs that stress is getting too much for an associate, she said.

Once it has been identified that stress is interfering with a young dentist’s life,

Life balance, financial worries loom large

JAMES LEE, A SECOND-GENERATION EARLY CAREER GENERAL DENTIST who serves on the ADA New Dentist Committee as a representative from the New England area, said he spends a lot of time talking to new dentists in both private practice and in public settings and hears about the challenges and stressors they are facing.

“Current early career dentists have been faced with unprecedented challenges,” said Dr. Lee of the Boston area. “With the COVID-19 pandemic, many of them were associates and had a struggle to navigate an evolving landscape of our profession. We saw many retirements, we saw changes in the way folks practice and the practice settings they want to go into, so I think it is definitely true. . . that there is a unique amount of stress.”

Dr. Lee said some of the stress is coming from monetary pressures.

He said young dentists are spending a significant amount of money to expand their skill sets through continuing education. As an example, Dr. Lee said he did not get much training on implant dentistry in dental school, so he has had to learn that through costly CE courses.

Also, he said, the work environment has changed, with more younger dentists working in large group settings instead of smaller independent solo practices, which forces those dentists to struggle with balancing work schedules and time for family.

“Balance is a priority,” Dr. Lee said of early career dentists, “They want to work in a setting that allows them to go to their kid’s soccer game, allows them to be home for dinner on time and also have a meaningful practice and take great care of patients.”

The newer dentists may have a different set of priorities from previous generations who “poured their heart and soul” into the practice, he said.

“It’s not a matter of right or wrong. It’s just that we have to accept our beautiful tapestry of dentists – our member dentists, our non-member dentists – is increasingly filled with dentists who are looking for that balance,” Dr. Lee said.

And as an established dentist with a small private practice, he said he struggles with how he can incorporate a work-life balance for his associates and let his team know they are supported and appreciated.

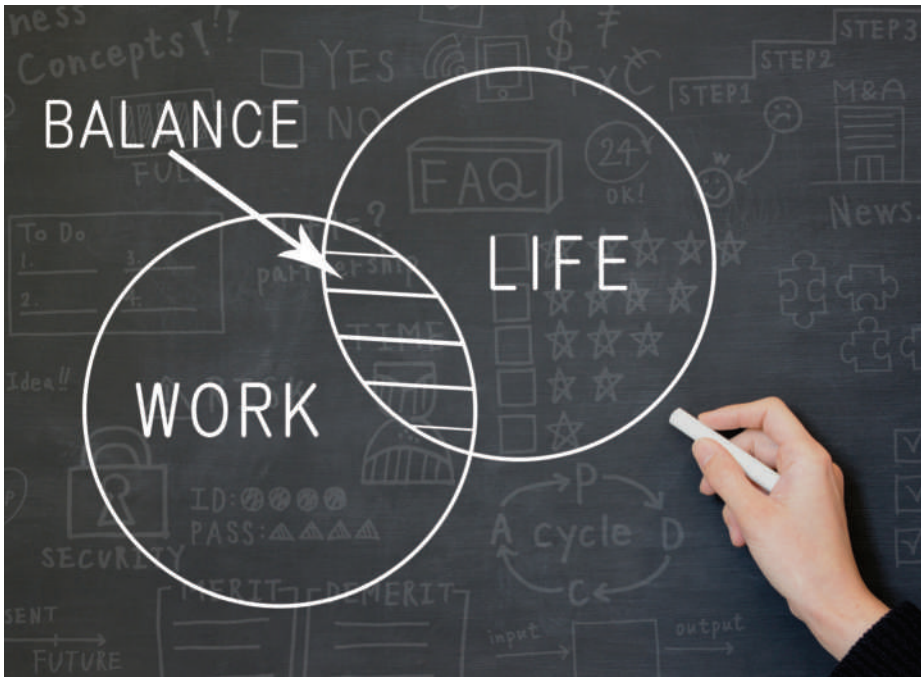


Photo by takasuu/istockphotos.com

she said there are ways to combat it.

Getting reputable help is crucial, and people must understand that good mental health care is expensive, but you get what you pay for, she said. A quality mental health care professional can help with issues more expediently, she added.

While “talk therapy” is a tool, so is something more physical, like a massage, can be a part of a good mental health care regimen, she said.

“What I would love is for everybody to get is massage therapy,” Dr. Cook said. “Humans need touch, massage is something that can be done in five to 10 minutes and having someone come in once a week and everyone gets in the chair and gets 20 or 30 minutes of massage is huge, it is really relaxing, is really good for the body. . . you know the body keeps score.”

Because dentistry is so physically demanding, yet confining, dentists are expending energy with a limited outlet for release, Dr. Cook said. She likened it to a dimmer switch on an electric light. “If you have the light fully on, the electricity flows; if you have a dimmer switch, you are using actually more electricity to produce less light. That’s the same thing with the body: when dentists

are working, they are holding back but applying (muscle) pressure, so it actually takes more energy and causes all those problems,” she observed.

ORGANIZED DENTISTRY OFFERS TOOLS TO COMBAT STRESS

Resources to lessen stress are available though organized dentistry, be it access to potential mentors or formal programs such as fitness classes or resources on dealing with pregnancy.

“I don’t think we’ve done a good enough job to connecting early career

dentists with those resources. Part of that is that we need to tell our story better,” said James Lee, ADA New Dentist Committee member.

Dr. Lee said organized dentistry is a superb resource for younger dentists to tap to lessen stress. But he thinks dental groups need to be more proactive in pursuing early career dentists and not just expect those starting out in the profession to migrate to organized dentistry as may have been the case in the past.

“It’s not just waiting for them to come to us in our traditional way,” Dr. Lee said. “My father has been going for the past 40 years to the same dinner and CE meetings on Tuesday nights. He loves it, it’s amazing, but we really have to reach out and reach these early career dentists where they are.”

And that might mean they won’t be able to commit to an entire year of serving on a committee, but they might participate in a task force or a “micro-volunteer opportunity” that projects a clear goal and would give the participant a sense of ownership and help them feel connected to organized dentistry.

In the wake of the pandemic, more state dental societies are creating health and wellness committees designed to promote overall wellbeing, increase awareness and resources, and reduce stigmas surrounding wellness issues. Some offer confidential peer-to-peer support networks.

ADA launches wellness initiative

THE ADA UNVEILED the first cohort of dental professionals to serve on a new initiative called the Wellness Ambassador Program, in which volunteers will work to ensure that peer dentists struggling with health obstacles are aware of support services.

Dentists can download the **ADA Dentist Well Being Program Directory** for free through the ADA Store to find their state program director contact information, with all calls or emails kept strictly confidential.

While the wellness ambassadors will not provide the support a clinical professional would offer, the volunteers serve as advocates to facilitate connections with clinical professionals and other resources, the ADA said in its announcement.

For more information on the ADA’s wellness resources, visit [ADA.org/Wellness](https://www.ada.org/Wellness).

'Being the best' mindset

CDS MEMBER CRISTIAN PAVEL, an early career dentist who has been a speaker at the Midwinter Meeting on stress management, is a big proponent of using the body to heal the mind.

Although he is a practicing dentist, he has also moved into the practice of yoga and integrating meditation, mindfulness and wellness into his life.

"I started to notice a pretty big disparity between my experience of dentistry and my career path versus that of my colleagues," Dr. Pavel said.

He said the belief was pervasive among his peers during dental school that all the hardships associated with learning dentistry would melt away once they entered the work world. Instead, he said, his colleagues experienced even more stress and became less healthy.

"With little oversight and lots of responsibility, it is easy to put ourselves last," he said. "What I've noticed, and what came as a shock to me, is that I started becoming more productive and more successful working less than your typical dentist. I attribute that to being more present and enjoying the dentistry more, and I reflected that into my patients."

The result, he said, was a growth in his patient base as he received more referrals.

"I'm nothing special by any means, but I also started asking deeper questions beyond the mouth, which seemed to be very attractive," Dr. Pavel said. "At the end of the day we are really treating side effects of deeper underlying diseases. Periodontal disease and caries are all side effects of high stress and neglect to a certain degree."

In asking those questions he realized those same stressors that were hurting his patients' dental health were also being faced by dentists.

He started working only three days a week and found himself enjoying his work more and being more productive. He has also become a part-time yoga teacher.

"I was able to take care of myself in the other days," he said. "I'm not making a killing and am not as successful as a multiple practice DSO owner, but I'm really happy and I really enjoy it and have everything I need to provide for a future family."

Younger dentists would benefit by changing the long-held idea of striving to be "the best."

"We're driven and conditioned to be driven by a 'lack' mindset rather than an 'abundant' mindset so that we have to constantly push ourselves. We are unconsciously trained to compare ourselves to whatever looks better," Dr. Pavel said. "This model worked better in terms of mental health before social media and before technologies because now there is evidence of someone who is better than us every time we pick up our phone."

He said that constant reminder leads to depression and anxiety in younger dentists resulting in high amounts of stress.

"Stillness and meditation are now the ultimate strength

training. We have become so deeply conditioned to react instantly to every input that it's difficult not to react and be still and allow the stimuli to just pass so that we can then decide where to place our attention instead of unconsciously being lost in phone habits or social media," he said.

Dr. Pavel said one of the hardest questions people ponder is what they want out of life. "It is usually a reflection of what other people have told you that you want," Dr. Pavel said. For example, a young dentist needs to question why they feel the need to strive to build a million-dollar practice in just a few years: is it their own idea of success or someone else's, he asked.

He said balance is key to physical and mental health, including looking at negatives in a more positive light.

For example, he said many younger dentists are stressed by finances and unpaid student loans. Instead of looking at them as a burden he advises that they are viewed with "gratitude" about what that debt has allowed the dentist to accomplish.

"Just zoom out and recognize just how lucky we are to have an institution that supplies us with this incredible education and this incredible profession and come from that energy and recognize that this is good debt," he said.

And that's because banks are still willing to loan to dentists even in tough economic times because the practice of dentistry is strong, he said.

"This is such a privilege, there are so many other places in the world, so many other countries where if your parents and your family didn't have the means to put you through college you could never become a dentist, it's just not possible," Dr. Pavel said.

DR. PAVEL'S TOP STRESS-BREAKING TIP

Having the right habits can help younger dentists ward off some of the stressors they face every day, Cristian Pavel, a dentist and yoga instructor who has spoken on stress and health issues at the Midwinter Meeting.

He says the No. 1 tip is to have a solid morning routine. "How we start our day is everything, our minds are most malleable in the morning. Our brains work in repeated patterns, logically speaking. The neurons that fire together wire together and the pattern on a daily basis is started in the morning."

He said for most people the routine is to wake up and quickly check your phone, scroll through social media, through investments or whatever is deemed important. That's by design. Software is set up to alert people and keep our attention, but that also creates stress.

"What I advocate is putting the phone away after turning off the alarm. Start in silence, move your body and then hydrate and see if you even need a cup of caffeine after that and hold off for a little bit, if you can," Dr. Pavel said. "Do you really need to eat in the morning? If you're not hungry, I would highly urge against it." ■

Joseph DeRosier is the CDS staff writer.

FIND YOUR NEXT JOB

The 2023 Midwinter Meeting will feature a Job Board for those seeking – and seeking to fill – open positions

by Joseph DeRosier

FINDING DENTAL STAFF, INCLUDING ASSOCIATE DENTISTS, HAS BEEN A CHALLENGE FOR SOME TIME, but attendees of the 2023 Midwinter Meeting will have an opportunity to use the meeting's exclusive Job Board to attract prospective employees or find their next job.

The Midwinter Meeting Job Board was first launched during the virtual event in 2021 and it continued in 2022. The 2023 edition will launch early with Job Board postings available to registered attendees for both viewing and posting starting in February, so that a potential employee and a hiring practice

can plan to connect while both are at the meeting.

In addition, the Chicago Dental Society will host its own booth at the meeting, where attendees will be able to view Job Postings and well as post open positions.

The job postings are available for any dentist or dental staff position. They will be visible on the Midwinter Meeting section of the CDS website at www.cds.org and at the CDS Midwinter Meeting Booth. Registered attendees can post up to five (5) jobs on the board. Please make clear the position available, keep the description short and make sure you

include an easy way for potential employees to contact you.

If you don't get a chance to post before the meeting, visit the CDS booth – Booth 3602 – and use the provided terminal to post your job.

