

cds review

MAY/JUNE 2017 WWW.CDS.ORG



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RSVP by Aug. 22 to Joanne Girardi at jgirardi@cds.org.

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April 19 Regional Meeting minutes

The Regional Meeting of the Chicago Dental Society convened April 19 at 9:07 a.m. at the Drury Lane in Oakbrook Terrace with CDS President Phillip Fijal presiding.

Inasmuch as the official minutes of the meeting of Sept. 21 were published in the December 2016 issue of the CDS Review, a motion was entertained to dispense with reading them.

MOVED by Louis Imburgia, seconded by Walter Lamacki, and carried to dispense with reading the Sept. 21 minutes at this time.

MOVED by David Fulton, Jr., seconded by Loren Feldner, and carried to accept the minutes of the meeting of Sept. 21.

Inasmuch as the official minutes of the meeting of Nov. 2 were published in the December 2016 issue of the CDS Review, a motion was entertained to dispense with reading them.

MOVED by Dean Nicholas, seconded by Charles DiFranco, and carried to dispense with reading the Nov. 2 minutes at this time.

MOVED by Louis Imburgia, seconded by Loren Feldner, and carried to accept the minutes of the meeting of Nov. 2.

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

There was no Unfinished or New Business to report.

Dr. Fijal encouraged the attendees to visit the exhibitors during the breaks to see what each had to offer, and to thank them for their continued support.

Dr. Fijal asked that attendees silence their cell phones.

With no further business, Dr. Fijal called upon the Regional Meeting Program Chair Loren Feldner to introduce Katherine Eitel Belt, who presented the program “The Lioness Principle: Becoming the Team Leader You Were Born to Be.”

The meeting was adjourned at approximately 2 p.m.

CDS, ISDS dentists team up to care for Illinois veterans on Nov. 11

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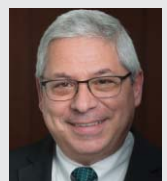


Election of CDS officers to be held at the Nov. 8 Regional Meeting

CDS WILL HOLD ITS ELECTION OF THE 2018 OFFICERS NOV. 8 during the Regional Meeting at the Drury Lane in Oakbrook Terrace. The officer nominees are:

- Louis Imburgia, president
- Cheryl Watson-Lowry, president-elect
- Terri Tiersky, secretary
- Dean Nicholas, vice president
- Thomas Schneider Jr., treasurer

The installation of the 2018 CDS Officers ceremony will take place Nov. 12, at the Palmer House Hilton Hotel, 17 E. Monroe St., Chicago. A welcome reception begins at 6:15 p.m., followed by the installation at 7 p.m. A special dessert reception concludes the evening festivities at 8 p.m.



Louis Imburgia



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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.

The 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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vox pop

Comments from our readers

ADA addresses dental disease, access with community dental health coordinators

EDITOR WALTER LAMACKI CORRECTLY POINTS OUT in his column, “G.V. Black was Right” (December 2016), that prevention should be a major strategy in addressing dental disease.

As a former dental director and clinician of a federally qualified health center for 12 years, now the director of the American Dental Association Council, on Advocacy for Access and Prevention, I couldn’t agree more about how prevention validates the beloved statement of Benjamin Franklin who once said, “A stitch in time saves nine.”

I would, however, like to take this opportunity to supply the most current information regarding the ADA Community Dental Health Coordinator (CDHC) program.

Many ADA members will



recall the three-year pilot program, which enrolled its first cohort of trainees in 2009, several years after approval by the 2006 ADA House of Delegates.

Dr. Lamacki is correct in stating that 34 trainees completed the pilot program as of 2014. The pilot program concluded in December 2012 and it took some time to analyze the

data (contained in the 175 page report to the 2013 ADA House of Delegates) and streamline the curriculum.

Then the schools, which were strong participants in the pilot program, had to “reboot” with students and faculty.

There are now more than 50 graduates of the program with over 90 people from 16 states in training at this time. There are 10 schools in eight states offering or preparing to offer the program. Some of

the graduates are the best advocates for the program, many of whom state that the program has taught them to perform better community outreach, reduce the broken appointment rate at their clinics, and/or increase their cultural competence. The ADA has a CDHC transition team to keep track of it all.

Addressing the upstream determinants of dental disease takes in-depth training of motivational interviewing, health literacy, community mapping, interprofessional collaboration and some key skills from the community health worker world. We applaud the progress this program has made, which is truly more than a “half-baked” effort in the disease world of underserved populations.

Expanded function dental assistants, approved by the Illinois House of Delegates, are a strategic tactic to help increase access. I worked with

two of them at my previous health center job and statistics show that they can increase productivity of a dentist by at least 20 percent. As many of my colleagues have observed over the years, this really expands access by helping a dentist see more patients and render more services.

Both of these strategies increase access tremendously and promote oral health across the lifespan to communities who struggle with multiple issues which impact their access to dental care, especially prevention services. These strategies also keep the dentist as the head of the team and the only professional allowed by licensure to perform surgical services.

Wouldn’t G.V. Black be proud?

– Jane Grover, DDS, MPH
Director of the American Dental Association Council on Advocacy for Access and Prevention

CDS member seeks bone marrow for stem cell transplant



Kapil Vij

KAPIL VIJ, A CDS MEMBER AND FORMER FACULTY MEMBER AT THE UNIVERSITY OF ILLINOIS AT CHICAGO COLLEGE OF DENTISTRY suffers from myelofibrosis, a rare form of blood cancer. A past president of the UIC Alumni Association, Dr. Vij and his wife are also expecting their third child.

Dr. Vij is in need of a stem cell transplant and seeks a bone marrow donation. Members of the dental community are asked to help by registering with Be the Match, an online bone marrow registry operated by the National Marrow

Donor Program.

To get involved, please go to on.cds.org/bethematch.

Those registering should be between the ages of 18 and 44, meet general health requirements, fill out a consent form, do a cheek swab and be ready to donate to any patient in need.

For more information email amichalczyk@itxm.org, or visit the Facebook page www.facebook.com/HOPE4KAPIL.

Although Be the Match seeks donors between ages 18 and 44, those over age 44 can still help others who have blood cancers by visiting www.dkms.org.

Illinois dentists fall victim to lack of state budget

WITH THE ILLINOIS STATE BUDGET FREEFALL ABOUT TO ENTER ITS THIRD YEAR, COUNT DENTISTS AMONG THE HEALTH CARE PROVIDERS WHO ARE HURTING as the impasse drags on.

Riverdale dentist Kevin Patterson, chair of the Chicago Dental Society Finance Committee as well as director of the South Suburban Branch, laments the state's reluctance to borrow money to pay its bills, decisions that have sowed havoc for many dentists.

"I can't understand why (the state) is borrowing from dentists rather than go to the bank," Dr. Patterson said. "It's creating all this stress for associates and downstate dentists."

Gov. Bruce Rauner and Democrats, who control the General Assembly, are in a bitter standoff over budget priorities, a stalemate that appears likely to continue. Without a budget, many "non-essential" vendors who do business with the state have not been paid, creating a two-year backlog that tops \$12.7 billion as of April 30, according to the Illinois comptroller's office. Of that, dentists are owed \$193.5 million, as calculated at the end of 2016.

Delta Dental, which administers the state's dental plan for state employees, hasn't received state funds to fully pay claims for nearly two years. While Chicago-area dentists feel the effects of delayed and partial payments from Delta Dental, dentists downstate and in university towns, where the percentage of state employees is higher, are carrying a much larger proportion of debt tied to delayed reimbursement.

For Dr. Patterson, the state's IOU is

Nearly 2,000 Chicago dentists were owed a total of \$16.5 million as of Dec. 31, according to the Illinois Department of Central Management Services. Downstate, the backlog is worse. At year-end, the state owed 149 dentists in Springfield \$27.1 million, 119 dentists in Urbana-Champaign \$16.5 million, and 80 dentists in Carbondale \$6.1 million.

approximately \$200,000. And while that number is considerable, he said, as an established dentist with a healthy practice, he's fortunate to be in a position to weather the lagging payments. But, he added, he worries for his young associates and other dentists who are struggling with debt or young families or health issues "who are being forced to loan money to the state" through low to no reimbursement for

services they provide their state-employee patients in good faith.

He also pointed out that non-reimbursement for state employees has been complicated further by couples or families with secondary dental insurance. Those insurers won't pay until the primary carrier pays, compounding the hit on a practice's finances.

Dr. Patterson was pleased to read a recent *Crain's Chicago Business* article about what dentists are facing, but wished more people were aware of the ripple effects as the budget standoff drags on. Even when a budget is finally passed, Dr. Patterson said he expects it will take the state two years

to catch up on payments.

"It's a story that needs to be told," he said.

Legislators are tinkering with a bill that would allow dentists whose claims have not been paid for six months to charge state-covered patients up front for services. A committee vote is due in late May. ■

— Reporting by Stephanie Sisk

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PRESIDENT'S PERSPECTIVE by Phillip Fijal, DDS

Write to Dr. Fijal at pjflptp@aol.com.

Leadership Challenge No. 3

ON A WALL THAT HELPS CREATE THE “WELCOME WINDOW” PORTION OF OUR FRONT DESK IS A FRAMED DOCUMENT ENTITLED “FIJAL AND ASSOCIATES STATEMENT OF PHILOSOPHY.” It begins with a mission statement consisting of just two sentences followed by more detailed descriptions of how our products, patients, staff, business principles, future and leadership will exemplify and support that mission. I wrote it in 1987.

Back then, with my father retiring and his partner leaving to focus on his practice in another suburb, I was left with a pretty good practice but no idea how to run it. Our partner and friend, Tom Kwiatt, gave me two pieces of advice that changed my practice forever; if I wanted to learn how to be the leader of my practice and develop the business skills I sorely lacked, hire The Pride Institute as consultants – which he had, and if I wanted to do better, more comprehensive dentistry, attend The Pankey Institute, as he was doing.

One of the very first exercises our consultants put us through was to write down our vision and create a mission statement for our practice.

It didn't take me long to write down what my dream practice looked like from top to bottom. It has been 30 years since I penned those words, and that dream vision is much closer today than when it was written. There have been, and continue to be, plenty of bumps along the road, but without that written roadmap, I would have been constantly lost. The work I did early on helped give me direction and created a clearer path. And it's never too late.

So here's my leadership challenge: work to become the leader in your practice. Take the time to develop and write down your vision for what you want your practice to look and operate like. From the time your patients walk in, to when the door closes behind them, visualize each interaction along the way.

- What kind of office design do you want them to see?
- What type of staff do you want them to be treated by?
- What type of dentistry do you want them to receive?

In the operations of the business, what type of systems do you want in place for insurance, patient records, continuing care, scheduling and payment?

If you don't know, there are several very good consultants and firms in the marketplace that can help direct and teach you. Companies like The Pride Institute or Mosaic Management can provide you with the tools necessary to systematize your practice and manage staff, while building your leadership skills.

If your vision includes doing a different style or type of dentistry, take the necessary continuing education that will immerse you. There are many avenues for higher learning in our field. My choice, as I said, was The Pankey Institute where in six years I had completed its entire continuum. But there are many other options out there.

One of the greatest learning experiences exists right in our backyard. Our very own Midwinter Meeting offers a variety of participation courses that can further enhance your clinical skills.

Casting a clear vision is one of the most important tenants of a leader. It is the dream that is not only contained in your mind but also in your heart. It has to be clear enough for someone to follow, especially if that someone is yourself.

But vision without action is just daydreaming.

So get busy.

Write it out, share it with your staff and engage their help to make it happen.

The roadmap that your heart will allow you to create will take you places you would have never thought you could travel. ■

Casting a clear vision is one of the most important tenants of a leader. It is the dream that is not only contained in your mind but also in your heart.

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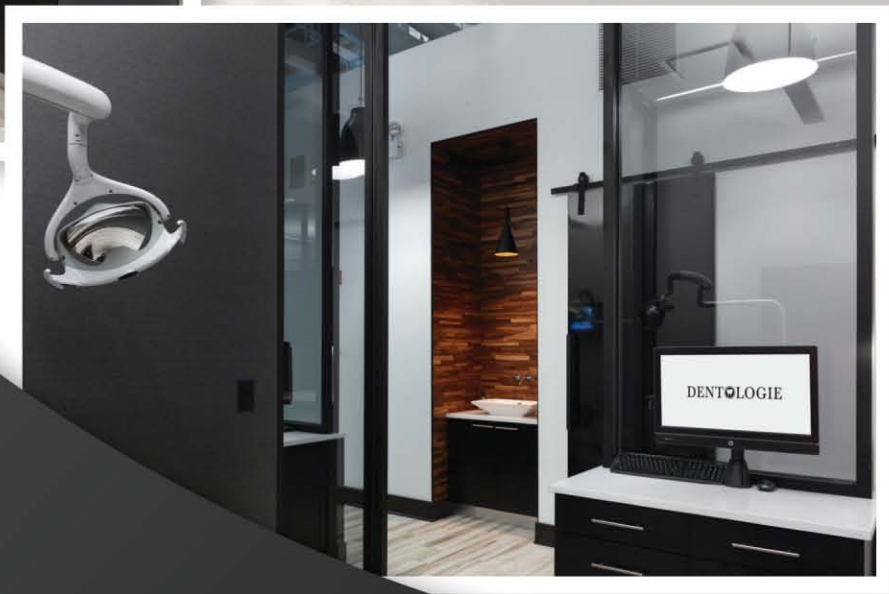
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Right marketing strategy will attract new patients

BY JOSEPH DEROSIER

Doing marketing and advertising once was an easy decision for dentists, because frankly, there was not much to it. Besides office signage and community outreach efforts, such as sponsoring a local Little League team or becoming involved in a service club, dentists did not have many marketing options; their sole focus could be good dentistry.

But times change and will continue to change.

Getting the word out about a practice involves a myriad of efforts from coupons in ad pack mailings, email blasts, websites, social media and a host of other outlets.

Experts agree, even though the landscape has changed, there are standards and truisms that are everlasting.

And that includes knowing the difference between advertising and marketing, said Robert Pick, a periodontist in the Aurora/Naperville area, who also runs the The Pick Group, a health care consulting firm.

“Marketing is what you do, and how you do it is through advertising,” explained Dr. Pick.

He said that advertising is only a subset of marketing and that marketing must embody the goals, vision and expectations of a practice. And there is a

difference between external and internal marketing, although they are intertwined, he added.

Harvey Weingarten, who is in private practice in South Bend and is also on the faculty of the Indiana University South Bend School of Dental Education and the IU School of Dentistry in Indianapolis, said there is a difference between external and internal marketing.

Dr. Weingarten said focusing only on external marketing such as offering coupons and advertising specials to draw in new patients is a mistake. He said internal marketing has a great payoff. First, keeping patients reduces the turnover rate, which means retention reduces the pressure to find new patients to maintain practice at capacity. Plus, those happy patients can spur new patients through word of mouth.

“You have to treat patients the way you want to be treated yourself,” he advised.

But it all starts with the dentist knowing who they are and what they want their practice to accomplish.

That’s why Dr. Pick said he is a big proponent of dentists holding an annual one- or two-day retreat with staff at an off-site location.

“What is the office mission?” he asked, “What is the vision, where are you going?” These are the questions that need asking at a retreat.

“If your team is not on board with your vision, how do you know what to market?” asked Dr. Pick.

Consultant Judy Kay Mausolf, who was a practice administrator for 25 years before starting Practice Solutions, Inc. in Minnesota, agrees.

“It all starts with the doctor being clear about what the doctor cares about,” Ms. Mausolf said. “You can’t be all things to all people.”

She said some core standards help dentists build their practice and keep patients happy. And one of those is consistency.

“It’s really about building relationships,” she said. “It’s all about managing expectations. You have to be clear about who we are and what you offer. Consistency, that’s how you manage expectations.”

And those actions are really marketing, even though they are not labeled that.

