

A photograph of three men standing side-by-side in front of a large, stylized 'CDS' logo. The men are wearing matching green blazers with a gold circular emblem on the left chest and dark trousers. The man on the left has grey hair and glasses. The man in the middle is bald and smiling. The man on the right is bald and wearing glasses. The background features a large, white, stylized 'CDS' logo with green accents, set against a dark green wall with a white city skyline silhouette.

Dental community gathers in Chicago for the
158th MIDWINTER MEETING



REGIONAL MEETING

Oral Pathology (A two-part presentation)

EARN 3 CE HOURS

Friday* April 14 9 a.m. – noon

Drury Lane, 100 Drury Lane, Oakbrook Terrace

***NOTE:** *New day of the week*

PART 1: The Saga of an Undetected Oral Lesion (1 hour)
presented by David Iglehart, DDS

Course Description: This lecture will cover the ramifications of an undiagnosed oral lesion treated in an Iowa dental practice. The presentation will include radiographic analysis, differential diagnosis, virtual surgical planning, surgical photographs and multi-implant restoration of function.

Course Objectives:

- Learn about the characteristics of an undiagnosed bony lesion, its differential diagnosis and its surgical resection.
- Observe how multiple implants can restore function where a large bony defect exists.
- Understand the importance of regular imaging, thorough assessment of diagnostic information and attentively listening to our patients.

PART 2: Oral and Tonsillar Cancer: What about HPV? (2 hours)
presented by John Kalmar, DMD, PhD

Course Description: This program will review the conventional visual and tactile examination of the dental patient, with an emphasis on the clinical features of precancerous and cancerous lesions. Case-based examples will be used to emphasize high-risk settings and physical characteristics. Current data on the relationship of human papillomavirus (HPV) infection with oral and tonsillar cancer will be presented. In addition, the potential impact of HPV vaccination on HPV-related cancers will be discussed.

Course Objectives:

- Review the standard visual and tactile examination of the dental patient, including palpation of the neck and face.
- Describe the high-risk features of precancerous oral mucosal lesions.
- Describe the major risk factors for oral and tonsillar cancers.
- Review current evidence regarding safety and efficacy of HPV vaccines.

ABOUT OUR SPEAKERS:

David Iglehart, DDS, served as a clinical assistant professor in the Department of Family Dentistry, University of Iowa College of Dentistry and Dental Clinics. He is retired and lives in Bettendorf, IA.



John Kalmar, DMD, PhD, is the Program Director, Oral and Maxillofacial Pathology at The Ohio State University.



ABOUT CDS MEETINGS:

Regional Meetings are free to CDS members and their staff, as well as dental hygienist members of the Illinois State Dental Society. A fee of \$150 is charged to dentists who are not ADA members. The fee may be applied to membership for the current year.

Advance registration is not required to attend.

On-site registration begins at 8 a.m. Registration ends 30 minutes after the start of the program. Each attendee is issued a badge with a barcode. Badges are scanned at the end of the program as attendees leave.

No partial credit will be issued.

CE credit verification will be emailed to registered attendees after each meeting.

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From the boardroom

EXECUTIVE DIRECTOR INTERVIEWS TAKING PLACE

Interviews are scheduled to begin later in March with finalists for the CDS Executive Director position.

The first round of interviews was held in early March with the search committee, which then prepared a list of finalists for a second round of interviews. If agreement is reached on a finalist, the hope is to bring on the new director for a month-long transition with outgoing director Randy Grove.

Dr. Grove is to step down on May 31.



Volunteer for Special Olympics Special Smiles

Special Olympics Special Smiles needs volunteer dentists, hygienists and staff to provide oral screenings and hygiene instructions, distribute preventative supplies like toothpaste and toothbrushes, and teach participating special needs athletes the importance of good oral health.

- May 10, 8 a.m. – 3 p.m.: (new location) Dunbar Park tennis courts, 300 E. 31st St., Chicago
- Earn 4 CE credit hours for your participation
- Lunch tickets and a T-shirt will be provided to all volunteers

Participating organizations include: Chicago Dental Society, UIC College of Dentistry, Advocate Illinois Masonic Medical Center, Loyola University GPR program, and the Hispanic Dental Association. Grottoes International will provide breakfast for volunteers.

Please RSVP by April 24 to Ricardo Mendoza, DDS, at ricardo.y.mendoza@gmail.com or Ilie Pavel, DDS, at docpavel1@yahoo.com. When responding, be sure to make the subject of your email “Special Olympics” and provide the names of all volunteers attending.

Get your CE certificate for the 2023 Midwinter Meeting

Thank you for attending the 158th Midwinter Meeting! You can now verify and print your CE certificates from our online portal at www.cds.org.

Your login information is your email address and the 8-digit access key found on your badge. You also will need your 4-digit CE code provided at the end of each session.

For technical support, please email CDScustomerservice@attregistration.com.

CE certificates for the 2023 Midwinter Meeting will be issued free of charge through May 31.

A \$35 charge will be applied for the remainder of the year.

Regional Meetings updates

Oral pathology will be the focus of the Friday, April 14, Regional Meeting at Drury Lane, Oakbrook Terrace. Find more details on the Regional Meeting on the opposite page.

Save the date for the upcoming Regional Meeting webinar on Friday, June 23. Roy Shelburne will present “Stop the Insanity by Doing Things Differently: Making Your Best Better.” The Zoom webinar will run 9 – 11 a.m. and will offer 2 CE credits.

CDS member honored with ADA design award

Congratulations to Fariha Querishi, DMD, whose Seven Bridges Dental Studio in Woodridge won in the 2022 ADA Design Innovation Awards for the New Build category.

The office’s award-winning design features modern design with sleek and warm natural touches. ■

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FEATURES

2023 Midwinter Meeting8

Complete coverage of the 158th CDS Midwinter Meeting

CDS Strategic Plan32

COLUMNS

President's Perspective6

by Michael Durbin, DDS, MS: We now turn our focus to the CDS Strategic Plan

It's the Law38

by John M. Green, DDS, JD:

Clinical, legal implications when treating patients who use marijuana

From the Ground Up39

by D. Spencer Pope, DDS: CDS Foundation receives largest donation

Second Opinion40

by Blase Brown, DDS, MS, FACD: Equity is more than just a buzzword

Second Opinion41

by Greg Cannizzo, DDS: Embrace change and be a lifelong learner; your career will soar

DEPARTMENTS

Classified Advertising44

Directory4

Meeting Place.....42

Short Takes5



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ADVERTISING INDEX

Andrews Construction, Inc.....	2
Chicago Dental Broker	43
DDSMatch.com.....	38
Old National Bank	7
Office Anesthesiology and Dental Consultants, PC	42
Treloar & Heisel.....	5
Vitality Dental Arts Lab	31

PURCHASE INFORMATION

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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.

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ISDS outlines 2023 legislative agenda

Dental insurance-related issues top the 2023 legislative agenda for the Illinois State Dental Society, which leads lobbying and legislative efforts on behalf of Illinois dentists.

- **Dental Loss Ratio:** A push for having the standard that requires medical insurers to spend a minimum amount of the premium dollars they collect on patient care also be implemented for dental insurers.
- **Network Leasing:** Insurance companies can sell or lease their network to another company, requiring the dentist to abide by the new network's fee schedules and contract terms, without the dentist's consent. ISDS is seeking legislation requiring the dentist's permission before network leasing, allowing the dentist to choose to be enrolled in the new network.
- **Electronic Payment Fee Processing Ban:** ISDS seeks legislation prohibiting insurers from requiring the dentist to pay the processing fee on electronic payments.
- **Teledentistry:** ISDS is seeking the passage of legislation that will require strong patient protections when a dentist chooses to use teledentistry.
- **Medicaid Program- Orthodontic Standards:** The Illinois Department of Healthcare and Family Services (HFS) does not have a standard or automatic qualifier for when a patient can receive orthodontic care. The American Association of Orthodontics established a committee that developed a comprehensive list of recommended auto-qualifiers and diagnostic documentation for medically necessary orthodontic care. ISDS is seeking to codify these standards in state law.

ORAL CANCER INSTITUTE PRESENTS SYMPOSIUM ON ORAL ONCOLOGY

A half-day symposium on oral oncology will be presented Saturday, April 29, at Advocate Illinois Masonic Medical Center, Olsen Auditorium, in Chicago.

The Oral Cancer Institute's symposium is geared toward dental and medical providers and focuses on the diagnosis, treatment and rehabilitation of the oral and oropharyngeal cancer patient. It will highlight multidisciplinary care and provides an overview and update on the prevention and management of oral and oropharyngeal cancers. Presenters are Program Chair Mohammed Qaisi, DMD, MD; James Murphy, DDS, MD; Sharon Perlman, DDS, MPH; and Polina Gubareva, DMD.

To register, go to www.oralcancer.com/symposium. ■




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PRESIDENT'S PERSPECTIVE by Michael Durbin, DDS, MS

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

We now turn our focus to the CDS Strategic Plan

THE 158TH MIDWINTER MEETING IS IN THE BOOKS, and we have seen continued incremental progress in recovering from the pandemic as the value of “in-person” learning has never been greater.

I would like to take this opportunity to thank General Chair Kevin Patterson, Program Chair John Moore, and Director of Scientific Programs Ted Borris, with the assistance of new Director of Scientific Programs Cheryl Mora, for their help in developing a remarkable scientific program. I would also like to thank Dr. Randy Grove and his entire professional team for their efforts in ensuring a successful Midwinter Meeting.

Finally, I would like to thank the many volunteers, attendees, and exhibitors for their participation in the 158th Midwinter Meeting. The Midwinter Meeting is our crown jewel, and we are fortunate to have the opportunity to attend world-class educational programs and visit an expansive exhibit floor with more than 500 exhibitors right in our own backyard. I look forward to the 159th Midwinter Meeting led by President-elect Dave Lewis and his team, and I encourage all of you to return next year.

Like NASCAR and the Daytona 500, the CDS holds its premier event at the start of the “season,” so I, as president, now have the opportunity the rest of this year to focus on the business at hand for the CDS. Last fall, the CDS sent out surveys to members, non-members, and exhibitors to gather information and feedback that would be used in the development of a new strategic plan. The CDS Board and professional team, under the facilitation of Joe McLennan, worked hard to develop a plan that positions the CDS for success both short-term and long-term.

The Mission and Vision Statements, as well as the core values of the CDS, were refined and further developed as part of the

process. Five areas of focus were identified:

- Membership
- Communications
- the Midwinter Meeting and other CDS educational programs
- Diversification of revenue sources; and
- Leadership development

Champions have been assigned to each of the goals, and these champions have been charged with developing the objectives and metrics that will lead to the successful implementation of the plan. The Board will review these objectives and metrics and will instruct the professional team at the CDS to put these into an operational plan.

Our board meeting agendas have been modified to allow more focus on strategy and moving the plan forward, rather than on operations, which are handled admirably by the professional team. Our CDS Standing Committees will be key players in meeting our milestones and metrics associated with the plan.

The CDS is facing critical decisions moving forward as we transition to new staff leadership from our long-time Executive Director Randy Grove, and we face an ever-changing meeting landscape. Our well-thought-out strategic plan serves as a roadmap for success as we meet these challenges head-on. While much time has been spent on the strategic plan, it is a living document and, while we hope there

are no detours, we must be prepared to pivot if the need arises.

Read the CDS strategic plan on page 32. I invite you to review it. Please feel free to reach out to me with any questions or comments. I, and the rest of the CDS Board and our professional team, are here to serve you, our members, and I look forward to this upcoming year as we embrace our vision as the respected leader in dental continuing education. ■

“The CDS is facing critical decisions moving forward . . . and we face an ever-changing meeting landscape. Our well-thought-out strategic plan serves as a roadmap for success as we meet these challenges head-on.”

Choosing a Bank for Your Dental Practice.

Purchasing a practice is one of the most important decisions of your professional life. That's why the process of building the right team to guide you must include proper care and diligence. At Old National Bank, we believe that starts with your bank.



Mark Oganovich, Senior Vice President of Healthcare Banking at Old National, has focused exclusively on healthcare providers for the past 17 years. He's closed more than 1,000 transactions on behalf of his clients, for a total of more than \$450M in loan fundings.

Step 1: Choosing the Right Bank

Not every bank likes to lend in every industry. While almost any bank will write a personal mortgage, very few will write a dental acquisition loan. Avoid the hurdles, wasted time – and a potentially failed deal – by making sure your bank has a group that specializes in dental financing.

Why? There are two major factors that distinguish financing for the dentists. First, cash flow lending on intangible assets and, second, the net worth of a typical recent graduate.

Intangible Collateral: Most dentists will approach the corner bank out of convenience. What they'll find is a general business banker that is used to "tangible" collateral, such as a house, that can be foreclosed upon if you fail to pay your loan. When buying a practice, the enterprise value of the business is viewed as "intangible" collateral. A conventional banker will see limited value – and may require additional guarantor support, collateral, seller notes, or shorter payback periods. These may very well suffocate your cash flow before it even starts!