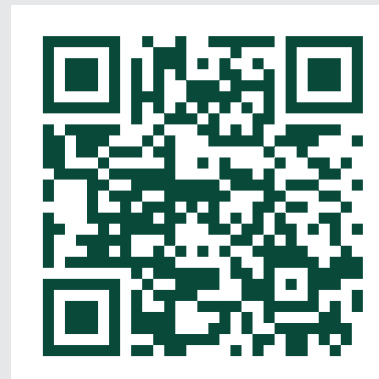
Everyone knows the CDS Midwinter Meeting is a great chance to earn continuing education credits, learn about the latest in dental technology and meet up with colleagues, but in 2023 it will also be a great chance to find that new hire. ■

Volunteer as a 2023 Midwinter Meeting Presiding Chair

In order to maintain the level of excellence for which the Midwinter Meeting has become known, we ask every regular and associate CDS member to please consider signing up as a Presiding Chair.

Earn CE, lunch and a daily \$100 honorarium all for serving as a Presiding Chair, assisting in the course room and introducing speakers.

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



SCAN TO SIGN UP!



Opinions and statements expressed within this publication are those of the writer and not necessarily those of the Chicago Dental Society. Write Dr. Green at jgreen@greenlawoffice.net.

Drawing the Line

EVERY DENTAL OFFICE HAS TO DEAL WITH A DISSATISFIED PATIENT who complains about a bill or treatment. Even more rare, a dental office may be forced to handle an abusive patient. . . someone who crosses the line into threats and other conduct that is never acceptable.

First, oftentimes, an abusive patient is someone who evolves from an unhappy patient. Therefore, it is prudent to take the following steps to de-escalate a situation.

1. Support staff often are the first to encounter a disgruntled patient. For instance, a patient may express dissatisfaction over treatment or a bill to a front desk receptionist, rather than to the dental professional. Direct contact from the dental professional can often do wonders in calmly turning things around rather than endlessly sending bills to an unhappy patient that may precipitate abusive behavior.

2. A conciliatory approach: Many unhappy patients simply want to be heard. They usually want to “get something,” such as a reduction of the bill or a redo of the dental work. In order to lower the temperature, the doctor’s response may be: “I understand your frustration and I want to work with you to make you happy” versus “You’re a jerk. . . we have put up with your crappy behavior long enough.”

However, an unhappy patient, through no fault of the dental practice, may turn nasty. What conduct can be considered abusive?

1. Threatening a lawsuit: You must dismiss the patient. . . and no 30-day grace period for emergency care.

2. Verbal and physical threats: Game over.

3. Excessive phone calls, emails/texts, or letters, despite efforts to appease the patient.



Illustration by id-work/stockphoto.com.

After terminating an abusive patient, it may take a while for them to permanently go away. And while there may be an urge to contact police, oftentimes law enforcement is not willing to get involved in a bumpy dentist-patient relationship, unless you have clear-cut, firsthand evidence that the patient has actually made threats of harm such as, “I’m going to burn this place down.”

Moreover, there are some abusive scenarios where the dental professional must step in to protect staff. Although rare, some office staff have sued the dental practice for failing to protect them from abusive situations.

Finally, document, document, document. Record, verbatim, in the dental chart the exact words of an abusive patient, which may include profanity, in order to provide a defense if this patient later complains to the dental board or files suit.

If a patient is terminated face-to-face, a follow-up dismissal letter should be sent that should indicate something like: “Your conduct on April 5 in which you threatened to punch my dental hygienist is unacceptable and, therefore, I am immediately terminating our dentist-patient relationship.”

In summary, take proactive steps to de-escalate a problem with an unhappy patient. A dental office should have zero tolerance for truly abusive behavior. And always document encounters with such patients. ■

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 more than 30 years. Find more information on Dr. Green at www.greenlawoffice.net.

Electronic prescriptions required for some controlled substances

ILLINOIS HEALTHCARE PROFESSIONALS, including dentists, who prescribe Schedule II, III, IV and V drugs may have a longer window to adhere to a new law requiring prescriptions to be done electronically.

The Illinois State Dental Society alerted members on Dec. 2 that it had lobbied with other healthcare groups to **push back the effective date of the new law one year to Jan. 1, 2024**, rather than Jan. 1, 2023. The revised bill was awaiting the governor's signature as of Dec. 2. Please watch for updates from ISDS.

As the revised law was first written in 2021, an exemption to this requirement is if the prescriber certifies to the Illinois Department of Financial and Professional Regulation that they issue 25 or fewer Schedule II to V prescriptions in a 12-month period.

The amendment was approved with no objections by both the Illinois House and Senate and signed into law in August 2021. The law does not outline any penalties for non-compliance and



allows the IDFPR to establish rules and requirements and "any such exemption to the requirements" the agency deems

fit. According to the ISDS, the IDFPR has not announced any additional exemptions.



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



Oral healthcare for patients with disabilities: Time to change the status quo

DURING A RECENT ONLINE MEETING OF PATH-PWIDD (Partnering to Transform Health Outcomes with Persons with Intellectual and Developmental Disabilities), I had the opportunity to hear personal stories of oral healthcare experiences from a number of adults with intellectual and developmental disabilities (IDD), self-advocates, and parents of children with disabilities. Their stories were detailed and heartfelt narratives that painted a landscape of a fragmented and fractured system of care.

Some described providers and staff who were unable to fully communicate and understand the complex history, needs, and concerns of the patient. Other stories lamented being unable to establish a dental home and the difficulty finding a dentist who would treat patients with IDD and participate as a Medicaid provider. Many of these stories come from or concern individuals who would be considered “high-functioning” and could easily assimilate into the care of a traditional dental practice, but continue to face limited access, long waiting lists, and transportation challenges. These individuals are advocating to receive the kind of support, rights, respect, and individual dignity that is afforded to other patients without disabilities in oral healthcare.

The Sept. 12, 2022, edition of *ADA News* addressed the issue of access to care in the article, “ADA committed to helping patients with disabilities achieve optimal oral health.” This article was a positive description of the strides made by the ADA and the dental community in addressing the poor lack of access to oral healthcare for the disabled.

The article addressed achieving health equity for the disabled through the American with Disabilities Act, ADA educational webinars, ADA literature and training materials, changes in CODA standards, and inclusive language in the ADA Code of Conduct, among others. A highlight of this article is the

description of a meeting between then-ADA President Cesar Sabates and then-AMA president Gerald Harmon discussing the long-standing health care inequities of people with disabilities at the One Voice for Inclusive Health Conference. The two healthcare leaders renewed their association’s commitment to address the national disparity of care, including plans to provide clinical competency training for both dental and medical students. Yet, 32 years following the signing of the American with Disabilities Act, significant disparities remain the rule.

In addressing the medical care of patients with disabilities in the *Canadian Medical Association Journal*, Heidi Janz (2019) identified ableism as “the undiagnosed malady afflicting medicine.” Janz relates that despite their intentions and normative goals, “health professionals have unconscious biases that affected how medical professionals perceive and treat individuals with disabilities. This is expressed as a diminished state of being that has, since the dawning of the Age of Reason, shaped what decision makers, legislators, families and society think about disabilities.”

The One Voice discussion of Drs. Sabates and Harmon is one of a number of positive indicators that as a profession we are moving in the right direction to change the status quo. Many dental schools are finding innovative ways to incorporate didactic and clinical experiences that address the myriad needs and health challenges for this population. The UIC College of Dentistry will be launching a new Specialized (Inclusive) Care Clinic in the coming year to address this very issue. Perhaps the One Voice discussion will find a way to use current educational movements in interprofessional collaboration, blending dentistry with medicine and other healthcare disciplines, to meet the needs of this most deserving population of patients. ■

Blase Brown, DDS, MS, FACD, is an associate clinical professor, Department of Oral Medicine and Diagnostic Sciences at the University of Illinois at Chicago College of Dentistry; Director of Small Group Facilitation. He has been published numerous times, recently in editions of the *Journal of Dental Education*. He is a member of ADA, ISDS and CDS. Dr. Brown served CDS as West Side Branch president in 2020-21. He is also serving on the Partnering to Transform Health Outcomes with Persons with Intellectual and Developmental Disabilities Steering Committee. It is a five-year granted multi-site project funded by the U.S. Department of Health and Human Services.



How to move a mountain one stone at a time

DASHRATH MANJHI WAS A VERY UNASSUMING MAN. He lived in the Bhar region of India and spent his life as a poor laborer. Tragedy struck when his wife, Faguni Devi, passed away due to a lack of medical treatment. Between his town and the nearest doctor, there was a mountain that made the trip 70 kilometers long. Due to this great distance and the treacherous terrain around the mountain, it was not possible to get Faguni to the doctor, and she succumbed to the injuries she had received from an accident before she could receive necessary treatment.

Broken-hearted over the tragic loss of his wife, Dashrath became determined not to allow others from his village to suffer the same fate. The mountain had kept the region's villages in isolation for centuries. In addition, the mountain's presence forced people to trek through dangerous terrain for hours to reach their lands or the nearest market town. Children had to walk eight kilometers to reach school.

Dashrath decided to change that. He spent the next 22 years of his life on a single-minded purpose. Armed with a hammer, chisel, shovel and wheel barrel, he worked day and night on the mountain. Fellow villagers remembered seeing him hacking away at the alp day and night as if he were possessed. But single-handedly, he carved a 360-foot-long road, 25-feet high and 30-feet wide, through the mountain so that it could be accessed by bicycles and motorbikes. His laboring had now dramatically increased access to schools, markets and medical facilities for his village and 60 other villages. It took him 22 years, but thanks to him the closest doctor was now only 1 km away.

We all have mountains that may loom in front of us, making it look difficult and scary to reach our goals on the other side. Those goals could be learning to provide and offer new services to your patients, becoming a better practitioner, or adding new technology to your office. Regardless of what mountains are in front of you, start taking the necessary steps to start taking down that mountain.

CDS and its branches are the chisel and shovels you'll need to take down any mountain and help you reach both your practice and professional goals. The Midwinter Meeting in February, as well as a host of lectures and courses for both you and your assistants and office staff, will get you started on rolling up your sleeves and removing the obstacles in front of you or at least carving a big enough road to pass through.

We all have dreams: how we want to practice, what we want our offices to look like, how smooth our restorative care will flow. Too often we give up on them. We become discouraged or let others' skepticism stop us from pursuing them. We give up on them because we don't believe in them strongly enough. And the world misses out on whatever we might have accomplished.

As 2023 begins, take some time to assess your own dreams. If you have a professional or personal dream, think of Dashrath Manjhi and his hand-carved road and keep on believing. Make that dream come true for yourself and the rest of us. ■

Greg Cannizzo, DDS, practices in the McHenry area. He graduated from the University of Illinois at Chicago College of Dentistry in 1987 and has been a member of CDS since 1992. He is also a member of the American Dental Society, the Illinois State Dental Society and the Academy of General Dentistry. He is the editor of the *Journal of the American Orthodontic Society* and has also been published in various dental journals.



Opinions and statements expressed within this publication are those of the writer and not necessarily those of the Chicago Dental Society. For more information about the CDS Foundation, visit www.cdsfound.org.

Volunteer Spotlight: Brittaney Hill, Trustee

THIS COLUMN IS DEDICATED TO THE MANY VOLUNTEERS WHO HELP THE CDS FOUNDATION provide access to care programs and dental education in our communities. This month's featured volunteer is Brittaney Hill, DDS, MS, MPH, who serves on the CDS Foundation Board of Trustees as well as the CDS Foundation/ Mars Wrigley Co. Foundation Healthier Smiles Grants Committee.

What is your current job in the dental field?

I am a full-time clinical assistant professor and the Pediatric Dentistry Residency Program Director at the University of Illinois Chicago College of Dentistry. I also currently work in private practice in Chicago and Calumet City.

When did you get involved with the CDS Foundation and what did you do?

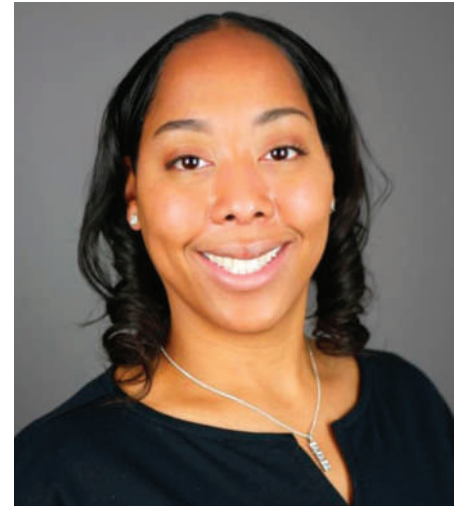
My first introduction to the CDS Foundation was a few years ago when some of my dental students were awarded Healthier Smiles Grants. When I learned about the funding for student-led community outreach projects, I was immediately drawn to learn more about the foundation. After joining the leadership of the Kenwood/Hyde Park Branch of CDS, I began to volunteer at the CDS Foundation Clinic. In 2021, I became a member of the board.