Ms. Mausolf said creating a consistent environment, such as always being on time and getting to know the patient’s family situation helps the dentist put a human touch on the

“Building relationships with your staff and patients takes time. Start with a vision, but give yourself and everyone else time to get there.”

experience. She advises dentists to use all five of their senses, — sight, sound, touch, taste and smell – when evaluating how they are projecting to patients.

And setting up a marketing plan is a job for professionals, the experts said.

Virginia Moore, a practice management consultant and speaker who runs Moore Practice Success out of California, goes even further.

“Marketing is what you do every moment of every day,” Ms. Moore said. But that effort takes a financial commitment.

She recommends dentists spend about 1 to 3 percent of office production on marketing. Specialists should expect to spend up to 5 percent.. That figure would include the cost of professional help.

“What I see is that most general dentists are not even spending 1 percent,” Ms. Moore said. For instance, dentists sometimes try to save money by not using a professional to set up a website.

“They try to do it in house,” she said. “They say they’ve got a guy or a brother-in-law or the neighbor’s 15-year-old who knows how to get on the Internet.” But

that is not sound planning, she added.

A marketing professional will also help a dentist understand what their marketing dollars are buying and give them a way to measure the results.

Skipping marketing all together is not advisable.

“If you’re going to survive today, I 110 percent believe that you have to have some kind of marketing,” Dr. Pick said. “You can’t survive on two new patients a month, you absolutely need to have some marketing.

“I don’t care how good of a dentist you are – you can have the best clinical skills around but unless you have all the components (in place) it’s not going to happen. Image, coupled with strong performance is unstoppable.”

And having a strong marketing system has benefits outside of financial reward, Ms. Moore said.

“If the business is strong it frees up the dentist to do excellent dentistry, and be the best dentist they can be and not have to be worrying about how to pay the bills.” ■

Mr. DeRosier is the CDS staff writer.

Photo: 469810434/istockphoto.com

Here are some tips to help you traverse the marketing maze:

- Having a dedicated budget for a marketing plan will help make it successful.
- Get total office staff buy-in and keep the marketing plan in mind for every step of the patient experience.
- Have one team member be in charge of social media. As Dr. Pick says, “It’s complicated but also fun.”
- All the experts we talked to agreed on this one point — a well designed website is crucial to project the right image and be an easy resource to both current and potential patients.
- The website should absolutely have video, Dr. Pick said. What started as window dressing has become a must have to reach today’s younger patients.
- Building your reputation online will pay dividends. Dr. Pick said that in his opinion positive comments on Google Reviews have an even bigger impact than good reviews on Yelp.
- And don’t cheap out, hire a marketing professional to help with your plan and get an expert to design your website.

Joseph DeRosier is the CDS staff writer.



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access to care

A look at the challenges facing our profession



Many CDS members go above, beyond for access to care

Chicago Dental Society dentists go above and beyond to make sure that young people have access to proper dental health care.

CDS member Jason Grinter and two members of his dental team went to Muchin College Prep in Chicago on March 28, to perform cleanings and dental screenings for about 90 students. The effort was part of a program by Dr. Grinter to provide dental services to students at several of the Noble Network of Charter Schools.

Dr. Grinter also visited Noble Academy and Chicago Bulls College Prep to provide dental service to students who requested service.

“The Noble schools have been really helpful and responsive

so it has really encouraged me to do more and more,” he said.

Dr. Grinter said his outreach program tears down the barriers to care that many of the students face. Parents sign a consent form ahead of time so he and his staff know ahead of time how many students they will see in a given day.

Jennifer Cardenas a sophomore at Muchin who was part of the program said, “It was great to have my teeth cleaned.”

Dr. Grinter said he saw about 75 students at Muchin College Prep. Some just needed cleanings but if any student was found to have a dental issue that is serious and needs immediate care, he tries to find resources though colleagues in the area to get them help.

If the screening finds cavities that can wait, he works with the family to help the student find a suitable dental home and encourage them to do a follow up.

While younger children have their own set of dental issues, he said, it is important that high school-age students are screened.

“Many are insured through Medicaid and you’re insured for cleanings only up until you’re 18 years old, so this is our time to make sure the kids are good going into adulthood.”

And adolescence is a key time for dental care, he said.

“During the teen years our bodies are still growing, but then when we get into adulthood we don’t have as many avenues for preventative care, so this is important,” he explained.

He said a toothache can be annoying and make concentrating difficult in school, which would be a shame considering the charter school students have a great opportunity to go on for a higher education.

He said students sometimes don’t appreciate how much good dental health is important to overall health and success.

He said he donates his services for uninsured students.

“It’s a great experience for everybody,” he said.

The Chicago Dental Society also donated more than 360 toothbrushes and tubes of toothpaste for the service at the three Noble schools. ■

— Reported by Joseph DeRosier. Photos by Tricia Koning.





PRACTICE SMARTS by Joanna Brown

Write to Ms. Brown at joanna@tjbrown.com.

Photo: sturti / istockphoto.com.

How to hire your dental team

RECRUITING NEW STAFF MEMBERS IN THE DIGITAL AGE IS A DOUBLE-EDGED SWORD. Online job boards make it easier, faster and often less expensive to get your job opening in front of more eyes. But sorting through the pool of résumés that flood your email inbox can be overwhelming.

Identifying your specific needs before you place an ad and then reading responses with a critical eye will enable a most successful hiring experience.

“Hiring is very different that it was 20 years ago,” said Kelly Marinelli, a Denver-area human resources consultant and a spokesperson for the Society of Human Resource Management’s (SHRM) Talent Management Special Expertise Panel. Consider these findings from a 2014 SHRM survey of 411 HR professionals regarding résumés, cover letters and interviews:

- The majority (76 percent) of respondents spend less than five minutes reviewing a résumé to determine if the applicant will proceed to the next step of the selection process.
- Regarding cover letters to accompany a résumé, only 22 percent of survey respondents thought it was a mistake to omit a cover letter.
- And for the ultimate interview, respondents were split on whether candidates should wear formal business suits; 53 percent agreed that candidates should wear suits, as has long

been standard practice.

So before you hang the HELP WANTED sign in your window, consider your needs. Ms. Marinelli said posting a carefully written job description in the right place will save you a lot of headaches.

Look inside your office first. Ms. Marinelli said your existing staff can help you define the open position.

“You can make it clear to staff that you are interested in their input but that you will be the final decision maker,” she explained. “But the staff may point out things that the dentist misses, such as that the employee who is retiring had a certain skill or talent that needs to be filled by the new hire, or veteran staff members might say that they are really interested in coaching a young person to fit a certain role.

“When hiring is a collaborative process, the whole staff is ready on Day 1 to onboard the new hire and make them successful.”

When the job description is ready, you have many options for advertising the opening. Professional associations, schools and a wide variety of trade publications host job boards, so consider all of their pros and cons. In her work, Ms. Marinelli favors a recruitment website that allows employers to set qualifying questions in their job posting; applicants who don’t meet your selected criteria – such as a specific certification – are automatically disqualified from applying.

But if your first ad doesn't attract the kind of résumés you were expecting, Ms. Marinelli recommended a second try with a revised ad on the same platform.

"It's rare to have 100 résumés that meet your needs exactly," she said.

"Look for résumés that are clear and easy to read, especially if you'll be expecting your new employee to communicate with patients regularly. Look for proof that they have performed the functions that you are looking for and that they have achieved desired results, whether that is shown through awards or internships or leadership positions."

But, Ms. Marinelli said, don't ignore experience outside of dentistry. "Look for longevity and progression in their responsibilities in any field. They can be quite telling."

And don't disparage gaps in a résumé. If there are a few

Identifying your specific needs before you place an ad and then reading responses with a critical eye will enable a most successful hiring experience.

years missing from the employment history of a candidate who is otherwise qualified for the position, allow them to explain it in an interview.

"A lot of times people have great stories to tell about sabbaticals or time spent caring for a sick family member," Ms. Marinelli said.

The only deal-breaker for her is a job applicant who is unresponsive. When she finds a résumé she likes, Ms. Marinelli will email, call and text message the candidate to arrange an interview. If she doesn't hear back in a reasonable amount of time (forgiving weekends and holidays, of course), she moves on.

"People are busy, I understand, but if you're really interested in a position you'll make it a priority to get back to me. If I have to reach out to you a second time, it tells me that you're not excited about the opportunity I've presented or else you're not making this job a priority," she explained. ■

The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society. CDS presents Practice Smarts, a column addressing practice management issues dentists and staff members experience in the office. Practice Smarts is prepared by Joanna Brown, a freelance journalist. Email suggestions for topics to be covered to joanna@tjbrown.com.

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IT'S THE LAW by John M. Green, DDS, JD

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How to handle a negative review on social media

A DENTAL PATIENT POSTS THE FOLLOWING COMMENT ON YELP:

"My experience with Dr. Dentist was awful. He and his staff were rude, they overcharged me and my teeth are a mess."

What should the dentist *not* do?

Firstly, do not overreact. Patients have the right to post positive and negative reviews.

Secondly, most reviews are not "legally actionable" in that a dentist is not likely to be successful in filing a lawsuit claiming slander or libel due to a negative review. So save your money.

On the rare occasion that a patient crosses the line and claims the dentist has done something criminal, then seeking legal advice may be an option.

Thirdly, writing a scathing online response is not good for public relations.

Here are some suggestions in dealing with a negative review:

- **Do nothing.** most people don't care beyond you. Relying on their own experiences with their dentist, patients are sophisticated enough to know that a negative review is often more than meets the eye and thus, they are not likely to put much weight in the review when making a decision.
- **If you recognize that the posting is from a particular patient, then privately contact the patient to address the concern.** If on the other hand, the post is unidentifiable as to who a specific patient is, then perhaps write a response such as:

"I'm sorry Ms. Patient that you feel that way, but I first became aware of your unhappiness when you just posted your comments. I am always available to discuss your concerns, as I am with all my patients. I look forward to hearing from you."

With such a response, you can turn a negative into a positive.

- **Treat it as a learning experience.** Negative reviews, while difficult to accept, provide an opportunity for the dentist to make changes. For instance, the social postings that complain about long wait times or staff members who are impolite, can be used to take corrective measures.

Taking legal action is a last resort. In extreme circumstances when a patient makes comments alleging unethical or criminal activity, the dentist should contact an attorney who deals with these issues. There is a growing cottage industry of attorneys and practice management companies that guide the dentist in dealing with such negative reviews.

Online reviews are the "new normal." Keep in mind that while negative reviews are upsetting, very few patients see these reviews, and those who do usually understand that such postings are part of doing business with the public. Therefore, a dentist should not overreact, but rather use it as an opportunity to perhaps make changes to their practice and to reach out to the disgruntled patient. If the review cannot be connected to a particular patient, then responding online shows the public how seriously the dentist takes the posting and is willing to address the complaint. ■

Editor's note: The above article does not constitute legal advice but is for educational purposes only. In order to obtain legal advice, a personal consultation with an attorney is required. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society. Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for more than 24 years. Find more information on Dr. Green at www.greenlawoffice.net.

Photo: Eva-Katalin / istockphoto.com

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**CHICAGO DENTAL SOCIETY
FOUNDATION**



FROM THE GROUND UP Inside the CDS Foundation by Michael Durbin, DDS, MS

For more information about the CDS Foundation, visit www.cdsfound.org.

We can't do it alone

SINCE 2013, THE CDS FOUNDATION HAS PROVIDED FREE DENTAL CARE TO THE UNDERSERVED AT ITS CLINIC IN WHEATON.

The mission of the CDS Foundation Clinic is to serve the working poor who otherwise don't have access to dental care. The clinic serves both children and adults, with adults constituting the largest percentage of patients. Services



CDS Foundation Clinic staff: Melissa Simon, Zoe Vainikos and Marta Cortez.

provided include prophies, extractions, restorations and limited prosthetic procedures. These services are provided by CDS member volunteer dentists from throughout the Chicago area. Patients who receive services must provide proof that their

household income is at or below 200 percent of the federal poverty level, which for a family of four is just over \$48,000. To put that in perspective, two working adults with two kids, earning \$12 per hour each would meet our criteria for care. I am thrilled to announce that the CDS Foundation Clinic just surpassed \$2 million in donated dental services.

This could not be accomplished without the dedication and generosity of our CDS member volunteer dentists who staff the clinic five days a week, year-round, many times with all three chairs of the clinic filled.

Our efforts also require a dedicated team of volunteers and paid staff who run the day-to-day operations of the clinic. The clinic is overseen by a seven-member Board of Managers, consisting of dentists and non-dentists who are charged with running the clinic as if it is their own practice. The Board is led by past CDS President Keith Suchy, who serves as president of

our Board. The rest of the Board includes CDS members Glenn DeWeirdt, myself, Kevin King, Stephen Palatinus and Joe Sperlazzo, as well as Robin Gathman, Manager of Tradeshow and Special Events for Planmeca. The Board meets on a regular basis to address the issues that we face in our own practices, but without the benefit of being there in person every day.

Our Board is aided in the day-to-day operation of the clinic by an excellent support staff. Marta Cortez, our office coordinator, has been with the clinic for just a few short months, but she has already made significant strides in recruiting new volunteers to provide treatment. She has also developed new partnerships with local agencies to refer more patients to the clinic.

Melissa Simon, the clinic coordinator, has been with the clinic for four years. She helps our volunteer dentists to provide state-of-the-art care in a warm and caring environment. She also helps recruit and retain our volunteers through her positive and friendly spirit. Ms. Simon remarked that the clinic's patients are some of the kindest and most grateful patients, and she enjoys helping them receive quality dental care.

Zoe Vainikos, a dental assistant at the clinic, has not only helped with direct patient care, but she has also helped advance marketing efforts to recruit new volunteers for the clinic. Ms. Vainikos hopes to attend dental school in the future, and I am sure she will be successful in accomplishing her goal.

"Working here has opened my eyes to access-to-care issues in Chicago, and I hope to continue to contribute to this cause in the future as a dentist," said Ms. Vainikos.

The combined efforts of the Board, the clinic staff and volunteers has resulted in almost 400 patients treated, in more than 1,500 visits and more than 1,600 volunteer hours resulting in more than \$510,000 in donated care in 2016 alone!

Please join us in helping those who are most in need by volunteering your time at the clinic. You can contact Ms. Cortez directly at 630.260.8530 to volunteer. Find information about the CDS Foundation and opportunities for financial support for the clinic and other CDS Foundation programs at www.cdsfound.org. ■

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Our goal is to persuade 3,000 Illinois Dentists to set aside five appointments on Veteran's Day to treat Illinois Veterans. This would offer the capacity to serve 15,000 Illinois Veterans and to provide more than \$2.25 million in donated dental care.



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Keep watching the Illinois Dental News, your ISDS emails and our website for information.





The new faces of dentistry

Class of 2017 Senior Graduation Gala

On April 23, senior dental students from the Midwestern University College of Dental Medicine – Illinois and the University of Illinois at Chicago College of Dentistry were treated to a graduation party at Maggiano’s in Oak Brook, sponsored by the Kenwood/Hyde Park, West Side and West Suburban branches of the Chicago Dental Society. The new grads were welcomed by branch leaders and CDS officers and were encouraged to get involved as members. ■

Photos by Tricia Koning. View more Senior Gala photos at on.cds.org/photos





snap shots

Profiles of people in our profession



Keeping time with Anthony Maoloni

by Joseph DeRosier

ADULTS TAKE PAINSTAKING EFFORTS TO GET KIDS INTERESTED IN A SUBJECT.

They'll pay a bundle for music lessons, spend time carting kids back and forth from athletic practices, or buy elaborate starter kits for everything from magic shows to stamp collecting, all in the hopes of getting kids interested in something. But, there is no telling what small and seemingly insignificant act can influence the mind of a child, and ignite an everlasting passion.