Net Worth of Young Dentists: With the average student loan debt at \$300,000 and minimal cash balances, many early-career dentists have a large negative net worth. Most conventional banks look for a strong net worth, including liquid assets to back up the loan for their guarantors. This can be problematic for those recently out of school. In contrast, a dental-focused lending group would make decisions based on the projected cash flow of the practice, your potential earning power, and historical default rates in the industry. You will be asked to guarantee the note individually, but you should not need to find additional guarantor or collateral support.

Another important consideration when choosing your banking partner is to map out your future goals for the practice and know your banking partner will be able to accommodate those needs. Maybe this includes an expansion of the existing office, or adding more locations. Some banks will have a cap on how many offices they can fund, how fast they can fund them, where they will fund them, or how much money they will lend in total. Make sure your bank has the runway you'll need to achieve your goals.

Step 2: Interview Your Banker

In my opinion, the relationship with your banker is the most undervalued asset in this process. To me, it matters more than anything.

Not all bankers are created equal. Picking a banker that has a strong work ethic, experience and connections is crucial. Interview your banker to see what makes them an expert and different from other bankers. Behind the scenes, your banker is quarterbacking internal and external relationships to help create the smoothest outcome. This could include knowing how to use loan policy to customize loan structures or how to best present your deal to the credit team, both of which play a role in the deciding factors for approval or not.

Being part of somebody's learning curve will turn out to be costly. It will cost you time, money, stress – and potentially your deal. Make sure your deal team has references and, most important, make sure you build a team that will be committed to you and your practice for years to come.

The Old National Difference

Experience: Clients here are able to build lasting relationships with the decision makers for the bank. Our dental bankers have an average tenure of 15 years and I have personally been with the same bank for 24 years. With us, you get a relationship with one banker, who can serve as a trusted source of information for years. This allows clients to operate with confidence in knowing what their bank can or can't do, since they are actually talking to the decision maker.

Flexibility: No deal is ever the same. At Old National, we're proud of our adaptability in finding lending solutions – it's one of the reasons I've been successful as long as I have. In contrast, many larger banks end up trying to fit a square peg into a round hole – and when they can't, they tell you you're out of luck. Make sure you understand the capability your bank has in being flexible to its policies, as it will be crucial in getting you to the finish line.

At Old National, we believe relationships and results matter.

Sponsored by Old National Bank.

2023 MIDWINTER MEETING GENERATES MILES OF SMILES



Report compiled by Joseph DeRosier

Photo coverage by Randy Belice, Tricia Koning and Jose Torres. **VIEW AND DOWNLOAD MORE PHOTOS:** on.cds.org/photos

S MILES WERE EVERYWHERE during the Chicago Dental Society's 158th Midwinter Meeting, held Feb. 23-25, at McCormick Place West, as dental professionals from near and far gathered to experience unrivaled opportunities to learn how to deliver quality care to patients and run a better practice.

It was the second live meeting after a virtual event in 2021 and the number of attendees taking continuing education classes as well as the number of exhibitors showing off the latest in dental products, technology and services in the Exhibit Hall grew from last year.

Nearly 21,000 dental professionals came from across the United States and 53 other countries to attend the meeting, which had been in the planning stages for years by 2023 CDS President Michael Durbin and his team, General Chair Kevin Patterson and Program Chair John Moore.

The meeting opened Thursday morning with a General Session that saw a keynote address by psychologist, humorist

and Midwinter Meeting lecturer Bruce Christopher and the presentation of the Gordon J. Christensen Lecturer Recognition Award to speaker Karen Davis, and the CDS Foundation Vision Award to 2004 CDS President Keith Suchy.

The General Session was the kick-off to a number of activities that presented excellent chances for dental community camaraderie, including an Early Career Dentist Reception, a Dental Student Reception, a special breakfast reception for attendees from Wisconsin, the Friday Night Concert at the Park West, and two special Exhibit Hall events at the end of the day on Thursday and Friday – an Ice Cream Social & Brews & Bargains and the popular happy hour first launched at last year's Midwinter Meeting, Brews & Bargains.

The annual President's Dinner Dance in the Crystal Ballroom of the Hyatt Regency Chicago Hotel, hosted by Dr. Durbin and his wife, fellow CDS member Dr. Renee Pappas, capped the 2023 Midwinter Meeting.

In between the General Session and the Dinner Dance, attendees took hun-

REGISTERED ATTENDEES

Dentists	4,989
Graduate students/residents	78
Dental students	1,636
Hygienists	2,784
Assistants	1,833
Office personnel	1,546
Medical health coordinators	66
Laboratory technicians/students	117
Hygienist/assistant students	757
Guests	1,081
Press	55
Trade	679
Exhibitors	5,229

TOTAL 20,850

dreds of courses given by more than 120 different speakers, walked the aisles of the Exhibit Hall that boasted more than 500 exhibitors and attended numerous ancillary associated events sponsored by various dental-related alumni clubs, specialty dentistry organizations and the American College of Dentists/International College of Dentists.



General Session Awards recognize indelible leaders

GORDON J. CHRISTENSEN LECTURER RECOGNITION AWARD



Karen Davis is the 2023 recipient of the Gordon J. Christensen Lecturer Recognition Award. Ms. Davis, a registered dental hygienist from Texas and a long-time speaker at the CDS Midwinter Meet-

ing, was presented the award by Dr. Gordon Christensen at the General Session of the Midwinter Meeting on Feb. 23.

Ms. Davis said afterward that she was “completely shocked” at learning she was getting the award and “very honored.” A popular speaker at the Midwinter Meeting, she said she holds the audience’s attention because she speaks only on topics about which she is passionate.

“I’ve been asked to speak on certain topics, and if it doesn’t resonate with me or it’s not something I really care about, I give it a hard pass,” she said. Her topics

are not necessarily clinical in nature. A favorite focus is how to make lemonade when life hands you lemons.

“I pick topics that I have a vested interest in or topics that I have been pursuing and I have learned more about and can share with my audience,” Ms. Davis said.

The Christensen award was established in 1990 and honors a professional who has contributed to furthering continuing education of dental professionals.

CDS FOUNDATION VISION AWARD

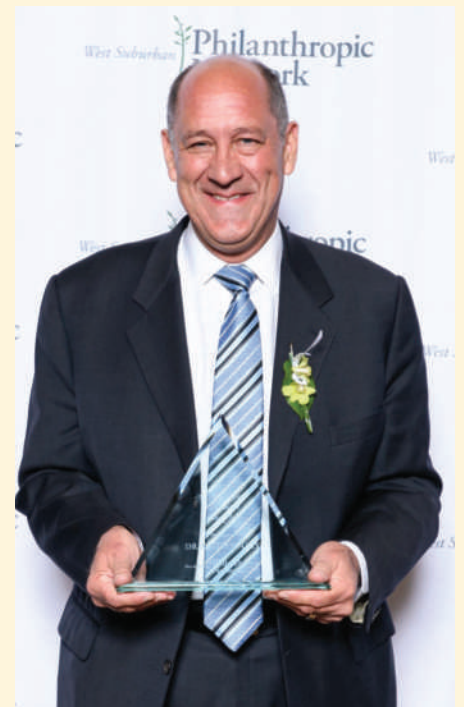
Former CDS President Keith Suchy was honored with the 2023 CDS Foundation Vision Award, which honors dedicated volunteers who generously support access to care programs and dental education for the underserved community. The award was presented by CDS Foundation chairman D. Spencer Pope during the General Session of the Midwinter Meeting.

“We always have such wonderful people as recipients (of the Vision Award) and this year is no exception,” Dr. Pope said. “Keith’s dedication to organized dentistry is well known to us all,” citing his service as CDS President in 2004 and his years spent on the CDS Foundation Board of Trustees.

“I would like to thank, at the very top of the list, Mrs. Mary Ellen Durbin (the mother of CDS President Michael Durbin) for all of the spiritual guidance I have received from her,” Dr. Suchy said. “She’s really changed my perspective on life by leading by example and giving in the most selfless way.”

Dr. Suchy said he worked with Mrs. Durbin for more than 20 years when she headed the People’s Resource Center in Wheaton, which ultimately led to the establishment of the CDS Foundation Clinic.

“It is my sincere thanks to the CDS Foundation for this award, and I will continue to share it with all of those who help in the clinic’s success,” Dr. Suchy said.



CDS extends hospitality to Wisconsin attendees



The Chicago Dental Society treated Wisconsin Midwinter Meeting attendees to a special welcome breakfast on Feb. 24.

More than 250 dental professionals from the Badger State enjoyed the breakfast fare before starting their day. The before-course event has become a Midwinter Meeting tradition as more and more dental professionals from north of the Illinois border head to the meeting.

Wisconsin Dental Society President Christopher Johnson, who practices in Eau Claire, said he “greatly enjoys” the relationship that the WDS has with CDS and welcomes the chance to bring members to Chicago.



“I’ve been coming to the meeting for many, many years. I love Chicago, and it’s good to be here,” he said.

WDS member Jeff Nehring, a dentist from Mercer in the far north of the state, said he tries to get to the meeting as often as possible. He looks forward to the continuing education classes as well as the camaraderie and visits to some of Chicago’s top restaurants. “It’s all good,” Dr. Nehring said.

Kristin Stortz, a dental assistant from Fond du Lac, said she likes the variety of classes offered at the Midwinter Meeting as well as the chance to see products in the expansive Exhibit Hall.



Young dentists can find the perfect dental home

CONSIDER ALL YOUR OPTIONS

Some dentists walk out of their White Coat ceremony with a clear vision of where they want to start their career path and the type of dentistry they want to practice.

But many haven't a set agenda, said Suzanne Ebert, vice president of Operations and Customer Relations for the American Dental Association Practice Transitions service. Dr. Ebert, who gave two one-hour presentations in the Corporate Learning Theater at this year's Midwinter Meeting, said new dentists have plenty of options, if they are willing to be flexible.

Dr. Ebert opened her own practice out of dental school and practiced for 11 years until a medical issue forced her to pivot into other areas. She served as the dental director for a health center and became involved in the Florida Dental Association, eventually landing her position at the ADA in 2018.

In her current position she helps dentists navigate their career journey.

"One of the biggest challenges I hear from our younger doctors is 'I don't know what I can do,'" Dr. Ebert said. "They are unaware of the options that are truly open to them. Once they start thinking through all of the options, it's like their minds open up."

She said young doctors need to keep an open mind.

"Many of them think the only way for them to become an associate is at a large DSO, and that's not the reality. There are so many different practice styles that they can become an associate in."

Another consideration is location.

Too often, Dr. Ebert observed, young dentists eschew rural areas and gravitate toward big cities.



"I try very hard to let our doctors know that the most important thing about choosing a practice to join is not where it lives, but can you learn to become the dentists you always wanted to be," Dr. Ebert said.

"Those first five years out, the learning curve is exponential. You have to find the practice where you can learn the type of dentistry you want to deliver to your patients, then figure out if you can live there," she advised.

Practices in rural areas are "doing amazing dentistry," she said.

And there are financial advantages as well. The cost of living is lower, salaries are nice and business is good because

the level of competition is lower, meaning younger dentists can pay back student loans quicker, Dr. Ebert noted.

"Think of off the beaten path," Dr. Ebert said. "You may find that it is the perfect place for you, or not. At the very least you have a couple of years to learn to do the dentistry. It all comes down to the practice; you have to learn the dentistry you want to do."

Determining the type of practice to join is also a consideration, she said. And it is not as simple as picking a solo practice versus a group, corporate or DSO. Each segment has multiple types of practice dynamics.

"There are small DSOs, there are mid-sized DSOs or there are large DSOs, where everything is 100% centralized and you can have a practice in New York that looks exactly like a practice in California. And then there are highly specialized practices or ones that will only hire a dentist with five years of experience," she said.

The most important consideration, Dr. Ebert stressed, is that young dentists need to find a home where they can do quality dentistry.



EARLY CAREER DENTIST RECEPTION

Dentists in the early stages of their career gathered on Friday of the Midwinter Meeting to watch the sun set on the city and to enjoy beverages, food and the sounds of a soft music from a live band at the annual Early Career Dentist Reception. Early career dentists are those in practice for 10 years or less.

Raven-Deneice Carouthers, who moved to Chicago from Houston, TX, after doing a residency and meeting her husband here, said she looks forward to the Midwinter Meeting every year. "I've attended a number of conferences, and this is always my favorite," she said. "It's really good CE. I appreciate the longer courses

and the opportunity to network as well."

Dr. Carouthers, who practices in Palos Heights and also teaches at the Midwestern University College of Dental Medicine in Downers Grove, said after graduating from dental school in 2019 her career was quickly impacted by the pandemic.

"Covid threw a wrench in everyone's plans," Dr. Carouthers said. She said she dealt with oral surgery on military veterans during her residency, but then when she went into practice she encountered more pediatric cases.

"I feel that stretched my mind and my skills. The biggest thing I've learned is that even though we learned everything in dental school, that doesn't mean you

have to do it when you are out. I'm trying to funnel down what I'm interested in and what I like to do and what I want to do more of."