Do you have a memorable moment you would like to share?

When I went to volunteer at the clinic, I was very moved by the amount of care it provides to patients without the means to access dental treatment. I was able to provide care to a child who had been in pain. The patient's parents were extremely grateful for the services provided, which would not be possible without the foundation and its volunteers.

Why did you join the CDS Foundation Board of Trustees?

I wanted to help continue the legacy of the great work that the CDS Foundation is doing. I also welcomed the opportunity to bring the perspective of new dentists to the board.



As the profession continues to evolve, it is important that the board does as well. It's also a great opportunity to learn from all the trustees, who have a wealth of knowledge.

What is a fun fact about you?

I love basketball! I played intramural basketball in college and dental school, and I have attended almost every Chicago Sky home basketball game for the past two years. The Sky were the 2021 WNBA Champions.

What do you wish other people knew about the CDS Foundation?

I wish people knew more about the Foundation's commitment to provide dental care to vulnerable populations. In 2020, the CDS Foundation distributed more than \$30,000 in grants to local agencies that address access to dental care in and around Chicago.

What would you say to those considering serving on the Foundation Board or at the clinic? Is it a big commitment?

I encourage everyone, especially early-career dentists, to get involved with the CDS Foundation. The dental workforce is changing, and we represent "the future" of the profession. The board welcomes new ideas and is looking for innovative ways to improve access for families. Volunteering at the clinic is not a huge commitment, but it has a great impact! It is extremely rewarding to provide care for patients who are in great need. You also have the opportunity to sign up for half-day sessions, which allows you to navigate your busy schedule and keep your other professional commitments. ■

meeting place

SOCIAL & EDUCATIONAL OPPORTUNITIES

January

8: CDS Foundation

CDS Foundation Hockey Fundraiser. 6 p.m., United Center, Chicago. Tickets: \$70 each (parking is not included). Tickets are electronic. You must provide a valid email address to purchase. Purchase tickets at www.cdsfound.org.

10: Englewood Branch

The Business Side of Dentistry. Presented by John Malone from Four Quadrants Advisory Companies. At Francesca's on 95th Street, 6248 W. 95th St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. contact Kathryn Bielik, kbielik@gmail.com or 312.315.4605.

10: North Side Branch

Ransomware and Cybersecurity: Presented by Bryan Currier from Advantage Technologies. At Aba at the Dalcy, 302 N. Green St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Joanne Oppenheim, northsidecds@gmail.com.

10: North Suburban Branch

Oral Health and the Prenatal Patient: Presented by Ryan Tuscher, DDS. At The Glen Club, 2901 W. Lake Ave., Glenview. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:30 p.m. Contact Jason Rogers, jason.t.rogers1@gmail.com or call 847.250.1130.

10: Northwest Suburban Branch

Oral Soft Tissue Pathology: Presented by Nicholas Callahan, DMD, MD, MPH, FACS. At Cooper's Hawk Winery & Restaurant, 798 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Benjamin Belavsky, bbelavsky@gmail.com, or call 847.215.9971.

10: South Suburban Branch

3D Print Workflow: Presented by Behnam Darvishan, DMD. At Cooper's Hawk Winery & Restaurant, 15690 S. Harlem Ave., Orland Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Ni Van, ni.van.dmd@gmail.com, or call 773.627.0300.

10: West Side Branch

Sleep Medicine and Oral Health: Presented by Lisa Wolfe, MD. At 19th Century Charitable Association, 178 Forest Ave., Oak Park. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact John Polivka, DDS, MS, jwpolivka@gmail.com or call 708.352.4500.

10: West Suburban Branch

Identification of Eruption Issues: What to Watch for: Presented by Zach Frazier, DDS. At Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Branch Board Meeting: 5 p.m.; Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Daniela Brzozowski, drdanielab@gmail.com, or 708.337.0928.

NON-PROFITS & STUDY CLUBS: Submit your meeting information online at on.cds.org/MyEvent.

Study Clubs

Central Lake County Dental Study Club

Meets the third Tuesday of every month at noon, January – November, Park Street Restaurant, 14 E. Park St., Mundelein. Contact Kimberly Zizic, 847.367.6654.

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. Email smilechicago2@aol.com or call 312.644.4321 for specific dates.

Dental Arts Club of Chicago

Dinner meetings are held on the last Tuesday of each month, from October to May at Alpine Banquets, 11141 W. Roosevelt Rd., Westchester. Cocktails: 6 – 6:30 p.m.; Dinner: 7:15 – 9 p.m.; Educational speakers: 8 – 9 p.m. Email Don Kipper, mtk-dgk@sbcglobal.net.

Greater Evanston Dentists Association

Meets first Monday of every month, noon – 1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. Contact MT Murphy, DMD, 847.869.9303.

Hellenic American Dental Society

The Hellenic American Dental Society holds several dinner CE seminars throughout the year. Visit www.hads.com for more info. Email info@hads.com.

Waukegan Dental Study Group

Semi-monthly meeting for lunch, from noon – 2 p.m., Waukegan Ramada Inn, 200 Green Bay Rd. Contact Robert Stanuch, 847.336.8080 or Ellis Neiburger, 847.244.0292.

branch news

Reports from our nine branches

Englewood Branch



UIC faculty members **Denise Hale** and **Robert Rada** (center) worked with D4 dental students Cristina Francisco, Kishan Patel, Jessica Poon, Selvi Das and Mark Macak at the Advent Mission Health Clinic at Lyons Township High School in La Grange. They provided oral healthcare to 68 patients of all ages, including oral exams, prophylaxis, fluoride treatments and oral hygiene instruction.



John Kozal and **Denise Hale** at the ISDS Foundation ISDS Ride The Wave Fundraiser at the Illinois State Dental Society Annual Session.



Samantha Schaller, UIC College of Dentistry D4, was a recipient of the ISDS Foundation Scholarship at the Annual Session.

(left) **Gene Romo** was featured on CBS2 Chicago for Hispanic Heritage Month. Reporter Marie Saavedra interviewed Gene and asked him about being a pillar in the community as a dentist, as well as being a DJ. The interview was held at his office and then at his house where Gene livestreams his DJ shows on Facebook. View the feature at on.cds.org/djromo.



In September, Marmar Modaressi and Kimberley Bolden hosted a dental tea social gathering at the Ritz-Carlton Chicago with members from all nine branches.



Thinking about Selling Your Practice?
Transition on ***your terms*** with
ddsmatch's Trusted Transition Process™

- Practice Sales
- Succession Planning Tools
- Practice Appraisals
- Associate Recruitment
- Mergers/Partnerships

*Are you ready? You only have one transition. When the time is right, partner with **ddsmatch**, the largest dental brokerage in the U.S.*



Rex W. Plamann,
ddsmatch Chicago
rplamann@ddsmatch.com
Phone: 1-855-546-0044

North Side Branch



Mary Hayes and Joanne Oppenheim attended the College of Diplomates of the American Board of Pediatric Dentistry 2022 Fall Study Club in Banff, Alberta, Canada.



Joanne Oppenheim and Ken Kromash in Banff.



Trucia Drummond and Cissy Furusho at the ISDS Foundation fundraiser at the Illinois State Dental Society Annual Session.



Rick Leyba was inducted as an ISDS Trustee at the House of Delegates meeting in September.



North Side Branch representatives at the 2022 ADA House of Delegates in Houston included Danny Hanna, Terri Tiersky, Cissy Furusho, William Simon and Jun Lim.



Susan Becker Doroshov speaks to the House of Delegates representing the 8th District as ADA Trustee. She recently announced her campaign for ADA President-elect.

Trouble hiring? We can help.

DentalPost makes it easier to find, screen, and track candidates.

FREE PREMIUM JOB POST UPGRADE

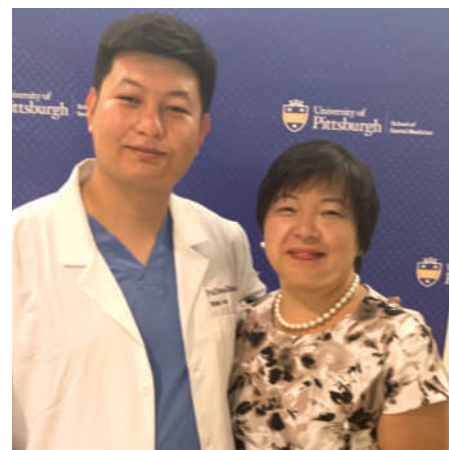
For a limited time, we're offering even more help for dental practices. Purchase a Basic Job Posting, and get a FREE Premium upgrade with **promo code CDS2022** at checkout. *Expires 12.31.2022.*

LEARN MORE

North Suburban Branch



The Green Coats joined us at our Nov. 15 branch meeting to encourage members to attend the 2023 Midwinter Meeting. Pictured are CDS Treasurer **Phil Schefke**, 2023 Midwinter Meeting Program Chair **Kevin Patterson**, and West Suburban Branch Director **Paul Kempf Jr.**



Christine Lee with her son, **Brian**. He completed his first year at the University of Pittsburgh School of Dental Medicine and was elected class president.

Northwest Side Branch

For the seventh year in a row, the Northwest Side Branch was presented with the Chauncey Cross Award for Outstanding Component Participation in Dent-IL-PAC at the ISDS Annual Session in September. **Spencer Bloom** accepted the award on our behalf. The award is given to the branch or component with the highest percentage of PAC members. Thank you to all our members who contribute to Dent-IL-PAC.

Branch members **Dave Berni**, **Spencer Bloom**, **Sam Ciccarelli**, **Bob DiChristofano**, **Peter DiChristofano**, **Paul Muhr**, **Martin Piekos** and **David Wojtowicz** attended the *Golden Age of Endo* presentation by **Brett Gilbert** in Rosemont. Brett then traveled to Houston to deliver four endo presentations at the 2022 ADA SmileCon in October.

Mike Biasiello, **Spencer Bloom**, **Lou Imburgia** and **Tom Schneider** were 8th District delegates at the House of Delegates at the ADA SmileCon in Houston.

In travel news: **Gordon Ziols** enjoyed some of his summer off the coast of Portland, ME, catching striped bass and dining on lobster.

Barbara Mousel (pictured right) spent her summer travels enjoying a cruise in the Arctic Circle, 542 miles from the North Pole, circumnavigating Svalbard, the Norwegian archipelago. She returned to our branch meeting with fabulous polar bear photos. Just a couple years prior, Barb returned from the South Pole with wonderful penguin photos.



Spencer Bloom, **Mike Biasiello**, **Tom Schneider** and **Lou Imburgia** represented the 8th District in the House of Delegates at the ADA SmileCon.

Northwest Suburban Branch

Jason Guerrero was installed in September as a trustee for the Illinois State Dental Society during its Annual Session. He will be serving a three-year term.



Newly elected ISDS Trustees: **Rick Leyba**, Jon Nickelsen, Mahmoud Jallad, **Satish Alapati**, **Jason Guerrero** and Don Rastede.



The Northwest Suburban Branch celebrated its 50th anniversary. Those in attendance included past branch presidents **Mike Durbin**, **Scott Smoron**, **Jeff Socher**, **Ted Borris**, **Jim Frett**, **Ben Belavsky**, **Melissa Davis** (with son and potential future president **Max Langefeld**), **Jeff Langefeld** and **Mike Unti**.

GREAT LAKES DENTAL PARTNERS

Want to focus on the clinical side of dentistry?

Looking for more work life balance?

Wish you could grow your practice while having a team of experts supporting you?

Customized partnership solutions can be the perfect fit for owner dentists!

**COME
PARTNER
WITH
US!**

We Provide:

- Clinical Autonomy
- Geographical Focus
- An Expanded Benefits Package
- Best-in-class Support Functions

greatlakesdentalpartners.com

Contact our
business development team at:
partnerships@gldpdental.com
for your **FREE** practice valuation.



South Suburban Branch

South Suburban Branch Delegates at the ISDS House of Delegates meeting: **Walter Stanford, Wayne Helge, Richard Bona, Ronald Waryjas, Spencer Pope, Ni Van, Philip Schefke and Kevin Patterson.**



WEST SIDE: Scott Tomar and Sharon Perlman.

West Side Branch

When the Illinois State Dental Society House of Delegates met in September, the West Side Branch was represented by delegates **Kamal Vibhakar, Larry Jacobs, Mike Tauber, Emily Jones, Shafa Amirsoftani, and Sharon Perlman**; alternate delegates **Satish Alapati, Carol Everett, Gary Alder, Delis Ogando and Richard Kohn.** Trustees included: **Michelle Jennings, Sue Zalazo-Smith and Jim Bryniarski.** **Michelle Jennings** was recognized for her term serving as a trustee. **Satish Alapati** was sworn in as a new trustee.