A trip to the zoo might spark a lifelong interest in creatures of all sorts and shapes or a walk past a construction site might ingrain a love of architecture and construction. Such a pedestrian moment had just that affect on a 10-year-old Anthony Maoloni.

Well before he graduated from the Loyola University School of Dentistry in 1977 and became a successful orthodontist with offices in Flossmoor and New Lenox, Dr. Maoloni and his brother spent an afternoon visiting an aunt. The weather outside was miserable, and his aunt looked for a way to keep the youngsters occupied during a rainy afternoon.

So she dragged out a box filled with old alarm clocks and let them go at it.

Dr. Maoloni's brother could have cared less about the clocks. His interest, it seems, was more geared toward the cultural aspects of life and he became enthralled with movies, especially the old-time silent varieties. Dr. Maoloni said his brother has an

encyclopedic knowledge of all things cinema.

But little Anthony Maoloni couldn't get enough of the clocks. He spent hours taking them apart and trying to get them to run again.

He was hooked.

From that time on he developed a passion for the world of timepieces from simple wristwatches to giant tower clocks that display the time for all in a city to see.

It takes two to three hours for him to work on a watch project, he said.

Friends who know of his hobby will bring in a watch that needs repair. Plus, he goes to flea markets and swap meets through the National Association of Watch and Clock Collectors looking for treasures.

"I have a collection of them," he said of fine time pieces, "I take them and try and repair them."

But it is an instrument that had a reputation for being an everyman watch that intrigues him the most.

"I'm particularly fond of Timex watches," he said. "It has a very interesting history."

Actually, the wristwatch only became popular about a century ago with the first being made in 1868 for a Hungarian countess as a ladies accessory. The Timex brand evolved from the Waterbury Clock Co., which started in 1854.

The company's history is intertwined with two world wars, sandwiching a cartoon mouse of certain fame in the middle, Dr. Maoloni explained. It is the intersection of history and old-fashioned American quality and simplicity that is admirable about the Timex, he declared.

During World War I, the company reworked a ladies pocket watch into a wristwatch so soldiers didn't have to pull out a pocket watch. And then, during the Great Depression, the company turned to Mickey Mouse to save the day, producing the famous character watch that sold for \$1.50 and kept the company from going bankrupt.

During World War II, two Norwegian

immigrants who fled their homeland after the German invasion, bought the Waterbury company and used the technology to manufacture bomb and artillery fuses that were simple but accurate, Dr. Maoloni recounted.

After the war, the company decided to convert its fuse building Timex plant to manufacture inexpensive yet reliable wristwatches.

These were mass-produced, Dr. Maoloni said, but were a testament to American know-how and industry.

"The design of the mechanical watch was not a thing of beauty," he said, "but they worked, and it was fantastic to see it stamped on the back that they were made in the U.S."

Timex watches were made with hard alloy bearings and were virtually indestructible, whereas high-end watches made using synthetic sapphire jewels were more delicate although they are a more smooth running instrument.

But there is a trade-off – an increased fragility and a hard knock could easily crack a jewel, Dr. Maoloni said.

Timex was famously advertised on TV with newsman John Cameron Swazye putting them through various

torture tests and exclaiming, "It takes a licking and keeps on ticking!"

Dr. Maoloni said he works on jeweled watches brought to him by friends.

He said his training as a dentist has helped with his hobby.

"The skills I learned in dentistry have helped me with the dexterity to handle very, very tiny parts," he said.

He'll even take a crack at fixing a battery powered quartz watch, which has the advantage over a mechanical watch of being highly accurate yet durable.

Dr. Maoloni said while he admires the technical aspects of a quartz watch, and some of the newer watches that run on solar panels and can turn themselves off when you sleep and jump to the correct time when you wake up, they just don't have the same allure as a Timex.

"A mechanical watch has a soul, it was crafted and assembled by a human being," Dr. Maoloni said. "Sure, quartz watches might be designed by a human, but they are machine made and assembled." ■

Mr. DeRosier is the CDS staff writer. Photos by Randy Belice.





Special Olympics Special Smiles

ATHLETES AND VOLUNTEERS GATHERED MAY 3 AT ECKERSALL STADIUM – at 82nd Street and Yates Boulevard in Chicago – for the annual Special Olympics Special Smiles.

About 600 athletes participated, while 470 were provided dental screenings and oral health care advice by a team of 68 volunteers that included dentists, hygienists, dental assistants, dental residents and dental students.

Many other organizations pitched in to help, including CDS, the ADA, the Greater Chicago Hispanic Dental Association, the Loyola University of Chicago GPR program, Advocate Illinois Masonic Hospital Dental Department GPR program, the University of Illinois at Chicago College of Dentistry pediatric dentistry department, Northwestern University College of Dental Medicine – Illinois and private practitioners and their staffs.

The Special Smiles discipline of Healthy Athletes provides comprehensive oral health care information, including offering free dental screenings and instructions on correct brushing and flossing techniques to participating Special Olympics athletes. Special Smiles has demonstrated remarkable success in creating awareness and improving access to dental care for children and adults with special needs.

While the date of the 2018 Special Olympics Special Smiles event is still being planned, it typically takes place in the first or second week of May. Volunteers are always welcomed and needed.

If you would like to get involved with next year’s event, please email Ricardo Mendoza, ricardo.y.mendoza@gmail.com, or Ilie Pavel, docpavel1@yahoo.com and make the subject of the email “Special Olympics.” ■

Photos by Tricia Koning. View more Special Olympics photos at on.cds.org/photos.





branch news

Reports from our nine branches

Englewood Branch

by Denise Hale, DDS

Warren Fatland tells me that his granddaughter is graduating from the University of Miami with a degree in Communications. No DDS, so keep on working, Warren!

Dennis Nowak has three grandchildren ages 4, 5 and 6. I guess he's keeping busy in retirement.

Congratulations to **Neil Singh**, our New Dentist Committee representative.

Speaking of new dentists, we extend a warm welcome to two recent graduates who joined us for dinner at our April branch meeting. **Kelly McGowan**, from the Midwestern University College of Dental Medicine – Illinois, is practicing with **Elaine Stolis** in Palos Hills. And **Anna Kolencherry** from the University of Illinois at Chicago College of Dentistry is practicing in Franklin Park. Anna is also working in public health dentistry in Palatine with special needs children. We hope to see these two young women at future meetings!

Karen Kowalesik is engaged to be married May 6 to Mike Patrick at St. Rita.

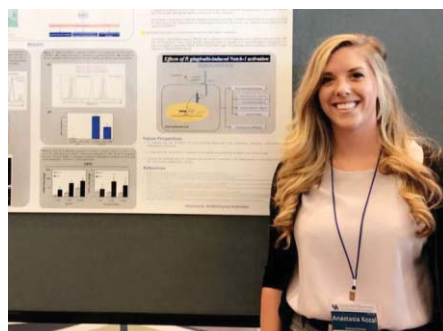
John Green's son, John, was recently accepted into dental school at Midwestern University. John said he'll be setting up his Go Fund Me account soon!

Bob Michet's son, Ryan, is beginning his undergraduate studies at the University of Illinois and is interested in following his dad's footsteps in the future. Only eight more years, Bob.

In March, **Denise Hale** attended the ADA and ASDA Lobby Day 2017 in Washington D.C. More than 1,000



ENGLEWOOD: For ADA Lobby Day in March, CDS members and ASDA students visited the ADA townhouse in Washington, DC. Pictured (clockwise) are Michael Durbin, Ravi Barot, CDS President Phillip Fijal, William Crusey, Ashley Nowdomski and Denise Hale.



(Left): Former Englewood Branch Director John Kozal reports that his daughter, Anastasia, earned second place for her research project on periodontal disease and its markers. She is a senior at the University of Kentucky, where she was competing with dental students as well as specialty residents.

dentists and dental students came to Capitol Hill to lobby for dentistry. The three top issues were the *Affordable Care Act* – with an emphasis on keeping Medicaid for children, allowing dental students to refinance their debt more than once, and repeal of the *McCarran-Ferguson Act* by the Senate, which the House voted to repeal by a 416-7 vote.

Peggy Richardson and I attended the Capital Conference in Springfield in April and contributed to lobbying

efforts. We had a great conversation over dinner with **Robert Bitter** and ADA President-elect Joe Crowle.

On behalf of the Englewood Branch and CDS, **John Kozal** presented textbooks and scrubs to 16 dental hygiene students at Fox College in Bedford Park.

Have a great summer!

North Side Branch

by Ashley Kauffman, DDS

Congratulations to our outgoing branch president, **Josh Ries**, who accepted the Most Recruited and Retention membership award on behalf of our branch at the Capital Conference in Springfield!

Welcome to the world, Andrew Dylan Ries, the third child of **Josh Ries** and his wife, Andrea. Baby Andrew was born Jan. 15, weighing 7 pounds, 1ounce, and measuring 20 inches.

Cristian Pavel recently returned from a dental mission trip to Guatemala. He joined a group of 32 dentists from the U.S., Canada, Ireland and England. They met up in the town of Jutiapa and set up a clinic with 16 portable operatories.

The volunteers completed extractions from 8 a.m. to 6 p.m. from Monday through Thursday, removing an average of more than 700 teeth per day!

The mission was featured in the local news, which created long lines almost every day of patients waiting for much-needed dental treatment, according to Cristian. He said that, “This was an incredible experience. (I met) so many good people, and I learned so much.”

Cristian’s mission trip was combined with a continuing education course in oral surgery, presented by Dental Development Seminars, an organization whose mission is to work in locations to provide care for people that do not have access to dental care. To learn more, visit www.weteachextractions.com.

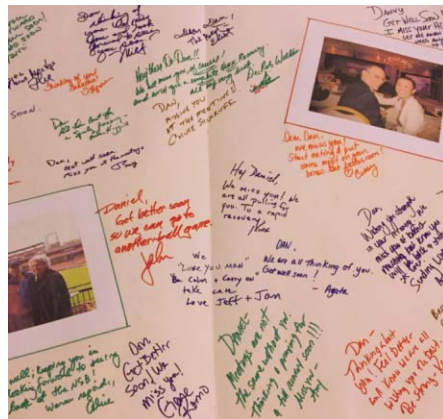


NORTH SIDE: (Top left) Big Brother, Jacob (6) and Big Sister, Emma (4) with their newest sibling, Andrew Dylan Ries.



Kenwood/Hyde Park Branch by Sherece Thompson, DDS

Cheryl Watson-Lowry (front row, center), her husband, William, and sons William and Evan, hosted a gathering of community leaders to discuss anti-violence issues and collaborative efforts to prevent violence. The family was joined by local ministers, as well as Cook County Board President Toni Preckwinkle and Cardinal Blaise Cupich.



The North Side Branch wishes a speedy and healthy recovery to our past Branch President **Daniel Berman**.

North Suburban Branch
by Karen Kasinski, DDS

Condolences and continued prayers go out to **Richard Janson**, on the loss of his wife, Diane, and to **Dennis Manning**, on the loss of his mother, Loretta.

John Kelsey and **Heekyoung Jo** announced that they are transitioning their Highland Park practice to **David Goldberg**.

David graduated from the University of Michigan School of Dentistry and completed his orthodontic residency at the University of Illinois at Chicago College of Dentistry.

David lives in Highland Park with his wife, Abigail, and their two cats.



NORTH SIDE: (Top) We wish a speedy and healthy recovery to past Branch President Daniel Berman. Pictured is the card that branch members sent to Dan.

(Top left) Cristian Pavel traveled to Guatemala for a dental mission trip.

(Bottom left) Ilie Pavel joined seven other ISDS member dentists to provide dental care to communities in need in Honduras.



NORTH SUBURBAN: (Top left) Branch officers for 2017-18 were elected at the March branch meeting. Pictured (L-R) are David Rosenbaum, treasurer; Kelley Gyllenhaal, vice president; Ted Constantine, president; Jackie Rosen, president-elect; and Karen Kasinski, secretary. Installation of new officers took place May 7.

(Top right) Jim Benz brought residents from Advocate Illinois Masonic Hospital to the March branch meeting.



(Bottom left) John Kelsey and Heekyoung Jo have sold their Highland Park practice to David Goldberg.

(Bottom right) Christine Culp and David Lewis and their daughters, Kathleen and Anne, watched the Chicago Blackhawks beat the Colorado Avalanche March 19 at the United Center.

Our branch hosted a new dentist event at McCormick & Schmick's in Old Orchard. The event was called *Wine, Dine and Get Your Finances In Line* and was sponsored by Merrill Lynch and featured speakers from Merrill Lynch and Bank of America. The event brought together 45 new dentists to learn about the financial issues that new dentists frequently encounter, such as student loan debt and purchasing or starting a new practice.



Northwest Side Branch

by Paul DiFranco, DDS, MS

Our branch held its final meeting of the season April 4 at Gene and Georgetti's in Rosemont. It was an



NORTHWEST SIDE:
(Left, L-R) Evanthia Vranas, Margaret Lachowicz, Barbara Mousel and Katie Rothas attended the ADA Leadership Conference in March.

(Above) Branch Director Chuck DiFranco installed the 2017-18 Northwest Side Branch Board: John Kaminski, president; Mark Spinazze, president-elect; Robert Busan, vice president; Larisa Spirtovic, treasurer; and Patrick Fitzgerald, secretary.



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For information on affiliation or career opportunities, please visit
www.chicagolandsmilegroup.com or contact us at info@csgsmiles.com or (630) 235-6331.



NORTHWEST SIDE: Mike Biasiello and his staff hosted Italian dental student Annarita DeFrancesco for a day at his practice.

important meeting, as we transitioned to our board for 2017-18. Branch Director **Chuck DiFranco** installed the new executive board: **John Kaminski**, president; **Mark Spinazze**, president-elect; **Robert Busan**, vice president; **Larisa Spirtovic**, treasurer; and **Patrick Fitzgerald**, secretary.

We thank outgoing president **Gordon Ziols** for all of his hard work on making 2016-17 a great year!

Looking back on a successful Midwinter Meeting, we thank all the hardworking members for their participation and leadership to make it a great meeting.

In April, branch members **Lou Imburgia**, **Chuck DiFranco**, **Sal Storniolo**, **Spencer Bloom**, Kim Bloom, **Mike Biasiello**, **Barb Mousel** and **Tom Schneider** joined other CDS members at the Capital Conference in Springfield. They were briefed on issues facing dentistry by the Illinois State Dental Society staff, including Dave Marsh. They met with elected officials to discuss current issues in dentistry. We thank them for their commitment to keeping our profession strong.

Barbara Mousel attended the ADA Leadership Conference in Washington, DC. Barb brought three dental students to meet with Rep. Peter Roskam's staff. We are proud of the way she has represented our branch.

As we head into graduation season, please remember the impact that you can make by mentoring a dental student.

For example, **Mike Biasiello** graciously shared his wisdom as an experienced leader of his dental practice with dental student Annarita DeFrancesco from Bari, Italy. She was

visiting with family in the Chicago area and took an opportunity to shadow Mike at his office. Annarita currently attends the Università di Foggia. I'm sure that she will take those ideas back to Italy with her as she starts her career.

Donating time to help other future dentists is a great way to give back to the profession.

I have enjoyed my time reporting our branch news and wish everyone a wonderful spring and summer!

Northwest Suburban Branch by Sylvia Deek, DDS

We wrapped up a wonderful year in April with our Installation Night at the Rolling Green Country Club. The elegant evening included dinner, dancing and casino gaming.

Several branch members attended the Capital Conference in Springfield this past April and participated in Dental Lobby Day, which was organized by the Illinois State Dental Society.



NORTHWEST SUBURBAN:

(Left) Lorelei Grise's daughter Olivia, and Dan Greising's daughter, Sarah, both students at Prospect High School, advanced to State in Competitive Dance.



(Right) Mike Durbin, UIC College of Dentistry Dean Clark Stanford and CDS President Phil Fijal met with State Sen. Terry Link (second from right) in Springfield for Dental Lobby Day in April.