Another early career dentist, Alexandra McCallum, who moved to the Chicago area from Texas, said starting a career can take time while looking for an office that is the "right fit."

"It was definitely a struggle finding an owner-dentist whose values and philosophies align with my own," she said. "After a few of those speed bumps, I finally found an office where the owner-doctor and I get along really well and we see eye-to-eye. It makes practicing a lot more enjoyable."





Future dentists build connections, knowledge

DENTAL STUDENT RECEPTION

Though it was a packed day of taking classes and walking the Exhibit Hall floor, energy was running high at the Dental Student Reception, which drew nearly 700 students to mingle and enjoy some beverages and light food at the annual Midwinter Meeting event.

Nick Greico, a D3 student at the University of Illinois Chicago College of Dentistry who worked as a hygienist before dental school, said he has been coming the Midwinter Meeting since he was a

youngster, accompanying his father who is also a dentist.

“It’s one of the highlights of my year,” he said. “Every year, as I immerse myself more into the dental world, I run into more and more people I know.”

UIC student Caroline Green said as a D4, this was her third Midwinter Meeting. “I’m really enjoying it. There is a lot to see and a lot of lectures to learn from.”

She said the student reception also offers an excellent opportunity for social networking.

“This is our favorite time of the year,” she said.

Steven Kauffman of Seattle, also a D4 at Northwestern University College of Dental Medicine, said he is looking forward to starting his career. He said he enjoyed his classes at the meeting and also took time to check out the exhibitors.

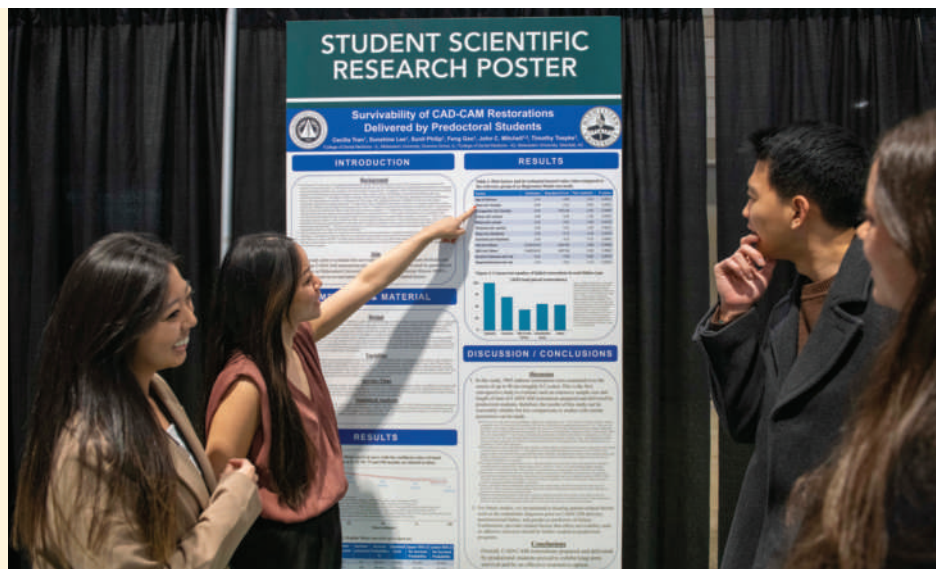
“I was able to buy some new loupes with my student discount, so it was really helpful,” he said.





STUDENT RESEARCH POSTERS

Among the features in the Exhibit Hall were nearly 40 Student Scientific Research Posters assembled in a gallery in the center of the exhibit floor. Dental students at the University of Illinois Chicago College of Dentistry, Midwestern University College of Dental Medicine, Southern Illinois University College of Dental Medicine, Marquette University College of Dentistry, and the University of Indiana School of Dentistry all submitted posters to be displayed this year.



Inside Our Classrooms







Exhibit Hall was the place to be for attendee treats, deals

Sweet treats and bubbly beverages enticed Midwinter Meeting attendees to stick around the Exhibit Hall for the afternoons of Feb. 23 and 24, much to the delight of exhibitors and attendees.

On Feb. 23, CDS offered its first **Ice Cream Social & Bargains** event with more than 3,000 free ice cream cups distributed throughout the Exhibit Hall. Attendees were able to walk the floor, slurp up delicious ice cream or sherbet and chat with exhibitors about the dental innovations they had on display.

On Friday attendees saw the second year of **Brews & Bargains** as they could enjoy a cold one while walking the aisles. Some exhibitors took advantage of the extended, easy-going atmosphere during

the two special events to offer bargains and generate sales.

Ellie McShane, conference leader for Johnson & Johnson at the Listerine booth, said she was happy to see the lines of people waiting to get the refreshments because it meant there was an incentive for crowds to return to the exhibit floor at the end of the day.

“We’re having a crazy day,” she said late afternoon on Friday. “We have probably given out 75% of our giveaways already. I was out and walked into the hall at 4:30 p.m. and had to zig-zag through crowds of people.”

Stephanie Melton, who works in the handpiece and small equipment department for Henry Schein, said the Brews & Bargains event went well. Brews helped

create a more relaxed atmosphere to do business, she said.

Attendees also enjoyed the events. Wendy Lien, a dental assistant from Boulder, CO, said it was her first time visiting the Midwinter Meeting and she was impressed with the size of the Exhibit Hall and the various products and services being presented.

“It was a nice little treat, a real bonus,” she said of the free ice cream.

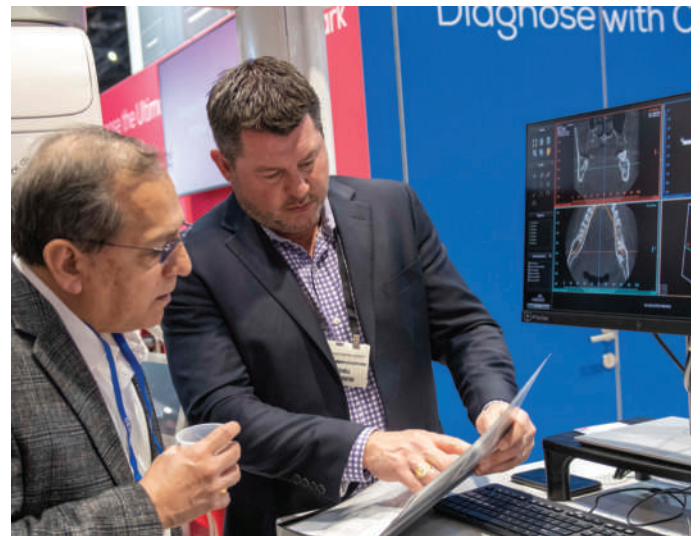
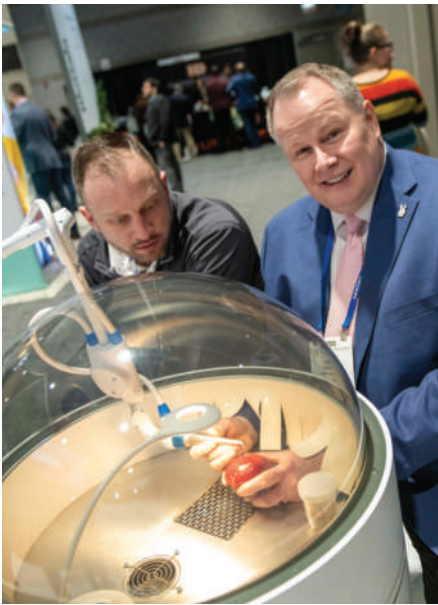
Jennifer Kennedy, a dental assistant from Eagle River, WI, said it was also her first time at the Midwinter Meeting and said she thought the ice cream offered a “nice little treat.”

“It is refreshing after classes. I’m learning a lot and the exhibition hall is awesome.”

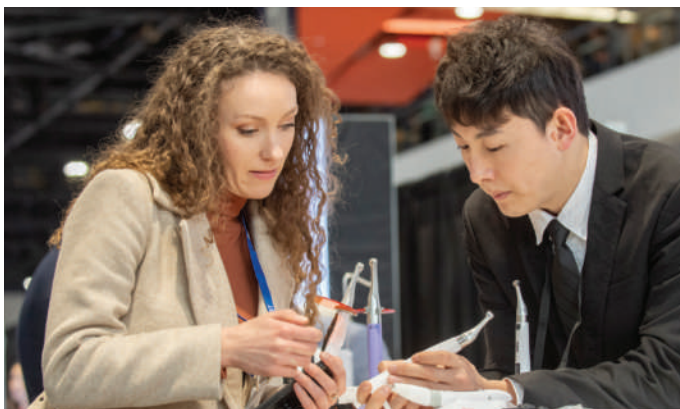
ICE CREAM & BARGAINS

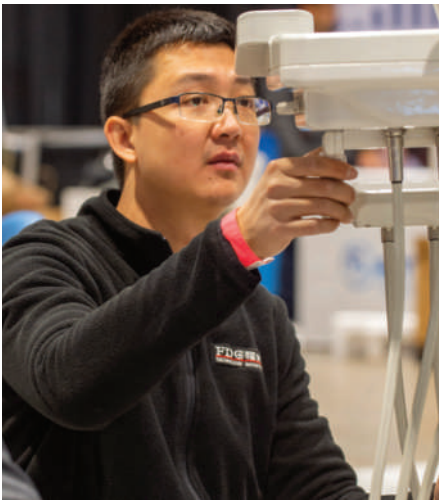


BREWS & BARGAINS



Inside the Exhibit Hall





Friday Concert featuring Tributosaurus



Around the Meeting



PAST PRESIDENTS LUNCHEON

In an annual tradition at the Midwinter Meeting, former presidents of the Chicago Dental Society gathered for lunch and the chance to relax, catch up and swap memories of their terms. Gathered were (seated) Dennis Manning, Bernard Grothaus, Terri Tiersky, Cheryl Watson-Lowry, Thomas Schneider Jr., Susan Becker Doroshov, Aloysius Kleszynski, and David Kumamoto.

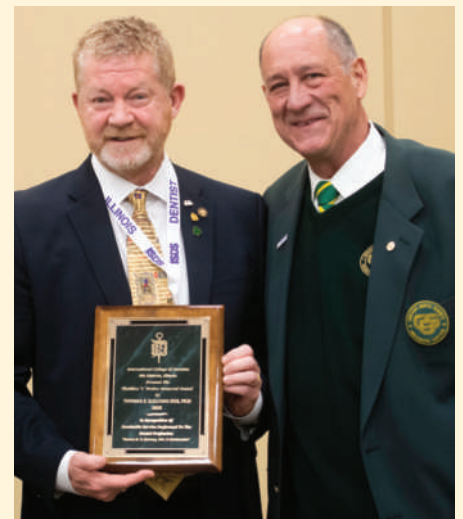
(middle row) Donald Provenzale, H.Todd Cubbon, William Slavin, Antonio Venezia Jr., John Parzakonis, Richard Holba, Louis Imburgia, Thomas Machnowski, Phillip Fijal, and Paul Landman.

(back row) John Fredricksen, David Fulton Jr., Ian Elliott, George Zehak, and John Gerding.



VIP GUEST LUNCHEON

Renee Pappas (front right) hosted a luncheon for spouses and friends at the Palm Restaurant in the Swissotel Chicago.



INTERNATIONAL COLLEGE OF DENTISTS LUNCHEON

CDS Member Thomas Sullivan was the recipient of the Thaddeus V. Weclaw Memorial Award for 2023, in recognition of his service to the profession. He is pictured with his practice partner, CDS member Keith Suchy.

President's Dinner Dance

The annual President's Dinner Dance at the Crystal Ballroom of the Hyatt Regency Chicago Hotel, hosted by CDS President Michael Durbin and his wife and fellow CDS member Renee Pappas, capped the 2023 Midwinter Meeting.

The emcee was James Frett, who welcomed the many dental dignitaries and CDS luminaries to the gala.

Among those recognized were 158th Midwinter Meeting General Chair Kevin Patterson and his wife, Jean, and Program Chair John Moore and his wife, Laurie.

Officers of the Chicago Dental Society recognized included Treasurer Victoria Ursitti and her husband, Patrick Hoffmann; Vice President Philip Schefke and his wife, Sandy Tableriou;

Secretary Denise Hale and her husband, Rob Sorpassa; and President-elect David Lewis Jr. and his wife, fellow CDS member Christine Culp.

CDS Board of Directors were also recognized including West Suburban Branch Director Paul Kempf Jr., and his wife, Carole; West Side Branch Director, Kamal Vibhakar and his wife, fellow CDS member Charu Vibhakar; South Suburban Branch Director D. Spencer Pope and his wife, Lydia; Northwest Suburban Director Joseph Baldassano and his wife, Lea;

Northwest Side Branch Director Gordon Ziols and his wife, Theresa Krieger;



North Suburban Branch Director David Rosenbaum; North Side Branch Director Jun Lim and his wife, Julie Hahn; Kenwood/Hyde Park Branch Director, Sherce Thompson and her husband, Darren; Englewood Branch Director Neil Singh and his wife, Reena; and the New Dentist representative on the Board representing the Kenwood/Hyde Park Branch, Brittaney Hill and her guest, CDS member David Maclin.