The West Side Branch held its first meet-

ing of the season at The 19th Century Charitable Association Club in Oak Park. It was also the first time we met at this venue. We enjoyed getting back together with everyone and we welcomed some new members into our group. The guest speaker was Scott Tomar, Associate Dean, Prevention and Public Health Sciences at UIC College of Dentistry. He delivered a presentation about about tobacco, cannabis and public health.

Sharon Perlman was elected to the National HPV Vaccination Roundtable Steering Committee, a joint venture between the CDC and American Cancer Society. She will help develop national policy on this important issue.

Sue Etminan proudly reports the UI Health Mile Square Health Center graduated its second class of dental assistants. The graduates have done amazing work and she looks forward to welcoming them into the dental field. The dental assisting program, which lasts 12 weeks, received final accreditation over the summer. They have already received more than 75 applications for the four spots open in their third dental assisting class.

Ashok Kothari presented a lecture about the role of orthodontists in interdisciplinary cases at the University of California San Francisco School of Dentistry Department of Orthodontics in July.



Sue Etminan (left) with Summer 2022 dental assistant program graduates Lizeth Gamero, Michael Young, Rocio Bahena, Curstja McCrory and program faculty Latasha Tucker.



Sue Etminan (left) with Fall 2022 dental assistant program graduates Jada Walker, Sofia Hernandez, Christine Watson and program faculty Latasha Tucker.

West Suburban Branch



Baleigh Salvino gave birth to a baby girl named Isla Marie Salvino on July 12.



At our Nov 15 branch meeting, **Rhett Cater** from Cater Dental in Lombard joined us with his wife Lexy. It was their second wedding anniversary.



At our Nov 15 branch meeting, **Karen Darley** and **Mark Ligocki** were the winners of the Amazon gift card raffle.



Mark Ploskonka and his family enjoyed a late summer trip to Greece. They spent six nights in Mykonos, five nights in Santorini and two nights in Athens.



September 14, 2022

The Chicago Dental Society Regional Meeting convened Sept. 14 at the Drury Lane Oak Brook in Oakbrook Terrace at 9 a.m., with CDS President Thomas Schneider Jr. presiding.

APPROVAL OF MINUTES

Inasmuch as the official minutes of the meeting of April 6, 2022, were published in the May/June 2022 issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by John Moore, DDS, seconded by Joseph Unger, DDS, and carried to dispense with reading the April 6 minutes.

MOVED by Joseph Unger, DDS, seconded by Philip Schefke, DDS, and carried to accept the April 6 minutes.

COMMITTEE REPORTS:

No reports of the board, special or standing committees.

NEW AND UNFINISHED BUSINESS

No new and unfinished business to report.

ANNOUNCEMENTS

Dr. Schneider encouraged the attendees to visit the exhibitors during the breaks to see what each had to offer. He expressed appreciation to the exhibitors for their continued support. Information on the upcoming Installation of CDS Officers and Directors was announced. The event will be held on Sunday, Nov. 13, at the Westin Chicago Northwest Hotel in Itasca with the Installation ceremony to begin at 2 p.m., followed by a reception. Dr. Schneider reported that registration is required to attend the event. Flyers with information including a QR code to register were available at the registration desk or via online at on.cds.org/installation.

The election of officers will take place at the Nov. 9 Regional Meeting as well as voting on two proposed bylaws changes.

Dr. Schneider announced that the 158th CDS Midwinter Meeting will be held Feb. 23 – 25, 2023. As a special incentive, CDS members can sign up for auto-renewal of 2023 membership dues and gain early access to Midwinter Meeting registration starting Oct. 1. Members will be able to register themselves and their dental team one month earlier than the traditional Nov. 1 start of registration.

Attendees were asked to silence their cell phones.

MONTHLY MEETING PROGRAM

Dr. Schneider called upon Susan Zelazo-Smith, DDS, to introduce Tom Limoli Jr., who presented the program *Stop Telling Patients about their Dental Insurance (It's the patient's plan – not yours)*.

The meeting was adjourned near 1:50 p.m.

November 9, 2022

The Chicago Dental Society Regional Meeting convened Nov. 9 at the Drury Lane Oak Brook in Oakbrook Terrace at 9 a.m., with CDS President Thomas Schneider Jr. presiding.

APPROVAL OF MINUTES

Inasmuch as the official minutes of the meeting of Sept. 14 had not yet been published, a motion was entertained to forego the reading and approval of the minutes at this time until everyone had an opportunity to review them.

MOVED by Joseph Unger, DDS, seconded by Michael Durbin, DDS, and carried to dispense with reading the Sept. 14 minutes.

COMMITTEE REPORTS:

There were no reports of the board, special or standing committees.

UNFINISHED BUSINESS

There was no unfinished business to report.

NEW BUSINESS:

Proposed CDS Bylaws Changes: Dr. Schneider reported that the proposed Bylaws change to ARTICLE XII. Non-Elected Officials, Section 2, was approved by the CDS Board on March 24, 2022. The proposed modifications to the CDS Constitution and Bylaws were published in the May/June 2022, July/August 2022 and September/October

2022 issues of the *CDS Review* as well as published on the CDS website. Printed copies of the proposed changes were also made available for those attending the Nov. 9 Regional Meeting. Dr. Schneider then entertained a motion to approve the proposed change to ARTICLE XII. Non-Elected Officials, Section 2, of the CDS Constitution and Bylaws.

MOVED by Michael Durbin, DDS, seconded by Paul Kempf Jr., DDS, and carried to accept the proposed modification to CDS Bylaws, Article XII, Non-Elected Officials, Section 2. Editor, as follows: The Board of Directors may annually appoint a member of the Society as Editor of the official publication whose

compensation shall be fixed by the Board of Directors.

Dr. Schneider reported that the proposed Bylaws change ARTICLE XII. Non-Elected Officials, Section 3, was approved by the CDS Board on June 2, 2022. The proposed modification to the CDS Constitution and Bylaws was published in the July/August 2022 and September/October 2022 issues of the *CDS Review* as well as published on the CDS website.

Printed copies of the proposed changes were also made available for those attending the Nov. 9 Regional Meeting. Dr. Schneider then entertained a motion to approve the proposed change to Article XII, Non-Elected Officials; Section 3, of the CDS Constitution and Bylaws.

MOVED by Larry Williams Jr., DDS, seconded by Joseph Unger, DDS, and carried to accept the proposed modification to CDS Bylaws, Article XII, Non-Elected Officials; Section 3. New Dentist Board Member, as follows: The New Dentist Board Member will be a voting member of the Board and could receive an honoraria/per diem in an amount to be determined by the Board during the annual budgeting process. Duties and responsibilities will be defined by the Board of Directors and outlined in the Policy Manual of the Chicago Dental Society. 2023 Officer Nominations:

Dr. Schneider reported that nominating petitions for the 2023 officers had been

duly filed in the CDS central office, and their names duly published in the May/June 2022, July/August 2022 and September/October 2022 issues of the *CDS Review* as well as in the digital version of the *CDS Review*, in accordance with the bylaws.

Since not more than one candidate has been nominated for each elective office, in accordance with CDS Bylaws, Dr. Schneider, Jr. entertained a motion to direct the Secretary to cast a single unanimous ballot on behalf of all the respective candidates for office.

MOVED by Michael Durbin, DDS, seconded by Joseph Unger, DDS, and carried that a single unanimous ballot be cast on behalf of all the respective candidates for office. Dr. Schneider then congratulated Victoria Ursitti, Treasurer-elect; Philip Schefke, Vice President-elect; Denise Hale, Secretary-elect; and David Lewis Jr., President-elect.

He noted that these officers would be installed on Sunday, Nov. 13, 2022, along with Michael Durbin who will assume the office of CDS President. These officers will assume their respective duties on Jan. 1, 2023, and will continue through December 31, 2023, in accordance with the fiscal year. Dr. Schneider extended an open invitation to all CDS members and their families to join them for the Installation of Officers at the Westin Chicago Northwest Hotel in Itasca to personally congratulate

them. He noted that the Society's 50-year graduates would also be recognized at that time. Flyers including the QR Code for required registration for the Installation were made available.

ANNOUNCEMENTS:

Dr. Schneider announced that registration for the 2023 Midwinter Meeting was now open. The 158th CDS Midwinter Meeting will be held Feb. 23 – 25, 2023. He encouraged dentists to get involved by volunteering as a Presiding Chair during the Midwinter Meeting.

Dr. Schneider reminded everyone interested in receiving text alerts and timely updates from CDS to text the word DENTAL to 877.494.7237.

Dr. Schneider expressed appreciation to the exhibitors for their continued support.

MONTHLY MEETING PROGRAM:

With no further business, Dr. Schneider called upon Susan Zelazo-Smith, DDS, to introduce Larry Williams, DDS, MS, who presented a two-part program entitled *Addressing the Substances Our Patients Use*. Part 1 – Opioids: Their use, their abuse, and how we can help and Part 2 – Vaping: The use, the science, and what we can say.

The meeting was adjourned near 2:15 p.m.

classifieds

Place your ad online at CDS.org

DEADLINES

January/FebruaryDec. 1, 2022
March/AprilJan. 26, 2023
May/June.....April 13, 2023
July/August.....June 1, 2023
September/OctoberAug. 2, 2023
NovemberSept. 10, 2023
DecemberOct. 12, 2023

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. Ads are charged by the word, not letter or character. Submit your ad using the complete word. Do not assume everyone knows what your abbreviation means. All ad content is subject to editing and approval by CDS.

CDS MEMBER RATES:

- **Standard Ad:** \$115 base price (30 words), \$5 per extra word.
- **Premium Ad:** \$145 base price, (30 words) \$6 per extra word.

NON-MEMBER RATES:

- **Standard Ad:** \$175 base price (30 words), \$6 per extra word.
- **Premium Ad:** \$225 base price (30 words), \$7 per extra word.

RESTRICTIONS

For Sale ads: 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.

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.

Disclaimer: 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.

OPPORTUNITIES

PART-TIME PEDODONTIST WANTED: Chicago and suburban locations. Generous per diem compensation. Half- or full-day weekly or bi-monthly. Flexible schedule. Digital/chartless offices. Malpractice insurance paid. New grads welcome. No HMOs. hiring@allstardentalclinic.com.

DENTIST: North Side-based group practice has position available for enthusiastic, personable individual who enjoys performing oral surgery. Excellent compensation. Multi-doctor office and large friendly staff. Please contact us at toothgroup.chicago@gmail.com.

DENTISTS WANTED, 5 CHICAGO AREA OFFICES: Gain tons of real-world experience in a digital, chartless office. We love to mentor new dentists. Hit the ground running and improve your clinical/personal skills while earning \$200,000 – \$300,000 without waiting to build your own clientele. Treat all ages. Sign-on bonus and guaranteed daily rate. Malpractice insurance paid. Free CE. Partnership opportunities. No HMOs. One-page contract. Will consider part-time also. hiring@allstardentalclinic.com.

OUTSTANDING OPPORTUNITY:

Family Dental Care is a dental group owned by dentists (over 200 employees) and is expanding and seeking general dentists and specialists. Currently seven locations and growing. Our partners earn at the top 1 percent of dentists. Come and talk to them. No Public Aid or HMOs. Latest technology: digital X-rays, microscopes, CEREC, CBCT, LANAP with specialists on staff. Full-time or part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 708.807.5526 (ask for Peter) or email peter@familydentalcare.com. www.familydentalcare.com.

GENERAL DENTIST –WHEELING/BUFFALO GROVE: Seeking a vibrant and passionate associate general dentist at our office located in Wheeling. Part-time/full-time position (three to four days/week). Please email your resume with experience and educational background to priya_bagg@yahoo.co.in.

DENTIST NEEDED IN EDISON PARK/PARK RIDGE: Webster Dental Care is seeking an experienced family oriented general dentist for our Edison Park office on West Devon Avenue. You will be assuming the patients of a departing doctor so you will be busy from Day One. This position will start Jan. 2. Please reply to Dr. Rempas at drsteve@webster.dental.

FULL- OR PART-TIME ORTHODONTIST WANTED:

Successful fee-for-service orthodontic practice in the beautiful Chicagoland community of Park Ridge is looking for a second orthodontist to join the team. The office is currently on pace to do nearly \$3 million in collections and 600 starts as a single provider. Position comes with great pay, mentoring, and ownership potential. ortho1250@gmail.com.