CDS President **Phil Fijal**, Branch Director **Scott Smoron**, Branch President **Joe Baldassano**, ISDS Trustee **Victoria Ursitti**, **Jim Frett** and **Bryce Larson** met with State Sen. Tom Rooney and State Rep. David Harris. **Mike Durbin** and **Renee Pappas**, brought their daughter Kristen, a third-year medical student at Brown University, to meet with State Sen. Julie Morrison and State Rep. Elaine Nekritz. Branch Vice President **Mike Unti** met with State Sen. Dan McConchie and State Rep. David McSweeney.

In March, **Phil Fijal** and **Mike Durbin** attended the ADA Leadership Conference in Washington, DC, to meet with national legislators for ADPAC



SOUTH SUBURBAN: (Left) Barry and Ryan Booth.

(Above, L-R) Celia Mimms, Yaa McDonald, Natacha Herard-Exorphe and Ashley Seide.




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Reintroducing the Chicago Dental Ski Club

The Chicago Dental Ski Club evolved out of the ski trips originally held by the South Suburban Branch. CDS Past President **Anthony Venezia** began organizing the trips back in the 1970s. In 2009, CDS members organized another trip at the urging of CDS Past President **Leo Finley**. The South Suburban Branch ski trip drew interest from other branches, which led to the creation of the Chicago Dental Ski Club.

In 2016, the Chicago Dental Ski Club joined the Chicago Metropolitan Ski Council (CMSC – a collection of more than 200 ski clubs from throughout the Midwest). Clubs within the Council are eligible to participate in CMSC-sponsored trips.

Charter Members of the Chicago Dental Ski Club include **Gary Alder, John Hagopian, Rob Manasse, Kevin Patterson** and **Phil Schefke**, who participated in the CMSC 2017 trip to

Davos, Switzerland to learn about what Council trips were like.

The Chicago Dental Ski Club is planning four events for the upcoming ski season:

- **Jan. 12:** Learn to ski at Wilmot Mountain in Wisconsin. This is a great place to learn if you have never tried skiing before, and for those experienced skiers to check their equipment and tune up before we head back to Europe.

- **Jan. 26 – Feb. 3:** The club will participate in the CMSC trip to Kitzbuhel, Austria, home to the Hannerkamm World Cup Downhill. This is a bucket list destination for experienced skiers.

- Another trip is planned for early March to go to Wisconsin.

- The Chicago Dental Ski Club will also participate in the Spring Fling trip to Colorado with the CMSC. Dates for those trips are not yet finalized.

This is a fabulous opportunity to make friends and network with CDS colleagues. The trips are reasonably priced and offer a great value. Six days of skiing in Davos, Switzerland, with airfare, bus transfer, hotel, most meals and lift tickets cost less than \$2,500.

Participation is limited to a maximum of 20 for the trip to Kitzbuhel. Deposits are due in July.

The CMSC requires that member clubs be regular dues-paying ski clubs. Annual dues for the Chicago Dental Ski Club is \$5. Hardship waivers may be granted for any dentists that are still paying off their student loans.

Those interested in joining should contact **Kevin Patterson** for information at 708.849.8627 or kpattersondds@aol.com.



WEST SIDE: Olivia Lares and Jeff Ziolkowski announced the Feb. 15 birth of their twins.



WEST SUBURBAN: (Left) Kaz Zymantas (left) earned diplomate status with the American Board of Oral Implantology at its conference in New Orleans. He is pictured with American Academy of Implant Dentistry President Jack Piermatti.



(Right) Mike McCormick, Alyssa Brown and Doug Chang at the March 14 branch meeting.

Lobby Day. Mike was accompanied by his son Peter, a third-year dental student at University of Michigan School of Dentistry. Peter was recently appointed as ASDA Legislative Liaison for his class.

Renee Pappas was also delighted to serve as her son's patient at the University of Michigan School of Dentistry for an exam, X-rays and cleaning in the clinic. Renee later attended a party with her son sponsored by Delta Sigma Delta dental fraternity.

Lorelei Grise and **Dan Greising** report that each of their daughters – both students at Prospect High School – advanced to the State Finals in competitive dance.

The fun-filled competition was held in January at Illinois State University in Bloomington.

South Suburban Branch

by W. Brent Stanford, DDS

We welcome **Yaa McDonald** to our branch. Yaa is a pedodontist who recently opened her practice in Tinley Park.

Barry Booth announced that his son **Ryan Booth**, has joined his orthodontics practice in Homer Glen.

Ryan graduated with honors from the University of Michigan with a Bachelor of Science in cellular and molecular biology. He followed in his father's footsteps by earning his dental degree from the University of Illinois at Chicago College of Dentistry. Ryan recently completed a 30-month residency in orthodontics at the University of Colorado School of Dental Medicine and earned a Master's of Science degree for his research on the properties of today's high-tech orthodontic wires.

West Side Branch

by Richard Kohn, DDS, and Michael Santucci, DDS

Olivia Lares and Jeff Ziolkowski announced the Feb. 15 birth of twins. Elia Isabelle weighed 5 pounds, 5 ounces, and Leonardo Alexander weighed 5 pounds, 9 ounces. Both are healthy and doing well. Congratulations and we wish you and your family a lifetime of love and happiness.

Ringo Leung bought a new practice in Munster, IN, in January and named it Leung Family Dental. Ringo is a fairly new member of our branch and we all wish him much success with his new practice. Ringo still works in the Chicago area part-time and promises to still participate as a member of our West Side family.

Rick Battistoni has enjoyed working



The Illinois Society of Orthodontists installed its 2017 Board of Directors. Pictured are: (Front row, L-R) Randy Wright, Doug Head, Bill Beam, Eric Barnes and Betsy Ulrich. (Back row, L-R) Mike Durbin, Spencer Pope, Raymond Tsou, Kyint Chwa, Scott Prose, Randall Markarian, Mike Erhart, Pranav Patel and Libby Graham. Not pictured is Steve Marshall.

with his son-in-law, **John Polivka**, in their orthodontic practice. Rick and **Bill Beam** welcomed John last June and it has been a wonderful experience for all.

Shafa Amirsoltani moved her practice to a new office space at 7234 W. North Ave. in Elmwood Park on Oct. 24. She is enjoying the new space, which makes up for all the hard work involved in the relocation.

Michael Tauber says that he “fired himself” from his previous practice and has moved to a new location at “One Fine Smile” in Oak Park.

Michelle Jennings and **Richard Kohn** spent the weekend of March 11 at the Renaissance Hotel, which they won at the silent auction during the CDS Foundation Wine & Roses fundraiser. They were able to participate in St. Patrick’s Day festivities and witnessed the Chicago River dyed green in person for the first time.

West Suburban Branch
by Matt Drescher, DDS

At the 2017 CDS Midwinter Meeting, **Bob Pick** presented a lecture *Powerful Management Secrets to Become a Million*

Dollar-Plus Dental Practice: (New Patients, Growth and Wealth Creation!) to a sold-out ballroom. Bob says that ethics is an underlying theme in all the management lectures that he presents. In addition to running his practice, Bob has dedicated his career to helping others succeed. He tells me that he never wants those who are running their own practices to make the same mistakes that he made.

Management is also something that Bob says he would never have imagined lecturing about, but you never know.

Beginning in January, Bob started writing a monthly article for *Dentist’s Money Digest* (www.dmdtoday.com). ■

CDS welcomes you **new members**



Cook, Kevin

Southern Illinois University, 1990
10660 W. 143rd St., Orland Park
South Suburban Branch

Hosomura, Naoshi

New York University, 2010
200 W. Lake St., Addison
West Suburban Branch

Oh, Hyun

University at Buffalo, 2012
808 Pomeroy St., Naperville
West Suburban Branch

Deceased members

Bernstein, Marvin

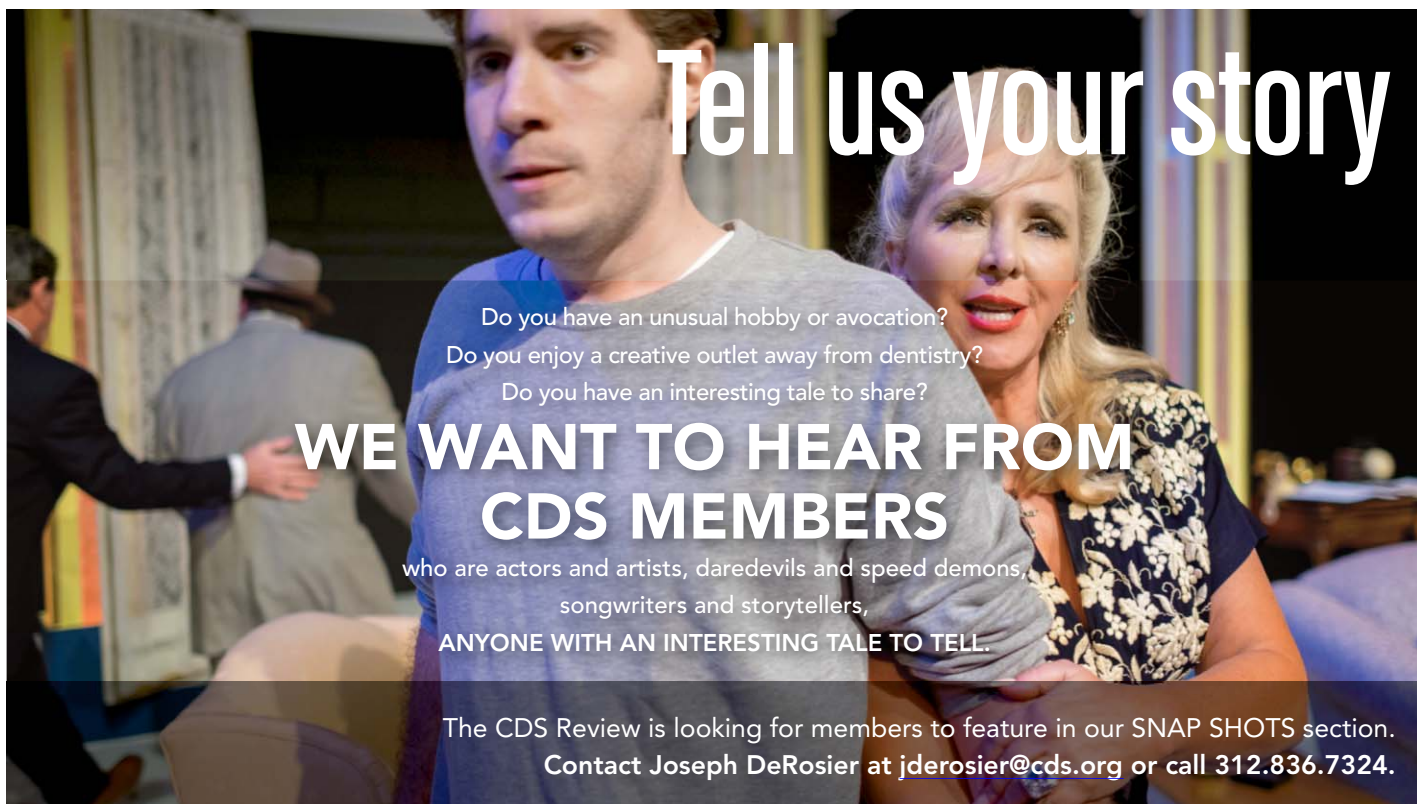
University of Illinois, 1953
1175 Lake Cook Rd., Northbrook
North Suburban Branch
Sept. 1.

Buckley, Arthur

University of Illinois, 1953
1506 Maple Ave., Northbrook
Northwest Suburban Branch
Dec. 24.

Dolce, John

Loyola University, 1959
47 Lakeside Dr. Holiday Island, AR
North Suburban Branch
Jan. 2.



Tell us your story

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Do you have an interesting tale to share?

WE WANT TO HEAR FROM CDS MEMBERS
who are actors and artists, daredevils and speed demons,
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The CDS Review is looking for members to feature in our SNAP SHOTS section.
Contact Joseph DeRosier at jderosier@cds.org or call 312.836.7324.

meeting place

Dental meetings and CE opportunities

June

7: Englewood Branch

Cog Hill Golf & Country Club – Course No. 2, 12294 Archer Ave., Lemont. 12:30 p.m. shotgun start. Golf/cart rental/dinner: \$110/player; Golf & cart rental only: \$60/player; Dinner only: \$50/person (at 6 p.m., choice of steak or fish). Contact: 708.448.3131, fax: 708.448.3412, info@ameehanorthodontics.com. Pick up your receipt for participation at the sign-in table.

7: North Side, North Suburban and Northwest Suburban branches

Suburban Scramble: Stonewall Orchard Golf Club, 25675 W. IL Highway 60, Grayslake. Registration: 7 a.m.; Speaker: 7:15 a.m.; Shotgun start: 8 a.m. Fees: North Side, North Suburban and Northwest Suburban branch members: \$180; All others: \$190. Includes greens fees, golf cart, lunch, prizes and raffle. RSVP to: Jeff Kemp, DDS, 847.255.3020, arlingtonortho@yahoo.com. Make check payable to: Northwest Suburban Dental Society. Mail to: Jeff Kemp, 1420 N. Arlington Heights Rd., Suite 230, Arlington Heights, IL 60004.

14: West Side and West Suburban branches

Annual golf outing. Old Oak Country Club, 14200 S. Parker Rd., Homer Glen. Registration: 7 a.m.; Shotgun start: 8 a.m. Fees include golf cart rental BBQ lunch and prizes. Fee is \$125/player. No refunds after June 3. Make check payable to: West Suburban Dental Society. RSVP to: Mark Ploskonka, DDS, 1818 Kelly Ct., Darien, IL 60561. For information, contact ploskonka@msn.com or 630.926.3920.

Study clubs

Find our complete list of dental study clubs online at on.cds.org/study_clubs.

Meeting announcements

The Chicago Dental Society provides the free publication of meeting announcements for dental study clubs and other not-for-profit organizations in our jurisdiction (Cook, DuPage and Lake counties in Illinois). The publication of such notices is at the sole discretion of CDS.

Email your information to the CDS Review. 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. Submit your meeting information online at on.cds.org/MyEvent.



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classifieds

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DEADLINES

July/August	June 13, 2017
September/October	August 10, 2017
November	September 21, 2017
December	November 9, 2017
January/February	December 14, 2017
March/April	February 15, 2018
May/June	April 11, 2018

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.

PAYMENT

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

RATES

Standard Classified: \$95 for the first 30 words plus \$4 for each additional word.
Display Classified: \$115 per column inch. Minimum ad size is one column inch.
Premium Standard Classified: \$105 for the first 30 words plus \$4 per each additional word.
Member discount: CDS members are entitled to a 10 percent discount. Your CDS membership number must be provided as proof of membership when placing the classified ad to qualify.
Changes or edits to ads: \$10 per ad for any edit or change that an advertiser asks CDS to make prior to the ad's expiration.

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.
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.

FOR RENT

DENTAL OFFICE SPACE IN NAPERVILLE (WESTERN SUBURBS):
 Charming and desirable downtown Naperville dental building. Four ops. Great amenities including on-site parking with 14 spaces, access to public parking and much more.
Please email greatplacenaperville@gmail.com.

LINCOLN PARK DENTAL OFFICE FOR RENT:
 Diversey/Racine storefront. 1,000 square-foot dental office. Three treatment rooms, lab, sterilization, reception, office. \$2,900/month. Generous upfront rent abatement. Contact richardgrant716@aol.com.

O'HARE AREA: 1,800 square feet available for rent. Highly accessible, high profile location by Rivers Casino. Set up for three chairs, three more can be added. Call 847.910.0947.

JOLIET OFFICE SPACE FOR PEDIATRIC DENTIST: Office space available for pediatric dental practice, located in medical office building with good traffic patterns, next to schools, shopping and residential areas. Other office tenants include established orthodontic and general dentistry practice. Space is approximately 1,928 square feet. Owner is willing to divide and assist with build out of space. Rent includes water, electric and gas. Please contact Julie at 815.725.4070 for more details.