Also recognized were representatives

of dental associations and dental meetings, from both the international and national dental communities.

Included were guests from the American Dental Association, ADPAC and the Illinois State Dental Society, and representatives of the American Association of Orthodontists.

The invocation was delivered by Dr. Durbin's mother, Mary Ellen Durbin.

Musical entertainment was provided by the Opal Staples Orchestra.









Be sure to return for the 2024 Midwinter Meeting



CDS President-elect David Lewis Jr. (center) is joined by his General Chair Yendis Gibson (left) and Program Chair David Williams.

With the 2023 Midwinter Meeting in the books, anticipation – and planning – for the 159th annual gathering is already underway.

Next year's meeting will again take place at McCormick Place West in Chicago for three days, from Thursday to Saturday, Feb. 22 – 24, 2024.

Between duties at this year's meeting, CDS President-elect David Lewis Jr., took a few minutes to discuss what makes the Midwinter Meeting exceptional. Its success, he said, largely hinges on the hard work of the multitude of volunteers who work diligently throughout the year, and during Midwinter Meeting week, along with the CDS staff to bring together thousands of dental professionals for three days of learning, celebration and camaraderie.

"Very few dental organizations have a team of employees with the skills of CDS to execute such a large and successful meeting," Dr. Lewis said. "So, all credit due to them is warranted and willingly

acknowledged that they deserve it. The fact that they are willing to work with all of us (board members) as we cycle through is terrific. CDS leadership and staff have been the constant that have driven the meeting forward."

Dr. Lewis said that coordination is what makes CDS and the Midwinter Meeting a "pleasure to be a part of."

The 2024 Midwinter Meeting General

Chair is Yendis Gibson and Program Chair is David Williams.

Dr. Lewis said both are North Suburban Branch members and, coincidentally, both have a military background.

"Both are very disciplined people, and are very responsible, and very calm people under pressure," he said. "They get things done."

Dr. Lewis said with the retirements of CDS Executive Director Randy Grove and Scientific Programs Director Ted Borris after the 2023 meeting, he was looking to have some experienced people familiar with continuing education requirements to help navigate the transition.

The CDS Midwinter Meeting is "The Respected Leader in Scientific Meetings" and has been bringing the dental community together for nearly 160 years.

Attendees to this year's event had the opportunity to hear more than 120 speakers in more than 240 courses and roam the Exhibit Hall that boasted more than 500 exhibitors.

Registration for the 2024 Midwinter Meeting starts Wednesday, Nov. 1. Find details at www.cds.org. ■



SAVE THE DATE: FEB. 22 – 24, 2024

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CORE VALUES

Education: As professionals, we are committed to life-long learning.

Collegiality: We promote opportunities for our members to work, serve and socialize together.

Diversity: Our unique backgrounds make us strong.

Inclusion: All who know and work with us will feel they are seen, respected and valued.

Leadership: We encourage and develop those who will inspire and guide our future.

STRATEGIC GOALS

- Expand membership recruitment, retention and development efforts
- Enhance communication and promotion of benefits to members and non-members
- Sustain and build value of the Midwinter Meeting and CDS educational programs
- Diversify revenue sources
- Provide opportunities for and development of leadership

Vision Statement

We are the respected leader in dental continuing education.

Mission Statement

We create and deliver high-quality, innovative programs that promote the art and science of dentistry and are responsive to the interests and needs of our members, the dental profession and the public we serve.

“The Strategic Plan will guide the CDS as we move forward and continue to offer member programs and benefits that are as relevant today and in the future as they have been in the past.”

– Michael Durbin, CDS President

After some finishing touches were made, the CDS Board of Directors agreed on a revised Strategic Plan for 2023-26 at its January meeting.

The three-year plan defined vision and mission statements that reflect the overall philosophy of the Chicago Dental Society, revolving around the society's unparalleled continuing education programming for members year-round and for the dental community at large through the Midwinter Meeting.

The board also zeroed in on the core values that steer the society's efforts overall and five "strategic goals" that will drive decision-making in the years ahead.

Each goal is intended to build on the others to create a stronger and financially fit organization that is responsive, relevant and grows with the needs of CDS members, said Michael G. Durbin, 2023 CDS president.

Focusing on membership growth, communication success, a strong Midwinter Meeting, diversified revenue sources and CDS leadership cultivation, the strategic goals are forward looking. Each of the tasks are assigned to a "champion," a CDS committee that will develop and shepherd various ideas to

completion. The committees and the board will have a hand in creating metrics to continually assess progress on the goals.

Some ideas that have been identified previously by committees are in progress already, such as the Amazon Business Associate Account for members that is being piloted in 2023 and a CDS website "refresh" to be completed this spring.

As they meet in 2023, various CDS committees will be encouraged by their director liaisons to identify additional objectives that can be outlined or programmed and accomplished this year.

The six CDS committees are: Dental Meeting Committee (with affiliated sub-committees), Finance, Communications, Government Affairs and Access Advocacy, Mediation and Peer Review, and Membership. The board's Executive Committee, comprised of the five officers and three senior directors, will examine the processes for developing future leaders of CDS.

Through their brainstorming and progress on the goals, the Strategic Plan envisions that committees will play a pivotal role in securing the future of CDS.

To ensure the plan has ongoing impact, yearly achievement "milestones"

have been set. The milestones revolve around maintaining high membership retention, increasing CDS membership market share, bringing on new revenue streams outside of the Midwinter Meeting, and building back attendance at the annual convention to pre-pandemic numbers.

With a changing world and continuing changes in the delivery of dental care, CDS is working hard to set goals that allow the society to adapt as needed and to respond to the needs of its members.

"Our well-thought-out Strategic Plan serves as a roadmap for success as we meet these challenges head-on," Dr. Durbin said. "While much time has been spent on the Strategic Plan, it is a living document, and, while we hope there are no detours, we must be prepared to pivot if the need arises."

An updated vision and plan for the years ahead will place CDS on solid footing to meet the future.

CDS members can watch in these pages for periodic updates on the Strategic Plan goals. Should you wish to be more involved in CDS committees, please contact your branch president. Visit cds.org and click on "Branches" to find contact information. ■

Strategic milestones

	2024 – 2025	2025 – 2026
Membership Committee	<ul style="list-style-type: none"> • Grow renewal/retention to 92% • Increase market share to 54% 	<ul style="list-style-type: none"> • Increase renewal/retention to 95% • Increase market share to 55%
Communications Committee	<ul style="list-style-type: none"> • Redesign CDS website 	<ul style="list-style-type: none"> • Redesign Midwinter Meeting landing page
Dental Meeting Committee	<ul style="list-style-type: none"> • Midwinter Meeting attendance at 22,000 with 5,000 dentists 	<ul style="list-style-type: none"> • Midwinter Meeting attendance at 26,000
Finance Committee	<ul style="list-style-type: none"> • New revenue streams identified; pilot programs launched 	<ul style="list-style-type: none"> • Non-meeting revenue grows to 20% of budget • CDS has balanced budget

SETTING THE STANDARD IN DENTAL EDUCATION

After 8 years, Ted Borris closing the book as CDS scientific director

by Joseph DeRosier

DURING HIS EIGHT-YEAR TENURE as director of scientific programs for the Chicago Dental Society, Ted Borris has seen multiple changes and challenges involving



continuing education, especially when the COVID-19 pandemic emerged and threw the dynamics of attending in-person

events into uncharted territory.

“There’s a lot of free CE out there, of dubious quality, but people got used to sitting around in their PJs and watching it on the computer,” Dr. Borris said of the pandemic’s impact on learning. “So, we are now trying to lure people back to the live meeting.”

However, Dr. Borris said, he has been encouraged at the response to the 2023 meeting as participation climbed back from the pandemic. The Midwinter Meeting just beat the pandemic shutdown in 2020 by a couple weeks. The meeting was virtual in 2021, and in 2022, a COVID-19 surge and government restrictions on public gatherings suppressed attendance.

FROM MATH TEACHER TO DENTAL SCHOOL

Dr. Borris started his professional life after graduating from Loyola University in Chicago in 1972 as a Chicago Public School mathematics teacher at Orr High School on the city’s West Side. He stayed for six years, starting as a full-time math teacher then switching to a guidance counselor after getting a master’s degree in guidance and counseling at Northeastern Illinois University in Chicago.

But then he decided to switch fields and settled on becoming a dentist. He was accepted at five dental schools and selected the University of Illinois Chicago College of Dentistry, where he graduated in 1982. He volunteered for the U.S. Air Force, serving three years as a captain at Randolph Air Force Base in San Antonio, TX.

“The economy was bad in ‘82,” Dr. Borris explained. “It was a question of what can I do to make myself a better dentist and not starve in the process.”

His Air Force experience was invaluable for learning, Dr. Borris said. “I did more dentistry in the first year than most of my fellow (dental school) graduates did in three years because we just had a steady stream of patients,” he explained.

Getting out of the service in 1985, Dr. Borris started as an associate in Lake Villa before buying a practice in Mount Prospect a year later.

Joining organized dentistry was

simply a matter of fact back then and he soon became involved in CDS, eventually becoming director of the Northwest Suburban Branch. Over the years, he also served as a member of the Illinois State Dental Society House of Delegates and as the American Dental Association Eighth Trustee District.

He was appointed as scientific program director at the start of 2015, when Al Kleszynski retired from the position.

HANDS-ON LEARNING IN DEMAND

One change he has observed in his time as scientific director is an increased need for more hands-on education.

“Younger practitioners indicate they would like more hands-on and basic dentistry (courses),” he said. Finding instructors to teach those courses is another challenge brought on by the pandemic as many senior instructors retired or left the speaking circuit.

An accomplishment he is proud of is creating a database of speakers so that planning for CDS continuing education events, including the Midwinter Meeting, is easier.

During the pandemic, Dr. Borris sharpened his writing talent, penning three suspense/spy thrillers. Retiring will give him time to finish his fourth novel and spend time on the golf course, one of his more favorite pursuits.

“It’s been a great eight years. I will say that I’ve enjoyed it,” Dr. Borris said.

NAVIGATING THE SHIFTING DENTAL EDUCATION LANDSCAPE

Dentistry in the family for Cheryl Mora as she takes on scientific programs for CDS

by Joseph DeRosier

The way dental professionals are keeping up with the latest techniques or brushing up on skills has changed in the past few years and Cheryl Mora, who stepped into the



role as Chicago Dental Society Director of Scientific Programs officially March 1, is aware of the challenges that lie ahead.

Dr. Mora was Program Chair for 2021 Midwinter Meeting, the year the annual gathering transformed from a three-day, in-person event into a virtual one due to the COVID-19 pandemic. Instead of having thousands of dental professionals from around the country and the world attending lectures, workshops and social events at McCormick Place on Chicago's lakefront, meeting participants stayed put and either logged in at home or at their office.

"I think it was a positive thing that I learned a lot about online learning because it translated into the volunteer work I did for another dental organization," Dr. Mora said.

TIME AT AGD PROVIDED EXPERIENCE, KNOWLEDGE

Dr. Mora had run the continuing education programs for the Academy of General Dentistry for about 20 years, starting with the Chicago board and moving to the state-wide program and more recently the MasterTrack Program, a hands-on participation program designed for doctors who want to get a Mastership designation from the academy.

That experience will serve her well in her position with the CDS, although Dr. Mora said it was on a "much smaller scale" than what she will oversee at the CDS.

Dr. Mora said in her role as Program Chair for the 2021 Midwinter Meeting, she got to know outgoing CDS Director of Scientific Programs Ted Borris quite well.

She said he reminded her recently that when they were discussing his possible retirement a few years ago that she quipped, "I want your job!"

Dr. Mora started her career in health-care as a nurse, earning her undergraduate degree at Vanderbilt University in Nashville, TN. She said her family moved frequently as her father worked for a number of academic institutions. She was born in Missouri but also lived in Nashville and several locations in Wisconsin, where she graduated from high school, before her parents eventually moved to Naperville. The allure of a warmer climate brought her to Nashville for college.

She returned to the Chicago area and

was working as a nurse but decided that wasn't something she wanted to do for the rest of her life.

The hospital where she worked at the time, Mount Sinai in Chicago, did a lot of dental care and she was drawn to the profession. That insight compelled her to enroll in dental school at the University of Illinois Chicago.

"I was a little older than my classmates," Dr. Mora explained, "I was still working. I worked as a nurse all through dental school and that was challenging."

Dr. Mora met her husband, Michael, also a dentist, when he was doing a dental residency at Mount Sinai. They married in 1988 and, when she graduated from dental school in 1991, they went into practice together. Their daughter, Cassie, is also a dentist and is also married to a dentist, Stephen Patterson, who works in the family's practice with offices in Vernon Hills and Arlington Heights.

Dr. Mora said the upcoming years are going to be "interesting" with efforts toward encouraging a younger generation of dentists to take continuing education in person, especially since younger generations are very comfortable with learning via a computer and represent more diversity than in the past.