GENERAL DENTIST ASSOCIATESHIP South suburbs of Chicago: Full-time general dentist associate wanted in a state-of-the-art practice offering a robust patient base and impressive new patient flow. Enjoy a strong support staff and impeccable leadership. Candidates should possess strong communication skills and a caring chairside demeanor. 100% fee-for-service, multi-specialty, 12 ops. Send resume to tinleyparkdentaloffice@gmail.com or call 708.305.0729.

ENDODONTIC SPECIALTY OFFICE: Seeking a part-time associate endodontist for busy fee-for-service endodontic specialty practice with solo owner located in Skokie (with hopes of future partnership). Equipped with Zeiss microscopes and Carestream CBCT. Please reach out to Jill at 219.741.3937.

WELL-ESTABLISHED DENTAL PRACTICE:

Naperville/Plainfield/Aurora practice has open part-time or full-time associate dentist position. Progressive and growing dental practice in Naperville/Romeoville/Aurora area. Comfortable and modern dentist owned practices (not a DSO). I-Tero. In-office milled crowns and dentures fabricated by two in-office certified lab technicians. CBCT. Experienced mentor dentists in all phases of dentistry who own and work in the office. We run a practice that supports our team and puts the patient first for 23 years. No HMO/Medicaid. Only PPO and fee-for-service. We have many awesome long term employees and maintain a professional and fun culture. Please read our 5-star Google reviews. VVDental.com. We are seeking an experienced dentist (at least 1 year) with great attitude and skills. Excellent pay with partnership option. Email CV to drkhurana@vvdental.com.

GENERAL DENTIST; BILINGUAL, ENGLISH/SPANISH: Alivio Medical Center is seeking a general dentist who is bilingual in English/Spanish for our Chicago and Berwyn sites. Interested candidates can email their resume to vnagpal@aliviomedicalcenter.org.

FULL-TIME AND PART-TIME GENERAL DENTIST ASSOCIATE: Our office has been around for three generations and there is a reason for that. That reason will become your mission. Your mission, if you choose to accept it, is to be authentic in providing compassionate care that exceeds expectations. The tools you will be given to achieve your mission are an amazing fully trained staff, paperless charting, digital radiographs, Pan/CBCT machine, intraoral cameras, Velscopes, and a team of on-site specialists to work with and learn from. Your reward is great income potential with the knowledge that you've done your part to better the lives of others using the skills you have worked so hard to attain. Our practice is located in the southern suburbs of Chicago, close to the Northwest Indiana border. Please indicate your favorite ice cream flavor in the subject line of your email and contact us at info.pallottodc@gmail.com

FANTASTIC GENERAL DENTIST OPPORTUNITY, Oak Lawn: Private practice seeking vibrant and family friendly dentist for adults and kids. We offer a great work schedule. No late evening hours, awesome compensation. dental.hr4647@gmail.com.

MODERN SKOKIE OFFICE NEEDING PART-TIME Dentist: Part-time dentist wanted for busy, modern office in Skokie. This fee-for-service office has an established patient base and team, and is looking for a second doctor to join the team. The office has all of the latest technology including a CBCT, intraoral scanner, and in-office milling. Learn from a fantastic and experienced doctor. Current need is for Fridays and select Saturdays, but has the potential to grow into additional days and eventually a full-time position. For more details please contact 1250dental@gmail.com.

DENTIST NEEDED IN SCHAUMBURG: Webster Dental Care is seeking a family oriented dentist for our Schaumburg office on Higgins Road. We have a great office and staff and are looking for a doctor with great verbal as well as dental skills. Send your resume to drsteve@webster.dental.

NEW ORTHODONTIST OPPORTUNITY IN JOLIET: Red & Ritchey Orthodontics is seeking a personable orthodontist one to two days per week to treat a fantastic community of patients in Joliet. New grads welcome to apply. Our orthodontist can expect: part-time one to two days/week, high-income potential, paid daily commission, competitive daily rate, professional work environment. Qualifications: DDS or DMD, valid state dental license, orthodontic specialty certificate, ability to maintain state-required insurance coverage. Apply at doctor@mb2dental.com.

GENERAL DENTIST, FULL-TIME POSITION: Extremely busy Mokena and Chicago Heights practice. Hit the ground running with this opportunity. Experienced Team. Strong compensation package. Please email resume to jplescia@e-ppc.com, 630.890.6074

ASSOCIATE DENTIST: Located in Belvidere (east of Rockford). Accepting Insurance and All Kids. Cerec Restoration, Lanap Periodontal Procedure, Rayscan CT and implant dentistry. Potential to bring home \$100,000 in a couple days per week. New dental graduates welcome. Send resume to belvideredental@gmail.com.

PART-TIME GENERAL ASSOCIATE DENTIST: Established fee-for-service practice in Palos Heights is looking for bi-lingual (Polish speaking) associate dentist for one to two days per week to provide high-quality care. Email resume to info@palosdentistry.com.

FULL-TIME ASSOCIATE, PRIVATE OFFICE: Be part of an incredible culture where not only patients are treated to the gold standard, but the team is treated as such, too. We are seeking a full-time associate to work Monday-Thursday in Channahon. Our office is equipped with the latest in technology including an intraoral scanner, mill, and CBCT. The owner/doctor performs most phases of dentistry including extractions, molar endo, implant placements, and All on X surgeries. The owner doctor is willing to mentor the right candidate in all phases. Only PPO and fee-for-service patients seen. The hygiene department is strong and doctors will not be doing any hygiene. Learn how to run a successful profitable office. Opportunities for growth possible including profit sharing or partnership for the perfect candidate. Sign on bonus offered along with medical benefits and retirement plan. Daily minimum pay of \$700 or percentage of collections, whichever is higher. Be part of a special team with a great doctor.

Email CV to completecomfortdental@gmail.com.

GENERAL DENTIST POSITION:

We have immediate openings in a few of our offices, Hyde Park/Oak Lawn/South Holland. Great opportunities for growing. There are full-time and part-time positions available. For more details, please send your resume and questions to raya@udclinics.com or text/call 708.986.6736.

GENERAL DENTIST, PLAINFIELD AND CREST HILL: Great Lakes Dental Partners is seeking general dentists, to join our Plainfield and Crest Hill office, full-time. We offer an excellent compensation and benefits package. Please send your resume to sahmed@glpdental.com for more information.

GENERAL DENTIST POSITION: We have immediate openings in a few of our offices. There are north side and south side of Chicago offices. Great opportunities for growing. There are full-time and part-time positions. Sign-on bonuses, great earning, and easy environment. For more detail please send your resume and questions to andrii@briterdental.org.

JOB OPPORTUNITY IN THE LINCOLN PARK AREA: Two to four days a week. Great office at a great location, looking for a great dentist. Please email harmony4909@gmail.com with CV.

BEST PAID DENTAL: Our fully established, fully digital and extremely productive office located in northwest suburbs needs a full-time or a part-time general dentist. We see on average of 40 to 50 new patients every month. Our staff is trained and friendly. We don't micromanage and our Drs have complete autonomy on their cases. We are not a DSO nor a corporate so we have a relaxed working environment. We compensate on higher percentage of production than the industry standard and a daily minimum whichever is higher. We offer family covered, PPO medical, dental and vision insurance, 401(k), signing bonus, paid holidays, paid vacation, paid malpractice insurance and CE allowance. We sponsor H1-B and Green Card. bestpaidental@gmail.com.

PART-TIME ASSOCIATE: Highly motivated and compassionate dentist needed for our state-of-the-art dental office in Lombard/Oak Brook. Immediate opening. Two Saturdays a month and one weekday. Contact highlandsdentalcare@gmail.com.

LOVE WHERE YOU WORK: Join Shining Smiles in Plainfield, IL. Shining Smiles seeks full-time associate for our office in Plainfield. PPO office with great income potential, Medicaid for kids only. Awesome work environment. Check out our website and reviews and come work with the best. Send resume to milad312@gmail.com.

GENERAL DENTIST, PART TIME: Our modern dental practice, located in North Aurora, is seeking a strong associate dentist to join our team. The ideal candidate will have excellent clinical skills and great people skills. Please send CV to erica@nasmiles.com.

GENERAL DENTIST: Mostly private/ PPO state-of-the-art, fully digital privately owned dental office is looking for an energetic, great communication skills general dentist. Retirement plan. Free CE. Malpractice paid. medgjob@gmail.com.

PART-TIME ASSOCIATE DENTIST NEEDED: Dentist needed part time for busy Chicago south side practice near UIC. Independently owned, experienced staff. Latest X-ray technology. New graduates welcome. Spanish a plus. Contact hcf41841@gmail.com.

GENERAL DENTIST NEEDED in easy commuting distance from the Naperville/Aurora/Elgin/Geneva/St Charles area. Daily guarantee plus incentive. Mentorship, CE, malpractice insurance, sign-on bonus, and more. High-tech office with intraoral scanner, etc. Email resume to chicagolanddentist@yahoo.com.

BEST PART-TIME/FULL-TIME OPPORTUNITY: State-of-the-art clinics looking for an associate. We believe in producing a high quality experience for every patient. Compensation: 35% of collection or \$500/day minimum. dradilasim@hotmail.com.

ONCE IN A LIFETIME OPPORTUNITY: Associateship to ownership through mentorship. The largest TMD practice in Chicago metro area is looking for a dentist with an interest in the diagnosis and treatment of TMJ patients. The practice is limited to the treatment of TMD and facial pain (100%). There are two offices located in the western and southwest suburbs. You must have completed Dawson or Pankey training and be proficient in centric relation, bimanual manipulation, and occlusal equilibration. Will mentor in the diagnosis, MRI imaging and treatment planning. Mentorship completion time is one year. At the end of the first year you will be eligible for an ownership buy-in opportunity. Compensation will start at a guaranteed \$800 per day and \$1,200 per day at the end of six months of training. Please email CV to tmjcenter@yahoo.com.

ASSOCIATE GENERAL DENTIST IN GLEN ELLYN: Looking for a part-time associate general dentist to join our team in Glen Ellyn. Mostly fee-for-service, privately owned, general dental practice in downtown Glen Ellyn. Mondays and Fridays, and a possible one Saturday per month, but can discuss different days if needed. Commission-based compensation. Please send resume to dentalge@comcast.net.

GENERAL DENTIST FOR BUSY PPO/fee-for-service practice: Busy PPO and private pay office located in Arlington Heights/Palatine is looking for a full-time/part-time dentist with a minimum of one year of experience. Great compensation/daily guarantee, no Medicaid/HMO. Dentist should be proficient in all aspects of general dentistry. Please send resume to nwestpractice@gmail.com.

GENERAL DENTIST NEEDED: Modern dental office in Mount Prospect looking for motivated part-time associate dentist. One year experience required. Monday, Wednesday, Thursday and one to two Saturdays a month. Office is digital and paperless. PPO/fee-for-service. Paid on production. Ukrainian, Polish or Russian would help. Please email your CV to angelsmiledentalcare@gmail.com.

ORTHODONTIST OPPORTUNITIES: Dental Associates of Wisconsin – Orthodontist Opportunities. Serving Wisconsin for over 45 years with a robust patient base at 14 locations from Green Bay to Kenosha, WI, offering competitive compensation, incentive plan, full benefits, signing/retention bonus, collaboration, mentorship, CE, in-house network of doctors and specialists. If you are an orthodontist and are ready for an exciting, stable career with a growing company then we're your choice. Contact Katie Herman at kherman@dentalassociates.com or visit www.dentalassociates.com/careers to learn more.

FULL-TIME DENTIST POSITION IN MODERN CHICAGO OFFICE: Full-time dentist is needed for beautiful and modern Chicago neighborhood practice. Enjoy being in a multi-doctor office with a great staff and established patient base. The position also offers a three-day weekend every other weekend. With a guaranteed base, an earning potential of well over \$200,000, as well as full benefits (medical, malpractice, disability) this is a fantastic long-term opportunity for the right doctor. To learn more, please email 1250dental@gmail.com.

DENTIST POSITION: Convenient Chicago office looking for a part-time/full-time general dentist. Flexible schedule. Location near UIC/I-290. New grads welcome! Bilingual a plus. Please contact or send resume to bflores@cmrjb.org.

GENERAL DENTIST POSITION: Are you tired of DSOs or DSOs masquerading as private practices? Tired also of non-dentists telling you what to do? This is a true private practice opportunity with a daily guarantee as well as a collections-based incentive. We also offer mentorship, excellent staff, a sign-on bonus, CE, malpractice insurance, employment visas, and more. Locations are within driving distance of northwest, west, and southwest Chicago suburbs. Email perfectdental@zohomail.com.