BUSY DENTAL OFFICE SPACE AVAILABLE FOR SUBLEASE:
 We are a busy dental office in a large strip mall in Mundelein. We have space available to sublease to a specialist. Available immediately.
Email us at jacoblakedds@gmail.com with specific questions and for details.

GIANT TOOTH SIGNAGE FOR RENT:
 Giant molar for rent \$1,200 per 6 months see dgdentist.com and call.

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SPACE SHARING: Two offices – Chicago and Grayslake. Bring your own patients, we supply the rest. If you want to bring own staff, they are welcome. Great terms. nojgomez@gmail.com.

SPACE SHARING CHICAGO LOOP:
 Beautiful four operatory office available two to three days a week, possibly more. Ideal for a specialist or general practice dentist. For information **please call 312.346.0710**.

SPACE SHARING - SCHAUMBURG: Excellent opportunity to practice with low overhead expenses and low stress, great location. Equipped three ops and Panoramic. Start up, satellite office or approaching retirement.
schaumburgdds2016@gmail.com.

SPACE SHARING - NORTHBROOK:
 Space share in downtown Northbrook general practice. Two operatories. Fully computerized and modern. **Call 847.738.8353 to inquire.**

SPACE SHARING: Space sharing opportunity in attractive office on Michigan Avenue. Across the street from The Millennium Park, with beautiful views. Good terms. Operatories are fully equipped, and nice sized. Feel free to call me at 312.332.4003, or email me at dcbdmd1@aol.com. This is the place to be.

LOOKING TO PURCHASE

LOOKING TO PARTNER AND PURCHASE: Dynamic licensed general dentist with strong practice development and management experience. Looking for opportunity in established practice in northwest Chicago suburbs. Objective is to partner with eventual buy-out. Please email sokodentist@gmail.com.

SEEKING GREAT OFFICES TO PURCHASE:

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FOR SALE BY OWNER

NORTH SHORE GENERAL DENTAL PRACTICE in premium location. Long-established fee-for-service practice. Average net for 2010 – 2016: \$502,000 per year. Contact by email at nshoreds@gmail.com.

GLENVIEW: If you want to take control of your own dental practice this could be the perfect opportunity. Office located in modern medical building. Transition training available. Email lakeshoredental7428@gmail.com.

DOLTON PRACTICE FOR SALE: Due to owner relocation. Inside professional building with high bank traffic, low rent. Mix PPO/PA (60/40). Remodeled in 2011. Five ops. Forest chairs with massagers. Paperless and digital X-rays. Collections in 2015: \$630,000. Asking price: \$460,000. practiceforsaleillinois@gmail.com.

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ESTABLISHED LAKEVIEW PRACTICE FOR SALE: General dentist practice with three operatories. Loyal client base, current owner retiring, practice grosses \$220,000. Ideal for new dentist or larger practice looking to expand. If interested, please email dentalreddy@gmail.com.

DENTAL OFFICE FOR SALE IN LISLE: Practice for sale in Lisle. Located on main road, high visibility, small professional plaza. All digital, three operatories, two fully equipped. FFS and PPOs. Currently open one day a week. 2016 collections \$110,000. Ideal for doctor willing to develop it. Endo and oral surgery referred out. Contact us at swdentaljob@gmail.com.

FOR SALE: Northwest Chicago, established, modern three-operator fully digital dental clinic. Storefront, in busy business area. Unique opportunity for starters also. Doctor will assist in transition. Buyer friendly terms. **Call 773.865.7755.**

SIRONA AC OMNICAM, MILLING UNIT AND OVEN FOR SALE: Sirona Cerec AC Omnicam, Oven and MCX Milling unit for sale. Very minimal use and in great condition. Selling for \$80,000 or best offer. **Contact 920.838.2210.**

A-DEC OPERATORY EQUIPMENT: Two Priority chairs, unit, light, cabinets matching stools light pink, X-ray machines, in excellent shape, instruments, quality hand pieces, forceps, perio instruments, burs, supplies. Can be viewed in Normal, IL. Email paulnaik@gmail.com.

PRACTICE FOR SALE: PPO/FFS practice for sale in 60640 ZIP code. Two chairs, plumbed for three, office, lab, sterilization. Part-time open, great potential. Call 773.770.4766 for more information.

SELLING TWO X-RAY MACHINES: Totally rebuilding office, selling two excellent condition X-ray machines. Call 773.590.4200 for details.

PRIVATE PRACTICE IN HUNTLEY FOR SALE:
PPO/fee-for-service practice in strip mall on busy Route 47. Located here for 17 years, dentist moving and needs to sell. All buyout options considered. \$275,000 yearly gross with only one dentist working four days. Large potential for growth in growing town. 1,500 square feet, operatory is presently being used, two additional ops have new chair/delivery units, need cabinetry. IO X-ray unit, PNx, computers, developer. Space in good shape but needs updating. Good opportunity for new dentist to start at low cost and grow. All offers considered. Please contact by email jlafdent@aol.com.

PRACTICE FOR SALE: Dental practice for sale near west suburbs. Located on a busy main street. Three operatory, fourth plumbed, all digital. Dentist willing to move out of the state for family reasons. Profitable practice, Low overhead. Contact by email dentaloffice677@gmail.com.

PRACTICE FOR SALE: Superb practice for sale in northwest suburbs. Five operatories. Collections of \$1.2 million over last 12 months consistent with last 15-plus years. Owner retiring. 100 percent fee-for-service. Refers out most perio, ortho and oral surgery. Pankey/Spear-type practice. Stand-alone building for sale or long-term lease. mchtydental@gmail.com.

MOUNT PROSPECT DENTAL OFFICE FOR SALE:
Make an offer. Plumbed for three. Rear delivery. Nitrous oxide in two operatories. Low rent. 2016. Gross \$283,000 on three days per week. dentist303@yahoo.com.

STARTER PRACTICE – SATELLITE OFFICE for sale. Addison. Two operatories. Ready to generate income. Great for the new graduate or second location, located on Lake Street. Spanish and Polish. mfrddspc@yahoo.com.

INCREDIBLE OPPORTUNITY: Working part-time out-of-state and need to sell my practice in the northwest suburbs. Willing to give away my practice for free to someone who will assume the current lease. Practice is FFS and PPOs with a solid, loyal patient base. Very low overhead. 2016 collections \$230,000 on three days/week. Contact wdp4sale@gmail.com.

GENERAL DENTAL PRACTICE IN PARK RIDGE:

\$300,000 gross fee-for-service, three operatory practice expandable to four. Great hygiene department. Office has excellent growth potential. Located in a corner building on a busy street. For additional practice information [email mark@hpadvisors.com](mailto:mark@hpadvisors.com) or call Steve at **708.617.9664**.

NORTHBROOK DENTAL OFFICE CLOSED:
Everything must go. Large chart shelves, brochure racks, nitrous meters, intraoral camera, peri-pro, 4hp vacuum, chairs/units, X-ray heads/shields, instruments/supplies. 847.962.8884. Serious inquiries only.

DENTAL OFFICE FOR SALE IN ELGIN: General, well-established (20-plus years) private dental practice for sale in Elgin. Four operatories plus plumbed doctor's office. Annual collections \$575,000. Fee-for-service and PPOs only. Please contact us at smilesbythemile77@gmail.com.

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PROGRESSIVE MANAGEMENT: Michael Erin and Bruce Lowy, 847.677.6000, info@pm-chicago.com

ARLINGTON HEIGHTS: \$1.9 million – Sold!

CHICAGO: \$750,000 – Sold!

PARK RIDGE: \$562,000 – Sold!

WONDER LAKE: \$550,000 – Sold!

LANSING: Sold!

CHICAGO LOOP: Pending Offer.

NORTHWEST SUBURBS: Pending Offer.

NORTHERN INDIANA: Pending Offer.

NAPERVILLE: Pending Offer.

WHEELING: Pending Offer.

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ADS MIDWEST:

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SKOKIE: Four ops in a professional building. \$400,000+ collections.

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SOUTH/SOUTHWEST SUBURB: Four ops with room to grow, \$660,000 collection. Digital with CAD/CAM recent renovation. Free-standing building with great visibility.

1 HOUR SOUTH OF CHICAGO: \$1 million collections, FFS, low overhead, low stress, high-tech, high profit.

FAR SOUTHWEST SUBURBS: \$350,000 +, two ops with room, \$200,000+ net on three days.

FAR SOUTHWEST SUBURBS: \$450,000+, four ops, free-standing building.

WESTERN SUBURBS: \$850,000. PPO/FFS. Six ops highly desirable location, all specialties referred out.

WESTERN SUBURBS: Beautiful build-out and newer equipment. \$200,000+ collections.

Purchase at a fraction of startup cost with a patient base.

NORTHWEST SUBURBS: \$950,000+ four ops, cone beam, great potential.

NORTHWEST SUBURBS: \$1.6 million. Pending!

FAR NORTHWEST SUBURBS: \$900,000. Free-standing building, low overhead, high net, very strong hygiene.

CHICAGO DENTAL BROKER:

The only locally owned dental brokerage that is operated by a dentist and CDS member.

Dr. Robert A. Uhland,
chicagodentalbroker@gmail.com, 847.814.4149,
www.chicagodentalbroker.net.

CHICAGO, NORTH SIDE: Charming three-op cosmetics practice with ortho. Great location and all FFS. Very high fee schedule!

CHICAGO, NORTH SIDE: Cash cow, grossing \$800,000 and netting \$400,000. Won't last!

CHICAGO, SOUTH SIDE: Huge 11-op practice doing \$1.3 million with huge upside. Only four years old! Attention, all entrepreneurs!

NORTH SHORE: Lovely cosmetics practice doing \$300,000 on just 1.5 days/week! Huge upside. Brand new cone beam.

NORTHWEST SUBURBAN: Two-op starter: Low overhead. Grossing \$250,000. Make an offer.

NORTHWEST SUBURBAN: New listing, exquisite three-op beauty. Doing \$280,000 on very reduced schedule. Must see!

Orthodontic Practice: Call me for details!

ROCKFORD JEWEL: Grossing nearly \$3 million. Nothing like it! Call for more amazing details!

SOUTH SUBURBAN: Lovely four-op practice doing \$525,000. New listing, won't last!

SOUTH SUBURBAN: New listing! Close to Indiana. Doing \$350,000. Getting details.

SOUTH SUBURBAN: Efficient three-op practice with very low overhead. Grossing \$550,000 on 3.5 days/week without marketing.

WEST SUBURBAN: Two-op starter. Make offer!

WEST SUBURBAN: Beautiful three-op practice with real estate. Great price!

WEST SUBURBAN: New, four-op beauty! Truly one-of-a-kind! More than half of revenue comes from hygiene. Make \$\$ and take it easy!

WEST SUBURBAN: Six-op powerhouse! Next to huge medical facility with built-in patients. Doing \$550,000, but can be so much more!

WEST SUBURBAN: Beautiful and well established. Grossed \$450,000 with low overhead! Blend of PPO and FFS.

Many more coming and private sales! Ask me about them! BUYERS: interest rates are increasing. Buy now and save!

CHICAGO PRACTICE SALES:

773.502.6000 or www.chicagopracticesale.com. Found a practice to buy through a broker or for sale by owner? Need help evaluating the opportunity? Lean more at www.dentalduediligence.com. Is your non-dental spouse interested in learning about dental office management? Classes begin Sept. 6! Call Sharon at 312.600.5003 to learn more.

ILLINOIS PRACTICES FOR SALE:

CAROL STREAM: New! Three newer ops in a strip center. Visible with signage. Turnkey and ready to grow! Digital and paperless!

CHICAGO: Beautiful! Five ops fully equipped in a beautiful newer buildout. Collections \$1.3 million.

CHICAGO, BRIGHTON PARK: Under contract! Gross sales \$1 million.

CHICAGO MIDWAY: New! Own your own building! Four ops at street level. Busy area! Building available for purchase. 100% FFS! Part-time schedule. Collections: \$230,000. Great starter or second office!

CHICAGO: Awesome! Seven ops fully equipped. Collections: \$1.65 million.

CHICAGO: New! Five-op buildout, brand new. Beautiful and modern. Great location!

DEERFIELD: Desirable North Shore! Four fully equipped ops. Well-established, 100% FFS office. Collections: \$360,000.

DES PLAINES - Newly upgraded! Five ops in an upscale professional building. Great highway and bus access. 100% FFS. Digital. \$360,000 collections.

ELGIN: Fabulous building! Six-op build with four ops equipped. Busy, high visibility strip mall location. Digital Pan/Ceph. Paperless. Bilingual staff. Collections: \$480,000. Looks brand new!

HIGHLAND PARK - New! Three ops at street level. Some newer equipment and a Panorex! Price reduced!

NAPERVILLE - Under contract! Four ops in desirable Naperville! Collections: \$400,000.

NAPERVILLE: Ready to go! Two ops expandable to four. High visibility strip center. All equipment included with a film Pan/Ceph. No patients.

SOUTH ELGIN: Part-time schedule, full-time gross! Four ops fully equipped with A-dec and two more plumbed. Collections: \$600,000. Looks brand new!

WESTMONT: Close to everything and a parking lot! Two ops in a strip center. Near shopping. Digital. Ample close parking. Well-established practice. Collections \$410,000.

WHEELING - Beautiful! Four ops, expandable. Collections: \$1 million. Stand-alone building available for purchase.

WISCONSIN PRACTICE FOR SALE: MILWAUKEE: Awesome and immaculate! Nine+ ops located on a busy, visible corner with signage. Building available for purchase. Collections: \$810k. FFS and PPO. Digital pan. Stable staff.

JOLIET PRACTICE FOR SALE: Well-established dental practice for sale. Four operatories in a strip mall. \$478,000 average collections. PPO/FFS. Eaglesoft and Schick digital. Contact Jim Plescia, jplescia@e-ppc.com, www.e-ppc.com, 630.890.6074.

NAPERVILLE DENTAL OFFICE:

A rare dental office opportunity in downtown Naperville now available. An attractive built out dental office with four operatories, an inviting reception area, large private office, and much more. Call Peter with Joseph Rossi & Associates at 630.885.3994 for further details.

www.jrossiandassociates.com.

WEST SUBURBAN BUILT OUT DENTAL OFFICE AND BUILDING FOR SALE:

West suburban built out dental office and building for sale. The value here is in the infrastructure that saves you time and money. A great opportunity to get up and running immediately (equipment optional). Call Peter with Joseph Rossi & Associates at **630.885.3994** for further details.

JOLIET - BUILDING AND PRACTICE FOR SALE: Great visibility. Well-established practice. Three operatories and room to expand. Asking: \$260,000. Contact Jim Plescia, www.e-ppc.com, 630.890.6074. Professional Practice Transitions.

PRACTICE AND BUILDING FOR SALE: Southwest suburbs. Building includes five treatment rooms, digital. PPO and FFS. Endo is referred out. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

MADISON, WISCONSIN PRACTICE FOR SALE: Four modern treatment rooms with digital pan/ceph. Great location in a free-standing building. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074, www.e-ppc.com. Professional Practice Transitions.

OAK PARK, ELMWOOD PARK, RIVER FOREST: Dental practice for sale near west suburbs. Three ops, digital X-rays/pano, laser, digital scanner, Isolite, paperless, wand, Wi-Fi, FFS/PPO. Asking \$225,000. Contact Helen Phillips Realty at 773.665.7464. MLS #09495325.

POSITIONS WANTED

PERIODONTIST AVAILABLE: Enthusiastic periodontist (board certified) available to provide the highest quality of care to your patients in your office and greatly increase your bottom line. Dr. Rory J. Pranger, 312.375.7043. rorypranger@charter.net.