"As we look at our continuing education programs the CDS offers – the speakers, the topics and the modes of instruction – we need to address the diversity of our membership to stay relevant and valuable to our members." ■

snap shots

Profiles of people in our profession

Photo by Leslie Media Group



Michael Unti sings, sings, sings

By Joseph DeRosier

MICHAEL UNTI GREW UP IN BELLWOOD, with an Italian father who loved Big Band music with crooners like Frank Sinatra, Dean Martin and Jimmy Roselli belting out ballads during the Swing era in its heyday around World War II.

That early musical foundation has eventually led Dr. Unti to the role of lead singer and manager of the Lakes Area

Swing Band, a non-profit group dedicated to preserving the Great American Songbook and providing scholarships for music students in grades 7 to 12 seeking financial assistance for attending band camp, obtaining an instrument, or attending college.

“We have 178-plus songs in our book that on any given day our band could give them a pretty good shot at,” said Dr.

Unti, who shares vocal duties with a female singer.

“Most of the songs are of the ’40s-era music of Glenn Miller, Benny Goodman, that kind of thing, but morphs into the Frank Sinatra era of the ’50s, so there is a lot of that Big Band and Swing music like Bobby Darin, Dean Martin, Sinatra, Sammy Davis Jr. and Ella Fitzgerald.”

MUSICAL JOURNEY HAD FITS AND STARTS

During middle school and high school, Dr. Unti sang in chorus, choirs and the comedy variety shows at Fenwick High School in Oak Park. During his undergraduate years at Loyola University in Chicago, he sang in some smaller combo groups as well, but efforts to form a few bands never took root.

But as a dental student at the University of Illinois at Chicago, where he graduated in 1988, a chance opportunity to show off his singing talent revived his interest in music.

Taking a break from their rigorous dental studies, Dr. Unti and friends would head to a local club to hear blues singer Gloria Hardiman. The performance bug bit again.

"We would go and see her (Hardiman) every other month, and one time I said, 'Gloria, mind if I sing one with ya!' and she said, 'Come on up!,'" he recalls.

From then on, she would press him to join her on stage when he came to the club.

He returned the favor by having her come to the dental school as a patient for much-needed bridge work, he said.

After graduation, he didn't have much time for anything else outside of his dental career, but he managed an audition with a swing band called Ocean Blue, singing the Dean Martin classic, "Ain't That a Kick in the Head."

That led to a five-year run with the 16-piece band, but the group broke up after one of the members left to make music a career.

As serendipity would have it, a friend called Dr. Unti that day to say he was at a Lake County fundraiser where a band was lamenting that they were losing their male vocalist. Introductions were made, and Dr. Unti went to the Lakes Area

"When you listen to (Big Band) music and you hear the call and response from three different instruments at a time in three different parts, it's something you just don't hear anymore."

– Michael Unti

Swing Band's next rehearsal where they asked him to sing "Ain't That a Kick in the Head."

"They said, 'That was awesome, you sound just like Dean Martin,'" he said. Since then, he has been the group's lead singer.

STUDENT OF SINATRA, PRESLEY

Dr. Unti said his singing ability just comes naturally and he has no formal musical training.

"Just like dentistry we stand on the shoulders of the giants. We don't make this stuff up, we go to class, and we look at other people on how they are doing

their preps and doing implants and we learn," he said. As a singer, "I emulate the best. I'm a student of Frank Sinatra and Elvis Presley."

Dr. Unti said when many people think of Presley, they focus on his performances, but it is his singing and tonal quality that was so special.

Dr. Unti said he likes most music and even likes to put on some country and western while relaxing at home. But he said modern music just can't hold a candle to the force that comes from a Big Band.

"There is nothing like listening to a 16-piece score of a song," Dr. Unti said. "You go to a wedding or whatever and they've got eight people there, you got a couple of trumpets, a trombone player, a guitar player and whatever, and they're playing 'In the Mood.'"

"When you listen to (Big Band) music and you hear the call and response from three different instruments at a time in three different parts, it's something you just don't hear anymore." ■

Joseph DeRosier is the CDS staff writer.





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.

Clinical, legal implications when treating patients who use marijuana

THE LEGALIZATION AND READY AVAILABILITY OF MARIJUANA TO SMOKE AND IN EDIBLES have exploded across the United States. What are its legal implications in dentistry?

First, if a dental professional suspects that a patient has come to the office high on marijuana, then he or she has a legal obligation to determine if the patient is in a state of mind to give proper informed consent for treatment. A dental professional should not be embarrassed to inform a patient who is clearly under the effects of marijuana that the appointment needs to be rescheduled.

Secondly, since smoking marijuana directly impacts the oral cavity by drying the mouth, which increases the risk of periodontal disease and caries, the dental professional must ask about marijuana use (both smoking and in edible forms) on a health history form and in updating the medical history at recall appointments. Ever wonder why beautifully placed crowns or composites develop recurrent decay by the next recall appointment? The culprit could very well be xerostomia induced by pot smoking. Therefore, such a development should be documented and the patient advised.

"If a dental professional suspects that a patient has come to the office high on marijuana, then he or she has a legal obligation to determine if the patient is in a state of mind to give proper informed consent for treatment."

Pot smoking can also impact dental implants, particularly immediate post-surgery, because its xerostomia effects can impair healing. And while there are mixed studies as to whether smoking marijuana increases mouth cancers, there is no doubt it increases the risk for cavities and gum disease.

It is also crucial for dental professionals who sedate patients, either orally or parenterally, to find out if these patients are smoking pot because it may have a deleterious effect on sedation. For

instance, THC in cannabis has been linked to an increased risk of heart attacks.

Edible forms of marijuana can also be unhealthy because they contain sugar and, like

smoking pot, cause "munchies," which increases the risk of caries and recurrent decay.

Because recreational and prescription marijuana has increased significantly in the past 10 years, the dental professional needs to be aware of cannabis in all forms and its effect on the oral cavity and in a patient's decision-making. Therefore, documentation in the patient's record about marijuana use and its impact is important. ■

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



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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.

CDS Foundation receives largest donation

WE HAVE SOME EXCITING NEWS TO SHARE. Recently, the CDS Foundation received a substantial gift from the Safco Dental Supply LLC Employees Appreciation and Retention Trust. I am thrilled to announce that the \$288,000 the foundation received from this fund is dedicated for use at the CDS Foundation Dental Clinic.

This gift represents the largest corporate gift the foundation has received to date. The generosity of Safco and its employees will provide over \$1.1 million worth of free dental care to those who would otherwise go without. This tremendous support reflects Safco's commitment to the health and well-being of everyone in our communities and will help us address the great need for oral health care in our patient population.

With this gift, Safco and its employees affirm their commitment to serving all who live in Chicagoland where the company was established in 1945.

"We feel that it is important to support the member dentists

of the Chicago Dental Society who provide care at the clinic and who work to improve oral health in our communities by using their talents for the greater good. Safco is proud to be a part of this unique and life-changing dental clinic," said Safco's Director of Marketing and eCommerce Steven Murovanny.

"We feel that it is important to support the member dentists of the Chicago Dental Society who provide care at the clinic and who work to improve oral health in our communities by using their talents for the greater good."

– Steven Murovanny

Safco Dental Supply is a leading national distributor of dental products for general practitioners and specialists alike.

Donors who wish to support the work of the clinic's volunteer dentists can designate gifts to be restricted for use at the clinic.

Cash donations are used to pay for overhead expenses such as rent, utilities, telecommunications, clinical supplies and discounted lab fees.

On behalf of our patients, I am so grateful to the Safco Dental Supply LLC

Employees Appreciation and Retention Trust for this tremendous gift.

To support the CDS Foundation Dental Clinic, please go to www.cdsfound.org. ■



The CDS Foundation Clinic needs you

COME IN AND DO WHAT YOU DO BEST – PROVIDE EXCELLENT DENTAL CARE!

The CDS Foundation Clinic treats patients of all ages, including children. We are looking for volunteer dentists, hygienists and assistants to care for patients. To volunteer, please contact the clinic. **phone:** 630.260.8530 • **email:** clinic@cdsfound.org

Located in Wheaton, the CDS Foundation Clinic offers free basic dental care to residents of Cook, Lake and DuPage counties whose incomes are at or below 200 percent of the poverty level. Our three-operatory clinic is modern and professional.

All qualified patients are scheduled in advance and volunteers are matched with the patient population of their interest.

All a volunteer needs is the desire to help.

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Equity is more than just a buzzword

MOST OF US HAVE EXPERIENCED IN SOME WAY THE UBIQUITOUS PRESENCE OF EQUITY discussions and initiatives in our lives, community organizations, school districts, workplaces, and in the public health sphere of late. The ideas that accompany equity in healthcare have brought to the forefront challenges that many of our fellow citizens face, known as social determinants, which include a person's race/ethnicity, socio-economic status, age and gender alongside a number of other intersecting variables.

When it comes to health care and our community populations, equity is seen as much more than just a buzzword, having an aim to improve health outcomes for everyone, in particular those underserved. A question to ponder is how oral healthcare equity in low-income and rural communities can be achieved within our current health system with its methods of financing and economic pressures that continue to influence the decision-making of graduating dentists.

As a young dental student in my mid-twenties, I formed a number of opinions about dental practice economics, community-based patient profiles, and opportunities that lay in front of my fellow classmates and me. Viewing myself as a "typical" American, I often thought there was place for all of us (newly educated dentists) in the wide, open spaces of traditional and non-traditional dental practice within various communities. Although committed to our profession with a goal to care for others, my education did not provide many opportunities for reflection or to gain practical knowledge about social determinants, let alone about our own biases, when it came to the overall picture of access to oral health care.

Dental students today are engaged in continual discussion, learning environments, and community clinical rotations in which they immerse into the reality that social determinants create for oral health and oral healthcare in our population. One purpose of these external rotations/community experiences is to sensitize students and influence future outcomes affecting oral health equity through individual career decisions. A question often asked is whether these experiences make a difference for low-income and rural communities.

"A question is how oral healthcare equity in low-income and rural communities can be achieved within our current health system with its methods of financing and economic pressures that continue to influence the decision-making of graduating dentists."

Reducing barriers in order to achieve oral health care equity is a complex goal but falls within professional and societal obligations addressing overall fairness for equal access. Studies and analyses from the ADA Health Policy Institute (HPI) offer tangible data that could influence policy decision-making to ameliorate aspects of oral health equity.

HPI analysis demonstrates that "dentists who treat more Medicaid patients are more likely to be Black, Hispanic, or Asian; locate in a majority non-White Zip code, a rural area, or high-poverty Zip code; work in larger practices; and are more likely to be affiliated with an

FQHC." HPI findings also suggest that the lower percentage of "dentists who are non-White (28.5 percent), especially the low share of Black dentists (3.8%), is an important factor limiting access to dental access to care."

Ongoing health policy changes need to focus on the racial/ethnic diversity of providers as one way to reduce barriers to oral healthcare access found in low-income and rural communities across the nation. As a profession that cares for the oral health needs of our nation, our obligations must include impactful action to reduce barriers to oral health equity. ■

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.



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Embrace change and be a lifelong learner; your career will soar

THE HUMBLE LITTLE SOOTY SHEARWATER IS ONE OF NATURE'S WORLD RECORD HOLDERS for the longest annual migration of any bird. These seabirds, with a wingspan of not much more than a meter, travel an incredible distance each year, logging as many as 40,000 miles. Their journey begins in the spring from their breeding colonies in the southern Falkland Islands to the northern Arctic waters to feed throughout the summer. Their circular route then takes them back down to their southern breeding grounds in the fall. They are regular globetrotters, moving from the southern to the northern hemisphere and covering as much as 310 miles a day.

So why do birds migrate such long distances?

Of course, the answer is to ensure the survival of their species. The shearwaters find safe breeding grounds to the south, and then they pursue rich feeding areas north across the ocean before returning again. If they were to stay in one spot for too long, they would soon die off. The word migration comes from the Latin word "migratio," which means change. It's a reminder that we too need to continue to change if we are going to survive.

Our present world is so dynamic that if we are unable to adapt to new technologies, new markets and new methods of communication, we will be left behind. In the world of dentistry, change is continually happening. Unlike the Sooty Shearwater, we do not need to travel around the world for the change needed to survive.

"Our present world is so dynamic that if we are unable to adapt to new technologies, new markets and new methods of communication, we will be left behind."

The information important to you and your practice is brought right to you through the written and digital editions of this publication and a number of other journals important to your practice growth. In addition, each year the CDS puts together and presents the Midwinter Meeting in your back yard – downtown Chicago.

Additionally countless courses and lectures are presented in your local branch. CDS is adapting to changes too, adding webinars to its in-person Regional Meeting line-up so you are able to keep up with all that is new and necessary to survive.

If you made the "flight" to Chicago last month, you were able to see firsthand through the lectures and Exhibit Hall some of the changes that are occurring in dentistry that can make your practice soar. If you were not able to attend, we will be looking for you to "migrate" over next year.

Change can be scary and it would be nice if we could get by without it, but our dental careers are reliant upon our ability to develop new skills and become life-time learners. Let me encourage you today to not stay in one place too long.