PEDIATRIC DENTIST OPPORTUNITIES:

Dental Associates of Wisconsin – pediatric dentist opportunities. Serving Wisconsin for over 45 years with a robust patient base at 14 locations from Green Bay to Kenosha, WI, offering competitive compensation, incentive plan, full benefits, signing/retention bonus, collaboration, mentorship, CE, in-house network of doctors and specialists. If you are a pediatric dentist and are ready for an exciting, stable career with a growing company then we're your choice. Contact Katie Herman at kherman@dentalassociates.com or visit www.dentalassociates.com/careers to learn more.

WINTER HIRING FOR WEBSTER DENTAL CARE:

Webster Dental Care has the following openings: General dentists, Skokie and northwest suburbs. Endodontist, various locations in Chicago and suburbs. Pedodontist, Skokie. Orthodontist, Hoffman Estates. We are also looking for dental hygienists. Send your resume to drsteve@webster.dental.

GENERAL DENTISTS AND SPECIALISTS:

Dental Associates of Wisconsin has been serving Wisconsin for over 45 years with a robust patient base at 14 locations from Green Bay to Kenosha, WI. Competitive compensation, full benefits, signing/retention bonus, collaboration, mentorship, CE, in-house network of doctors and specialists. If you are a general dentist or a specialist and are ready for an exciting, stable career with a growing company then we're your choice. Contact Katie Herman at kherman@dentalassociates.com or visit www.dentalassociates.com/careers to learn more.

GENERAL DENTIST, PLAINFIELD:

Excellent opportunity full-time/part-time to take over an existing pool of patients. Latest equipment, supportive staff, dental technician on site. Fee-for-service/Major PPO. ftdentaljob@yahoo.com.

DENTAL ASSOCIATE, PART TIME:

Well-established, private office is looking for a part time general dentist to join our growing practice. Minimum one year of experience is required. Office is located in Avondale Chicago with attached free parking. prezaidids@gmail.com.

SINGULAR OPPORTUNITY: Premiere adult cosmetic, restorative practice in heart of the Gold Coast. Growing, long-established fee-for-service practice providing precise, highly individualized care utilizing Digital Smile Design. Contact us at ccad@chicagosmiledoctor.com.

ORAL AND MAXILLOFACIAL SURGEON OPPORTUNITY: Dental Associates of Wisconsin, oral and maxillofacial surgeon opportunities. Serving Wisconsin for over 45 years with a robust patient base at 14 locations from Green Bay to Kenosha, WI, offering competitive compensation, incentive plan, full benefits, signing/retention bonus, collaboration, mentorship, CE, in-house network of doctors and specialists. If you are an oral surgeon and are ready for an exciting, stable career with a growing company then we're your choice. Contact Katie Herman at kherman@dentalassociates.com or visit www.dentalassociates.com/careers to learn more.

ORTHODONTIST NEEDED: Friendly, compassionate general dental office looking for a highly qualified orthodontist for our well-established office. Offering six to eight days a month. Great compensation. Email CV to dentalassociateapplications@gmail.com.

ENDODONTIST OPPORTUNITIES:

Dental Associates of Wisconsin – endodontist opportunities. Serving Wisconsin for over 45 years with a robust patient base at 14 locations from Green Bay to Kenosha, WI, offering competitive compensation, incentive plan, full benefits, signing/retention bonus, collaboration, mentorship, CE, in-house network of doctors and specialists. If you are an endodontist and are ready for an exciting, stable career with a growing company then we're your choice. Contact Katie Herman at kherman@dentalassociates.com or visit www.dentalassociates.com/careers to learn more.

ASSOCIATESHIP-TO-OWNERSHIP OPPORTUNITY:

Sheboygan, WI. Seeking full-time associate in established, high-quality dental practice. Exceptional opportunity to move into partnership after a successful initial employment phase. Must be committed to providing optimal patient care with strong people skills and a passion for excellence. This practice has a dynamic, experienced team and a strong emphasis on CE and professional growth. Send CV and letter outlining your future objectives and goals. pam@lifetransitions.com. 303.699.0990.

GP ASSOCIATE AND ORAL SURGEON NEEDED:

Multi-specialty office in Aurora/Plainfield/Naperville area, seeking ethical, experienced, general dentist, part time; and oral surgeon part-time. Email resume to dentalavailability@yahoo.com.

PART-TIME ENDODONTIST AND ORAL SURGEON:

Seeking a part-time endodontist and oral surgeon in the Chicago area. There is a nice sign-on bonus, compensation package, and benefits. Send your resume to sahmed@gldpdental.com for further information.

PART-TIME ASSOCIATE GENERAL DENTIST:

Part-time experienced associate with good patient and clinical skills needed for well-established privately owned family practice in Oak Forest. PPO and Fee-for-service, Guaranteed \$800 to \$1,000 minimum per day. Please fax CV/resume to 708.226.0248 or email to drondoy@yahoo.com.

MEANINGFUL VOLUNTEER PROVIDER Opportunity:

Opportunity at RefugeeOne. Provide dental care services to refugees from around the world in Chicago's West Rogers Park neighborhood. Check website at refugeeone.org/dental. Email resume to jblunt@refugeeone.org or call 773.720.9883.

GENERAL DENTIST: We are looking for a general dentist to join our busy practice. It is a high paying position for a minimum of three days a week to full-time between two offices in Joliet and Morris. Monday to Friday with weekend availability. Email resume to anthonylombardi@sbcglobal.net.

SEEKING FOR ANESTHESIOLOGIST FOR KIDS:

Chicago and suburban offices. We're seeking anesthesiologist for kids for our busy offices to join our team. We have three busy locations in Chicago and the suburbs. Please send resume to dentalwish12@gmail.com.

ASSOCIATE DENTIST, PART TIME: Western suburbs, new office, flexible schedule, room to grow. Ownership opportunity associate to partnership. No games, nonsense, no corporate overlords. Yes to new grads. CVs to dsltd3@gmail.com.

PART-TIME ORTHODONTIST: Licensed orthodontist for work one day per week in high-end fee-for-service office in Sycamore. Please send resume to jbunn@collinsdentalgroup.com.

BEST PART-TIME OPPORTUNITY:

Our established, fully digital and productive office located in Round Lake/Grayslake area needs a part-time general dentist. We have been in business for more than 10 years and we have a loyal patient base. Our staff is trained and friendly. Compensation is based on 35% of production or \$750/day guaranteed minimum, whichever is higher. Email your CV to bestparttimeopportunity@gmail.com.

ENDODONTIST AND ORAL SURGEON:

Park Dental Specialists, Chicago. Are you an endodontist or oral surgeon looking to join a company that can offers a dental home on a full-time or part-time basis? We are looking for an endodontist and oral surgeon to join our Lincoln Park and Orland Park locations. Park Dental Specialists fosters a culture that invites our patients into an environment where they are treated like family, with a caring and empathetic approach to dentistry. Contact dina@parkdentalspecialists.com.

ORTHODONTIST NEEDED PART TIME:

Established, privately owned, multi-doctor, ortho/dental practice near Rockford seeking part-time orthodontist two days per week. Practice with clinical autonomy. Must be confident in treatment planning and be able to provide high-quality treatment with great results. Fee-for-service/PPO office, no Medicaid. Great opportunity for a new graduate or experienced doctor looking for stability and income. Send resume to illinoisorthodontist@yahoo.com.

GENERAL DENTIST WANTED: Seeking skilled, motivated and compassionate full-time associate general dentist for a well-established family practice with an outstanding reputation located in the north suburbs. The office has 10 operatories, digital radiographs, CT/PAN, diode laser, and more. We offer comprehensive treatment including endodontics, implants and wisdom tooth extractions. Please send your resume to themouthfixer@gmail.com.

PARTNER DENTIST WANTED: We are looking for an associate or partner dentist for our practice located in Whitewater, WI, approximately 1 hour drive from Milwaukee, Madison, and Rockford. The office hours are Monday to Thursday, no Fridays, nights or weekends. This position offers a very competitive guaranteed salary and sign-on bonus, as well as a full benefits package. If you're looking for clinical autonomy with a great work-life balance, submit your resume to carly@smileleaders.com. New grads or experienced dentists are encouraged to apply.

ENTHUSIASTIC EXPERIENCED general dentist:

Part-time enthusiastic general dentist to join our established state-of-the-art fee-for-service family practice. Our office is focused on providing outstanding patient and employee experiences. New grads welcome to apply. We're looking for candidates with outgoing personalities, great work ethic and strong team players. Candidates must be skillful and confident in treatment planning. You will have the clinical autonomy to diagnose and treat patients. Opportunity for partnership for the right candidate. If interested, send your CV to drnikolk@gmail.com.

NORTHWEST INDIANA: Seven-operator general dental practice for sale. A fully equipped, well-established dental office, located in a professional building with high visibility and ample off-street parking. Serving the vibrant communities of Crown Point/Schererville. This 4,000-square-foot, restorative-driven practice is all-digital with private offices, laboratory, and conference room. Practice open three days a week, owner retiring. Great fit for general dentist, oral surgeon, periodontist, endodontist or prosthodontist. Interested parties should contact hoosiersmiles@gmail.com. No brokers.

ENDODONTIST WANTED:

We are currently looking for an endodontist to join our Lincoln Park and Orland Park locations. Consider joining a dentist-owned, family practice. Park Dental Specialists fosters a culture that invites our patients into an environment where they are treated like family, with a caring and empathetic approach to dentistry. When you join our team, you can expect: Practice Within A Practice: Our dedicated doctor teams and unique practice within a practice model and ensures the highest level of care while you to build rapport and grow within your team. Total Compensation Package: Our salary guarantee gives you stability while you get established. Not to mention, our robust patient base, full schedules, higher earning potential through the doctor incentive program, full benefits package, vacation and 401(k) with vested match. Focused Dentistry And Leadership: Devote your time, energy and focus toward providing excellent oral health care rather than running the business side of things. Direct your team, your schedule and your treatment plans. Focus on providing the best care for your patients and lead your team without a committee. Innovation: As the world of dentistry evolves, so do we. We collaborate with our surgeons to stay at the forefront of the industry and each of our clinic are outfitted with state-of-the-art equipment. Grow Your Personal Brand: Our internal teams build and grow your personal brand so patients can find you and get to know you. Internal Support: You focus on providing the best dental care and our support teams handle the rest, including IT, marketing, staffing, scheduling, accounting, compliance, continuing education, patient financial services, and more. Continuing Education: Prove yourself and you can grow as much as you want. Access to ongoing training and educational opportunities to expand your knowledge and experience. Reputation Management: Don't worry about those pesky online reviews – we'll take care of those distractions. Interested? Contact dina@parkdentalspecialists.com or gerald@parkdentalspecialists.com. Qualifications: graduated with a DMD or DDS from an accredited university; certified by the American Association of Endodontics, or eligible for certification; licensed in the state of Illinois, or eligible to be licensed in the state of Illinois.

FOR SALE BY OWNER

HIGH VISIBILITY GP OFFICE FOR SALE:

Rare opportunity to purchase thriving well-established 40-year dental practice with commercial/residential property in Lansing, IL. Owner will mentor during transition. Contact 224.308.3938.

BOUTIQUE DENTAL PRACTICE FOR SALE:

Boutique implant and general practice for sale. Owner retiring. Works two days a week. Can stay on. Grossed as much as \$700,000, located on Chicago's northwest side, close to expressway. Call 773.899.9571.

ELK GROVE OFFICE FOR SALE: Shell practice for sale. Great street visibility, three furnished ops with fourth plumbed, nitrous available, doctor/staff private rooms, seller motivated. Please contact jlee211@gmail.com for inquiries.

BOUTIQUE DENTAL PRACTICE: Boutique dental practice for sale on Chicago's northwest side. General dentistry and implants. Owner retiring or can stay on. Working two days a week. Production as high as \$700,000. Call 312.515.0101.

FOR SALE BY OWNER: For sale, three ops, all digital. Gross, \$200,000. Fully equipped. \$120,000, includes building. Kankakee. Call Bill at 708.287.3887.

GP DENTAL OFFICE FOR SALE: Three-operator general practice for sale. Satellite office located in medical building. Crest Hill area. If interested, contact ddsmom32@gmail.com.

NORTHWEST SIDE: For sale by owner. Great location on Harlem Avenue across from CTA station parking lot. Five rooms, \$533,000 on 3.5 days. Send inquires to drbob.rwh@gmail.com or at cell phone 847.890.2333.

OFFICE FOR SALE: For sale, four ops, all digital. Pre-Covid gross \$360,000, post-covid gross \$200,000. Three ops full equipped. \$120,000. Call Bill at 707.287.3887. Orland Park.