OPPORTUNITIES

OWNERSHIP OPPORTUNITY: Established fee-for-service general dental practice in heavy residential area looking for associate, two days/week to start, with ownership opportunity. Office in near north side, city of Chicago. GPR training or minimum five years experience required. Send cover letter and CV to generaldentoffice@gmail.com.

DENTIST OR ORAL SURGEON WANTED for West Town located dental group treating management problem patients and those needing oral surgery with IV sedation and general anesthesia. Busy practice with statewide referral base. We accept most insurances, including managed care plans and Medicaid. If you have an interest in treating a highly underserved community as well as excellent compensation, please send your CV to Nidza at toothgroup@comcast.net.

FULL-TIME DENTIST WANTED - CHICAGOLAND offices: Gain tons of experience while treating a mixture of cash/PPO/Medicaid patients (no HMO). We see everyone from seniors who need surgical extractions to kids who need comprehensive care and everyone in-between. Hit the ground running without waiting to build your own clientele. We help train new dentists. Malpractice insurance paid. Recent graduates welcomed. Please email résumé to manager@allstardentalclinic.com.

PARTNERSHIP OPPORTUNITY: Sandwich (located just west of the far western suburbs of Chicago). Partnership opportunity in an established, high-quality, fee-for-service dental practice. This is an exceptional opportunity and candidate must be committed to providing optimal patient care with exceptional technical skills, strong people skills and a passion for excellence. This practice has a dynamic, experienced team and a strong emphasis on CE and professional growth. Please send a letter outlining your future objective and CV to: The Sletten Group, Inc., phone: 303.699.0990, fax: 303.699.4863, email: pam@lifetransitions.com.

GENERAL DENTIST:

Associate needed for modern family practice located in Homewood. Looking to fill part-time hours, leading to full-time. Reliable associate can earn up to 40 percent of collection. Space sharing is an option for practitioners with your own patients. dentalconcepts@um.att.com.

ENDODONTIST - CHICAGO: Family Dental Care, www.familydentalcare.com. Seeking endodontist or endodontist resident full- or part-time. Very high income potential. Currently five locations and growing, 95 percent fee-for-service. No Public Aid. Call 773.978.7801 (ask for Laura) or email personnel@familydentalcare.com.

GENERAL DENTIST IN PLAINFIELD:

Immediate opening Thursday and every other Saturday with future potential. State-of-the-art office with latest technology and great staff support. ptdentaljob@yahoo.com.

DENTAL DREAMS is actively seeking motivated, quality-oriented associate dentists for our offices in Chicago and surrounding suburbs. We provide the ultimate in quality general dentistry to the entire family in a modern, technologically advanced setting with experienced support staff. Our highly valued associates enjoy top tier compensation. Compensation includes: Sign-on bonus up to \$30,000. Average compensation of full-time dentists in excess of \$220,000 per annum. Guaranteed base pay. Clinical practice includes: Complete autonomy over treatment planning. Mentoring by top rated, experienced clinicians. Benefits include: health insurance, malpractice insurance, three weeks' vacation, continuing education, relocation expenses, Visa and permanent residency sponsorship, and dental coverage for associates and immediate family members. Make Dental Dreams a reality for you. Please contact us to learn more about rewarding associate dentist opportunities with Dental Dreams. We offer full-time, part-time and Saturday-only schedules. Phone: 312.274.4598. Email: recruiting@dentaldreams.com. Website: www.dentaldreams.com.

FLEXIBLE LOCUM TENENS OPPORTUNITY:

Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you'd like. May involve travel with overnight stays. Typically includes 32-36 hours per week when needed. Opportunities are available at practices across the country. Contact Carly Ruffedt at 715.225.9126 or cruffedt@midwest-dental.com.

ENDODONTIST NEEDED: Our quality northwest suburban practice is in need of an endodontist with high standards and good people skills to join our team. This is a part-time position. We will provide you with a microscope and a pleasant working environment. Please email your CV to nwdentistry@aol.com.

ASSISTANT PROFESSOR - College Of Dental Medicine - Illinois: Faculty position, assistant professor Midwestern University College of Dental Medicine-Illinois Midwestern University, Downers Grove, seeks full-time clinical faculty member responsible for instruction, course direction and curriculum development, as assigned. Instruction includes teaching in one-to-one, small group and plenary settings, as well as demonstration and facilitation related to clinical situations. Candidates must possess DDS/DMD degree, Illinois dental license and excellent communication and interpersonal skills. Midwestern University is an Equal Opportunity/Affirmative Action employer that does not discriminate against an employee or applicant based upon race, color, religion, gender, national origin, disability, or veterans status, in accord with 41 C.F.R. 60-1.4(a), 250.5(a), 300.5(a) and 741.5(a). www.midwestern.edu/human_resources.html.

ORAL SURGEON NEEDED: Busy multi-specialty office looking for oral surgeon two-three days a month. Must be proficient in all aspects of oral surgery. Immediate availability to start working. Please email drsud.dds@gmail.com.

BUSY NORTHERN OFFICE: looking for a general dentist in our Lombard location. Well established practice with a loyal patient base. As a doctor with our family-run company, you will work side by side with highly trained staff, state-of-the-art equipment and have the opportunity to treat all phases of dentistry. We offer competitive compensation along with benefits. Full-time and part-time available; candidate must be flexible to work one evening and one Saturday a month. New graduates encouraged to apply. Please submit your CV for consideration to drstng@aol.com.

GENERAL DENTIST: Experienced general dentist needed for Saturdays. Must be proficient in molar endo and surgical extractions. Beautiful and modern office in Oak Brook with a great staff. No DMO, no Public Aid. Please fax résumé to 630.573.1300.

GENERAL DENTIST: The Dental Clinic of Marshfield currently has an opportunity for a general dentist to join our multi-specialty practice. This is an excellent opportunity to build your practice with the support of colleagues, staff and our excellent reputation for high-quality care. We offer associates, after three years of employment, the potential for a buy-in as an equal partner to the corporation. In addition to a competitive salary, we provide a generous benefit package. For further information contact Dental Clinic of Marshfield, 306 W. McMillan Rd., PO Box 929, Marshfield, WI 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com.

GENERAL DENTIST IN PLAINFIELD: Two days a week, state-of-the-art office with latest technologies and great support staff. Email ptdentaljob@yahoo.com.

PASSIONATE GENERAL DENTIST: We're looking for a general dentist who loves the profession as much as we do to become an associate. Part-time position available in our beautiful downtown Evanston office. Associateship can lead to partnership. Please send a cover letter and CV to drjoe1818@gmail.com.

GREAT DENTISTS WANTED: Signing bonus.

Midwest Dental is seeking a great dentist to lead our Midwest Dental practice. This position offers excellent compensation and benefits, a great work-life balance and unlimited opportunity for professional development. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. If you possess a passion for providing quality care and are looking for a rewarding career opportunity, please contact Nicole Long at 262.505.3838 or nlong@midwest-dental.com.

ORTHODONTIC ASSISTANT NEEDED to expand services. Start small, but can grow. Please send résumé to chicagodentalbroker@gmail.com.

DENTIST NEEDED: Looking for a motivated, quality-oriented general dentist for a multi-specialty office in the western suburbs. Good compensation, and great potential to grow. Email your résumé to dentaljobssds@gmail.com.

UNIQUE ORTHODONTIC OPPORTUNITY: Multi-location private practice locations near Rockford and multi-office group practice in suburbs of Chicago. Travel to multiple offices is required. Orthodontist(s) needed 8-12 days per month. Visit sexsonorthodontics.com and aimorthodontics.com. Send cover letter and résumé to Dr. Sexson at drsexson@comcast.net.

PART-TIME ORAL AND MAXILLOFACIAL SURGEON: Our busy office in the near western suburbs has a part-time position available. Modern office that is fully digital and has a cone beam CBCT. Applicant must have Illinois Specialty License. Recent graduates are encouraged to apply. Please email résumé to marchmontdds@gmail.com.

MIDWEST DENTAL ASSOCIATES is looking for motivated and creative dentists to join our team in providing care to a variety of patients. General dentist position available in both Aurora and Chicago, and new locations to come. We are also looking for an orthodontic and endodontic specialist for a part-time position. You will be working with paperless charting and digital radiographs along with a variety of other dental technologies. New dental graduates are welcomed. Please fax résumé to 630.499.9494 or email to mwd2008@gmail.com. Call us at 630.499.9400.

GENERAL DENTIST: Great opportunity. Far western suburbs. Busy general dental practice looking for a full-time associate. Modern office in downtown neighborhood. Great staff, loyal patient base. We are looking for the right person who is hard working, patient-orientated and willing to become a member of the community. Flexible start date. New graduates welcome/encouraged to apply. Future ownership possibilities. Please email résumé to sjbdss@earthlink.net.

ASSOCIATE OPPORTUNITIES THROUGHOUT Chicagoland: Tru Family Dental is seeking associates/lead associates for Chicagoland practices. Candidates will embody integrity, professionalism and desire to produce quality patient care. Looking for experienced, highly motivated doctors to lead successful practices. Candidates must have exceptional clinical skills, personable chair side manner and team skills. Competitive collection percentage, malpractice and CE included in compensation. Please submit résumé to bhalcott@trufamilydental.com or call 815.579.2020.

OUTSTANDING ASSOCIATE DENTIST, \$150,000 guaranteed base: Near south suburb. We're a top-quality, fee-for-service practice, seeking an outstanding associate to join us on our path to excellence and prosperity. We're confident that you will be impressed with our lucrative and progressive compensation arrangements. As you do well, we do well. Minimum guaranteed base-pay of \$150,000. Reply to 727dental@gmail.com.

GENERAL DENTIST: Modern office in North Aurora seeking general dentist to join our growing office. Part-time leading to full-time when in our new facility and for the right candidate. Two years experience preferred. Email résumé/CV to northaurorasmiles@gmail.com.

ENDODONTIST NEEDED: Endodontist needed part-time in our state-of-the-art dental practice to cover maternity leave. The anticipated months are May through August. Candidate must be currently enrolled in PPO plans. Send CV to dental979@gmail.com.

WEST SUBURB – DENTIST: No management headaches. Focus on what you do best. Make a difference, earn a great living, enjoy the lifestyle you've always wanted. Send résumé and cover letter to cmesmile50@gmail.com.

BUSY NORTH SUBURBAN FAMILY DENTAL office: In search of an associate general dentist for four days per week. Office is fully digital and paperless with well-trained and efficient staff. We are all general dentists - we provide comprehensive treatment and try to refer out as little as possible. Compensation based on production with a guaranteed minimum. Please email résumé or CV to midwestfamilydental@yahoo.com.

AMAZING OPPORTUNITY: Part-time and full-time positions available with a guaranteed salary of \$100,000 per year. We are a fee-for-service practice. Work with best dental technologies available. Email eazilinskas@gmail.com.

ASSOCIATE DENTIST: Hiring new graduates or experienced dentists for multiple locations in north suburbs with state-of-the-art facility and great supporting staff. Excellent compensation with daily minimum and comfortable working environment. Please email dentalteam17@gmail.com.

FEE-FOR-SERVICE PERIODONTIST WANTED: Periodontist needed for established multi-specialty office with well-established patient base and source of new patients. Fee-for-service only – that's right. Diverse group of patients need everything from connective tissue graft to hybrid prosthesis to All On 4 or 6. coolcar1966@gmail.com.

PEDIATRIC DENTIST OR GENERAL PRACTITIONER needed in southwest suburb to treat children 2-3 days a week. Enjoy full independence with great support. Premium location, state-of-the-art facilities, trained staff, competitive compensation. dentalposition33@yahoo.com

ASSOCIATE DENTIST: General practice in Andersonville in Chicago is in need of part-time general dentist. High income potential. Fully computerized, must be a PPO provider. Please call Mr. Alexan 312.671.3375 or email your résumé to youbertalexan@att.net.

GENERAL DENTIST: The Dental Clinic of Marshfield currently has an opportunity for a general dentist to join our multi-specialty practice. This is an excellent opportunity to build your practice with the support of colleagues, staff, and our excellent reputation for high-quality care. We offer associates, after three years of employment, the potential for a buy-in as an equal partner to the corporation. In addition to a competitive salary, we provide a generous benefits package. For further information contact Dental Clinic of Marshfield, 306 W. McMillan Road, P.O. Box 929, Marshfield, WI 54449, Attention: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com.

DENTIST:
Established Chicago community-based group practice on near northside has position available for enthusiastic, personable individual who enjoys oral surgery. Excellent compensation. Multi-doctor office and large friendly staff. **Please contact us at** ddpdental1064@gmail.com.

OUTSTANDING OPPORTUNITY: Family Dental Care is expanding and seeking general dentists, specialists and residents. Currently five locations and growing. Our partners earn at the top 1 percent of dentists. Come and talk to them. Highly competitive salary with no Public Aid and 95 percent fee-for-service. Latest technology including digital X-rays, microscopes, CEREC, CBCT, LANAP with specialists on staff. Full- or part-time positions available. Very busy quality oriented practice. Recent graduates welcome. 773.978.7801 (ask for Laura) or email personnel@familydentalcare.com. www.familydentalcare.com.

GENERAL DENTIST NEEDED: Well-established state-of-the-art dental office, located 30 minutes west of Chicago's west suburbs. Great income potential, friendly experienced staff. Daily guaranteed. New graduates are welcome. Email dentalclinic666@yahoo.com.

GENERAL DENTIST NEEDED: General dentist needed for the state-of-the-art office in Dekalb/Sycamore area, 25 minutes from Chicago's west suburbs. Competitive compensation including daily guaranteed. Experienced staff. Recent graduates welcome. Email dentistjobs12@gmail.com.

GENERAL DENTIST NEEDED: General dentist needed in state-of-the-art, established, busy practice in west suburbs of Chicago. Great income potential, friendly experienced staff. Daily guaranteed. New graduates are welcome. Email: westdentaljobs@gmail.com.

PART-TIME PERIODONTIST NEEDED: for well-established, large patient base practice with 14 locations for internal referral sources. Keeping you busy and productive will not be an issue. With almost 40 years in the dental industry, you can rely on tested and proven systems, highly trained and loyal staff, high-quality materials and 3D imaging system. Income potential as a part-time provider upwards of \$350,000. Main location is in the southwest suburbs. **Please submit CV to drstng@aol.com.**

LOOKING FOR A FULL-/PART-TIME DENTIST: As we look forward to expand from six to ten treatment rooms; our private, well-established, busy, and state-of-the-art digital dental and orthodontic practice is looking to add another motivated full-time general dentist in Aurora. Excellent earning potential, minimum daily guarantee plus percentage of production with additional benefits. Accepting fee-for-service, Public Aid, and PPO patients. Brand new equipment and good supporting staff. **Please send CV to dentalclinic333@gmail.com.**

PART-TIME: Two days needed for high-tech privately owned office in Channahon (50 miles south of Chicago). Practice is a fee-for-service/PPO privately owned. Owner dentist willing to mentor new graduate. Guaranteed salary and bonus with benefits. Opportunity to become full-time. **Email CV to completecomfortdental@gmail.com.**

JOLIET OFFICE WITH LARGE PATIENT BASE: looking for full-time or part-time dentist in a practice with 10 years of loyal patients. Candidate must have strong communication skills, desire to perfect their craft, and perform comprehensive treatment. We offer competitive compensation, benefits as well as highly trained clinic and administrative staff. New graduates welcome to apply. **Send CV to drstng@aol.com.**

ASSOCIATE GENERAL DENTIST NEEDED: Fully digital and fast-growing practice located in Wheaton is looking for full-time or part-time general dentist. This is a PPO/FFS practice. We are looking for someone with great communication skills and prefer surgical/implant experience but not required. If you don't care about your own teeth, how will care for your patient's teeth? **pr@smilemoredental.com.**

CONFIDENT AND MOTIVATED GENERAL DENTIST: Northwest side of Chicago. Experienced and friendly team seeks an awesome dentist for two days per week and subsequently grow to full-time. One to two evenings per week and one to two Saturdays per month required. We accept PPOs/FFS/Medicaid (for kids only). We need a motivated dentist to grow in a practice with the desire to stay long-term. Minimum one-year experience preferred. Competitive compensation may include benefits, if position grows to full-time. **www.forever-dental.com. Email résumé to rdhake@forever-dental.com.**

ASSOCIATE DENTIST: Located in Belvidere (east of Rockford). Four dental operatories. General dentistry, including implant dentistry. Accepting insurance and All Kids. Private room. 45 percent compensation \$100,000 per year potential working two-and-a-half days per week. New dental school graduates welcome. **Send résumé belvideredental@gmail.com.**

ORAL SURGEON (MULTIPLE LOCATIONS): Excellent opportunity. Growing Chicago-based PPO/fee-for-service dental group seeking an oral surgeon to join us on a part-time basis (6-10 days a month to start). Offices located in North, South, and West suburbs. Administrative and dental support as well as modern digital offices. Competitive compensation and comprehensive benefits package (health care insurance and 401(k) as well as CE opportunities available. H-1 Visa sponsorship available. Please email your cover letter and CV to **careers@cgsmiles.com.**

ENDODONTIST WANTED: Large group practice, head quartered out of the southwest suburbs looking for an endodontist. Large internal referral base, highly trained clinical and administrative support as well as state-of-the-art equipment. Part-time hours, flexible on the days of the week. New specialty graduates welcome to apply. Excellent compensation. **Submit CV to drstng@aol.com.**

ASSOCIATE DENTIST: Excellent opportunity. Growing Norridge/Hoffman Estates practice-based PPO/fee-for-service dental group seeking a general dentist to join us on a full-time basis. Modern digital offices, CBCT, 3shape scanner. Polish speaking a plus. If you want to grow professionally, want to make a great living (our associates net much more than average sole proprietor U.S. dentist), appreciate people and be appreciated for the services you provide then **please email your CV to careers@royaldentalcare.com.** Only positive people with servant attitude will be considered for this position.