Continue to learn, continue to change, continue to grow and let us continue to give you the information, courses and skills to do it. Don't be afraid of the change that's going on around you, embrace the migration and find a way to thrive. As Neal Donald Walsh said, "Life begins at the end of your comfort zone." ■

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 CDS member 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.

SAVE THE DATE

159th Midwinter Meeting: Feb. 22 – 24, 2024
Registration begins Nov. 1 at WWW.CDS.ORG.

meeting place

SOCIAL & EDUCATIONAL OPPORTUNITIES

April

4: Kenwood/Hyde Park Branch

What's New in Geriatric Dentistry? Presented by Rand Harlow, DDS, FACP. At Norman's Bistro, 1001 E. 43rd St., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact Jazmine Daye Dillard, jazmine.daye@gmail.com, or call 773.227.6721.

4: Northwest Side Branch

Guided Implant Surgery: Reduce Your Stress and Increase Efficiency. Presented by Kevin Kopp, DDS, FACP. At Colletti's, 5707 N. Central Ave., Chicago. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. Contact Elise Adley, eliseadley@gmail.com or call 847.212.6211.

11: Englewood Branch

Saving the Compromised Tooth. Presented by Marty Rodgers, DDS. At Francesca's on 95th Street, 6248 W. 95th St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. contact Kathryn Bielak, klbielik@gmail.com or 312.315.4605.

11: West Suburban Branch

Regeneration in Periodontics. Presented by Sonia Belani, 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.

11: South Suburban Branch

Tongue Tie, Start Screening Today! Presented by Kacy Jo, DMD. At Crystal Tree Golf & Country Club, 10700 W. 153rd St., 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.

12: West Side Branch

Planning Meeting. Location TBA. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact John Polivka, DDS, MS, jwpolivka@gmail.com or call 708.352.4500.

14: Chicago Dental Society*

Regional Meeting:

***New day of the week: Friday, 9 a.m. – noon**

Oral Pathology (A two-part presentation)

Part 1: The Saga of an Undetected Oral Lesion (1 hour) presented by David Iglehart, DDS

Part 2: Oral and Tonsillar Cancer: What about HPV? (2 hours) presented by John Kalmar, DMD, PhD. Drury Lane, 100 Drury Lane, Oakbrook Terrace. Register at on.cds.org/regional-registration.

May

2: Kenwood/Hyde Park Branch

Are you prepared and protected? Asset Protection, Estate Planning and Tax Strategies for Dental Professionals presented by speakers from Legally Mine. Staff Appreciation Day and Installation of Officers. At Norman's Bistro, 1001 E. 43rd St., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact Jazmine Daye Dillard, jazmine.daye@gmail.com, or call 773.227.6721.

2: North Suburban, Northwest Suburban, North Side and Northwest Side branches

Suburban Scramble Golf Outing. Royal Melbourne Country Club, 4700 Royal Melbourne Dr., Long Grove. Registration: 7 a.m.; Speaker: 7:15 a.m.; Shotgun start: 8 a.m. Fee: \$200, includes: greens fees, golf cart, lunch, prizes & raffle., Registration fee increases by \$25 after April 30.

Study Clubs

Central Lake County Dental Study Club

Meets the third Tuesday of every month at noon, January – November. Contact Kimberly Zizic, 847.367.6654.

Chicago Aesthetic Masters, A Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. Email Sheldon Seidman 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. Email Don Kipper, mtk-dgk@sbcglobal.net.

Greater Evanston Dentists Association

Meets first Monday of every month, noon – 1 p.m. Contact MT Murphy, DMD, 847.869.9303.

Hellenic American Dental Society

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. Contact Robert Stanuch, 847.336.8080 or Ellis Neiburger, 847.244.0292.

NON-PROFITS & STUDY CLUBS:

Submit your meeting information online at on.cds.org/MyEvent.



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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.

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DEADLINES

May/June.....April 13, 2023
July/August.....June 1, 2023
September/October.....Aug. 2, 2023
November.....Sept. 10, 2023
December.....Oct. 12, 2023
January/February.....Dec. 1, 2023
March/April.....Jan. 26, 2024

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

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 to \$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.
hireingatallstardentalclinic.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.

GENERAL DENTIST NEEDED: North suburb solo busy practice. PPO and cash. Part time with opportunity to transition to full time. Commission based compensation. Guaranteed pay negotiable. Email CV to amise2000@yahoo.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% 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.

ASSOCIATE GENERAL DENTIST: Are you ready for the next chapter of your dental career? Are you tired of Class V composite restorations? We are seeking a passionate general dentist to join our state-of-the-art PPO and fee-for-service dental practice in Streamwood. (Opening in May) Part-time or full-time is available. As a valued provider, you will enjoy your freedom to practice your own style of dentistry while continually benefiting from your support staff at Scharrington Dental (Schaumburg) and allowing you to concentrate on patient-centric services and clinical excellence. Email your resume to nancy@scharringtondental.com.

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.
hireingatallstardentalclinic.com.

FULL-TIME DENTIST, CHICAGO: Seeking highly motivated dentist for our very well-established busy family practice. Earning potential over \$300,000. Our benefits include sign-on bonus, daily minimum, CE allowance, paid vacation, malpractice insurance, and relocation bonus. We are highest-rated practice in our area for customer care. We provide mentoring and guaranteed patient base with no corporate pressure. New graduates are welcomed, and we sponsor H1B visa and Green Card. We have trained staff supporting our dentist. Our office is state-of-the-art fully digital practice with new technology, and we accept PPO, fee-for-service and Public Aid patients. Please email your resume to dentalclinic333@gmail.com.

ENDODONTIST NEEDED for a multi-specialty group practice: Multi-specialty group practice seeks a full-time or part-time endodontist to join our busy growing offices in the Downtown Chicago and Lincoln Park offices. Advanced tech and microscope.
drsharma@atooth.com.

HYGIENIST OPPORTUNITY: We are looking for a hygienist to join our team. If you're a health-centered provider, with the desire to grow, we invite you to apply. 312.750.9000. Email ranganathan.nanditha@gmail.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 add to their schedule for stability and income. Send resume to illinoisorthodontist@yahoo.com.

PART-TIME OR FULL-TIME PEDIATRIC DENTIST opportunity in Evanston: We have a state-of-the-art facility and are seeking a pediatric dentist who is fun and professional. We allow for clinical autonomy that provides high-quality dental care. Our office is cloud-based and we are in network with most PPO insurance plans and offer fee-for-service. If interested, send resume to dentalartspecialists@gmail.com.

FULL-TIME, PART-TIME GENERAL DENTIST:

Busy pedo/ortho, remodeled beautiful practices located in Buffalo Grove, Glenview and Crystal Lake, looking to expand to teens/parents of existing patients. Full-time position includes health insurance, 401(k), disability insurance, paid time off. Please send resume to staff@pdapr.com.

PEDIATRIC DENTIST OR GENERAL DENTIST for pediatric office: Our Bensenville office is looking for an associate dentist; pediatric or general, comfortable working with pediatrics. We have flexible days and hours, full time or part time. Please email your resume to management@grandsmiles.org.

HIRING PEDIATRIC DENTIST: We are a busy suburban general dental practice with a heavy emphasis on pediatric patients. We offer therapy dogs to sit with patients during treatment and our kids love this. Parents want their kids to stay in office for treatment but I am limited in my pediatric dental skills. Position is part time with ample potential to move to full time. Daily guarantee provided initially. Applicants with two years experience or more will be considered. Please send CV to staff@thetoothery.com.

NEED PART-TIME DENTIST: Looking for a part-time dentist two to three days a week, preferably Friday and Saturday. Offer 40% collections with daily minimum. Please email bridgeviewsmiles@gmail.com.

PREMIER GENERAL DENTIST OPPORTUNITY:

The Smile Standard is a busy/state-of-the-art office in Schaumburg. Family-owned. Recently renovated. New equipment/technology. High-end dentistry performed. PPO and fee-for-service only. We are looking for a long-term associate. Visit www.onesmilestandard.com or email at info@onesmilestandard.com to inquire.

UNIQUE OPPORTUNITY FOR PART-TIME

general dentist: Seeking part-time general dentist to work two full days, Tuesday, Friday and one Saturday a month. Our patient base is 80% PPO and 20% fee-for-service, no Medicaid or HMO. Smile Pro Studio is a family-style practice not owned by a corporation. We stress quality and building relationships over speed and production. We use: digital X-rays, 3D intraoral scanners, CBCT, 3D printers, and Planmeca milling machine, exocad. Email drz@smileprostudio.com or call 847.437.3533.

PARK DENTAL SPECIALISTS: Now hiring

endodontists and oral surgeons in the Chicago area. Are you an endodontist or oral surgeon looking to start or continue your career with a company that not only offers you a job, but can offer you a dental home to call your own on a full-time or part-time basis? We are currently looking for an endodontist and oral surgeon 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. Interested? Contact dina@parkdentalspecialists.com.

FANTASTIC GENERAL DENTIST OPPORTUNITY in commuting distance from Naperville, Aurora, Geneva, St Charles, and Elgin. Come practice dentistry as it should be without production targets and DSO managers bossing you around. Our full-time doctors make between \$200,000 and \$300,000. We also offer financial guarantees that don't expire. All dentists welcome regardless of background or experience level. If interested, please email resume to chicagolanddentist@yahoo.com.

GENERAL DENTIST WANTED with opportunity to buy: General dentist associate wanted in a modern office with opportunity to buy. We are multilingual (Ukrainian-, Russian-, Polish-speaking), family oriented office over 15 years at location between Wheeling, Arlington Heights and Buffalo Grove. Please email alexkletsel@gmail.com.

FULL-TIME AND PART-TIME GENERAL

dentists needed: Immediate openings for part-time or full-time dentists in Chicago (multiple locations). New graduates welcome. Please email, call or text Andrii at andrii@briedental.org or 773.789.1771.

GENERAL DENTISTS, SPECIALISTS, WISCONSIN:

Dental Associates of Wisconsin has general dentist and specialist opportunities. Serving Wisconsin for over 45 years with a robust patient base at 15 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 general dentist or 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.

SEEKING FULL-TIME OR PART-TIME GENERAL

dentist: We are a family practice in Orland Park and Evergreen Park, looking for an experienced and compassionate general dentist to join our busy PPO and fee-for-service practice. Send resume and inquiry to rarm514@comcast.net.

GENERAL DENTIST, PART-TIME: Looking for a part-time doctor. Our offices are in Jefferson Park (60630) and The Brickyard area (60634). Accepting PPO and Public Aid patients. Send CV to hedstrom78@yahoo.com.

ORTHODONTIST: Our north suburban dental office is seeking to add a second orthodontist to our existing practice. We are a fee for service and a PPO only practice with skilled and highly trained orthodontic staff and excellent patient pool. This is an ideal opportunity for an experienced orthodontist who is able to work long term. Please send resume to generaldentist22@gmail.com.

ORAL SURGEON WANTED FOR BUSY multi-doctor Schaumburg office: Established \$4 million multi-doctor practice in Schaumburg is looking for a great oral surgeon to join the team. The practice recently built out a brand new, state-of-the-art facility with plenty of room and patients to see oral surgery patients multiple days of the week. Days and frequency are flexible. If interested, please contact toothdoc1209@gmail.com for more information.

SEEKING ORAL SURGEON IN SCHAUMBURG prosthodontic office: Looking for oral surgeon to work with a board certified prosthodontist for AOX surgeries four to six arches a month. IV sedation preferred. Compensation to be reviewed. Forward resume to joonhands@hotmail.com.

DENTIST, EQUITY OPPORTUNITY: We are looking to add a rockstar dentist to our Burbank and Blue Island locations. We invest in our dentists(including new grads) to go from being a general dentist to a super GP. Great mentorship and growth opportunity. Email your resume to caitlin@areodental.com to learn more.

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

PART-TIME ASSOCIATE WANTED: Seeking general dentist. Higher negotiated PPO fees (crowns, \$1,071). Please email resume. La Grange. Send resume to isaacq@gmail.com.

FRONT DESK STAFF: Family dental office looking for detail-oriented person to help lead our team. Minimum two years dental experience, Eaglesoft knowledge a plus. Competitive salary - commensurate with experience, benefits negotiable. Mondays, Tuesdays, Wednesdays, Fridays and alternating Saturdays. drilldoctor@sbcglobal.net or 847.537.1914.

GENERAL DENTIST NEEDED, CHICAGO OFFICE: Multi-specialty group practice seeking a full-time/part-time dentist for our offices in Chicago loop and River West area. With flexible schedule. Please send your resume to drsharma@atooth.com.

GENERAL DENTIST, PART-TIME: Digital, two-dentist Dolton fee-for-service/PPO practice ia looking for part-time associate 8 a.m. to 3 p.m. two to three days a week. Competitive guaranteed compensation. Our mantra: "Do what's best for the patient and all else follows." Grateful patients. Great team. Taking over an existing schedule (doctor is moving). Email apply@pleasant-dental.com.