AMERICA'S MOST UNIQUE DENTAL PRACTICE is open To Partner's Equity Buy-In, Ultimately 100% Purchase: In Search of Just The Right Dentist To Practice Here. . . Do you want to be a one-percenter? If so, this is the practice for you! To continue its wildly successful operation requires a dentist with a unique mindset favorable toward assertive, unorthodox, highly effective advertising, marketing, and case presentation methods and tools. (We have a valuable "bank vault " of proven, reliable ads, advertising media, online media, patient presentations, etc. that attract and acquire exceptionally high value patients. All you need to do is continue with it, learn from it and be a marketing-oriented practice owner.) No, we are not members of any insurance plans, and our patients honor our practice by pre-paying for services. We will help them with their insurance plans, and reimbursement will be sent to them. Our account receivables are not one and a half times production, not fifty percent, but less than ten percent. Others may say it cannot be done, but we know better! Yes, the treatment we provide requires a significant financial investment, and each plan is all-inclusive of fees to assure complete oral health and full body health benefits. This practice has been liberated from need for QUANTITY and VOLUME. If you value the opportunity to work alongside a dentist possessing credentials, skills, expertise, and experience able to create this type of practice, then this is the practice for you! Presently, this is a one doctor practice which is in a league of its own – offering life-changing benefits to patients and life- enhancing benefits to practitioners. We seek the right person to purchase an equity partnership in this extraordinary practice so that we have the opportunity to work together providing you with the ability to reach your professional and personal dreams. This practice is located in Indiana – not far from Chicago and close enough to Lake Michigan to enjoy everything that both have to offer! Indiana has been an "open state " which encouraged businesses to go back into operation after a six-week closure during the start of the pandemic. We were immediately back on course to have a profitable ending to 2020. There are many reasons that so many are moving across the Illinois border to Indiana with our low taxes, excellent schools, and outstanding business opportunities. If you are seriously interested, and feel you might be a "fit," please submit a brief letter about yourself, your clinical skills, and professional and personal goals to our attorney, Brandon Collier by fax to 216.831.8279. At this point, we are keeping the practice specifics confidential, and request that, when disclosed to you, that you do the same. We will respect your privacy as well. Obviously, only ONE dentist will be selected, so this offer may be withdrawn without notice.

FOR RENT

DENTAL OFFICE IN MOUNT PROSPECT: Dental suite available with two fully plumbed operatories in a professional building. Great starter for a new graduate or a satellite office. Please call 847.392.2457 or email cuspid4@aol.com.

BEAUTIFUL, DESIGNER, NORTH MICHIGAN AVENUE turnkey dental office: Buildout and equipment 10 years old with six operatories and dramatic views. Phone/internet cabled throughout, 2,070 square feet. Purchase equipment from retiring general dentist. Three Global microscopes available. dennisjmillerdds@gmail.com.

CHICAGOLAND, FULLY EQUIPPED TURNKEY dental office: Chicagoland fully equipped turnkey dental office features three-plus large ops, 3D CBCT, lab, reception, and more. Your own business awaits. Contact bestddspractice2021@gmail.com.

SPACE SHARING

DOWNTOWN EVANSTON: My beautiful, new office is located in an updated professional building. My underutilized ground-floor suite has three to four equipped operatories that are currently available Monday through Saturday. drbehles@gmail.com.

LOOKING TO PURCHASE

SEEKING MERGER OFFICES: Webster Dental Care is seeking smaller offices to merge into our locations in Schaumburg, Edison Park (Park Ridge), Evanston and Lakeview. If you have a smaller office and are looking toward retirement or slowing down send me some basic information and a contact. drsteve@webster.dental.

LOOKING TO PURCHASE, CHARTS ONLY: Downtown/Chicago Loop. Independent dentist with 13+ years experience looking to purchase records. Loop or close to Millennium Park only. Transitions welcome. Email chicagodentist312@gmail.com.

FOR SALE BY BROKER

CHICAGO PRACTICE SALES: 773.502.6000 or www.chicagopracticesale.com. BUYERS: No fees for buying a practice or dental space location. SELLERS: Full-service brokerage services with the lowest commission rates in Chicago. Call today for a no-cost consultation.

ILLINOIS PRACTICES FOR SALE:

CHICAGO, MOUNT GREENWOOD: Four ops, expandable. Highly visible street level storefront, ample parking. Fee-for-service and PPO. Must see.

CHICAGO, PORTAGE PARK: Three ops. Street level storefront. Fee-for-service/PPO. Associate driven. Turnkey.

CHICAGO, MIDWAY: New. Six ops and one plumbed. Street level storefront. Fee-for-service/ PPO. High visibility, drive-by and foot traffic. Modern build with newer equipment. High gross collections. Rare opportunity.

CHICAGO, MIDWAY: New, under contract.

CHICAGO, SIX CORNERS: New. Two ops plus one plumbed. Fee-for-service/PPO. Low overhead, ample parking.

DEERFIELD: New. Three ops at street level. Fee-for-service/PPO. Seller will associate. Great location. Must see.

DOWNERS GROVE: Three ops at street level.

Fee-for-service/PPO. Low overhead. Seller will transition. Must see.

HIGHLAND PARK: Three ops plus one plumbed. Street level storefront, 100% fee-for-service. High collections. Endo and implants referred. "Don't wait.

MOUNT PROSPECT: Three ops at street level.

Fee-for-service/PPO. Price reduced.

MOUNT PROSPECT: New. Four ops, street level storefront, close parking. New build and equipment. Low overhead. Property available. Priced to sell. Won't last long.

NEW LENOX: New. Four ops, plumbed for one more. " Fee-for-service/PPO, newer build. High collections. Priced to sell.

SOUTH ELGIN: New. Four ops of new A-dec equipment. Street level with parking. Fee-for-service/PPO. Property available. Must see.

WHEELING: New. Three ops plus one plumbed. Strip mall location. Great signage. Fee-for-service/PPO.

Looking for dental office space to lease or purchase?

Call Sharon at 847.370.9131

DENTAL OFFICE RENTALS: Buffalo Grove, Glenview, South Elgin, Elmhurst, Villa Park, Wilmette, Woodstock.

DENTAL BUILDINGS FOR SALE: Chicago South Side, Mount Prospect, Mount Greenwood, Northfield, Norwood Park, Libertyville.

Find Chicago Practice Sales and Cutting Edge Practice at the 2023 Chicago Midwinter Meeting in Booths #1907 and #1908.

DDSMATCH CHICAGO: "Transition on Your Terms" please contact Rex Plamann:

Email: rplamann@ddsmatch.com or call 855.546.0044 to start a free and confidential conversation about your practicing plans.

WILL COUNTY: General practice, four operatories, fully digitalized, \$1.075 million in collections, fee-for-service/PPO, leased, great location. Motivated seller.

MCHENRY COUNTY: General practice, \$735,000 in collections, three operatories, three more operatories for expansion, real estate offered, FFS and insurance mix. Close to town center.

PERIODONTAL PRACTICE: Near west suburb of Chicago, four-operator, fee-for-service periodontal practice possessing strong staff, loyal referral base, and terrific location on a busy thoroughfare. Collections of \$1.25 million.

NORTHWEST SUBURBS: General practice, \$700,000 in collections, three modern operatories, attractive décor, fully digitized, close to interstate on a busy intersection, close to O'Hare Airport, great new patient flow.

CHICAGO: General practice, four operatories, \$150,000 in collections, real estate offered including fenced parking lot, busy thoroughfare.

NORTHWEST INDIANA – General practice, \$800,000 in collections, five operatories with expansion opportunity, real estate available. NORTH SUBURBS – Oral surgery practice, \$1.1 million in collections, impressive décor, state-of-the-art equipment.

WILL COUNTY: General practice, three ops, \$350,000 in collections, real estate offered.

SOUTHWEST SUBURBS: Great merger opportunity. General practice, \$400,000 in collections, three operatories, 900 active patients.

NORTHWEST INDIANA: Pediatric practice, \$1 million in collections, five operatories, attractive neighborhood, leased space.

WEST SUBURBS: Oral surgery, \$850,000 in collections, 5,000 square feet, immaculate design, AAAHC accredited surgery suite, real estate available, attractive location.

Call Rex Plamann to appoint a confidential call to discuss your practicing plans. Phone: 855.546.0044.

Email rplamann@ddsmatch.com or visit our website to learn more about our Trusted Transition Process, www.ddsmatch.com.

BOUTIQUE NORTH SHORE PRACTICE: Highly visible storefront location. Three treatment rooms newly remodeled with two equipped.

Fee-for-service. Dentist looking to retire.

Please contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074, www.e-ppc.com.

Professional Practice Transitions.

SOUTH SUBURB PRACTICE SALE: Located close to the Indiana border. Highly visible location. Five treatment rooms. Collections: \$600,000.

PPO/fee-for-service. Dentrax and Dexis. Digital pan/ceph. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074.

WEST SUBURBAN PRACTICE FOR SALE:

Excellent opportunity. Well-established practice in Kane County. Highly visible free standing building. Four treatment rooms with room to expand to six. Collections, \$820,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074.

HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS — Helping Buyers and Sellers: For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, al.brown@henryschein.com.

LAKE COUNTY, IN: Highly profitable four- to five op digital, Dentrix practice with a strong hygiene program. This \$1.2 million-revenue office is in an excellent location in high traffic area by a large community hospital complex. #IN3279

VIGO COUNTY, IN: Six-operatory digital office, paperless, CAD/CAM, Dentrix. Nice opportunity for growth as currently only 32 patient hours per week. Good location on major three-lane boulevard within professional building. #IN3134

CHICAGO, WEST SUBURBS: Doctor retiring from established Fee-for-service/PPO office located in highly desirable town close to Chicago. Refers out endo/implants, Eaglesoft, four ops with annual revenue approx. \$400,000. #IL3064

CHICAGO, NORTH SUBURBS: Modern, digital oral surgery practice in beautiful growing town by the Wisconsin state line. This four-op (three equipped) 1,500-square-foot leased office is in a busy two-story medical building on a main street. #IL3251

CHICAGO, SOUTH/SOUTHWEST SUBURBS: A four-op office in a 2,500-square-foot stand-alone building in a nice location on a major five-lane road. Dentrix, digital scanner-camera-laser. Revenue in upper \$600,000s on only four days per week. Anxious to sell. #IL3220

CHICAGO, NORTHWEST SUBURBS: Modern three-op perio office with GP base in large leased space with room to expand. Revenue around \$400,000 with good cash flow on only 2 to 2.5 days per week. #IL3198

CHICAGO, WEST/SOUTHWEST SUBURBS: Chart/goodwill only sale. Doctor lost lease must sell charts of PPO/fee-for-service office. Doctor and assistant may be available to transition to buyer's office. Structured acquisition will be fair to both parties. #IL3196

CHICAGO, NORTH SUBURBS: Large 19+ op digital office, CBCT, Dentrix with room to grow on \$1.6 million revenue. Stand-alone building on a major four-lane highway in a busy suburb may also be purchased with practice. #IL3063

CENTRAL, ILLINOIS: Established \$900,000-plus revenue GP practice in the Eastern Illinois University area. Paperless, digital 9- to 12-op practice including newer cone beam. Great location for multi-specialties. #IL3058

CHICAGO, NORTHWEST SIDE: Beautiful open layout 3,000 square feet, digital, four-op office with room to expand. Located in an owned stand-alone building on the corner of a busy main street with excellent signage. #IL3059

CHICAGO, NORTHWEST SUBURB: Beautifully maintained and updated digital three-plus-op Dentrix office with average annual revenue of approximately \$900,000. Located in standalone building with great visibility, ample parking, plus extra lot for future expansion on major four-lane highway. #IL2970

McCLENN COUNTY: This six-op high six-figure revenue fully digital and paperless Practice operates in modern 4,000 square feet within a 6,000-square-foot standalone building in high traffic area. The building, also for sale has additional 2,000 square feet for expansion or to rent. #IL2916

CHICAGO, WEST SUBURB: Modern, digital three-op practice \$350,000+ range revenue on only three days a week. Great location in outlot from Home Depot and other major retailers on very busy Ogden Avenue. #IL2750

ADS MIDWEST: ADS Midwest - Endorsed by ISDS. Contact Peter J. Ackerman, CPA, CVA, CEPA at 312.240.9595 peter@adsmidwest.com or adsmidwest.com. Sellers needed. Never have values been higher. Call for a free consultation if you are considering a transition or sale.

CHICAGO: \$3 million. Fee-for-service/PPO, 50/50 partnership.

CHICAGO: \$7.5 million, pending.