PEDIATRIC DENTIST:

Well-established dental office in Chicago looking for pediatric dentist to start one to two days a week. We use N2O and have good patient base. We accept most insurances. No HMO. dentalofficechicago2@gmail.com.

WELL-ESTABLISHED PRACTICE

in the southwest suburbs looking for a general dentist. Part-time or full-time available but must be able to work some evenings and alternating weekends. As a doctor, you will be surrounded with highly trained staff, mentorship with seasoned doctors, the latest in equipment and supplies as well as a consistently full schedule. Excellent compensation and benefits. **Please send résumé to drstng@aol.com.**

GENERAL DENTIST:

Part-time position (two days a week) available at established west suburban private practice. Fee-for-service/select PPOs only. Seeking personable, quality-oriented self-starter to join our outstanding team. **Contact wfddrdan@yahoo.com,**

WE ARE THE PRACTICE YOU'VE BEEN LOOKING FOR:

We are the practice you've been looking for. We are a group of highly skilled dental professionals looking to expand our team. We are a well-established, fee-for-service, state-of-the-art dental practice in the south suburbs of Chicago. We are expanding to meet the needs of our patients and community by doubling our size with a brand new facility. We are seeking exceptional general dentists, oral surgeons and pediatric dentists who are interested in joining a team that is a proven winner. **Please reply along with your résumé to ddsjob456@gmail.com.**

PART-TIME DENTIST:

Part-time dentist needed (Tuesdays and Thursdays) for state-of-the-art privately owned office in Channahon. Office has a trained staff that will help maximize production. Practice is a FFS/PPO provider only. Owner dentist willing to mentor new graduate. Opportunity to grow into full time. Pay based on guaranteed salary and bonus. **Email CV to completecomfortdental@gmail.com.**

DENTIST NEEDED NORTH SIDE OF CHICAGO:

Full-time associate dentist needed. Fully digital modern office. Great environment, neighborhood and patients. Guaranteed salary, 30 percent of adjusted production. medgjob@gmail.com.

PART-TIME GENERAL DENTIST:

Lombard dental office looking for an associate dentist to work one afternoon/evening a week and two Saturdays a month. Looking for general dentist who also does extractions. picchettidental@sbcglobal.net.

SUMMER OPENINGS:

Webster Dental has the following openings starting this summer; general dentist: Wednesday – Saturday, northwest suburb; pedodontist: various locations, full- or part-time; endodontist: Skokie, part-time; oral surgeon: Portage Park and Skokie, part-time. We offer great minimums and incentives to our providers. Find out why the Chicago Tribune has named us a Top Workplace for six years in a row. **Email Dr. Steve Rempas, webdental@aol.com.**

GENERAL DENTISTS AND SPECIALISTS:

OpenChair Dental is connecting general dentists and specialists (oral surgeons, endodontists, and periodontists) with dental practices seeking associates in real-time. Our unique platform makes the process of finding full, part-time, or temp work simple and carefree. New graduates are also encouraged to sign up. **Go to www.openchairdental.com** and take control of your career, schedule, and salary today.

GENERAL DENTIST:

State-of-the-art office, digital X-rays. We're looking for part-time with the possibility of adding more days. Existing patient base, most procedures offered in house. If you're looking for a relaxed atmosphere, emphasis on patient care, come join us. dentaloffice7011@yahoo.com.

FULL-TIME OR PART-TIME GENERAL DENTIST:

Seeking a full-time/part-time general dentist to join our Palos Heights and north side locations. We are a multi-specialty group practice. Modern, state-of-the-art offices. New graduates are welcome. **Please email your résumé to drsharma@atooth.com.**

FULL-TIME ASSOCIATE GENERAL DENTIST:

Seeking a smart, outgoing, and friendly associate general dentist to join our team at Dentologie for our practices in the South Loop and Streeterville locations. We are a rapidly growing practice with hundreds of new patients per month. Seeking practitioners who are flexible, team-oriented and focused on the patient experience. Must be comfortable in all phases of general/cosmetic dentistry, molar endodontics and some surgical experience. Candidates must have at least three years clinical experience. **Contact Dr. K at drk@dentologie.com.**

PERSONABLE PATIENT-ORIENTED GP NEEDED:

Fee-for-service, highly visible 5-star reputation, 70-plus new patients per month. Fee-for-service means 15 to 50 percent more income for same effort. Fantastic upbeat efficient team. Two to three days a week, full-time income potential. Guaranteed base. Existing schedule. Near south suburban. **Email ddietrich@pleasant-dental.com. Fax 708.849.4522.**

PART-TIME GENERAL DENTIST NEEDED:

Part-time general dentist needed for office in Oswego for Tuesdays 9 a.m. to 6 p.m. **Email valleydentalcareaurora@gmail.com.**

GENERAL DENTIST NEEDED

in Rockford to join a friendly, state-of-the-art, multi-doctor office. Excellent compensation includes a daily guaranty, sign-on bonus, and reimbursement towards malpractice insurance premiums. **Email dmddd007@gmail.com** with résumé.

PART-TIME ASSOCIATE WANTED:

Part-time general dentist wanted for Monday, Tuesday, Thursday, Saturday. Modern office, completely digital and paperless. Dentrax and Dexis software. Compensation based on production. **Email CV/résumé to sdiroff@moderndentalchicago.com.**

DOWNTOWN CHICAGO LOOP GENERAL DENTIST FULL-TIME:

Downtown Dental in Chicago seeks full-time general dentist. Hours would be Monday Friday 8 a.m. to 5 p.m. New graduates welcome to apply. We are a state-of-the-art group practice with focus on quality dental care. No HMOs or Public Aid. **Please email résumé/CV to info@downtown-dental.com.** No phone calls please.

GENERAL DENTIST NEEDED:

Full-time dentist needed in state-of-the-art, established, busy practice in far west suburbs. Great income potential, friendly experienced staff, 30 minutes from Aurora/Naperville and neighboring suburbs. New grads welcome. **Apply at dentalclinic393@yahoo.com.**

GENERAL DENTIST:

Seeking associate general dentist for long-term opportunity at a state-of-the-art facility in Naperville/Bolingbrook. Full-time position with a great team. Ideal opportunity for dentist who is passionate, caring and with strong clinical and communication skills. **Please send résumé to dentalpointe@gmail.com.**

IV SEDATION TRAINED DENTIST:

North side Chicago group has position available for quality-oriented, personable individual who enjoys pediatric dentistry. Four days per week. **Please contact us at ddpdental1064@gmail.com.**

FULL-TIME DENTIST:

Vernon Hills - excellent opportunity. Chicagoland Smile Group is a growing PPO/FFS-only dental service organization. We are actively recruiting for a full-time position at our Vernon Hills practice. We offer a full suite of dental care services, which include general dentistry, numerous dental specialties, administrative and clinical support, as well as a modern and digital office. We offer comprehensive benefits such as PPO health insurance, 401(k), continuing education (CE), as well as a Service Excellence bonus program. **Please email your cover letter and CV to careers@csgsmiles.com.**

FULL-TIME ASSOCIATE OPPORTUNITY:

Busy, expanding Morris general dental practice seeking full-time associate four to five days a week. Full service practice with Cerec technology in office. Experience is a plus, but not required. Cerec training and mentorship available. Pay on production. Family setting. Good bedside manner and communication skills a must. Contact information is as follows. Email: drbelldmd@hotmail.com. Address: Dr. Bell and Associates P.C., 1545 Creek Drive, Morris, IL 60450. Phone: 815.942.0182. Fax: 815.941.2482.

GENERAL DENTIST NEEDED: Wonderful clinic in Wheeling looking for a compassionate dentist for a part-time (Friday 10 a.m. – 7 p.m., Saturday 9 a.m. – 3 p.m.) position. We have a phenomenal staff support and excellent multicultural patient base. We are a fee-for-service, PPO and Medicaid practice. Doctor must be enrolled/credentialed with PPO/Medicaid dental plans. Comfortable seeing patients of all ages with an emphasis on kids. Excellent chair-side manner. Pay is on collections and annual CE allowance. Email résumé to onedentalcareer@yahoo.com or call 847.353.8050.

ORAL SURGEON: Well-established, fee-for-service practice located in western suburbs of Chicago is looking to add a board-certified oral surgeon to our office. Office is fully equipped along with our highly trained staff. Full range of oral surgery procedures required. Please email CV to dental0821@gmail.com.

FULL-TIME ASSOCIATE DENTIST WANTED:

Full-time associate wanted for predominantly fee-for-service practice 40 miles west of Chicago, a few miles from I-88 corridor. Average collection for past two years is over \$1.5 million. Looking to sell to the right qualified buyer/buyout owner within the next one to five years. Email plmsdc@gmail.com.

GENERAL DENTIST NEEDED: General dentist needed for practice in southwest area. Focused on full and partial dentures, crowns and fixed bridges. Implants coming soon. Great commission and monthly bonus. Interested send résumé:

jlv1@hotmail.com.

PEDIATRIC DENTAL ASSISTANT: We are a premier pediatric dental practice seeking an energetic, optimistic and dependable team member who demonstrates excellent communication skills with both children and their parents. The ideal candidate for this position has two or more years working with pediatric patients and must be comfortable working in a fast-paced dental environment. Coronal polishing and sealant certification required. Email joyfulsmilesdp@gmail.com.

DENTAL ASSISTANT: Seeking a team member to provide superior service to our patients and their families. Position involves provide quality oral health care and serving as a positive liaison between patients and dental staff. Ideal candidate is familiar with aspects of office operations including scheduling, registration, obtaining and updating medical histories, X-rays, fluoride treatments and oral health education. Education required: high school or equivalent with specialized courses or training in dental assisting. Six to 12 months of related experience is required. Apply online at www.fhn.org/careersOp-Pride.asp.

PEDODONTIST: Part-time position available for a pediatric dentist in our busy Joliet and Aurora locations. New graduates/residents welcome to apply. One to two days a week with potential to turn full-time. Email: krishandental@gmail.com.

FULL-TIME/PART-TIME DENTIST NEEDED in Mount Prospect (near Randhurst Mall). Full time/part-time dentist needed for a private dental practice in Mount Prospect (northwest suburbs). Our well-trained and experienced staff has the practice administration/clinical skills to compliment your commitment to excellence. Established and growing patient base. Recent graduates welcome. Email CV to udaysiu@gmail.com or call 847.305.6453.

GENERAL DENTIST: Recent graduates welcome. Two days a week, base pay or percentage whatever is higher; for a progressive practice in Morton Grove. Email your CV to dentaloffice175@gmail.com at the earliest.

ASSOCIATE GENERAL DENTIST: Located in Park Ridge. Five dental operatories and associate dentist private room. Accepting insurance and All Kids. Potential to bring home \$100,000 in couple days per week. New dental graduates welcome. Send résumé to parkridgedentalclinic@gmail.com.

ASSOCIATE DENTIST NEEDED FRIDAYS: General dentist, our state-of-the-art dental practice is searching for a skilled and experienced dentist with excellent communication skills to join our professional team for Fridays. Call 262.484.4356.

WEST SUBURBS DENTIST: No management headaches. Focus on what you do best. Make a difference, earn a great living, enjoy the lifestyle you've always wanted. Send résumé and cover letter to cmesmile50@gmail.com.

ASSOCIATE POSITION: State-of-the-art office, digital X-rays. We're looking for part-time with the possibility of adding more days. Most procedures offered in-house. If you're looking for a relaxed atmosphere, emphasis on patient care come join us. Dental office is located in Crystal Lake. sandhudentalclinic@gmail.com or call at 630.987.9266.

ASSOCIATE GENERAL DENTISTS NEEDED: General dentists needed to work in our busy Chicago practices. Have clinical freedom and autonomy like in traditional private practice without the burdens of practice management and no production quotas. Our offices are state-of-the-art with great support staff. Competitive compensation and generous benefits with signing bonus. Send résumé to ABolivar@destinydentalcare.com, or call 773.456.7071.

DENTAL ASSOCIATE NEEDED: Part-time position available at our state-of-the-art/fully digital office located in Romeoville. We are looking for a quality-oriented, part-time dentist for two days a week. We accept PPO/Medicaid. Please email to kaymar043@gmail.com.

DENTIST: A multi-location dental group is looking for full-/part-time dentist to work in dental practices located in Chicago suburbs. Great income potential with friendly staff and state-of-the-art work environment. Please send résumé to mydmdds@gmail.com.

DENTIST NEEDED: Part-time position (two days a week) available at established south suburban private practice. Fee-for-service/select PPOs only. Seeking personable, quality-oriented self-starter to join our outstanding team. Contact bdc.tnc@gmail.com.

DENTIST NEEDED to perform only extractions in Chicago suburbs on Fridays, 8 a.m. to 2 p.m. No IV sedation. Excellent compensation. Email dmddds007@gmail.com with résumé.

ENDODONTIST: A growing PPO/FFS practice in Elgin is looking for part-time endodontist. New speciality graduates or current endodontic residents welcome to apply. Please contact via email at admin@prismdentalcare.com.

MILES FAMILY DENTAL - ASSOCIATE: Miles Family Dental (Antioch, Richmond, Winthrop Harbor) seeking awesome, enthusiastic, motivated general dentist to join our dental family. Seeking associate mainly for Winthrop Harbor office, but also a day a week at the other two offices. State-of-the-art. Computerized, digitized, intra-oral cameras, Velscope, electric handpieces, etc. PPO and fee-for-service only. Should be comfortable performing all phases of general dentistry. New graduates welcome to apply. Must possess current DEA and Illinois dental licenses. toothdoc62@gmail.com.

PEDODONTIST: Pediatric dentist needed in general practice located in Cicero to treat children one day a week, Mondays or Tuesdays. Please send résumé to office manager at pmsanch09@gmail.com.