ASSOCIATE DENTIST WANTED for well-established fee-for-service practice in Aurora. Looking for a general dentist for our 65-year-old well-established practice. We are looking for a compassionate and intelligent individual who is comfortable in all phases of restorative dentistry. Proficiency in endo and oral surgery is preferred. Willing to train for the right candidate. This can be a long term position leading to partnership or ownership potential in future. Call 630.362.5128.

LICENSED DENTAL HYGIENIST WANTED: Family practice in Buffalo Grove looking for self-motivated team player. Digital radiography, computer charting, patient recare and education. Local anesthetic certified a plus. Competitive rate, commensurate with experience. Monday, Tuesday, Wednesday, Friday and alternating Saturdays. drilldoctor@sbcglobal.net or 847.537.1914.

FULL-TIME ASSOCIATE DENTIST, BOLINGBROOK: Wonderful associate opportunity with 15-year established patient base of PPO, fee-for-service, Medicaid (kids) in Bolingbrook. Latest technology in the office, including digital scanning and pano/ceph. Well-trained and certified assistants and focus is on quality dentistry. Good opportunity to produce well without compromising on quality. Send CV to dentalpointe@gmail.com.

SEEKING CARING RUSSIAN-SPEAKING associate dentist, ownership: No Medicaid/HMO. All PPO and fee-for-service loyal patients. 40-year-old private practice. Great potential to expand and opportunity for ownership. Owner retiring. Great location in Chicago's northside. Call or text doctor at 224.766.9676.

MATERNITY COVERAGE: Our fully established, fully digital and extremely productive office located a short distance from Naperville, Aurora, St. Charles, Carol Stream, Bartlett, Elgin, Hanover Park and Schaumburg area needs a full-time or a part-time doctor for maternity coverage starting in early February until early May. We have fully trained staff and a relaxed working environment. Compensation is based on 35% on production or \$700/day guaranteed daily minimum whichever is higher. Accepting PPO, Public Aid and fee-for-service patients. bestparttimeopportunity@gmail.com.

SEEKING FULL-TIME GENERAL DENTISTS: Webster Dental Care is seeking a family-oriented general dentist for our Schaumburg office. This office has a long history at this location and an excellent staff. Please reply with your resume. This is a current opening for someone licensed to start work soon. DrSteve@webster.dental.

PART-TIME ORTHODONTIST POSITION CHICAGO: Well-established multi-doctor office on the West Side of Chicago, is seeking a part-time Orthodontist. Fee-for-service and Public Aid insurance for braces and aligners. Great team members and 100% autonomy of practice. orthocareers312@gmail.com.

FULL-TIME OR PART-TIME GENERAL DENTIST needed: Friendly, compassionate dental office looking for a highly qualified dentist for our well-established office. Great compensation. Email CV to dentalassociateapplications@gmail.com.

PART-TIME GENERAL DENTIST NEEDED: Northwest suburban office in need of a part-time general dentist, one year of experience is appreciated, family oriented, modern, CBCT, orthodontist in-house, friendly staff, in transition to be sold in a few years, a perfect opportunity for an associate to buy. Contact dentalinfo47@gmail.com.

ORTHODONTIST WANTED FOR SUCCESSFUL orthodontic practice: 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.

FACULTY AND ADJUNCT POSITIONS:

Assistant/clinical, assistant professor. We seek full-time and part-time dental faculty members who are responsible for working with students in a patient clinic or simulation clinic setting. Faculty members will be responsible for teaching in one-to-one, small group and plenary settings. Candidates must be able to demonstrate dental procedures in clinical or simulation situations; have strong clinical experience in the use of CAD/CAM dentistry and lasers; must possess a DDS/DMD degree; must be eligible for licensure in Illinois with at least 5 years of experience in general dentistry or their respective discipline. Previous teaching experience not required. Interested applicants may apply online at www.midwestern.edu/faculty-and-staff/employment Inquires may be sent to Dr. Stephen Palatinus, Associate Dean of Clinical Education at spalati@midwestern.edu, or Dr. Kaveh Adel, Associate Dean of PreClinical Education at kadel@midwestern.edu. Midwestern University is an Equal Opportunity/Affirmative Action employer. www.midwestern.edu/faculty-and-staff/employment.

GENERAL DENTIST NEEDED, PINGREE GROVE-Elburn: Full-time or part-time associateship position. Great opportunity in a state-of-the-art, busy private practice. Fee-for-service/PPO. No Medicaid. Please email resume to Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

GENERAL ASSOCIATE DENTIST: With a commitment to providing the highest quality oral health care, Everyone's Family Dental is looking for the right person to join our team as a general dentist. Our dentists have clinical freedom and autonomy like in traditional private practice without the administrative and financial burdens of practice management. We believe our dentists are highly skilled professionals, so we have no production requirements and you'll never be treated like a number. Daily minimum \$850/\$40,000 sign-on bonus. Email carolina@efdentalcare.com.

GENERAL DENTIST NEEDED IN HYDE PARK: We are looking for a provider to join our team. Provider should have at least one to two years of experience. Compensation is based on a daily minimum and or production percentage. We are a fee-for-service and PPO office. We offer a warm and friendly environment and work along other dental specialists. Please send resume to ivorydental47@gmail.com.

MATERNITY LEAVE COVERAGE NEEDED:

Maternity leave coverage needed April 17 - June 16. Wednesdays and Thursdays 9 a.m. to 7 p.m. Possible long-term opportunity available if the right fit with the office culture. Will pay daily minimum. Minimum one to two years experience preferred. Email smiledds28@gmail.com or call Dr. Christine Snow at 860.338.1796.

GENERAL DENTIST: Naperville office seeks a motivated, caring general dentist associate to join our growing, well-established practice. Candidate should be comfortable working with children and quality oriented. Great opportunity for recent grads. Email your CV to basselds@yahoo.com.

FULL-TIME DENTISTS NEEDED, CHICAGO AREA: Seeking enthusiastic, hard-working dentists to join our group. We are 100% DDS owned. Patient base is 50/50 fee-for-service and PPO. Reimbursements are among the highest in the state. We pride ourselves in being a place where dentists can find a home for their career with a pathway to future ownership. We pay 30-33% of collections. The average income for those first three years is \$231,00, \$264,000, and \$313,500 with ambitious go-getters well exceeding these averages. We offer benefits and a sign-on bonus. Please email your resume to mtarczon@granddentalgroup.com.

BEST LARGE OFFICE: We are seeking an exceptional dentist with at least one year experience. We are a large practice with amazing culture over 23 years. Original owners are practicing dentists that like to mentor. Located a half-mile off Highway 55, just 35 minutes from downtown. In-office certified lab techs and specialists. Partnership available. Check out our reviews. Email CV to drkhurana@vvdental.com.

FULL-TIME OR PART-TIME GENERAL DENTIST: General dentist needed for successful South Chicago practice. Dentist owned, fully digital, PPO practice. No HMOs. Opportunity for mentorship if needed. 35% of collections. Email bracesbybarnes@gmail.com.

PEDIATRIC DENTIST OR GENERAL DENTIST for pediatric office: Pediatric office in Bensenville looking for Associate Dentist to. Flexible days and flexible hours. Please send resume to management@grandsmiles.org.

GENERAL DENTIST FOR VERY SUCCESSFUL southwest suburban practice: General dentist position: autonomy, respect, changing lives every day. Successful multi-specialty fee-for-service, PPO practice in southwest suburbs looking for enthusiastic caring dentist with high standards to take over a productive schedule. Proven systems with awesome team. Latest technology. Spanish a plus. No corporate red tape. Ownership potential after associateship. 2,500 square feet, eight treatment rooms and looking to expand. Email resume to highpointdental5x@gmail.com and text 630.621.2645 after emailing resume.

GENERAL DENTIST FOR NAPERVILLE COMMONS: P1 Dental Partners is currently looking to add a general dentist to the Naperville Commons practice. P1 Dental Partners is a DPO (Dental Partner Organization), but unlike most corporate dentistry companies, we are focused on maintaining the goodwill and relationships our practitioners have built over time. P1 was founded on the idea that People are the most important part of what we do. john.froman@p1dentalpartners.com.

FULL-TIME OR PART-TIME GENERAL DENTIST wanted: Wonderful long-term opportunity in an established, state-of-the-art Palatine practice. We are looking to add an associate to continue serving our patients as we have for over six decades. Senior partner retiring. 100% fee-for-service. Base daily rate or percentage of production, whichever is higher. Opportunity offers a well-trained staff, mentoring from an established practitioner, and no evening hours. Please email if you're interested, palatinedentist22@gmail.com.

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.

GENERAL DENTIST: Multispecialty group practice seeking a full-time/part-time dentist for our offices in Chicago loop and River West area. Flexible hours and days. Please send your resume to drsharma@atooth.com.

ASSOCIATESHIP TO OWNERSHIP:

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.

PERIODONTIST WANTED, ASSOCIATESHIP

in suburbs: Well-run periodontal practice seeking associate periodontist to work toward ownership in the next few years. Practice possesses four operatories, fully digitized with CBCT, on a busy thoroughfare. The practice located just outside the city of Chicago and is supported by a caring owner and strong staff. Flexible schedule and competitive pay package offered. Please call Rex Plamann at DDSmatch to learn more, 855.546.0044 or email rplamann@ddsmatch.com.

PART-TIME ASSOCIATE DENTIST WANTED: Well-established dental office in southeast suburbs seeks a motivated associate. We are multi-specialty with six operatories and great growth potential. Extensive patient base and experienced staff make this an excellent opportunity with buy-out/partnership option for the right person. Email resume to familysmiles91@gmail.com.

GENERAL DENTIST, \$1,000 A DAY: Full-time general dentist to work at Rockford location. This is an established full-service general dentistry practice. \$1,000 per day or 35% of total collection at the end of each month. rabeh0398@yahoo.com.

MOTIVATED GENERAL DENTIST AND pedodontist: We are seeking a full-time/part-time motivated general dentist and pedodontist to join our state-of-the-art, and fully digital office in Addison. New graduates/H1B are welcome. Apply at chicagodental12@gmail.com.

ASSOCIATE DENTIST NEEDED: Immediate opening for part-time or full-time dentist in Hyde Park, three-plus years of experience. Please email, call or text Raya at raya@udclinics.com or 708.986.6736.

PART-TIME GENERAL DENTIST NEEDED:

Part-time dentist need for an office in Andersonville area. Must be a PPO provider. Please send your resume to and1700smile@yahoo.com.

GENERAL DENTIST OPPORTUNITY: Dental Associates, Orland Park. Full-time or part-time general dentist opportunity. Attractive compensation and benefit packages. Our Dental Associates Orland Park clinic provides dental care with the latest technology. Visit www.dentalassociatesorlandpark.com. Email kherman@dentalassociates.com.

OUTSTANDING OPPORTUNITY, general dentist, Peoria: We are looking for a general dentist that is looking for an excellent opportunity that shares our vision of delivering high quality dentistry. Our family dental practice is a single doctor practice equipped with cutting-edge technology including: completely digital, CEREC, Dentsply Wave One Endo, Diode Lasers, Isolites, CBCT/Ceph radiography. We value technology in the dental field to assist our providers in providing top level care. We compensate our doctors on net production (not collections) with a guaranteed minimum compensation. There is also a relocation compensation package included. This position is in a high producing office seeing over 700 new patients a year with a gross production of \$1.8 million. Please text/call 309.369.3284 or email shadyoakdental@gmail.com for more information on this position.

ORTHODONTIST NEEDED: We are looking for an experienced and energetic orthodontist to join our team both part-time or full-time, four to 14 days a month. Please email raya@udclinics.com or call Raya at 708.986.6736.

MISCELLANEOUS

ANTIQUO OAK DENTAL CABINET: Antique dental cabinet; solid oak, heavy, circa 1910-15. Dimensions: 64 inches high, 50.5 inches wide, and 18 inches deep. Price, \$3,000. <https://on.cds.org/7whdxm>.

POSITIONS WANTED

KEEP ALL IMPLANTS IN-HOUSE:

Experienced traveling surgical team available with all equipment, implants, instruments, bio-materials needed for any implant case, All-on-X cases, IV-sedation certified, Zygomatic/Pterygoid Implant-placement for new or redo cases on your patients, in your office. Stop referring them out and keep those cases in-house. www.surgicalsuities.com, drsam@surgicalsuities.com, cell number, 312.532.9691.

EXPERIENCED ORTHODONTIST LOOKING FOR

part-time position: Experienced orthodontist available two days a week looking for part-time position. Prefer work near southwest suburbs of Chicago. Call/text 815.735.0689. Email wsortho2@gmail.com.

KEEP ENDODONTICS AND EXTRACTIONS

in-house: Stop referring out molar endo and extractions and allow your patients to be treated where they are most comfortable; your office. I have extensive experience in endodontics and surgical extractions. I can travel to your office to provide these services. Contact me today to start scheduling your patients and see for yourself the difference it can make for your practice and your patients. 703.599.0878. endotreated@gmail.com.

SPACE SHARING

SEEKING SHARED SPACE, West Rogers Park or surrounding area: My current practice location will be demolished starting in June. I'm a long-time dentist trained in all specialties. Ideally, I'll need two operatories for three to four days. Can bring existing patients. Please call 773.793.4176.