CHICAGO, WRIGLEYVILLE: \$1 million, eight ops, real estate available.

NORTH SHORE: \$930,000. Fee-for-service, restorative/preventative.

NORTH SHORE: "\$2.4 million, pending.

NORTH SHORE: "\$2 million, fee-for-service, seven digital paperless ops.

NORTH SHORE: \$760,000, fee-for-service, six ops, high net.

NORTHWEST SUBURBS: \$900,000, fee-for-service, digital paperless, high net.

NORTHWEST SUBURBS: \$950,000, pending.

NORTHWEST SUBURBS: \$790,000, pending.

NORTHWEST SUBURBS: \$590,000 collections on three days per week.

McHENRY COUNTY: \$700,000, fee-for-service/PPO, 6 ops, paperless.

BUFFALO GROVE: Pending.

WEST SUBURBS: \$2.6 million, fee-for-service, incredible location.

WEST SUBURBS: \$750,000, fee-for-service, pending.

WEST SUBURBS: \$1.1 million pending.

FAR SOUTHWEST SUBURBS: \$1.1 million, sold

SOUTH SUBURBS: \$750,000 fee-for-service, sold.

NORTH CENTRAL IL: \$1.4 million, hygiene 38%.

ORTHO: West Suburbs, \$1 million fee-for-service.

NORTHWEST SUBURBS, PEDIATRIC PRACTICE: Collections \$2.1 million, five operatories, multiple associates, strong hygiene. Fee-for-service/PPO, no Medicaid. Ortho referred out. \$438,000 EBIDTA, \$600,000 doctor/owner income. <https://buildout.com/website/1113579-sale>.

PROSTHODONTIC PRACTICE FOR SALE: Chicago area, two locations, 6,000 square feet, 10 ops, \$2,495,000. Fully digital, beautiful build-out, state-of-the-art equipment. Collections, \$3.5 million, cash flow over \$1.1 million. on.cds.org/qdz18u, 800.815.0590 or email mfurlong@1stmedtransitions.com.

CHICAGO DENTAL BROKER: The only locally owned dental brokerage that is operated by a dentist and CDS member. I help fellow dentists because I am a dentist. Dr. Robert A. Uhland, chicagodentalbroker@gmail.com, 847.814.4149, www.chicagodentalbroker.net.

CHICAGO, NORTH SIDE - New. Great starter, no dentist for 2 miles. \$225,000 with no marketing. Priced to sell.

WEST SUBURBAN: Awesome four-op practice. All digital, paperless, Dentrrix/Dexis, newer build out, new Cerec, two new operatories and more. \$700,000 on just 10 days per month. Nothing like it in the market. See to believe.

NORTH SUBURBAN: Beautiful four-op practice with low overhead. Grossing \$600,000, fee-for-service, well-established. Won't last.

NORTHWEST SUBURBAN:

1) Office only with equipment. Beautiful four-op facility with some charts. Fire sale.

2) Three-op practice doing \$180,000 on 1.5 days per week. Almost all fee-for-service, new technology, priced to sell.

3) Brand new build-out but has to sell. Doing \$450,000-plus and can grow. Great location in strip center, see to believe.

SOUTHWEST SUBURBAN:

1) Four-op giant doing over \$1 million, associates and specialists come in.

Over 700 new patients, growing steadily, needs full-time owner and will be \$2 million. Real estate available.

2) Four-op starter doing \$250,000, all fee-for-service. Well-established, real estate also, great price.

SOUTH SIDE CHICAGO: Six-op beauty. Doing \$570,000, real estate available. And priced to sell.

Make an offer.

SOUTH SUBURBAN:

1) Four-op starter. Owner relocating and must sell, come save. Beautiful presentation, doing \$225,000.

2) Three-op and fee-for-service. Doing \$400,000 without trying, well-established, real estate also.

Motivated seller.

Many new ones coming this spring. I will find you a practice. Call me.

SERVICES

HUNTINGTON PRACTICE FINANCE for dental professionals: 100% financing available for dental practices with up to 15-year terms. Get the money you need for start-ups, acquisitions, buildout, expansion, partner buy-in, refinance, equipment, real estate or ground-up construction. We also do financing for recent graduates. Quick approval and closing times. Contact Sam Zanayed, VP Practice Finance. Call/text 773.415.2999 or email sam.zanayed@huntington.com.

DENTISTS' ATTORNEY: STEVEN H. JESSER: Representing Illinois and Wisconsin dental practitioners in all legal aspects of dental practice, including practice purchases and sales, IDFP/R/WDS/SPS discipline, licensing, litigation, contracts, and real estate. No charge for initial consultation. Highly experienced. Reasonable fees. Glenview office. Call 847.424.0200 or 847.212.5620 (cell) (7 days, including evenings). shj@sjesser.com. www.sjesser.com.

DDSMATCH CHICAGO: Looking for a trusted partner to support your ownership transition? Successfully connecting dentists' present with their future. . . ddsmatch, the fastest growing brokerage in the U.S. dental market. Now celebrating 10 years supporting dentists with unique tools and valuable services supporting practice sales, partnerships/mergers, associate recruitment, and practice appraisals. Call us for a confidential conversation about your future transition. Call 855.546.0044 or email Rex Plamann, [ddsmatch Chicago at rplamann@ddsmatch.com](mailto:ddsmatch@chicago.com).

PROFESSIONAL PRACTICE CONSULTANTS, INC: Buying or selling a practice. Practice appraisals, associateships. New office start-up consultation. Accounting, tax planning. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. www.e-ppc.com, Professional Practice Transitions.



cuttingedge
PRACTICE

Dental Start - Ups
Post-Transition Consulting
Practice Management
Marketing Consulting
Dental Due Diligence
Dental Leasing
Dental Building Sales 

For General Dentists, Dental Specialists & DSOs
www.CuttingEdgePractice.com
Visit us in Booth 1908
OR
Call Wendy Pesavento (773) 502-6000
Sharon Kantor Bogetz (847) 370-9131
Century 21 Commercial Real Estate Broker
Universal Real Estate

RICHARD A. CRANE

THE DENTIST'S PREMIER ATTORNEY
Get the high-quality, cost-effective legal advice that dentists deserve.

30-plus years representing dentists in the purchase and sale of practices; purchase, sale and lease of dental offices office condominiums and buildings; formation of professional, C- and S-corporations and limited liability companies; Employment and independent contractor agreements; advising start-ups; counseling new, young and established dentists. Flexible hours. Contact Rich for a confidential consultation.
rcrane@r-cranelaw.com, <http://www.r-cranelaw.com>, 847.279.8521.

rcrane@r-cranelaw.com
www.r-cranelaw.com • 847.279.8521

DENTIST MORTGAGES; \$0 DOWN, LOW RATES: If you're buying a home, please contact me to discuss our special mortgage options for dentists. No down payment, no PMI, and up to a \$2 million loan amount. Email achevalier@blueleaf lending.com or call 313.598.3380.

DENTAL BILLING: We are proud to provide dental billing services at the collections over 100%. We offer initial cleanup, recare and collection calls. Get paid what you deserve. 630.449.2889. www.smartdentalbilling.com.

KEEP MOLAR ENDO IN-HOUSE:

Stop referring endo out and allow your patients to be treated where they are most comfortable; your office. I have extensive experience in molar endo including retreats and can travel to your office to provide these services to your patients. I bring my own equipment. If you want to stop referring your patients out, then call, text, or email me. 703.599.0878.
endotreated@gmail.com.

KEEP ALL-ON-X, ZYGOMATIC IMPLANTS/FULL ARCH IMPLANT REHABS IN HOUSE:

Experienced traveling dentist available with all equipment/Implants/Instruments/bio-materials needed for All-On-X cases, IV-sedation certified, Zygomatic/Pterygoid Implant-placement for new or redo and revision cases on your patients in your office. Stop referring them out and keep those cases in-house.
www.surgicalsuites.com,
drsam@surgicalsuites.com, Cell number,
 312.532.9691.

HOME LOAN PROGRAM FOR DENTIST:

Lower rates and zero down payment options. We offer a portfolio home loan especially for dentists. Benefits include lower mortgage rates, zero down payment options and zero PMI. This is a great way to buy a new home with a lower mortgage payment than traditional financing.
 Sean McGeehan, home loan officer,
 NMLS 220835, 847.613.7843,
sean.mcgeehan@53.com.

new & deceased members

New Members

Mena, Roda

University of Missouri-Kansas City, 2022
 Skokie, North Side Branch

Shah, Radhika

University of Illinois at Chicago, 2022
 Wood Dale, West Suburban Branch

Vainikos, Zoe

Marquette University, 2022
 Oak Brook, West Suburban Branch

Yakonsky, Maksym

Midwestern University Arizona, 2022
 Chicago. Kenwood/Hyde Park Branch

Zaidi, Ahmad

Midwestern University Arizona, 2022
 Chicago, Kenwood/Hyde Park Branch

Deceased Members

Bell, Stephen

Loyola University of Chicago, 1959
 Naperville, West Suburban Branch
 Oct. 25

Bochenek, Chester

Chicago College of Dental Surgery, 1952
 Chicago, Englewood Branch
 June 12

Giannini, John

Loyola University of Chicago, 1956
 Barrington, Northwest Side Branch
 Nov. 9, 2021

Leavitt, William

University of Illinois at Chicago, 1973
 Highland Park, North Suburban Branch
 June 22

Hansen, Robert

Northwestern University, 1955
 Prospect Heights, Northwest Suburban Branch.
 Oct. 29, 2021

Novak, Frank

Chicago College of Dental Surgery, 1952
 Downers Grove, West Suburban Branch
 Jan. 27

Sawert, Thomas

University of Michigan, 1973
 South Haven, MI, associate member
 Dec. 9, 2021

Seidel, Herbert

Loyola University of Chicago, 1960
 Dundee, Northwest Side Branch
 Aug. 16

Talbot, Richard

University of Illinois at Chicago, 1963
 Santa Barbara, CA, associate member
 May 25

Weiser, Leonard

New York University, 1957
 Town and Country, MO, North Side Branch.
 Jan. 1, 2019

PRESIDENT'S DINNER DANCE

Saturday, Feb. 25, 7 – Midnight

CDS President Dr. Michael Durbin and his spouse, Dr. Renee Pappas, invite you to celebrate our wonderful Midwinter Meeting with a sumptuous dinner and an evening of dancing at the annual President's Dinner Dance.

- Hyatt Chicago Hotel, Crystal Ballroom
- Reception 7 – 7:30 PM
- Dinner Seating: 7:30 PM
- Black Tie Optional
- Open to all attendees/exhibitors
- \$175 per person, tables of 10 available

Register online through Feb. 23
at www.cds.org

Event Number: SE7



Don't forget



Please help us support the oral health of our communities by making a year-end contribution to the Chicago Dental Society Foundation. Your donation is tax-deductible.

Visit www.cdsfound.org and make a donation by Dec. 31.

There are other ways you can help

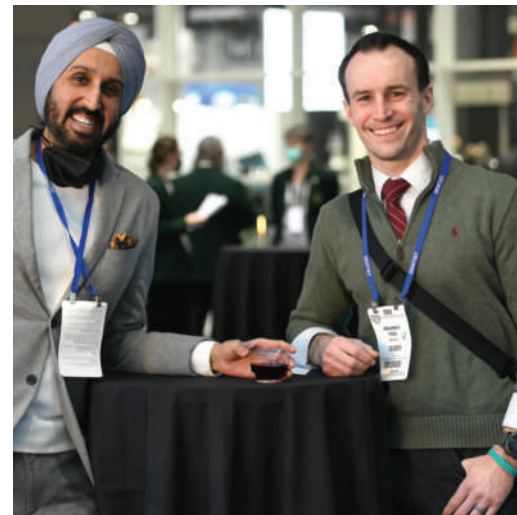
Consider volunteering your time at the CDS Foundation Clinic in Wheaton or making a donation of dental supplies.

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.
For reprints please contact the Publisher.

JOIN ^{US} IN CHICAGO

CHICAGO DENTAL SOCIETY MIDWINTER MEETING™
FEBRUARY 23 – 25, 2023

REGISTER NOW AT [CDS.ORG](https://CDS.org)



THE MIDWINTER MEETING BRINGS YOU UNPARALLELED OPPORTUNITIES TO LEARN from leading dental clinicians and industry experts. Visit with hundreds of exhibitors, where you can try out the latest innovations in dental products and services and watch product demonstrations. Then meet up with friends and colleagues at social receptions. Engage in valuable team building with your staff. Learn more at CDS.org.



CHICAGO DENTAL SOCIETY™
MIDWINTER MEETING

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.
For reprints please contact the Publisher.