GENERAL DENTIST: Recent graduates/experienced dentists needed for privately owned well-equipped and well-managed offices in Cicero and south suburbs. We perform all dental services in house. We participate in PPO/FFS and Public Aid. Established and growing patient base. No HMOs. Offering mentoring, flexible schedule and generous compensation with incentive bonus. If interested please submit CV to atozdentalcare@hotmail.com.

ORAL AND MAXILLOFACIAL SURGEON NEEDED: Suburban multi-specialty group practice has immediate opening for oral and maxillofacial surgeon to cover a few days per month and growing. A full range of oral surgery procedures required. Equipment and supplies provided. Please send résumé in confidence to dentistresumes3@gmail.com.

GENERAL DENTIST: North side, state-of-the-art group practice seeking immediate hire for an experienced general dentist, good team player and familiar with all aspects of dentistry. We have compassionate and friendly staff. Please send your CV to tooth183@yahoo.com.

GENERAL DENTIST: Looking for full-time dentist for state-of-the-art digital group practice. Please send résumé to dental1946@gmail.com.

GURNEE PRACTICE LOOKING TO EXPAND: Busy dental practice in need of two associates. Not just any dentists, though. The right dentists for our patients and our team. We are expanding our practice and we are looking for energetic, team players who enjoy practicing dentistry. We have a state-of-the-art facility and a great staff. Come be an integral part of our team. New grads welcome. You will learn more here than anywhere else. Spanish is a bonus. gurneesmiles@gmail.com.

GENERAL DENTIST WANTED: Dental office in Beverly seeking an associate general dentist (full-time/part-time). Please email résumé to beverly.smiles@ymail.com.

PEDIATRIC DENTIST or general practitioner with experience treating young children. Part-time (Monday, Friday, possible Saturday) position available in a well-established office in Bolingbrook. Excellently trained support staff. Send résumé to dimas@mysonrisadental.com.

PART-TIME GENERAL DENTIST: A fast-growing practice located in Aurora is looking for part-time general dentist. We offer great working environment with state-of-the-art equipment. Send résumé to dentalresume303@gmail.com.

GENERAL DENTIST NEEDED: State-of-the-art office with CBCT, digital X-rays, and intraoral camera. We're looking for Saturdays and Mondays with the possibility of adding more days. Existing patient base, most procedures offered in house. If you're looking for a relaxed atmosphere, emphasis on patient care, then come join us. Email ddsnewsburbs@gmail.com.

ASSOCIATE DENTIST: General practice in Oswego/Montgomery area looking for an associate to cover maternity leave and then to stay on as permanent associate. Immediate patient base. Monday, Saturday to start. Periodontist, orthodontist, pedodontist in house. Please email CV to info4smiles@gmail.com or fax 630.554.9545.

INDEPENDENT AND MOTIVATED: Associate general dentist desired for busy office in Waukegan – close to Gurnee. We refer very little out and provide comprehensive treatment including implants, orthodontics, endodontics, surgical extractions, etc. – all performed by general dentists. Four days needed. Our office is newer but busy, fully digital and paperless with well-trained and efficient staff. We accept all PPO insurances and Public Aid. No HMOs accepted. Compensation based on production with guaranteed minimum. Please have some private practice experience. Thanks. Please email résumé or CV midwestfamilydental@yahoo.com.

IIMMEDIATE OPPORTUNITY FOR GENERAL DENTIST: At our multi-specialty dental practice is seeking an ambitious, highly motivated, caring general dentist to join our growing practice. As a member of our team, you will have the opportunity to benefit from state-of-the-art technology and a professional management team while providing best practices in a family-oriented environment, resulting in a winning relationship with your patient and the office team. Our Specialty Team includes the finest in technology and specialists in the industry, including faculty from previous dental educational centers. Our commitment to developing the strengths and abilities of our specialists and providing high quality of care and safety to our patients is our standard of care. Requirements: DMD or DDS degree, maintains a current license in state of employment, maintains a current DEA registration NPI number. recruiter@idm630.com.

DOCTOR FOR SUPERB PRACTICE IN ELGIN/SOUTH ELGIN: Are you an excellent clinician? Do you communicate well with people? If so, let's talk. We are a high-end, state-of-the-art practice with offices in Elgin and South Elgin, providing all dental procedures. We're looking for someone with good, fundamental skills who is willing to learn and grow. We have great, hard working staff, a large patient base that is growing, and nice offices. We offer clinical growth, a rewarding position and a strong team of skilled professionals. Send letter or résumé to jkerner2@verizon.net, and we can talk about this opportunity.

IMMEDIATE OPPORTUNITY FOR PEDIATRIC DENTIST: Fantastic future now. Career for a pediatric dentist in a multi-specialty dental practice. Our large multi-specialty practice has immediate opportunities for pediatric dentists with certificates in pediatric dentistry and those that are board certified pediatric dentists. The pediatric dentist will provide dental care for infants, children, and adolescents. The pediatric dentist should be comfortable working with young patients and enjoy providing excellent patient care to children in a loving and comforting way. The parents in our practice are equally important and must have a full understanding of the treatment being provided to their child. Why chose a multi-specialty practice? For many reasons, including these: Our Specialty Team includes the finest specialists in the industry, including faculty from previous dental educational centers. Our commitment to developing the strengths and abilities of our specialists and providing high quality of care and safety to our patients is our standard. Our multi-specialty practice is located in beautiful downtown Naperville, which has a large and diverse pediatric patient population, including special needs children. We are located about 40 minutes from Chicago. We are looking for both part- and full-time or two to four weekdays and at least two Saturdays per month. recruiter@idm630.com.

ORAL SURGEON NEEDED: Well-established, fee-for-service practice located in western suburbs of Chicago is looking to add a board-certified oral surgeon to our office. Office is fully equipped along with our highly trained staff. Full range of oral surgery procedures required. Needed one to two days per week. Please email CV to dental0821@gmail.com.

GENERAL DENTIST NEEDED: Established practice in the northwest suburbs and Lake County seeking a general dentist full-time/part-time. Experience in practice is preferred, but new graduates welcome. Interested individuals please email tsdental2014@gmail.com.

DENTAL ASSOCIATE: Full-time or part-time positions available in our busy Aurora and Joliet locations. Practice all phases of dentistry on diverse patient population. Associates earn between \$200,000 and \$250,000 annually. Email krishandental@gmail.com or call 773.742.8471.

ASSOCIATE GENERAL DENTIST NEEDED: Family-owned, digital, fast-growing, PPO/FFS practice in Batavia seeking quality-oriented, part-time dentist for Thursdays, Fridays and one Saturday a month to start. Email résumé to bataviadentists@gmail.com.

ORAL SURGEON: Well-established, fee-for-service office located in northwest suburbs of Chicago (Palatine) is looking to add a board-certified oral surgeon to our office. Office equipped with intravenous sedation monitoring system. Well-trained staff. Immediate availability to start. Please email résumé to info@plumgrovedental.com.

GENERAL DENTIST – SATURDAYS: Seeking talented associate general dentist to support Saturday schedules for offices in Chicago’s west and southwest suburbs. Send résumé to jobs@advancedfamilydental.com or fax 815.483.2969.

ORTHODONTIST: Established, private orthodontic practice needs an associate two to three days per week for fee-for-service, multi-specialty group practice located in northern Illinois. Great opportunity to work autonomously in a group practice setting. Send résumé to illinoisorthodontist@yahoo.com.

GENERAL DENTIST – FULL TIME: Seeking talented general dentist to support morning and evening schedules for offices in Chicago’s west and southwest suburbs. Send résumé to jobs@advancedfamilydental.com or fax 815.483.2969.

GENERAL DENTIST NEEDED: We are looking for full-time/part-time general dentist for digital office in the western suburbs of Chicago. Competitive pay, daily guarantee, with excellent staff and administration. New graduates welcome. Email westdentaljobs@gmail.com.

GENERAL DENTIST NEEDED: Part-time associate dentist needed for modern family dental practice in Downers Grove. Mix of fee-for-service and PPO. Experience preferred but will consider new grads. Please send résumés to smiledgdr@gmail.com.

GENERAL DENTIST: Part-time general dentist needed in PPO/FFS private practice located in Crystal Lake. Ethical, motivated individual with good clinical skills. Two days/week including two to three Saturdays per month. Experience preferred. Please email your résumé to ykp207@gmail.com.

DENTIST OPPORTUNITY: Group practices in Chicago and suburbs looking for high-quality, ethical doctors to treat diverse patient population. Medicaid, PPO/fee-for-service, must be comfortable treating children. Daily guarantee plus percentage of collections. H1B Visa sponsorship considered, benefits. Send résumé to bestdentaljob7@gmail.com.

FULL-TIME GENERAL DENTIST OPPORTUNITY: We are a large multi-office practice in the far southwest suburbs. We are proud of the fact that we have a reputation in the area for providing outstanding service to our patients and as a result we continue to grow every year. If you love to do clinical dentistry and have incredible interpersonal skills then you may be a great fit for our team. Must have at least three years of private practice experience and a GPR is a bonus. We do not take any HMO or Medicaid/Public Aid. If interested send résumé to doctorsws@gmail.com.

PART-TIME GENERAL DENTIST ASSOCIATE: Southwest suburban Mokena general dentist office seeking part-time associate. Looking for a long-term associate to work one to two days per week to start, with opportunity for more days if desired. Days/hours are flexible but likely will include one evening per week and no Saturdays. Please email CV to mokenadentaljob@gmail.com and we can discuss details further.

PART-TIME GENERAL DENTIST: We are seeking a part-time general dentist to work two to three days per week in the western suburbs of Chicago. Our well-trained and experienced staff has the practice administration and clinical skills to complement your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration. Email CV to dental0821@gmail.com.

AURORA GENERAL OFFICE: Seeking dentist to join our fast-paced office. Three weekdays, two to three Saturdays a month. Please email your résumé to am.ngdental@gmail.com.

DENTAL ASSOCIATE NEEDED: Our dental office located in Des Plaines is looking for an associate full-time/part-time. We currently take PPO/HMO/Medicaid/fee-for-service patients and we are a family dentist. We offer a great benefit package. Please submit your résumé to icyangdds@yahoo.com for further consideration.

SEEKING GENERAL DENTIST: Seeking part-time dentist to join our well-established practice in the Oak Lawn area. Required hours include 9 a.m. – 6 p.m. on Wednesday and 9 a.m. – 2 p.m. on Saturday with the opportunity for additional days and evenings if desired. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. Please fax résumé to 708.423.0719 or email to asbin@aol.com.

GENERAL DENTIST NEEDED: Partnership opportunity in St. Charles/South Elgin for state of-the-art digital and growing practice, with future partnership opportunity. Great deal for an experienced dentist to take ownership and lead the way. Mondays, Wednesdays and Fridays with one Saturday a month. Please email your résumé with contact information to thefamilydentalgroup@gmail.com for immediate consideration.

ENDODONTIST – PART-TIME: Exciting opportunity. Growing, Chicago-based PPO/fee-for-service dental group seeking an endodontist with one-plus years experience to join us on a part-time basis. Offices currently located in north, south, northwest and west suburbs. In-house dental specialists, administrative and clinical support and modern, digital offices. Competitive compensation and comprehensive benefits package (health care insurance and 401(k)) as well CE opportunities. H-1 Visa sponsorship available. Please email your cover letter and CV to careers@csqsmiles.com.

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Northwest Suburban: New listing, exquisite three-op beauty. Doing \$280,000 on very reduced schedule. Must see!

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Rockford Jewel: Grossing nearly \$3 million. Nothing like it! Call for more amazing details!

South Suburban: Lovely four-op practice doing \$525,000. New listing, won't last!

South Suburban: New listing! Close to Indiana. Doing \$350,000. Getting details.

South Suburban: Efficient three-op practice with very low overhead. Grossing \$550,000 on 3.5 days/week without marketing.

West Suburban: Two-op starter. Make offer!

West Suburban: Beautiful three-op practice with real estate. Great price!

West Suburban: New, four-op beauty! Truly one-of-a-kind! More than half of revenue comes from hygiene. Make \$\$ and take it easy!

West Suburban: Six-op powerhouse! Next to huge medical facility with built-in patients. Doing \$550,000, but can be so much more!

West Suburban: Beautiful and well-established. Grossed \$450,000 with low overhead! Blend of PPO and FFS.

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FINAL IMPRESSIONS by Walter Lamacki, DDS

Write to Dr. Lamacki at wlamacki@gmail.com.



Quo vadis

FOR THE PAST DECADE, THE LEADERSHIP OF ORGANIZED DENTISTRY HAS BEEN CONDUCTING A STRATEGIC RETREAT, trying to maintain the status quo of dental practice in a maelstrom of profound change from within the profession and outside of it.

The state dental practice act is being nibbled to death as we endlessly debate the expansion of duties for dental assistants and the creation of dental therapists, while fending off giant foundations by arming ourselves with a knife in a gunfight.

Our focus shouldn't be on the expansion of duties for dental assistants or the creation of dental therapists; rather we should concentrate on treating our patients' total health with cost-effective care, which is increasingly being demanded by the public and those who pay the bills.

In an incisive guest editorial in the November 2016 issue of the *Journal of the American Dental Association* titled "Where is Dentistry Going? Advice From the Cheshire Cat," Albert Guay, chief policy advisor emeritus of the Health Policy Institute American Dental Association, writes, "...There is a movement under way to integrate dentistry and general health care more closely in such a way as to promote greater dentist-physician interaction in patient care." Dr. Guay calls for a major study modeled on the 1926 William Gies report on dental education that established dentistry as a learned healing profession and an essential component of the health care professions.

The concept of combining medical and dental practice is not new. The Chicago Infirmary, the state's first dental school, founded in 1883, required that applicants to the school have a medical degree. That requirement was dropped the following year along with the Infirmary changing its name to the Chicago College of Dental Surgery. From time to time since then,

practitioners and educators have raised the concept. The fly in the ointment is: Will dentists be treated as colleagues or auxiliaries by the physicians?

In January, Kaiser Permanente (KP) opened an integrated medical-dental clinic as a pilot program, believed to be the first such undertaking that is not publically funded. KP is a juggernaut managed care consortium, that sells insurance and also operates 622 for-profit medical clinics; it employs 18,652 physicians mostly in the Pacific Northwest.

In an interview with the blog drbicuspid.com, Kenneth Wright, vice president of dental services for Kaiser Foundation Health Plan of the Northwest said, "It's just a matter of time before we see this wonderful capability in all the KP regions." Harvard School of Dental Medicine has already taken proactive steps with its Initiative to Integrate Oral Health and Medicine. Dr. Wright, who is also a vice president of the initiative, will assume the presidency next year. Harvard is focusing on guiding professional discussions and influencing public policy.

The Center for the Advancement of Interprofessional Education has been encouraging collaborative care in many academic health centers since the early 1970s. The goal is to improve the quality of care and at the same time control cost of treatment.

The reality is that many forms of medical-dental practice are already in the health market place as the complexities of total patient care grow exponentially.

The integration of medical and dental practices seems to be moving along without a study.

So why is a study needed?

Because a plan is always better than no plan; the profession must manage change or someone else will do the managing.

Lao Tzu, the ancient Chinese philosopher and founder of Taoism, said, "If you do not change direction, you may end up where you're heading." ■



The Chicago Dental Society Officers and Directors cordially invite you and your guest to attend the 2018

Installation of CDS Officers

SUNDAY, NOVEMBER 12, 2017

Palmer House Hilton Hotel

17 E. Monroe St., Chicago

Welcome Reception: 6:15 p.m. • Installation: 7 p.m. • Gala Dessert Reception: 8 p.m.

Election of CDS Officers

The election will be held Nov. 8 during the Regional Meeting at the Drury Lane in Oakbrook Terrace.



Nominees

- Louis Imburgia, DDS: President
- Cheryl Watson-Lowry, DDS: President-elect
- Terri Tiersky, DDS, JD: Secretary
- Dean Nicholas, DDS: Vice President
- Thomas Schneider Jr., DDS: Treasurer

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