SPACE SHARING, SOUTHWEST SUBURBS:

Available immediately two to three operatories fully furnished with front desk availability. Private office also if needed. Please contact us to discuss your arrangements and needs. Email fjmgala@aol.com.

SPACE SHARE IN MODERN 3-OP GLEN ELLYN office: Recently renovated 3-op office, fully-digital with scanner. A-dec chairs. Comprehensive lab. Well-located office in professional building. Must see. pbp@parkblvdentistry.com.

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

FOR RENT

DENTAL OFFICE FOR RENT PRINTERS ROW, Chicago: Dental office for rent in Printers Row in Chicago. Twenty-year dental office location for rent; 1,800-square-foot ground floor office with big retail windows bustling with residential and retail foot traffic. Mixed retail and residential premium neighborhood. Located within a mile of all major Chicagoland highways, commuter train stations and public transport. Live and work in the best downtown neighborhood centrally located for sports venues, entertainment, museum campuses and lakefront recreation. Strong community loyalty and downtown location makes this a unique opportunity. Long-term lease available. gapltd@gmail.com.

TURNKEY OFFICE, BLOOMINGDALE: Want to expand? Space is move-in ready. Three ops and a 10-op space available. Everything included w with up-to-date equipment. Great opportunity for a specialist, too; built-in referral source. Free rent. bloomingsdalere@gmail.com.

DENTAL SUITE AT SIX CORNERS Medical Center, Chicago: Turnkey 1,100 square-foot dental suite. Newly remodeled. Three fully plumbed treatment rooms with large windows and LED lights. rent@cicerocc.com or 312.266.2211.

TURNKEY DENTAL OFFICE STERLING, IL: This newer building is ready to go. Located in medical area of community. 8 operator rooms. Up to date equipment. Great opportunity for an underserved area. Flexible on lease. peteharkness@peteharkness.com.

DENTAL OFFICE FOR RENT IN DES PLAINES dental building: 850 square-foot office with an additional 850 square-foot storage unit in Oakton Dental Medical Plaza. \$1,250 per month. Contact mramseycnnr@gmail.com.

NORTH SHORE, LIBERTYVILLE: Proven successful location on Milwaukee Avenue, totally renovated 1,650 square feet with full basement, ample private parking, flexible buildout, leasehold allowance and terms negotiable, 847.404.6458.

DENTAL OFFICE FOR RENT, 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.

FOR SALE BY OWNER

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.

THE OFFICE YOU'VE BEEN LOOKING FOR: Six ops, \$614,000 in collections, Plainfield. Newer office. Four ops fully equipped, six ops plumbed. 2022 collections was \$614,000. All PPO and fee-for-service on 4.5 days a week. Medicaid for kids only. Located in a busy shopping center in Plainfield. Asking \$600,000. Fully staffed and ready for a new owner. Won't have to spend a dime on updated. Please email 708dds@gmail.com.

DENTAL EQUIPMENT: Digital X-ray machine, Belmont PHOTXII, 10 years old; dental chair, Engle 300 96540, 10 years old; older Ampo Asepsis Series dental chair AMPCO MU510; and other miscellaneous equipment. Call 708.424.3334.

NORTHERN ILLINOIS PRACTICE FOR SALE: Long-established general dental/specialty practice for sale in the Rockford area. Multi-location and multi-doctor group practice. The main office is 6,000 square feet with 10 dental chairs and five specialty chairs. The other two locations are 1,700 square feet and 1,400 square feet each with four chairs. Patient base is a mix of PPO/fee-for-service and totals about 6,000 patients. Currently collecting around \$2 million. For more information contact northernillinoisdental@yahoo.com.

OPPORTUNITY TO BUY PRACTICE, SAUGANASH area: Be your own boss. Great opportunity for a general dentist to buy an active well-established family dental practice with a stable staff and three updated operatories. Located at Cicero and Peterson. Send interest to Dr. Richard Vogel at doctorv24@gmail.com.

ST. CHARLES OFFICE FOR SALE: Fully equipped dental office located in St. Charles for sale. Rent \$1,800. No patients, two ops, room for three. Fully digital, must sell quick asking \$50,000. Great start up practice. Please email nwestpractice@gmail.com.

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.

OFFICE FOR SALE: Office for sale in Kankakee. Three ops fully equipped, all digital. Gross \$240,000. 13,000 patients. \$120,000 includes building. Call Bill at 708.287.3887.

3-OP TURNKEY PRACTICE, DES PLAINES: Modern/clean three-op (A-dec chairs) practice for sale in Des Plaines. Perfect for a general dentist or specialist. Does not include patients. Practice will include chairs, vac/compressor, computers, etc. \$75,000, hurry, this won't last long. If interested, email dentaljobsdp@gmail.com.

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. TURNKEY OFFICE FOR SALE IN JOLIET:

Prime location, three ops, grossing over \$500,000, asking \$350,000. We see kids and adults. We take Medicaid, PPOs and fee-for-service, but no HMOs. Call or text 312.971.7091.

LOOKING TO PURCHASE

PRACTICE PURCHASE, CASH BUYER,
Woodstock/Huntley area: Cash buyer. Client is looking to reside in Huntley/Woodstock area. Ideal timeline to transition ownership is April/May. Very productive, full-time, full-service doctor. Edge Advisors is working for this doctor to find a practice to purchase. Open to direct purchase or work through broker. Contact Drew Lockie at 715.579.4076 or drew.lockie@edgeadvise.com.

LOOKING TO PURCHASE OFFICE: Requirements:
1) Office doing restorative/preventative dentistry only. 2) Fully fee-for-service or close to it. 3) \$750,000-plus in yearly collections. 4) Four to six chairs. 5) Digital office. Please call/text 331.645.7737.

LOOKING TO PURCHASE/RENT TURNKEY
dental space: Independent dentist looking for office space around 2,000 square feet in Niles, Glenview, Des Plaines or Park Ridge. Should have completed dental build-out. Email sboyarskiy@yahoo.com or text 84.269.4323.

FOR SALE BY BROKER

JOLIET PRACTICE FOR SALE: Newly remodeled. Well-established family practice. Dentist is retiring. Five treatment rooms. Three equipped. Collections: \$400,000. Fee-for-service. Refers endo, ortho, oral surgery. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

PRACTICE FOR SALE: Near North Suburban boutique practice, two ops, \$355,000 collection on 28-hour week. Nine weeks of vacation. 47% overhead. 800 patients 80% fee-for-service, 20% PPO. 95% collection rate. Refers ortho, endo, oral surgery. Contact tmcdermott@paragon.us.com.

1126994, CHICAGOLAND, GENERAL DENTISTRY: Collections \$3.3 million, four locations, five full-time GPs, real estate available at one location, looking to partner with DSO. <https://buildout.com/website/1126994-sale>. Pete Saladino, 815.621.6663 psaladino@jrossiandassociates.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. 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.

ORLAND PARK PRACTICE FOR SALE: Excellent opportunity. Well-established practice located in a highly visible free-standing building. Three treatment rooms. Average collections on 3.5 days: \$281,000. PPO/fee-for-service. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

FOR SALE, ST. CHARLES DENTAL CONDO: Move-in ready. Perfect for any general or pediatric dentist or orthodontist looking for their first office. Also makes an ideal satellite location. \$399,000 Contact Phil Smith at 630.862.5944 or phil@ccreil.com.

CHICAGO, SOUTH SUBURBS practice for sale: New. Well-established quality practice located in a highly visible free-standing building with parking. Four treatment rooms. Experienced team. Average collections: \$824,000. PPO/FFS. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074.

ADDISON OFFICE FOR SALE: Great starter practice for sale in Addison. Has three operatories with digital X-ray and digital pan. One year Gross of \$200,000 with a mix patient base of PPO and Medicaid. For details contact Bill Houston at 630.242.5678.

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.

SOUTH SUBURB PRACTICE SALE: Located close to the Indiana border. Highly visible location, Five treatment rooms. Collections: \$571,000. PPO/fee-for-service. Dentrrix and Dexis. Digital pan/ceph. Contact: Jim Plescia, Professional Practice Transitions jplescia@e-ppc.com, 630.890.6074.

1099939, GLENDALE HEIGHTS: general dentistry practice for sale. Collections: \$750,000, PPO, fee-for-service, Medicaid, four ops (expandable), real estate available, up to two-year transition. <https://buildout.com/website/1099939-sale>. Pete Saladino, 815.621.6663, psaladino@jrossiandassociates.com.

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.

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, fee-for-service 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 ops, 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 operatories, \$350,000 in collections, real estate offered.

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

NORTHWEST INDIANA: Pediatric practice, \$1million 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.

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. Sold.

CHICAGO: \$1 million. Sold.

NEARWEST SUBURB: \$875,000, fee-for-service, PPO, digital beautiful high visibility building for sale with practice \$400,000+ net income.

WEST SUBURB: \$1.25 million, 6 ops, fee-for-service, PPO paperless, CBCT. Pending.

WEST SUBURB: \$600,000-plus. Fee-for-service, digital, all specialty referred.

SOUTHWEST SUBURBS: \$2.5-plus million, 35% hygiene, 4,000-plus active patients, fee-for-service, \$1.15 million net income.

NORTH SUBURBS: \$1.35 million, fee-for-service. Pending.

NORTH SHORE: \$965,000. Fee-for-service, restorative, all specialties referred \$500,000 net income.

NORTH SHORE: \$2 million fee-for-service. Sold.

NORTH SHORE: \$760,000, FFS. Pending.

NORTHWEST SUBURBS: \$830,000, digital paperless, low overhead, priced to sell.

NORTHWEST SUBURBS: \$950,000, PPO/FFS collections. Pending.

NORTHWEST SUBURBS: \$790,000. Sold.

NORTHWEST SUBURBS: \$590,000, three days per week. Free standing building available for purchase.

McHENRY COUNTY: \$700,000. Sold.

NORTH CENTRAL IL: \$1.4 million, Five-plus ops, hygiene 38% of revenue, four days a week.

NORTHERN IL GENERAL DENTAL PRACTICE

for sale: New to the market is a general dental practice – with easy access to both Chicago and Rockford. The current doctor is interested in exploring all transition options; including partnership with a group or another dentist. They would like to continue to practice for five years; transitioning to retirement. Five operatories with newer equipment. Collections of \$1.201 million and EBITDA \$352,000. With almost no advertising, the practice sees an average of 15 to 20 new patients per month and has 2,580 active patients. Additionally, a significant growth opportunity is available with additional hours of operation. To learn more, please contact Professional Transition Strategies: bailey@professionaltransition.com or call 719.694.8320. REFERENCE #IL102722.

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.

CHICAGO: Large, established, two-dentist, eight-op practice in a desirable high-traffic building in downtown Chicago. Annual revenue \$700,000 on only 24 hours per week. #IL3318

CHICAGO WEST SUBURBS: Mid-\$800,000 revenue practice with upward trend. Modern, very well kept six-op digital 2,500-square-foot office with Conebeam. Located on main road in one story building with ample parking. #IL3317

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 approximately \$400,000. #IL3064

CHICAGO NORTH SUBURB: 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 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 2-2.5 days per week. #IL3198

CHICAGO NORTH SUBURBS: Large 19-plus-op digital office, CBCT, Dentrax 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

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 WEST SUBURBS: Modern, digital three-op practice \$350,000-plus range revenue on only 3 days a week. Great location in outlot from Home Depot and other major retailers on very busy Ogden Avenue. #IL2750

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

SOUTH SUBURB PRACTICE SALE: Located close to the Indiana border. Highly visible location, Five treatment rooms. Collections: \$571,000. PPO/fee-for-service. Dentrax and Dexis. Digital pan/ceph. Contact: Jim Plescia, Professional Practice Transitions jplescia@e-ppc.com, 630.890.6074.

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. FFS/PPO. Associate driven. Turnkey.

CHICAGO, MIDWAY: New. Six ops and one plumbed. Street level storefront. FFS/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.

FFS/PPO. Seller will associate. Great location.

Must see.

DOWNERS GROVE: Three ops at street level.

FFS/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?

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A N N U A L

GOLF

O U T I N G

wednesday **JUNE 14**

OLD OAK COUNTRY CLUB

14200 S. Parker Rd., Homer Glen

www.oldoakcc.com

Registration: **7 a.m.** | Shotgun start **8 a.m.**

FEES

Includes golf cart rental, BBQ lunch and prizes!

EARLY BIRDIE FEE:

\$135/player
Must register by June 7

BOGIE FEE:

\$150/player
If registering after June 7

REGISTER EARLY! Limit of 72 players

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RSVP by June 7

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2023

SUBURBAN SCRAMBLE

WEDNESDAY

May 24

Royal Melbourne Country Club

4700 Royal Melbourne Dr., Long Grove

Registration: 7 a.m.

Speaker: 7:15 a.m.

Shotgun start: 8 a.m.

Fee: \$200

Includes: greens fees, golf cart, lunch, prizes & raffle.

Registration fee increases by \$25 after April 30.



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